



# ~ Handout ~

## How to Create a 6-Session Package for Professional Hand Analysts

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## **After 1<sup>st</sup> Reading – Invitation to Answer Follow Up Questions**

### **Scientific Hand Analysis Session Follow Up**

Thank you for choosing me as your hand analyst. To benefit even more please reflect on the information you have received, and apply that information practically in your life by answering the questions on the next two pages.

I am confident that the information you received will empower and inspire you to become more aware of your talents, gifts and potentials on your unique life path. Due to the immense amount of data contained in the map on your hands, I am sure that I have given you knowledge about yourself that you may not have been previously aware of. Aspects of yourself, which you knew about, were most likely validated as well. I encourage you to embrace and work with your talents toward being your best self.

I encourage you to schedule a follow-up session, or enroll in a series of Life Purpose Coaching sessions with me to build on your momentum. During follow-up sessions we would concentrate on specific matters that are affecting your life. On-going sessions give you continual support and guidance toward living the life you WANT to live and reaching your dreams more quickly. If you have any questions about this offer, please call me and we can talk about how this would look.

In the meantime, please take a few minutes to answer the questions on the following page to continue your personal development toward deeper discovery, fulfillment and prosperity. Your answers to these questions would be an extraordinary place to launch into Life Purpose Coaching together.

Warmly,

Name  
Title & Website  
Phone Number



## Your Assignment

Three ways I experience my life purpose manifesting, now, are:

1.

2.

3.

Three ways I've experienced my life lesson and challenges are:

1.

2.

3.

Three events in my life demonstrating my life purpose were:

1.

2.

3.



Three events in my life demonstrating my life lesson were:

1.

2.

3.

Because of this reading I intend to stop:

Because of this reading I intend to start:

Three things I acknowledge myself for are:

1.

2.

3.

If you wish, reply with your answers to me at (your email address).



## Sample Scripts

How to authentically invite your Ideal Client into a 6-session (or multi-session) package:

*Always use your own tone, your own words and speak from your heart. Put yourself in the position of your client. How does she want to receive this invitation from you?*

### Option 1:

(During your reading with your client she expressed desire to resolve issues; she is clearly in distress)

She says “I so need your help!” You say, “I’m here for you. *This* is what I do. I hear your struggle with \_\_\_\_\_” (repeat what she told you – as close to exact as possible) Then say, “This (name the struggle) is your ally in disguise and I can help you overcome this obstacle, and others on your life path, so that you transform your dreams into reality” (site an example she told you that she wants in her life – for example “freedom” “To become a supervisor” “To get her message out to the world” “Inner Peace.”). If she hasn’t given you an example of what she wants in her life, ask. Ask “What do you want, in your life, *more than anything?*” And wait for her answer.

Another reader told me she says something like: This reading is like a broad-brush stroke or a high-level view of your Life Purpose and Life Lesson that I just spoke with you about. I’d love to work with you at deeper levels to give you more insights and tools for living into your best life (or highest potential). If you’d like, at the end of the reading, I can share with you more about how that framework could look.

### Option 2:

I’m enrolled in a Scientific Hand Analysis Intensive (or) Certification program to become a professional hand analyst (or I am a professionally certified/master hand analyst) and I’m inviting one (or two) person to (optional: be my *practice client*) to read their hands, converse about the gifts/talents/challenges inscribed in the hands and to join me for 3 (or 6) follow-on sessions. I call it Life Purpose Coaching to help client’s pinpoint areas in life that they want to move through and get to living life ON PURPOSE! Is this something you might be interested in? (If they say yes, tell me more...)

Great, here’s the framework for how it would look:



- 1) After this hand analysis session, we'll meet 3 (or 5) 45-minute sessions to...
- 2) We'll clarify your strengths and how you're currently applying them in your life
- 3) Let's identify your challenges and deepen your understanding of them and specifically how critical they are to support your life purpose
- 4) You'll track new awareness's and breakthroughs you're having as you document them in your journal
- 5) We'll pinpoint your top 3 objectives for the month and how you'll use what you learned in your reading to support you achieving those objectives.
- 6) You'll receive assignments to support your growth as we move through our sessions.

Of course, we'll have room for creative exploration. (If this is a practice/free offering say.... I'd also ask you to write a testimonial expressing the specific value you received and any shifts you made through our working together.) How does this sound? (You want to hear commitment and excitement). You hear a "yes."

You say: Are you ready to commit now? Great, lets coordinate our calendars so that we set this as a high priority for accelerated success. I'm excited for us to get started so you can see new amazing results in your life! Would you like to pay by xx or xx?

### **Option 3:**

(At the end of the reading) What was your biggest breakthrough during our time together? What did you find most helpful? After hearing her answer say, "That is very good to know. If you'd like to go deeper into this, and nourish and develop your life lesson, we can work together. I offer a 6-session package over 60 days to address specific challenges such as (repeat something your client identified with) and develop your strengths to overcome obstacles so that you can more precisely and quickly get back on track with your life purpose. The objective here is for optimal living... a happy and fulfilling life and YES, that IS possible!"

(Another after the reading option)

"I want to acknowledge and thank you for being vulnerable and allowing me to see into who you are at a deeper level during this short time together. I know it's a lot to take in. I want to let you know that I have an ongoing practice of seeing clients after their initial hand analysis session/reading. While you had a breakthrough (be sure to ask what it was and repeat it back to her) it will not be useful to tuck what we've talked about into a drawer and shut it away. Instead, setting your feet on YOUR life path and moving you forward could be much more rewarding and fun. If you're



interested, I can help you develop a life-plan and give you simple assignments for further advancement in this thing called life. Being accountable to someone, like me, is proven to help people reach goals more quickly. I feel like I can be that person for you. I just want to put it out there as an offer to you.”

