

# WELCOME

## OCTOBER COACHING CALL



### Tribe Insights

Post your Wins and Questions



### Q4 Move-the-Needle Priority

Post in Accountability Room



### Coaching Calls:

Nov. 18: Tribe Talk w/ Tanya on Teaching Courses

Nov. 22: Integrating Email Campaigns into CX with Adam

Dec. 13: Program Wrap-Up

FOR TODAY'S QUESTIONS

[slido.com](https://www.slido.com), [#GoodVibes](https://twitter.com/GoodVibes)

on your phone or second screen

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# RELATIONSHIP TO MONEY

For You and Your Clients

LIMITLESS COACHING CALL  
November 08, 2021

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“  
Financial Success =  
My Self  
Worth  
”

“  
Money  
is evil.  
”

“  
People with  
money are  
selfish.  
”

“  
You can't  
take it with  
you.  
”

“  
People with  
money are bad.  
”

“  
Money =  
Power  
”

# LIMITING BELIEFS Around \$\$\$

“  
The early bird  
gets the  
worm.  
”

“  
Money  
means I'm  
okay.  
”

“  
More money  
is better.  
”

“  
Mo' money.  
Mo' problems.  
”

“  
The more I  
charge, the  
more I have  
to prove.  
”

“  
Never enough  
money.  
”

“  
Money doesn't  
grow on trees.  
”

“  
Must work  
hard to win.  
”




money is  
**SAFETY**

you can't get there  
FROM HERE



PERHAPS IT'S  
CURRENTLY LIKE  
Mother Teresa...



"I don't get to have  
it and, if I do, I should  
give it away."

AND YOU'D LIKE IT  
TO BE MORE LIKE  
George Clooney...



EASY GOING,  
AVAILABLE,  
RELIABLE.

# LET'S TALK ABOUT YOUR | MONEY STORY

## 7 Mindsets: Money

We all have a back story about money, one we grew up hearing or that has been reinforced or challenged throughout our lives. In the first column, identify the negative beliefs you may have around money for each of the 7 mindsets. For example, in the worth column, you may list, "Making money makes me okay." Next, challenge your money story by answering the question in the Challenge column below. Last, create a new, empowering money story, such as "Money does not define my worth" to reframe your relationship with money.

MINDSET	NEGATIVE Identify any negative limiting beliefs about money related to each mindset.	CHALLENGE Think, "Is that really true? Are you sure it is? How do you know it? What evidence do you have?"	POSITIVE Now, re-state your negative, disempowering, limiting beliefs about money into positive, empowering beliefs that put you in a success state.
WORTH 			
CLARITY 			
VALUE 			
TIME 			
LEVERAGE 			
RELATIONSHIPS 			
MONEY 			

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## Relationship to Money Quiz

Take 15 minutes to answer the following questions, which are here to help you get clear about your relationship with money. Describe yours.

...with money? What would that make available?

...money conversation?

...About other people?\*

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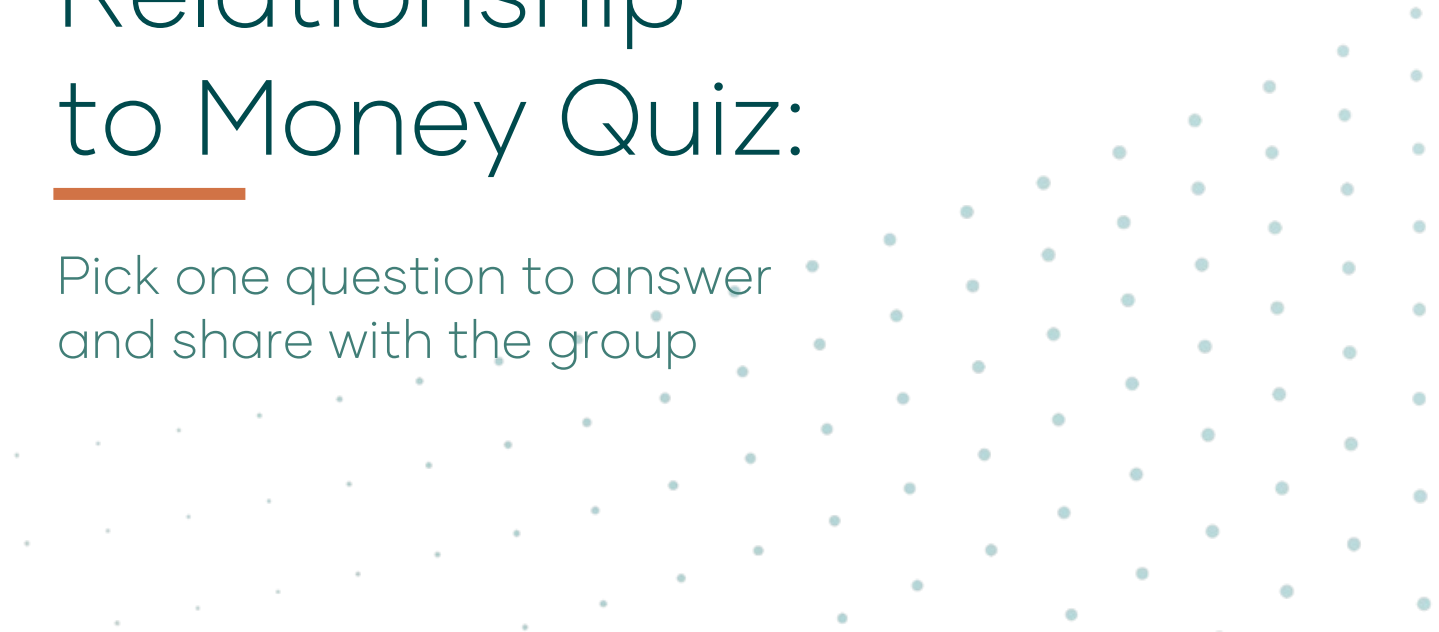


BREAKOUT



# Relationship to Money Quiz:

Pick one question to answer  
and share with the group



"Making money is easy for me."

