

**Your ExpertiseDNA™  
Launchpad:  
Position your Business  
for your Ideal Clients**

# **TIME - SAVER OR TIME SPONGE?**

*10 Timesaver Questions to Ask  
in your Discovery Calls*



*by Jan Wallen*

Learn more at: [www.JanWallen.com/blog](http://www.JanWallen.com/blog)

Write your notes below and add more questions that will be timesavers for you.

### Timesaver Discovery Call Questions to Ask

Discovery and Breakthrough Strategy Sessions can be a tremendous time-saver if you know what to do. Or they can be a time-sponge, taking time away from creating the business and life you want. Strategy Session Timesavers:

1. When you first meet someone, **ask them about themselves**, the **lifestyle** they want to have ideally, and their **vision and goals**. When they tell you something about them, pursue it further (without pushing!) and ask how they decided to pursue that goal. Find out how long they've had that goal or dream if you can, without pushing. How would you ask this question?
2. **Invite people to schedule a Discovery Call** or Strategy Session when you think they'd be a good fit for your programs. Give them the link to your scheduler or send them an email after you meet with your link so they can schedule a time. How would you do this?
3. **Set up your scheduler** (Acuity Scheduler is the one I use) to immediately send out a form that asks them several questions. Don't make it too long, and at the same time, ask questions that are relevant to their being a good fit for you. See several starter questions below. Add to them and make them specific for you. (NOTE: If they don't fill out the questionnaire, that's a clue that they may not be willing to act or be a partner in working with you. You cannot make their changes for them! They may not be your Ideal Client.) Research, sign up or set up your scheduler now. (Why wait?!)

4. Read their answers and look for red flags – indications that they may not be a good fit for you. Remember, you're looking for your Ideal Clients. For example, look for clues like:

- Are they ready vs. thinking about making changes
- Are they action-takers? Or procrastinators? (Keep in mind that you can stop procrastinating when you have clarity, and you may be giving them the clarity they need)
- How likely are they to partner with you in making their changes? Or do they expect you to do it for them?
- Beliefs around money
- Will they keep their commitments?
- Are they ready, willing and able to pay you your full fee upfront? (if that's important to you)

5. Make a list of your Red Flags and keep it handy when you read their questionnaire answers.

Remember – This is All About You!

“If you're not at your best, your clients aren't receiving your best”. Jan Wallen

### **10 Timesaver Discovery Call Questions**

1. Describe one of your favorite clients and how you approached solving their challenges.
2. Describe a challenging situation in your life. How did you go about solving it? What did you do to get through it?
3. What are your 3 favorite books? (or audiobooks)
4. What is holding you back from reaching your goals? How do you see that changing in the near future? While we're working together?
5. What will be different when you've achieved the goals we'll be working on? How will that make a difference?

6. What will you do after we've achieved your goals?
7. How will you celebrate after we've achieved your goals?
8. What have you done so far toward reaching your goals? In your opinion, why haven't they worked?
9. If you could wave your magic wand and make ONE change in your life – what would it be?
10. What's the change you most want to see in the world? How can you help make that change?

Add more here . . .

#### **Schedule a 20-minute Online Presence Audit with Jan**

You can also schedule a 20-minute Online Presence Audit with Jan (complimentary). Send an email to Jan at [hello@janwallen.com](mailto:hello@janwallen.com) and put Online Presence Audit in the Subject line.

#### **Let's Chat**

After you write your notes for your own timesaver questions and have questions or want to run it by me, let's chat. Or if you don't have time to go through it all yourself, let's talk. Either way, Send an email to Jan at [hello@janwallen.com](mailto:hello@janwallen.com) and put Stand Out in the Subject line.

Jan Wallen is living the life she loves and working with clients she loves, after several successful careers in corporate sales and as an entrepreneurs and author. Jan Wallen's mastery is working with coaches who want to differentiate themselves and their businesses from the sea of coaches in their field. She discovers their unique *ExpertiseDNA*<sup>™</sup> - a combination of values, skills and passions - to put them on the path to build a lucrative 6-figure income.

Jan has discovered her *ExpertiseDNA*<sup>™</sup> as a trendsetter, natural advisor and guide, and brings that to all her clients. She loves to stay in-the-know about being who you really are, positioning yourself, living your life, and showcasing your expertise and marketing. She is the author of two books on social media. Her latest book is *Social Selling* – how to turn your connections into opportunities and clients with all the social media sites. She is known for creative, practical ideas that really work.