

FREE | CREDIBILITY GATE | WYZCORE ACADEMY

The Discovery Call Script

Turn conversations into clients without feeling salesy.

An editable, six-stage call flow for Filipino coaches and consultants.



Your name / practice: _____

Is this for you?

For coaches and consultants who are great at helping people but freeze when it is time to talk about money.

You are good at delivery. You just want a calmer, honest way to run the call. This gives you that.

- OK** You help people well, but pricing the call makes you tense
- OK** You want a repeatable, honest flow, not a hard-sell script
- OK** You sell coaching, consulting, or done-for-you services

Not for you if: you want high-pressure closing tactics or fake scarcity. This is the opposite of that.

What I sell

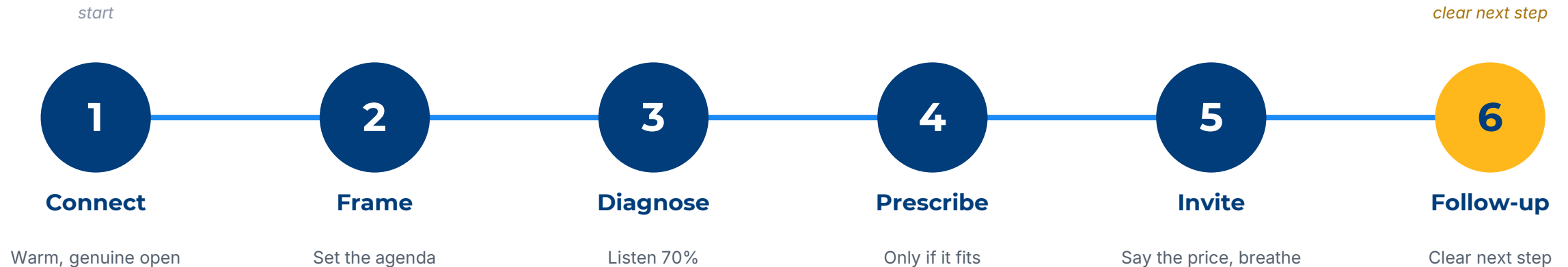
- ☐ Coaching
- ☐ Consulting
- ☐ Done-for-you
- ☐ Other: _____

Tick what fits, then edit it into your own words.

TAGALOG Magaling ka tumulong. Nag-fa-freeze ka lang pagdating sa presyo.

Here is the whole call, on one map

Before we start, here is the full flow. Six stages, about twenty to thirty minutes. This is a diagnosis, not a pitch.



Plus a Stage 0 prep step to qualify before the call, and an honest bad-fit script for when it is not a fit. Both keep the call calm and consultative.

ETHICAL SELLING

Diagnose before you prescribe

Run the call like a good doctor. Understand the problem fully before you recommend anything. You only make an offer when there is a real fit.

1

"A script will make me robotic."

It is a flexible flow, not a word-for-word read. Keep your own voice.

2

"Isn't this manipulation?"

No. You only offer on a genuine fit, and you have an honest way to say no.

3

"What if I freeze at the price?"

You will get the exact sentence, then permission to stay silent.

You only offer on a genuine fit. That is what makes this honest, not pushy.

How to use this script

1

Read each stage once

Get the full flow in your head before you edit a single word.

2

Edit the "Say this" lines

Rewrite them in your own voice so they sound like you, not a script.

3

Fill the blanks for your niche

Add your intake questions, your prescription, your price sentence.

4

Run one real call this week

Then refine. The script gets sharper every time you use it.

edit

This is yours to edit

Every field in this deck is a real, editable text box. Make it sound like you.

Want help customizing it fast? See the AI helper on the next-to-last slide.



Stage 0. Before the call

SAY THIS (intake sent before the call)

"Before we talk, a few quick questions so I can make our time useful:

- What is your main challenge right now?
- What do you want to achieve in the next twelve months?
- How ready are you to invest in solving this?"

Example: Coach Jomar, a Cebu-based fitness coach, sends this to a new lead, Ate Marilou, the day before their call.

WHY IT WORKS

You walk in informed, and you screen out people who are not ready, so the call does not turn into a free session.

MAKE IT YOURS

My three intake questions:

- 1. _____
- 2. _____
- 3. _____



Stage 1. Connect (2 to 3 minutes)

SAY THIS

"I saw [detail from their form or profile]. Tell me a bit about that."

Example: "I saw you grew your home-baking page in Cavite to 3,000 followers, Ate Len. Tell me a bit about that."

MAKE IT YOURS

My go-to opener:

WHY IT WORKS

A warm, genuine open lowers the guard. One real detail beats five minutes of small talk.

Maging totoo ka, hindi scripted. Tao sa tao muna.



Stage 2. Frame the call (1 to 2 minutes)

SAY THIS

"Here is how I would love to use our time. First, I will understand your situation, then what you want to achieve, and then, if it makes sense, I will share how I can help. If it is not a fit, I will tell you honestly. Sound good?"

