

Profit Producing Activities

4. Three Calls to Be Having- Consultation Calls

Consultation Call Template: Have you done this prior to the call?

- Identified which program is the best fit for your dream client?
- Did you nurture them in comments and on their posts?
- Did you connect with them in DM?
- Ask the 3 Big:

1.) What are you looking to achieve? (1,2,3)

2.) What have you done so far to achieve those goals?

3.) What is still missing? (X,Y,Z)

- Send resource (podcast, video training)
- Book connection call
- Ask if they are considering your programs?
- Identify the objection?



Profit Producing Activities

4. Three Calls to Be Having- Consultation Calls

Phone call flow:

- Rapport
- Set time
- Right fit
- Overcome Objection
- No brainer for me
- Ready to do this?

X- _____

Y- _____

Z- _____

1- _____

2- _____

3- _____