

COACHING DISCOVERY CALL TEMPLATE



Coaching Discovery Call Template

Hi, my name is _____.

Thank you so much for scheduling a call with me. I'm so glad we could connect today!

I want to take some time to get to know you & your goals.

I offer coaching services that help my clients who struggle with [insert coaching niche details].

Does that sound like something you need assistance with? I can run you through my strategy for the same... And after that, we can address any questions you may have.

How does that sound to you?

So, tell me:

What aspects of your life would you like to improve?

What parts of your life give you the most and least fulfillment?

How have you tried addressing these problem areas in your life?

What coping mechanisms have you come up with to address each issue?

Remember to ask questions related to their experiences. This builds a personal rapport and shows that you are attentive.

Would you tell me more about...?

What do you mean by...?

If that's the case, then why...?

How much time are you wasting on this problem?

How long would it take to fix this on your own?

If you could [name one advantage they get from your coaching], how close would it bring you to achieving their goals?

If you don't mind, may I show you my framework to help you work through this difficult situation?

Bring in your framework and relevant examples of how your coaching could get them the desired results.

What do you think? Do you know how to proceed if we work on this together?

Do you think I can help you execute your strategy?

What do you think of this so far?

Does this make sense to you?

Is this what you're looking for?

Is this what you had in mind?

Is this an improvement on what you are doing right now?

Offer timings and payment details via email or on the call itself.

If they agree, send the email within the first six hours of the call and follow up a day later. Remember, we must strike while the iron is hot.

If they reject your offer, move into feedback.

I'm sorry to hear that. May I ask you a few questions concerning this call?

Is there anything that can be improved to make this call more effective?

How did you feel during the conversation? Is there a better process for speaking with you during a session?

Is there anything in the framework that may not work for your specific need?

Do I have your permission to reach out to you if I come up with a better offering that would suit your needs?

Is there anything else I can work on? I'd like to help as many people as I can!

Wind up the discovery call

Again, thank you so much for taking the time to have this conversation with me. I'm always available at [insert contact information and timings]. It's been a pleasure talking to you. I hope you find a way to solve the [insert problem they are facing].

Have a pleasant day/night!