

The background of the top section is a dark purple image featuring a person in a dynamic, possibly dance-like pose. A golden geometric pattern, resembling a Sri Yantra, is centered at the top.

Sacred Depths Certification

Celebration/Next Steps Call Script

Reminders:

- *Do this on a separate call from their regular session calls.*
- *Schedule between the last two calls or between the second and third to last calls. Try to avoid having the call after the coaching cycle is done.*
- *Schedule it via email.*
- *Be purposeful in deciding to continue working with a client. Don't just blindly continue but rather do it because you sense the client will get a lot of value from continuing to work together. Make the assessment ahead of time whether you'll make the invite to the client.*
- *If you decide it wouldn't make sense to continue working with the client, then shift the invitation to not include language of working together.*

Call Script

Use this script as a guide for what to say but always use your words so it sounds authentic to you.

I. Set an Intention

Script:

Let's take a moment and set intentions. I'll go first and then ask you to do the same. My intention is for our time together today is first and foremost for us to connect and to connect deeply. And to really use this time to celebrate and honor how far you've come since we began working together because it's incredible what you've done (or what has been created). I also want us to use this time to honestly assess where the next places of shifting, evolution, and transformation are for you. Finally, we'll use this time to look at what it is you really want moving forward over the next year for yourself (or your business). And as we do all that if it makes sense to look together at how I might be able to help you move forward. Now, I'd love to hear your intention for this call.

II. Celebrations

Script:

Think back to when we started and where you were (x) months ago. What has shifted or changed for you? What is it that you want, in this space together, to name and honor, acknowledge and/or celebrate?

Remember, as the practitioner:

- *Validate, reflect, and affirm each of the things they want to celebrate.*
- *You will want to add and inner and outer growth you've witnessed that they haven't mentioned*

IF ALL GOALS NOT ACHIEVED

Script: (say *BEFORE* asking the client what they want to celebrate)

I know you haven't achieved everything you wanted to in the last (x) months. In a little bit, we're going to get a chance to look at that and what can be done differently. For now, I don't want that to undermine how much has shifted and how far you've come. All the steps you have taken and the ways you've changed. I want to make space for us to really celebrate all those things.

III. Vision

Script:

There are so many celebrations. Let's use that as the foundation that you're standing on to vision into the future. Now that you've accomplished all these things in the last year, where do you want to be a year from now? Share with me all the inner and outer accomplishments that, if we were to have this conversation a year from now, you would want to celebrate.

Remember, as the practitioner:

- *More times than not, your client's vision will be on where they are under-estimating what they can accomplish in the next year (or the time frame for your services).*
- *As you're holding space for the client, as they lay out their vision and what they want, listen to make sure their vision is big enough and aligned for them.*
- *This is an opportunity for you to show the client you really see them by adding pieces to their vision and help them create a vision that feels doable and exciting for them.*

IV. The Bridge

Script:

To get to _____ [reflect their vision back to them], what do you know about yourself that you're going to need over this next year? Where are the places that you know you're going to need support? What are the things you're really going to need help with so you can make this vision happen for yourself?

Remember, as the practitioner:

- *You're going to want to add some pieces here also to what the client says.*
- *Validate and affirm whatever they share. And there may be other places where you know they're going to need help, and where you can support them. Share these with them.*

V. Make the Ask

NOT RAISING RATE OR CHANGING THE PROGRAM:

Script:

Everything we're talking about is the exact way we would work together, and these are the things I would help you with if we were to continue working together. I'm not raising my rate or changing anything about the program. If I haven't said it already, I want you to know it would be my honor and privilege to continue supporting you and hold space for you into this next level of vision.

PAUSE, and wait to see how client responds.

IF CHANGING PROGRAM OR RATE, OR YOU SENSE CLIENT NEEDS MORE TIME:

Script:

Everything we're talking about is the exact way we would work together and these the things I would help you with if we were to continue working together. Would you be interested to learn more? I would not be asking if I didn't think it would be a good fit. And I would love to continue working with you.

If they say yes, send them information and some questions to think or journal on. The questions should echo gap, vision, and bridge. For example, (add ones that make sense for your client):

- Write out ways you've appreciated our work together so far.
- Write out all the ways you'd like to use our work to be able to move forward.
- Write out any fears, doubts, or concerns that you have.

VI. End the Call

- Always end the call asking for takeaways
- If applicable, schedule the second follow-up call before getting off the phone.