

Day One | Thu 9th Nov 2017 | 7.30am to 6.30pm | 10.5 hours

Synopsis

Shape your own destiny through S.M.A.R.T goals setting that will define your number one definite purpose in life. Master the art of both closing and coaching that will successfully retain your clients, generate continuous referrals and escalate your training rates. Discover what actions taken proactively before, during & after each training session will attract clients to you like bees to honey.

Functional Games (1 hour)

Know your neighbour with swiss ball

Goal Setting (2 hours)

Identify your strength & weakness

Creating that laser focus vision

Art of Closing (1.5 hour)

Prospecting with proactive questions

Begins with an end in mind

The power of storytelling

Mesmerised them with flooding referrals to you

Art of Coaching 1 (2 hours)

Differentiating yourself from instructing, motivating to inspiring

Smart exercise cueing for the most challenging clients

Laughter is the best medicine for retaining clients

Art of Coaching 2 (1 hour)

How to make your clients accountable

How & when do we measure our clients' results

How to increase your income without increasing your clients

Art of Coaching 3 (1 hour)

Specific exercises for stress relief

Special treatments that builds happy & lasting customer relationship

Art of Coaching 4 (2 hours)

Train your clients' minds, not just their bodies using power with precision

Transform an aimless moving body into a great achiever of winning