



ALLOWING A SUCCESSFUL INTERVIEW

Before you book your interview , here are some ideas to ensure this will be a productive use of your time together:

1. Ensure your schedules are compatible BEFORE scheduling your interview, as being able to meet regularly and consistently is core aspect of effecting positive change.

While I feel it IS good for us to stretch and be flexible as human beings, if you start jumping through hoops and throw your life out of balance from the get-go, you are actually already “teaching” your potential client, by example, the very OPPOSITE of allowing success.

2. Be sure your potential client has filled out your interview sheet in advance BEFORE conducting your interview.

This is the very first gage of whether or not a client is truly ready for coaching, so if s/he is not ready, willing or able to take this important first step, now is not the time.

Remember that little phrase...

If it feels light (and falls into place/etc.) it's just right!

If it feels heavy (a journey that already feels like barefoot, uphill in the snow from the get-go) – something isn't ready!

Now that you know your potential client really IS a good candidate for LOA/AYS Coaching, here are some ideas and suggestions for a smooth-flowing, effective interview:

1. Set an intention in advance, BEFORE meeting with your potential client so that you pre-pave a great experience and set a precedence for excellence. Use the example in the “Precedent for Excellence” video or try this example:

“I am 100% present with this individual’s positive aspects and potential, enter this exchange from a place of clarity, focus and excellence, greatly enjoy our time together, listen to and heed the guidance that comes from my Inner Compass, solidly KNOW and honor the immense value of what I have to offer, and come away from this experience with an awesome gift in the form of beginning the journey with a wonderful new paying client, or whatever is best for both parties!

I experience this or something even better!”

2. Take a moment to review the ideas/steps mentioned here before meeting with your potential client to stay in a fabulous flow.

→Especially when just getting started there are a lot of ideas here designed to help you stay on track, and once you’ve set your intentions in motion, the LOA may even “highlight” a part of this process that may be the most helpful in sealing the deal!

3. Decide in advance that no matter WHAT occurs, this will be time is a good investment for BOTH of you. Be sure to look for the gift that you will ABSOLUTELY receive EVERY time.

Keep in mind is that whether or not you agree to work together, you will BOTH come away from this experience with a gift of some kind for each other, including:

→You HAVE agreed to work together! Yay!

→You get to fine-tune your approach! Yay!

→You got to meet another super-cool, like-minded human being! Yay!

→You get to fine-tune your POA to attract more peeps who can easily afford your services! Yay!

→You got to share some love & positivity with someone who really needed it today! Yay!

→This individual was not able to commit but referred you to another fabulous individual who COULD! Yay!

→This individual can see that you ARE the real deal and comes back when s/he is ready! Yay!

4. Be 100% present with your potential client AND your inner compass.

→Really LISTEN to what s/he has to share and allow her/him to finish sharing completely before you speak

→If you know yourself to have also been an enthusiastic interrupter, be patient with yourself. Long-standing habits may take time to unravel.

→While you are actively listening to your client, be sure to tune in to your body – especially that glorious gut – to know if this is a good match.

5. Use the Interview form as an organized way to cover all bases for you and for your potential client.

→Customize this form to fit your brand, business and flow

→Read and verify all contact and schedule info

→Read her/his answers to each question & ask her/him to tell you more/expand on these ideas – especially the answers that feed her/his level of joy and confidence

→Always praise and acknowledge her/his level of knowledge, her/his positive qualities, and how far s/he has already come

→Once you've given your potential client the full spotlight and you have a strong understanding of her/his "why" to begin coaching, share your "Core Focus" as an LOA/AYS Coach plus any other specialized tools that could be particularly helpful for this individual.

