### A Primer for Enrollment Through Possibility

#### By Jake Sasseville

When you create possibility for someone, there's magic that happens.

You are inviting them to activate a part of their brain that very few people ask them to activate. The result could be awkward or uncomfortable. They may even get emotional. If you're able to emotionally regulate yourself, this can be very powerful invitations to have deeper conversations. It also subtly shows them the type of leader you are -- you're the type of person that asks important questions that show you care.

If you want to connect with someone, speak to them as *they* are, not how *you* are.

If I'm speaking to a billionaire, I speak to a billionaire as they are, not as who I am. Same with a child. I talk to children how and as they are, not as who I am.

The result is this allows me to connect with nearly anyone at any time, always.

Below is a list of questions that you can ask prospective retreat guests or clients. Even asking one or two in a conversation can start to create possibility through that conversation. You'll be shocked as to how quickly and freely people open up to you if you demonstrate that you sincerely care, and aren't trying to get a sale.

So often, we see retreat leaders not sell out their event because they're scared to have conversations that matter. That gets to end today if you take these questions out for a test drive. Let me know how it goes.

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### What does a transformed life look like to you?

This question helps set the stage for what the individual envisions as their ideal state or outcome.

# Can you tell me about a time you felt truly alive and fulfilled? What was happening, and what contributed to those feelings?

Reflecting on past positive experiences can help identify what elements are necessary for their sense of fulfillment.

### What are the biggest challenges you're facing right now?

Understanding current obstacles is crucial in determining the steps needed for transformation.

If you had no fears or financial constraints, what would you do differently right now? This question helps to break down barriers and understand pure desires.

# What are you most passionate about, and how can you pursue this passion? Passions are often central to a person's transformation and can guide them towards meaningful life changes.

How do you define success, and how will you know when you achieve it? Definitions of success are personal and can reveal what the individual values most.

What habits do you believe are holding you back from reaching your full potential? Identifying and acknowledging detrimental habits can pave the way for constructive behavioral changes.

### Who in your life uplifts you the most, and what qualities do they have?

Recognizing the traits of supportive individuals can help one seek out or cultivate similar relationships.

## Can you describe a decision you made that significantly influenced your life's direction?

Reflecting on past decisions and their impacts can provide insights into making future choices.

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### What does your ideal day look like from morning to night?

Envisioning an ideal day can help pinpoint elements that should be incorporated into daily life for greater satisfaction.

# What are some obstacles you think could interfere with your life transformation? How might you overcome them?

Anticipating challenges and strategizing solutions can prepare the individual for potential setbacks.

### What skills or knowledge are you interested in acquiring that might aid in your transformation?

Development goals can direct personal or professional growth efforts that align with their transformation.

### Looking ahead five years, what would you like to have achieved?

Setting long-term goals creates a roadmap for where the individual wants to go.

### Who or what inspires you the most, and why?

Inspiration sources can serve as motivational benchmarks throughout their transformation journey.

### In moments of doubt, what will remind you or motivate you to keep going?

Establishing reminders or motivational triggers can help maintain focus on the end goal during tough times.

### What part of your life do you want to focus on improving the most?

Narrowing down transformation efforts to specific areas can make the process more manageable.

### How can you make space in your life for new growth and opportunities?

Practical steps for clearing physical, emotional, or schedule clutter can facilitate the new growth they desire.

### What are the first steps you're prepared to take towards this transformation?

Identifying actionable first steps can help transition from planning to doing.

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