

Tips/Points to cover on Your Pre-Coach Interview

Setting your new coach up for success starts with the interview. If a pre-coach interview is a new skill for you, be sure to partner with your business coach for 3 way calls or zooms (my favorite!). Awesome tool for developing your new skill and learning the art of interviewing and starting your new coach out successfully!

We find that using the Interview Guide is a great tool to cover the information needed. Here are a few tips to be sure to cover.

- 1) WHY do they want to become a TSFL Health Coach.
 - The trilogy wheel is helpful for this
 - What's important to them? Time, income, family, meaning & purpose, paying it forward, increase long-term success, community
- 2) Who are the first 5 people on your heart that you can't wait to help?
- 3) What type of income do they desire? In what time frame?
 - If I could partner with you & assist you to create about \$2000/mth in just a few mths is that something that would appeal to you?
- 4) How much time could you invest in your TSFL business?
 - The work is mandatory but when and where you do it is flexible
 - We find that coaching about 20 people takes about 90 minutes/week of coaching time and about 2 hours of learning time per week. You decide when your coaching practice is open and from where you are doing it.
 - Most coaching find they can easily do this in their spare time and have so much fun
- 5) Mentorship!
 - We have "on the job learning" right along side your mentor coach.
 - 3 ways calls are fun & easy for learning and help you to learn to help others quickly & easily
- 6) Your pre-coach is ready to get started! Next steps!
 - Have them order their kit
 - Give new coach your availability for 3 ways calls
 - Review their list of 5 people (or more!) for their first 3 way calls
 - Give new coach the language to set up calls
 - Send welcome email
 - Print out 5-10 client profiles (sent as link in welcome email)
 - Does new health coach know how to do a 3-way call?
- 7) If your pre-coach isn't ready, send a "thank you" email. Tips for follow up
 - Schedule a f/u call/zoom
 - Invite your mentor coach to a follow up call/zoom
 - Invite to a live or zoom trilogy event
 - Be sure to keep following up in your pre-coach list or notebook.