

Free Consultation

See If You Are A Match

What is a consultation for?

Consultations are conversations that you schedule with a potential client to see if they are a good fit to working with you. People generally are more likely to become a client after having a chance to connect with you one-on-one. This consultation template is designed to support the client in getting clear on their challenges and how you can help them. It also offers them a chance to be heard in a deep and supporting way, building trust with you.

Do you suggest I follow this script below during my consults?

You don't have to follow this script exactly. What is most important is that you understand the importance of and include all of the 6 elements.

Things to add to your consultation whenever they fit.

- Acknowledge things you admire or appreciate about the person.
- Share client success stories that are similar to their situation.
- Hold space for painful shares. You can say something like, "That sounds really tough." and then remain silent until they respond.

How is Empathic Networking different than free consultations?

Free consultations go deeper than empathic networking. You also now have the unspoken permission to lead the conversation and give more value.

Where do I do my free consultation?

Phone is great if you are coach. It allows you to look at this template while conducting the consultation.

If you are holistic practitioner it can make more sense to do your free consultation in your office.

Do I give them a sample of my work?

If you are a holistic practitioner who works with the client's body, and you want to offer a free sample do it during component 4 of the consultation.

It can be helpful to keep your free sample focused more on assessment and explaining how regular work with you will show positive results, rather than trying to fix a problem they have in 10 to 30 minutes. If you try to fix their problem and it doesn't work then the client may lose trust in you. It is more helpful to assess them and give them guidance for long term care as they will likely show much more life changing results this way.

6 Components of Powerful Consultations

1. Connect

“Hi _____, I am excited to support you today. Is this still a good time.”

Let them know what the session will look like.

2. Share about yourself

Share a brief story about why you do the work you do. How you overcame same struggle you help your clients overcome.

3. Empathy

Questions to support them in opening up:

What is your biggest challenge?

What have you tried so far to resolve this?

How is this challenge affecting your life.

What do you want instead?

How would resolving this affect other areas in your life?

How committed are you in achieving your goal?

4. Support

Offer one or two recommendations.

Third recommendation is that they work with you if it feels like a good fit.

5. Offer your package/program

“How does this sound to you?”

6. Address concerns