

YOUR PASSION PLAN

Support Document for PT Facilitators

As a PT Practice Builder, you are eligible to give complimentary 30-minute consultations to clients who have registered in the ***Your Passion Plan*** program – an online course that takes the client through all of the steps in The Passion Test process via video lessons and a PDF workbook.

You should review the program by clicking on the ***Your Passion Plan*** tab in CustomerHub at <https://passiontest.customerhub.net>.

Your Passion Plan Pricing & Components

The course fee is \$97.00 and this includes **22 online videos**, comprehensive workbook (PDF), and a 1-on-1 Passion Test session with a Certified Facilitator (you).

Free Consultation Process

As a part of ***Your Passion Plan***, clients are given a free 30-minute consultation with a Certified Passion Test facilitator such as yourself to clarify their top 5 passions.

Affiliate Commissions

- \$500 when you enroll your client for 10 1-1 mentoring sessions
- \$500 when you enroll your client for Passion Test Certification

Consultation Outline

The 1-on1 session has 4 parts:

1. Pre call
2. Introduction (10 min)
3. Taking them through The Passion Test (20 min)
4. Invitation/upsell to either: (15 min)
 - a. Mentor program with a PT Practice Builder,
 - b. Certification

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1. PRE-CALL

This should be completed at least 3 days prior to the call.

- Contact the client via email to schedule the call taking into account time zone differences
- Confirm that the client has watched the video lessons #4 (“Making your list”) & #5 (“Taking the Test” instructions) prior to the call.
- Ensure that the client sends their list of 10 things that complete the sentence, “When my life is ideal I am...” to you via email before the call

2. INTRODUCTION (10 min)

- Introduce each other & establish common ground
- Confirm that the client has watched video lessons 4 & 5
- Outline the call agenda:
 - Using the list that you made in Lesson #4 of the things that are most important to you, I’ll be taking you through The Passion Test process that you learned in Lesson #5 video.
 - At the end of this process you’ll discover your top 5 passions
 - After this I can answer any questions that you have about your passions and talk about how you can get the most out of the program
- Ask: “Would it be OK if I told you a little bit about how my life has changed as a result of The Passion Test?” (tell a brief story about your own experience)
- Are there any questions before we get started?

3. TAKE THEM THROUGH THE PASSION TEST (20 min)

***Note #1:** It’s possible or even likely that they have gone through the Passion Test on their own already since watching the Lesson 5 video. That’s OK. Tell them that you’re going to do it again with them to ensure clarity.*

***Note #2:** Unlike the two-session 1 on 1, there is no need to take them through the lessons on “Clarity”, “Intention-Attention-No Tension” or “The Secret to Living a Passionate Life” as they have already covered this in the previous video lessons. Your focus should be on taking them through The Passion Test to discover their top 5 passions and on inviting them to join the Mentor program or Certification.*

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- Now take them through The Passion Test process as usual to discover their top 5 passions:
- Ask: “Which is more important, A or B? “ etc.
- Refer to your Passion Test Facilitator course binder for details on taking someone through the Passion Test
- End process by reading back their top passions to the client and asking how they would feel if they were living each of these passions full-out

4. INVITATION / UPSELL (15 min) a. Invitation to Mentor Program

Note: Only those facilitators who have completed the Practice Builder program may act as mentors.

Facilitator: “So, let me ask you – do you like to be invited to the movies or dinner?”

Client: Yes of course.

Facilitator: “Whose choice is it if you accept the invitation?”

Client: Well, it's mine. Facilitator: So would it be okay if I invited you to participate in the next step of really showing you how to maximize your benefit in this program, it will only take a few minutes?

Client: Well, of course.

Facilitator: Tell them why you have earned the right to be a mentor... i.e. as an advanced facilitator I have been applying the principles of this program for the past ____ years and tell them something extraordinary that has happened as a result.

Facilitator: What research has found is that most people without continued ongoing support will not make any significant long lasting changes to their current way of living? We must create new habits, for instance, making a habit “choosing in favor of your passions.” Once we noticed this was happening to the people we were working with, we decided to offer personal one-on-one mentoring in order to support people in really creating their own miracles, etc. Our facilitators actually say it is the single biggest support in helping them in creating new habits for themselves whether it is growing a business or supporting their own journey to live a more passionate life. If

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you are like me, I want to get everything out of a program. If I am going to make the effort, I want to receive the maximum benefit, right? So, how would like to work with me for the next few months as you complete the rest of the program?

Facilitator: How does that sound to you?

We have a Mentor program that's designed to complement the *Your Passion Plan* videos and workbook exercises to build the habits you need to follow your passions. **For only \$150.00 per month** you receive two phone calls with me each month coach you through the rest of the program, share your successes, answer your questions, deal with challenges and be gently accountable for fulfilling your commitments, to yourself and to others.

The *Your Passion Plan* Mentoring Program Includes:

- Twice monthly half hour sessions with a trained Passion Test facilitator for the next 5 months (10 sessions) @ \$150.00 per month
- Email access to me between calls for quick questions

Ask for the sale:

Facilitator: "Would you like to go ahead with this?" [If objection or question – answer and try again]

b. Certification Invitation

You are encouraged to discuss how becoming a certified Passion Test Facilitator has changed your life and see if it's a fit for them. Follow the usual process to enroll them in certification.

If they sign up, you will receive a \$500 commission! You do not need to use your affiliate link for this.

Thank them and say goodbye!

Payment Information

Take down their credit card information including card number, expiry date, CVV code and phone the order in to Cary Kern at 1-800-496-7833. Or ask them if we can use the credit card on file (make sure they didn't pay for the course with PayPal if you choose this option). For security reasons not send credit card information via email.