

# Group Program Fit & Enrollment Worksheet

Practitioner Name: \_\_ Date: \_\_

Prospect Name: \_\_ Program Name: \_\_

## Section 1: Prospect Profiling (The "Linda" Audit)

*Before the call, identify the prospect's current state to ensure they fit the cohort dynamic.*

- **Primary Motivation:** (e.g., Brain fog, weight gain, exhaustion) \_\_\_\_\_
- **Past Experience:**
  - [ ] Has tried 1:1 coaching before
  - [ ] Feels isolated/lonely in their health journey
  - [ ] Struggles with solo consistency/accountability
- **Primary Hesitation (Predictive):**
  - [ ] Privacy/Sharing details
  - [ ] Fear of "watered down" content
  - [ ] Fear of falling behind

## Section 2: The Curriculum Bridge

*Identify 3 specific pain points and map them to your program weeks to demonstrate the "Power of the Cohort."*

Prospect Pain Point	Program Week/Module	Specific "Lightbulb" Moment
Example: Morning Fatigue	Week 2: Adrenals	Rebuilding daily rhythm together
1.		
2.		
3.		

## Section 3: Group Dynamics & Objection Handling

*Check the boxes as you address these specific group-related concerns during the call.*

- [ ] **Validation:** "You are exactly why I created this program. You aren't failing; you just haven't had the right container."
- [ ] **The Privacy Pivot:** Explained that lab results/personal data are private; sharing is optional.
- [ ] **The 1:1 vs. Group Value:** Highlighted 24/7 community support vs. waiting a week for a 1:1 call.
- [ ] **The Price Anchor:** Mentioned 1:1 investment (\$\_) before stating Group Price (\$\_).

## Section 4: Fit Scoring & Reflection

*Rate the prospect's suitability for a group environment (1 = Low, 5 = High).*

1. **Coachability:** (Willing to follow the group roadmap) 1 2 3 4 5
2. **Community Value:** (Will they contribute/benefit from others?) 1 2 3 4 5
3. **Urgency:** (Ready to start by the cohort launch date?) 1 2 3 4 5

**Total Fit Score:** \_\_\_ / 15 (*Score 10+ is a strong candidate for a group seat*)

### Observations/Notes:

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### Next Steps:

- [ ] Invitation extended
  - [ ] Deposit/Payment received
  - [ ] Welcome Pack/Portal access sent
  - [ ] Follow-up scheduled for: \_\_\_\_\_
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*AccrediPro Standards Institute Certified Tool Module 34: Group Programs & Workshops*

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