

Awakened Life School: Mentor Crew Training

Notes from Enrollment Training with Kaela

October 4th 2018

What enrollment is not

Enrollment is not selling

What enrollment is

Helping someone get what they want

5 Steps to Enrollment

1. Vision
2. What is in the way
3. Greatest Possibility (personal story : Hero's journey)
4. Invitation (and questions)
5. Commitment
6. Re-Commitment

Tips

1. Track the length of Enrollment Conversation
 - a. Spend largest %age of time of step 1 : Nurture their vision. Dig deep.
2. What is in the way?
 - a. Ask them. Be curious.
 - i. Reflect on what you have heard
 - ii. Look forward. Think of what you can predict would be in their way
 - iii. Ask - What is the cost of staying stuck and not moving forward?
3. Around Possibility
 - a. Ask - What is possible at 100% commitment
4. On Commitment - Celebrate with your new mentee!!

Prepare for possible blocks + How to help shift them

3 Main Objections to becoming enrolled in one's own vision

- Time
- Money
- Permission

What these objections really mean

- Time - fear of change
- Money - values/worth
- Permission - possibly not trusting yourself