

BEFORE THEY SAY YES

Starting a new client starts with an **EXCELLENT HEALTH ASSESSMENT**. Our goal on that call is not to give a “presentation” but to LISTEN to their goals and assist them to cast a vision for a future full of energy and vibrance. We do this through asking excellent questions.

[Health Assessment Training](#)

[Health Assessment Sharing Script](#)

As you share and help clients see the value of our program, you may need to help [overcome objections](#). There are many resources to help you with this.

If you choose to use the [ONLINE HEALTH ASSESSMENT](#) form (frequently referred to as your Jotform) you'll have all the info you need to quickly

dig into your clients “why” and establish a quick connection. It’s CRITICAL that you establish a PERSONAL connection to people before chatting through the program that is the right fit for them. But if they are unable to complete the online form you can easily print this **BLANK HEALTH ASSESSMENT** and use it to have a solid conversation.

Paying attention to things people say on your FB wall and knowing what to respond with is a pretty key step to this health assessment process. Here are some common responses to use.

In some cases you may choose to add a friend who is asking questions to our ATM (Add Tag Message) page. Transformation 4 Life is the spot to add them.

CAUTION! If you add someone to this page, DO NOT ABANDON them. It’s YOUR JOB to nurture that

relationship. When they are ready to get started on plan, they will reach out to whoever is most present in their world. MAKE SURE IT'S YOU!!