Feel free to use the "Summary and Bullet Points" I share in the "Your Core Focus" video as a jumping off point for this conversation or play with the 10 focal points I've added below for few more ideas to "seal the deal" with your potential client:

As a Certified Law of Attraction/Allowing Your Success! Coach it is my mission to be a catalyst for your greatest experience of success & well-being/happiness by helping you:

1. Spend less time on thoughts, conversation and action habits that perpetuate problems/issues that keep you stuck, and MORE time on cultivating solution-oriented thoughts, conversations, and action habits that set you FREE and help you focus upon & REALIZE what you WANT
2. Relax into your NATURAL well-being and discover your PERSONAL path of least resistance to your greatest well-being in ANY given moment
3. Feed a healthy, good-feeling REP (Repeating Emotional Pattern) so that you enjoy more emotional consistency & can respond to life from a place of clarity, focus and excellence
4. Reset your vibe faster to create new, positive momentum
5. Celebrate the good and success that DOES exist in your life so you can attract and allow MORE
6. Cultivate presence so you can SAVOR the awesomeness that IS to the MAX and tune in to your "Inner Compass" - your built-in road map to success

7. Discover the connection between your thoughts, emotional responses, expression, and actions, and what manifests in your life, so that you focus and act in ways that create the greatest experience of success
8. Encourage your independence by creating a customized template of “Core Skills” designed to help you ultimately become your OWN best coach and apply the tools you discover as we work together to achieve success in ANY subject or area of life
9. More readily recognize, remember and allow your strengths, gifts, abilities and potential
10. Move ONWARD, UPWARD and FORWARD to BE even more of who you were born to be, allow YOUR success and live life on FIRE!
→Share your program flow (AKA the time commitment you would both be making to each other):

Here’s the way I structure my program if you would like a jumping-off point:

1X a month we’ll meet in person (or via Skype/FaceTime/WhatsApp/phone/etc.) for up to 90 minutes. During this time:

- We start with a powerful intention to set a precedent for clarity, focus and excellence, so that our time is extremely productive and effective
- We’ll establish a success mindset by acknowledging the celebrating the success and good stuff you have already attracted and allowed
- We’ll address any questions you may have
- In the first session, we’ll talk more about the lesser-known aspects of Law of Attraction & Allowing, how to use this to your greatest advantage, and I’ll share insights about “The Power of Focus,” the first of one of 12 power topics for allowing success. I’ll then offer practical and effective “Allowing Power Tools.”
- You’ll choose the one tool that feels best to you and work with it for the next 30 days.
- You’ll create and set a powerful intention for the next 30 days that we will focus on together
- We’ll close with a powerful intention to set the wheels of success in motion!

3X a month we will meet for up to 30 minutes (via Skype/FaceTime/WhatsApp/phone/etc.). During this time:

- We’ll start with powerful intention to set a precedent for clarity, focus and excellence, so that our time is extremely productive and effective
- We’ll acknowledge your “Magnificent 7,” your top 7 successes that week
- We’ll practice positive, solution-focused conversation to feed a habit of success orientation and allowing more awesome manifestations
- We’ll close with a powerful intention to set the wheels of success in motion!

...And once you agree to work with me as your coach and choose your program, I will leave you with a mega-tool to jumpstart your experience of Allowing Success TODAY.

→ Ask your potential client if this all makes sense and sounds good to her/him good to you?

→ Share your coaching program packages and pricing

→ Ask your client which program would be most conducive to creating consistency and achieving her/his goals/results

→ Ask her/him how s/he'd like to pay for that today

→ Establish whether s/he'd like to pay in advance or _____

→ If you will be billing quarterly/monthly/weekly/etc., establish your billing/due date(s) – (automate this process if at all possible)

→ Have your client read your terms and conditions (you can read this out loud with her/him)

→ Have her/him sign the agreement

→ Collect payment

→ Set the date of your first monthly session (and weekly sessions if feasible)

→ Give her/him (or show/e-mail her/him) an "Allowing Daily Success" form

→ Explain the purpose and process

→ Welcome & congratulate her/him for taking this powerful step!

→ Close with a powerful intention for both of you!

→ Do a mega-happy dance, jump for joy, scream, high-five yourself, celebrate YOUR success NOW, and get fired up about the amazing journey you have begun!!!