

High-Ticket Discovery Call & Commitment Roadmap

Practitioner Name: ____

Client Name: ____ Date: ____

Current "Failure Fatigue" Level (1-10): _ (1 = Hopeful, 10 = Completely burnt out)

Section 1: Phase 1 & 2: The Frame & The Reveal

Set the agenda, establish authority, and identify the "Red Threads" of their clinical chronology.

- [] **The Frame:** "Today we look at where you are, where you want to be, and if my framework can bridge that gap."

- [] **The Reveal:** Identify 3-4 "Red Threads" (connected patterns in their history):

- _____
- _____
- _____

Section 2: Phase 3: The Organize Phase (R.O.O.T.S.™ Logic)

Summarize their case back to them. Use this space to map their symptoms to the R.O.O.T.S. Method™.

Phase	Clinical Connection (The "Why")	Client's Symptom Link
Reveal	Advanced Labs (MAP, DUTCH, OAT)	
Organize	Connecting the Matrix (e.g., Gut-Brain)	
Optimize	Lifestyle (Circadian, Sleep, Stress)	
Target	Personalized Protocols	

COACH TIP: *After presenting this section, STOP TALKING for 30 seconds. Let the client sit with the realization that they have been heard.*

Section 3: Phase 4: The Prescription for Commitment

Move from transactional (hours) to transformational (outcomes).

The Practitioner's Commitment: - Provide the clinical roadmap and lab interpretation. -
Provide high-level support to navigate obstacles. - _____

The Client's Commitment: - [] Prioritize 7-8 hours of sleep/circadian hygiene. - [] Follow
the elimination/therapeutic diet for the full duration. - [] Communicate challenges honestly
and immediately. - [] Invest the necessary resources for the 6-12 month journey.

Section 4: The Gap Close (Final Assessment)

Commitment Scale: "On a scale of 1 to 10, how committed are you to resolving this right
now?" **Score:** _

- **If 8-10:** Proceed to enrollment.
- **If < 8:** "What would it take to get you to a 10?"
 - *Note objection (Fear vs. Money vs. Logic):* _____

Observations/Next Steps:

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