

CLIENT Celebration Zoom/Call (CCC) Outline

Best Practices for these calls

- *** If this is a client with coach potential you will want to add them to the "Potential Coach Tracking Sheet." *** [LINK](#)
- Do these calls with a member of your support team with a strong sponsoring mindset
- Send Day 8 text so milestone post is posted before CCC
- Initial CCC is Day 9/10
- Send the completed I+Q=A (Coach Candidate Form) to your coach the night before your CCC
- Confirm your CCC with your client and your coach the night before
- This call is best done via zoom

Client Celebration calls (CCC) serve many purposes.

- Model team coaching
- Integrate clients into the community
- Allow us to layer and invite to explore coaching
- Setup the Explore options call

When do you do a Client Celebration Call (CCC)

- Day 9/10
- 3-4 weeks
- ongoing after that based on conversation for strong coach candidates

How would coaching rock your client's world:

- Accountability/long term success
- Income/Abundance
- Meaning/purpose/fulfillment

Here is a suggested flow to the call/zoom:

COACH: Introduces Client and Business Coach, edifying each to the other. Let your business coach know ahead of time (pop on 2 minutes early) if there is anything specific they can assist with & WHY coaching would be a match for the client.

Share this info when introducing your client (*This helps build a relationship quickly.):

- How do you know each other?
- Where do they live/work
- Family (married,single, kids, grandkids, furbabies)
- How long on program
- Shout out 1-2 big wins since starting program
- Share why you think coaching would be good for them (this opens the door for your coach)

BUSINESS COACH leads conversation (fun & upbeat):

- What are we celebrating/what are you most excited about with your 1st week on program?(* if they have been struggling, they will always share that first! Circle back to what they are excited about and find a win before troubleshooting challenges)

- How much weight have you lost? (The answer to this question confirms they are on point with their meal plan and this is usually one of the first wins they are excited about).
- What has been your favorite support tool (besides your awesome health coach)/What element are you in in your life book? (confirm that they are integrating into the lifebook, fb group, Monday night webinars)
- Do you have any questions for me?

Remember when you first started, you and (Coach's name) talked about the commitments to stay successful long term. Continuing to stay connected to your coach, the community and sharing your journey out loud with your friends/family and on social media is going to be key.

If they posted their milestone post:

Congratulate them on sharing their journey out loud on their facebook page and stories!

Wasn't that so fun to see the amount of people your story has inspired? Living your journey out loud increases your chances of success as I'm sure (coach name) has shared that with you. This is also how you'll earn that referral credit towards your future orders. You've already inspired so many and your coach is already thanking your friends and family. I bet so many will be ready to begin their journey, too!

!!The key to do all of this do NOT skip this step!!

With that being said, the next progressive step in your health journey is for us to explore which option would be best for you: referring your friends & family to (Coach name) or coaching them along with us.

When is a good time for us to have a brief conversation together? (Pause and let them answer)

I'm super excited to chat more on our zoom (day/time)

If they have not posted their milestone post:

You are doing so fantastic on your journey, are you ready for your next steps? It's time to share your journey on facebook!

It's going to be so fun to see the amount of people your story inspires? Living your journey out loud increases your chances of success as I'm sure (coach name) has shared that with you. This is also how you'll earn that referral credit towards your future orders. You've already inspired so many and your coach is already thanking your friends and family. I bet so many will be ready to begin their journey, too!

As your friends/family start to ask, the next progressive step in your health journey will be for us to explore which option would be best for you: referring your friends & family to (Coach name) or coaching them along with us. I'm super excited for you to share and look forward to chatting more after your facebook post.

Text to send them after they say yes to posting:

Sample ongoing milestone post & text to client: [LINK](#)

If they will not post their milestone post on their page

- See if they will let you post on your page and tag them
- See if they will post on the client community to page