

IDSP Business Academy Art of Enrollment Worksheet

Client Name: _____

Business Name: _____

Date: _____

What do you love about your (Life, Business, Relationship)?

(Your service as it relates to them)

When it comes to _____, what frustrates you the most? (pain points)

(Your service as it relates to them)

In a perfect world, what standard of _____ would you really like to have?

What kind of lifestyle would that afford you?

Time: _____

Wealth: _____

Relationship: _____

Health: _____

(read standards from above)

(read lifestyle from above)

On a scale of 1 to 10, how serious are you about achieving _____ so you can have _____?

1 2 3 4 5 6 7 8 9 10

If you don't make a change, where will you be in a year from now? _____

_____ 2 years?

_____ 5 years?

Well, if I could show you how to eliminate (read pain points from above) and show you how to achieve (read goals and lifestyle points from above), would you like me to tell you about that?

Now that they are on the edge of their seat, you can describe your program and make your irresistible offer!