



# GLORIFY GOD IN BUSINESS

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## CHRIST CENTERED COACHING

### **Christ Centered Coaching Script Book with Objections**

First Call: Hey \_\_\_\_\_ I just got your application for a Free\_\_ (whatever you named your free session, strategy call, discover call, coaching call etc)\_\_\_ Is now a good time to connect or should we schedule a short 20-30 minute call later?

Build Rapport: Ok awesome, I saw the \_\_\_\_\_ area code where are you located? Is that where you are from? ETC (get related for a few short minutes. Find some common ground, relate to them)

Ok great, cool if I ask you a few questions so I can to best identify how to help you?

1. How did you get started in your business?

2. Tell me what's going "right" in your business right now? [Starting with positive- don't let them go on too long about what's right, otherwise why would they need you?

3. Ideally where do you want to see your business 12 months from now? (Their goal)

4. What would that be like for you if you were \_\_\_\_\_ (repeat what was said in questions 3)? What would that make available in your life?

or

What would your life look like if you were able to see your business and life at \_\_\_\_\_ (repeat their answer to questions 3)?

[You can future cast here and help them cast their vision here]

5. On a scale of 1-10 how important is this goal to you? 10 Being super important, 1 being not motivated at all.

Wow, you are a \_\_\_\_\_ why are you at \_\_\_\_\_ (number they said).

[Telling themselves how important this is to them and why they can't leave it as is]  
(If they are not an 8, they may not be the right client for you)

6. What are the 2 biggest challenge you face in reaching this goal?

or

What are the 2 things that are holding you back?

7. What would make is easier for reach this goal?

[They are Telling you what to offer them]

8. Ok, \_\_\_\_\_ I got everything you said. Can I share with you what I call the strategy portion of this call? This is what you need to do to get \_\_ (their answer to #3)

**STRATEGY PORTION- LAY OUT A PLAN TO GET WHAT THEY SAID THEY WANTED.HELP THEM SEE IT'S POSSIBLE (don't give them all the details because then they don't need you)**

9. Does this make sense to you? Any questions?

10. This is exactly why I created the \_\_ (Name of Your Coaching \_\_\_\_\_) program to help people like you get from where you are to having \_ (answer to #3) \_\_\_\_\_ results.

I would love to share how the \_\_\_\_\_ program can help you get \_\_\_\_\_ (list what they said they wanted and what they need from question 3)?

sound good?

Ok this is a \_\_\_\_\_ (time frame) month program designed to help you (share how it helps them get what THEY said they wanted and solves what THEY said their problem was)

Here's what you get:

(list your offering, products, # of sessions, etc)

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The investment for this program is \$ \_\_\_\_\_ a month and right now I am offering a promotion of \$ \_\_\_\_\_

It's easy to get your started, all I need is a yes from you to get you all set up.

(STAY SILENT) he who speaks first loses

Are you near a computer?

Ok I am going to email you the payment link right now.

What's your best email?



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### OBJECTIONS

Always handle one objection at a time and isolate the objection. Say. I understand. Sounds like you are ready to get started but you have a concern about \_\_\_\_, is that correct?

#### **YES BUT just not right now....**

I understand. Sounds like you are ready to get started you just have a concern about getting started today?

Let them know:

You can call back anytime before your start day of \_\_\_\_ and you can get them set up but they will just pay the full price with no promotion.

The program is worth the full price so it's still a great option.

But if you know this is something you want to do what's keeping you from taking action now?

#### **Yes BUT I don't have the money**

I understand. Sounds like you are ready to get started you just have a concern about the financial investment right now right?

—Is there something else that is honestly holding you back cause you told me you where a \_\_\_\_ number (scale of 1-10 answer)

---ask them if money weren't an issue would they do this now

---ask how long they have been asking their bank account for permission to do what they are here to do

---Ask them what it will cost them NOT to do your program and stay on the same path they are on.

---Ask them if they were coaching themselves what would they say to themselves?

---Ask them to imagine themselves 9=12 months into the future and they have the result they shared with you that they wanted. Ask them how much it would be worth to them to have that result.

### **I Need to Pray About It**

“I am so happy to hear that you a person that considers things by prayer. I am as well. Lets pray together...” (If you are a Christian/Catholic I suggest doing this)

(When you pray it should be clear to both of you what's the right direction otherwise you are dealing with someone who is insincere and using God as an out or an excuse to not move forward.)

- If you make your decisions by prayer, not only is that awesome but I'm almost positive that you have already prayed about an opportunity for your business to grow. Is it possible that this coaching is the answer to your prayer? (The truth is that they have been praying already for a change or help. Right now is really the time for them to choose to move forward in this or not to do it at all. )

I let them know they can always call back later but it will be at the full price in the future.

## **Final Close**

It's very simple to get you started. All I need to hear is a yes and we can move forward together.

Great are you in front of a computer?

(walk them through the sign up process and stay on the phone or with them the entire time, do not let them do it later because it will not happen 9 times out of 10)