

Welcome Part (Relatedness)

Hi XYZ,

I am Priyanka from Iron Lady,

Very excited to Welcome you to Iron Lady leadership masterclass.

I am your Relationship Manager, I will be supporting you throughout the masterclass to get maximum value from the program...

<Pause and wait for them to talk>

Our mission at Iron Lady is to support at least a million of women to reach the top. Great to see that you have already taken a first step. Congratulations!

So XYZ, What is it that you want to accomplish from this Master class ?? What is the outcome you are looking from this Master class

Information Part (Profile)

<Acknowledge her> Got it and I will support you fully to get Maximum Value.

<XYZ, Can I know a little more about your profile, so that I can support you with Personalized inputs based on your profile?>

<Wait for participant to respond>

<Acknowledge the profile > (Practice different scenarios)

Example: Good to know that you're a (Doctor, Teacher, Entrepreneur, HR, Team Leader, IT professional etc.)

<More questions to get to know about profile> (Practice different questions and have it handy)

<Get participant to talk>

Credibility of RM

I have been really fortunate enough to support 100s of <their profile> (Doctors, Teachers, HRs) in this journey. (Mention Participant Particular Domain)

<Wait for participant to respond>

Credibility of Iron Lady

At Iron Lady we have been able to support thousands of <their profile> in last 3 years alone. Overall we have supported 75000+ women from Different domains who started their journey to reach the Top.

Goal to be asked-

If you have to take very big goal for yourself, what will be your goal for next 3 months and 1 year.

<If participant is clear about the goal, appreciate the participant and Mention about one related case study>

<If participant is unclear about the goal>

<BHAG- A specific measurable goal like leaders which helps to you to fasttrack your growth>

I understand that you don't have clarity as of now but think through it and I can again talk to you tomorrow to support further.

If your goals are clear, the session will be more impactful, as you can start implementing actions right from tomorrow

I will share some Bhag samples with you so that you can take reference and think about your goal

Information about 2 days of Masterclass

<Explain specific principles to her need based on answer for above question (About Bhag). Explain the principles which can be helpful for her on Basis of Bhag and Challenges>

<Mention about Master class schedule>

< Get participant to talk >

Commitment for 2 days session.

Let me explain you the schedule for 2 days (Tues -7pm -8:30pm, Wed – 6:30pm-8:30pm,) (Fri -7pm -8:30pm, Sat – 5pm-7pm,) in Zoom

Hope you have blocked your Calendar and you will not miss any Session.

Are you ready and committed to both 2 day sessions? (Yes/ No) Any challenges

To ensure you get hold of these principles, please ensure that you do the activities given during the session and engage in the WA group , as practical implementation helps you fast track your growth.

<Pause and wait for them to talk>

I would like to connect with you on Monday/Thursday as well for 5 mins to support you for the BHAG.. What is the best time to connect with you tomorrow?

<Wait for their Response and update in your lead sheet>

Great, I will call you by <Time> tomorrow

<Mention about Case studies>

I will be sharing you few Case studies as per your profile, Please go through them and share the Key learnings.

NOTE- SEND CASE STUDY + BHAG SAMPLE SS

Note: (For non-corporate people only): Use as necessary during the conversation):  
Sometimes 80% of the people are from corporate and the questions will be around the same. If you feel, any of the principles you are not able to relate to, do not worry. I will be supporting you with individualized inputs and support you in understanding how you can implement the principles for your profile.