

FEEL FELT. FOUND

These three words carry a HUGE impact when we utilize them with overcoming objections. It creates a community of like-minded people that are relatable, gives that validation that it is hard to start BUT also reminding the client of your empathy and understanding and also providing them with a solution that others have had -which is a validation of your skills.

“Thanks for sharing that. You know what? I understand how your FEEL”

I've trained with other people who have FELT the same way and were nervous about committing and getting started. It's a big step, and I hope I have not downplayed it.

What they FOUND though, was the commitment gave them substance to their goal, that having certain times per week blocked off really helped foster a habit of exercising. Having 3 sessions a week with me, also meant it started to become a habit, and I was there to answer questions that popped up as they always do when we are starting out. So, they were concerned to about committing, but they ultimately discovered it was actually the easier way to start seeing the progress they've wanted for a long time that they just did not achieve on their own, despite all their hard work.”