



# the rebirth

The Rebirth trope is one we can all relate to: a story of reinvention, renewal, and transformation.

## **What was the problem you came to us to solve?**

1. Describe a day in the life *before* your transformation/reinvention: how did you feel physically and mentally? How long did this last before you noticed something was wrong?
2. What were the primary frustrations and challenges that made you feel like something needed to change?
3. How long did you feel this way before you realized you needed to make a change?
4. What was the primary goal or outcome you wanted to achieve with your "rebirth."

## **What obstacles did you have to overcome before purchasing?**

5. When did you realize that the only way to move forward in happiness and/or health (i.e. to achieve that goal) was to pursue a journey of renewal?
6. What motivating factors were at play?
7. What obstacles did you have to overcome before seeking our help? (i.e. What kept you from seeking our services sooner?)
8. How did you feel once we joined you on your transformative journey? Why?

## **What did you like most about our services?**

9. What path to reinvention did we decide on together?
10. What were some of the physical and emotional challenges, difficulties, and frustrations you experienced during your transformation?
11. How were we able to help throughout your journey? What did you appreciate most about the quality of our service?

## **What results did you get from our services?**

12. Describe the results of your transformation. How do you feel now compared to before?
13. How has your transformation changed the way you live your life?
14. What have you learned about yourself that you didn't know before?

## **Why would you recommend this product/service to someone else?**

15. Would you recommend our service to someone else who is in the same situation that you were in?

