

## WOULD YOU LIKE TO HELP OTHERS TO SHIFT INTO THRIVE™?



If there's someone from your personal life that you want to refer to me...

**This is your chance to give them the opportunity to get more of what they want out of life** – more quickly, easily and reliably. And improving the levels of peace and happiness in those around you also serves to further support your own well-being.

If you have a business client that you want to refer to me...

**You get to offer them added value beyond that which you already provide** with your own services and products.

**That's not only an act of generosity; it's also a smart business practice** -- because providing greater value enhances their loyalty to you. And they become better clients for you as they expand their own sense of freedom and joy in life.

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### How Would I Spot an Ideal Person for Shift into THRIVE™ Coaching?

**While I can help a range of individuals, the best people for me to work with are those who are highly-motivated to live their best life.**

What's common among my clients is that **they have an inner drive and a commitment to know themselves better**, to become more aware of themselves, how they show up in the world, and how they influence others.

**They are willing to work on themselves** to have a life of greater freedom and a positive impact in the world.

Here are some characteristics of the people I help:

- They're **feeling stuck, frustrated or discontent** in one or more areas of their life
- They are **aware that there is more to life** but don't know how to unlock it
- They **want to know how to love and trust themselves** unconditionally
- They are **open-minded enough to consider new ways** of perceiving and interpreting life
- They are **dedicated to creating positive change in their lives** and are willing to commit to themselves to make it happen
- They **recognize the significant advantage and value of having a coach** or guide to accelerate their growth
- They are **happy to invest time, money and effort in their own happiness** and peace

Here are a few examples of people I help -- they might be:

- **moving on** after a major life change (like divorce, death in the family, job loss)
- **working on a specific life goal** and desire additional structure and support
- **overcoming** addiction, trauma, anxiety or depression
- **wanting to master their perspectives** and attitudes about finances, family, intimate relationships or work situations
- **seeking to identify their passion** in life and move forward with it

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## What Do I Tell Them About What You Do?

**Here is one way to describe my basic approach:**

1. "Elise will **DISCOVER** what's beneath the surface and uncover what's not so obvious through questions, listening and intuitive understanding. You will feel seen, heard, and known. This alone often creates huge insights.

2. She will teach you new ways of interpreting and responding to life so that you can **LEARN** to control how you feel in response to whatever is happening in your life.
  3. Elise will guide you to **IMPLEMENT** specific tactics and strategies immediately and will provide feedback in real-time. What you learn will be more than just theory; you'll learn real-life application of the concepts – with steps you can take that day.
  4. Ultimately, she helps you to **LIVE** more powerfully and be more true to yourself. What ends up happening is that you'll experience more joy, peace and freedom in your life."
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## When I Have a Referral, What Do I Do?

1. Find out if we're likely to be a good fit (see above).
  2. If so, tell them what I do (use the "What Do I Tell Them About What You Do" section as a guideline for what to say).
  3. Be sure to mention your own experience or connection with me and why you recommend they speak with me.
  4. Ask for their permission to forward their contact information to me.
  5. Give them my contact information and/or send them to my website:  
*Elise Fee*  
*EliseOnLife*  
*435-669-8588*  
*Elise@EliseOnLife.com*  
<http://EliseOnLife.com/About>
  6. Call or email their contact information to me:  
*Phone: (435) 669-8588*  
*Email: [Elise@EliseOnLife.com](mailto:Elise@EliseOnLife.com)*
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## What Happens After I Refer Someone to You?

### **This is my client process:**

- Upon receiving referral contact information from you, **I'll contact them by phone to introduce myself** (in general, the same day or within one business day).
- **I'll invite them to a complimentary Ideas & Insights conversation with me.** Prior to our talk, they'll complete a two-page Snapshot Questionnaire. During

our conversation, I'll ask more questions, and then will share my sense of what issues they're facing and I'll highlight the paths available to them.

- Depending on the nature of their situation, we might spend approximately 20 to 30 minutes on the phone. During this time, **I'll ask questions about their personal life and challenges they're facing.**
- **By the end of the conversation,** I'll have a solid feel for what the issues are in their life and what kinds of recommendations I have.
- If appropriate, **I'll share additional resources and even invite them to work with me.** I'll do this by suggesting that they schedule a paid 90-minute Strategic Session where we'll delve even deeper and conclude with a written Strategic Plan of Action designed specifically for them.