Linda Salazar says: – “I know this is a lot to take in and it helps greatly to re-listen to the recording of your session. You’ll hear things that you might not have fully heard today, that’s normal. There’s only so much the brain can process when hearing information like this. I know it’s not always easy making the changes to receive the full benefit of the information you now have so if you want further support please know I do have coaching packages that are available. If that’s something you think you’d be interested in we can discuss that now or you can give it some thought and I’ll check back with you in a few days.”



## Receiving Payment

You are now ready to receive payment in service to your client's commitment to her future self.

#1 Always be ready to accept payment on the spot.

Payment options: Direct Pay Merchant account, Transferwise, Zelle, PayPal, Venmo, Stripe, personal check. Each one has its positive and negative points. You'll need to choose which one(s) are best for you and your client(s).

#2 Once your client says "Yes" then congratulate her and say, are you ready to get started? She says "yes." Great which way would you like to pay (in full) via PayPal Invoice or Personal Check (as an examples).

If possible, you want to create the method for payment to take her payment during your phone or in person conversation. You simply let her know what you're doing step by step. For example, over the phone, "I'm opening a new screen to start the process." That gives her time to grab her CC or to also open PayPal. She may directly send money to your email address via PayPal. If you use Direct Pay you'll immediately see if her CC is accepted or declined.

#3 Once payment is made prepare to immediately take your next step with your client. She's ready! With enthusiasm, let her know the next 3 steps for you both on her new journey.

**Lesson learned:** Hold your client in her power by standing in your own power. Don't take any next steps until you've received payment. You've invested a tremendous amount of time in your training and in building your business. You are a leader so be her leader starting now.





## Agreement for Meeting Together

To assure a successful relationship with your ideal client you want the agreement to be very clear so each party knows what's expected.

Suggestions to include:

Thank you for your full payment for your 6-session life purpose coaching/mentoring package! You will be richly rewarded with deep insights, empowering actions steps and new positive perspective. So that we're both successful please read the following and acknowledge your agreement by (signing/replying in email) within the next 24 hours.



Welcome Name!

Date

It is a privilege for me to be your coach as you make empowering choices and take bold new actions to create your most desired life. My aim is to help you swiftly achieve the results you want in your life. I have many tools to support you on your journey!

Guidelines for our agreement in working together:

1. We'll meet via zoom (Face Time, phone call or?) each week (or the regular time we both agree to) unless other arrangements are agreed to.
2. If a coaching session must be rescheduled by either of us we'll give at least a 24-hour notice and a make-up session will be rescheduled.



3. Please agree that you are fully responsible for your well-being during our sessions, including your choices and decisions. Life coaching is not psychotherapy.
4. Life coaching is a comprehensive process that may involve all areas of life, including work, finances, health, relationships, education and recreation.
5. We will be clear in writing via email about payment and appointment arrangements. Your package includes X xx-min sessions for \$\$ payable via (payment option agreed to). (Thank you for your full payment received on [date])
6. Dates we are currently scheduled to meet on the following Wednesdays at 11am: May 31, June 7, June 14, June 28, July 5, July 12, July 26, August 2 and August 9. Wed. June 21 and July 19 are scheduled for you to integrate more deeply what you are learning more about.
7. I will act as a guide pointing you back to yourself and your inner wisdom. We'll use your hands as a reliable and accurate guide for your success.
8. I will offer assignments based on the outcomes you desire to see in your life.
9. I will hold you in your Greatness when we are together or apart.
10. I will maintain all information you share with me as strictly confidential.

To guide us in getting started working together please answer the following:

1. What challenges are you most wanting to address and overcome?

2. What results/new outcomes would you like to see in your life?

I would like to:



## **Prep Questions for Your Client to Answer before Every Session**

Let the Coaching begin by emailing all or some of these questions to your client 2 or 3 days before your next scheduled session. Request your client to reply with her answers 1 day prior to the session.

How I've been since our last session:

My victories since our last coaching session:

The actions I've taken since our last session are (including the ones agreed to during our last session):

What I am most grateful for or proud of this past week is:

The challenge(s) I'm facing now is:

One thing I'm currently doing that I feel doesn't support where I want to be in my life:

One thing I would like to start doing now to feel aligned with myself/truth/purpose/goal:

Opportunities available to me right now are:

The outcome or breakthrough I want from this session is:

Other thoughts I want my coach to know about before our upcoming session:



## Client Questions Tool Kit

Here are additional questions to ask *during* the session with your client.

Tell me more... (help your client get specific about the issue, the goal, etc)

What is important to you about this?

Does anything feel out of alignment for you?

What if this [issue] were no longer important to you?

Are you ready for this to be different?

What's the breakthrough you want to create around this?

Is there a new decision you would like to make?

What action step would best serve you now?

By when would you like that step to be completed?

What would have to be true for you to take that step within the next 24 hours?

Whose permission do you need to take that step now?



## Client Session Notes

Date:

Session #

Client Name:

Desired Outcome for this session:

Notes:

Action Steps:

By When:

1. \_\_\_\_\_

\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

3. \_\_\_\_\_

\_\_\_\_\_