WHY IT WORKS

Setting the agenda and getting buy-in shows you are a calm guide, not a salesperson. It earns you permission to ask real questions.

MAKE IT YOURS

My framing line, in my own words:



Stage 3. Diagnose (the heart of the call)

Move from current struggle, to desired vision, to the cost of staying stuck.

70% listen
30% talk

SAY THIS (question bank)

1. "Where are you right now with [area]?"

2. "What is the biggest challenge you are facing?"

3. "What have you already tried, and why do you think it did not work?"
4. "What would it look like if this was fully solved?"

5. "On a scale of one to ten, how important is solving this in the next ninety days?"

6. "What happens if nothing changes in the next six months?"

Example for a bookkeeping consultant in Davao: "Where are you right now with your monthly closing, Kuya Dennis?"

WHY IT WORKS

When a client hears their own problem reflected back accurately, they feel understood. Being understood builds more trust than any credential.

MAKE IT YOURS

My two best diagnosis questions for my niche:

1. _____

2. _____



Stage 4. Prescribe (only if it fits)

SAY THIS

"Based on what you shared, the fastest path to [their goal] is [your program]. Here is what it includes and how it works."

Example: "Based on what you shared, Kuya Ramil, the fastest path to steady ₱100,000 monthly sales is the 90-day Coaching Sprint."

WHY IT WORKS

Tie the recommendation to their stated outcome, not to your hours or credentials. Prescribe only on a genuine fit.

MAKE IT YOURS

My one-line prescription:

The fastest path to

is



Stage 5. Invite (say the price, then breathe)

SAY THIS

"The investment is [your price]. How does that feel to you?" Then stop talking.

Example: "The investment is ₱25,000. How does that feel to you?" (Use your own figure; final pricing is yours.)

WHY IT WORKS

State the price plainly, then let silence do its job. The pause feels awkward, but the client needs a moment to absorb and decide. Talking through the silence talks you out of the sale.

MAKE IT YOURS

My exact price sentence:

The objection I fear most, and my planned response:

Sabihin mo ang presyo mo nang steady. Tapos, tumahimik ka muna. Hayaan mo silang mag-isip.

Objections are questions, not walls

Objections are information. Stay calm and respectful, never combative.

"Let me think about it."

Say this: "Of course. What specifically do you want to think through? Maybe I can help right now."

"It is too expensive."

Say this: "Help me understand what expensive means in relation to [their goal]." Do not drop the price on reflex.

"I need to ask my partner."

Say this: "Makes sense. What questions do you think they will have? Let us make sure you can answer them."

"Not the right time."

Say this: "Fair. What happens if nothing changes in the next six months?"

Make it yours: *The objection I hear most, and my go-to response:* _____

HIGH TRUST

When it is not a fit, say so

SAY THIS

"To be honest, I do not think this is the right fit for you right now, and here is why. What might serve you better is [alternative or referral]."

Example: "Honestly, Ate Divine, a group program will not serve you yet. A one-time audit with [name] would help you more."

WHY IT WORKS

Openly recommending against buying when there is no fit is rare, and it builds outsized trust. It protects your energy and your reputation. This is a feature, not a lost sale.

MAKE IT YOURS

When I would say no, and where I would point them instead:

Kung hindi kayo fit, sabihin mo nang maayos. Iyon din naman ay tulong sa client mo.



Stage 6. Clear next step and follow-up

SAY THIS

If yes: "Great. Let us book your first session now, and I will send the payment link."

If not yet:

"No pressure at all. Would it help if I send a short recap of what we discussed, then check in on [day]?"

WHY IT WORKS

Most buyers convert on the fourth or fifth touch, so the sale is often in the follow-up. A same-day recap that restates their goals and your recommendation keeps the door open without pressure.

MAKE IT YOURS

My follow-up cadence:

Recap same day, then... (fill up the rest)

Use AI to help you customize it

USE AI TO HELP

Want to rewrite the script in your own voice, fast? Copy this prompt.

"Act as an ethical, consultative sales coach for a [your niche] coach or consultant in the Philippines. Using a diagnose-before-you-prescribe approach, help me rewrite these discovery call questions in my own voice for a client whose main goal is [their goal].

Keep it warm and non-pushy, and give me one honest way to say the price out loud. Here are my current notes: [paste your notes]."

AI

Paste this into any AI you already use, or the free WyzAI Assistant. [Find it at wyzcore.com](https://www.wyzcore.com).

Optional and light. The script already works on its own; this just speeds up making it yours.



NEXT QUEST

You can run the call now. Here is the next step.

The script gives you the conversation. The next thing that removes the freeze is knowing your price is one you can defend. The guided next step is the paid Credibility path: the Pricing and Packaging Framework. It helps you price and package the offer you now know how to present, with confidence.

Want to rehearse the price sentence first? The free Credibility Coach can help.

Check out [wyzcore.com](https://www.wyzcore.com)

Help first. Sell second. Both, honestly.



WyzCore Academy
We build alongside you, not above you.

www.wyzcore.com