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WoDiLab

CONFIDENT ENROLMENT CONVERSATIONS

Prepare a simple structure for your client conversations so you can guide people from curiosity to clarity in a natural and supportive way.

ACTION CHECKLIST

☐ **Step 1 – Prepare your opening question**
Invite the person to describe their current situation.

☐ **Step 2 – Explore their future vision**
Ask questions that help them describe the result they want.

☐ **Step 3 – Identify the challenges**
Understand what has been getting in the way.

☐ **Step 4 – Connect your offer**
Prepare a simple explanation of how you help.

Step 1 – Opening the Conversation

Every enrolment conversation begins with curiosity and listening.

Example:
“Tell me a little about what has been going on for you lately with [SUBJECT].”

Write 2–3 opening questions you could use:

_____
_____
_____
_____
_____
_____
_____

Step 2 – Future Vision

Help the person describe what they truly want.

Example:
“Let’s imagine six months from now things are going really well. What would be different for you?”

Write 2 questions:

_____
_____

_____
_____

Step 3 – Understanding the Challenges

Explore what has been standing in the way.

Example questions:
- What has made this difficult so far?
- What do you think has been holding you back?

Write 2 questions:

_____
_____
_____
_____

Step 4 – Connecting Your Offer

If the conversation feels like a good fit, briefly explain how you help.

Structure:
I help [TRIBE] achieve [RESULT] by helping them:
- [BENEFIT]
- [BENEFIT]
- [BENEFIT]

Write your version:

_____
_____
_____
_____

For this session

Prepare your conversation questions and have one practice enrolment conversation.

Notes

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_____
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