"I am deserving of money."



"Time is my most valuable asset."

"I feel excited and grateful when I receive money."

"I give more back to the world when I have more money."

"Making money is fun."



"The more I charge, the more I have to prove."

"My worth is determined by how much money I make."

"If I have more, I have more to lose."

"There's never enough money."

"People with money are bad."

"You can't take it with you."



# ZERO TO INCOME



| SITUATIONAL  
| CONSCIOUS

MAPPING

"Double it."

MINDSET

New normal

METHODS

Intention vs.  
Transaction

MOMENTUM

Energy & Flow

we all have our

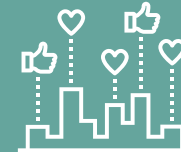
# MONEY STORIES



YOUR STORY



CLIENT'S STORY

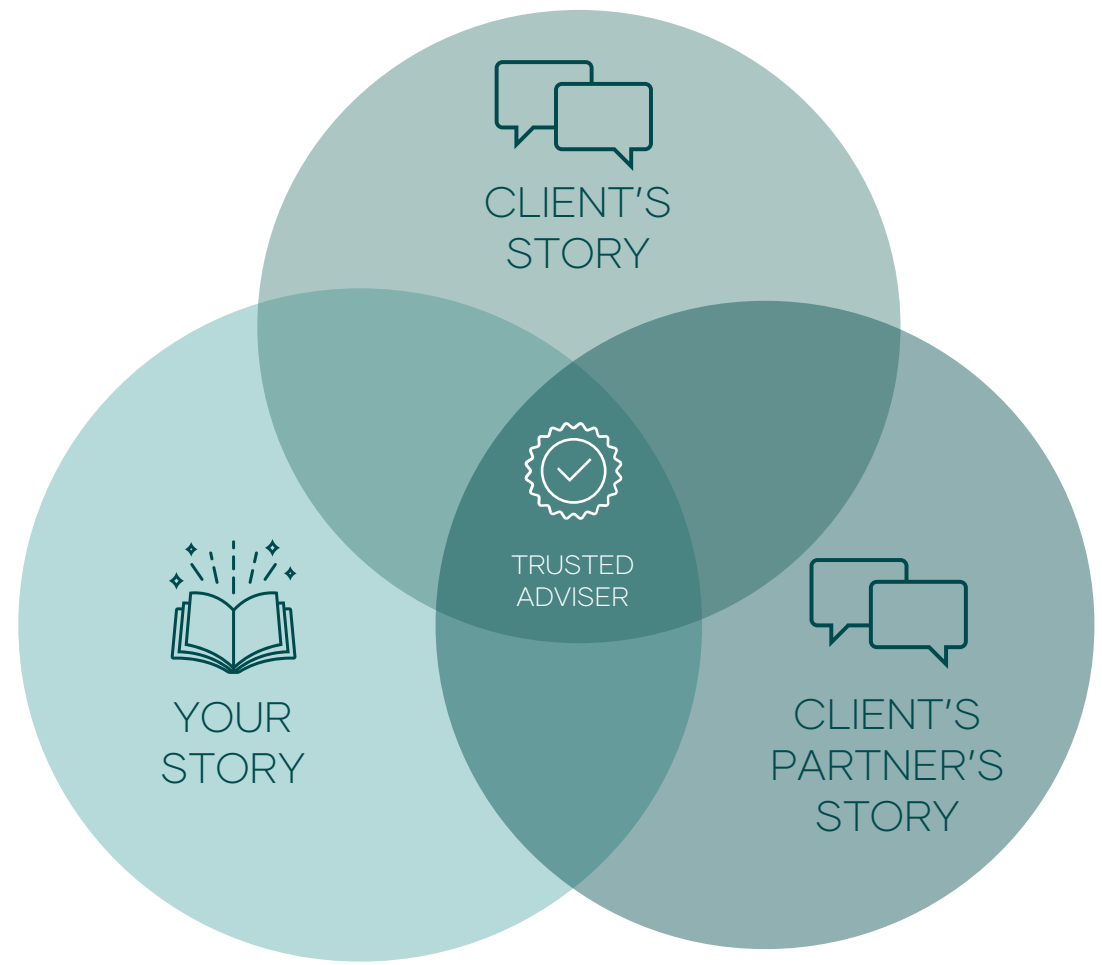


CLIENT'S PARTNER'S  
STORY



CLIENT LIMITING BELIEFS  
AROUND MONEY

# CREATE ALIGNMENT WITH A Shared Story



trusted adviser =  
**TRUTH TELLER**

# CLIENTS & MONEY

can'ts, shoulds, have to's,  
could haves....

---



Know your clients have a story.



Be on the lookout.



Get curious.



Lead forward.

BEING CLEAR  
ABOUT YOUR STORY

LETS YOU HEAR  
THEIR STORY

# HEAR & RESPOND

Hey, I noticed that...  
and this is different than we  
discussed. I'm not attached  
to it, but I am curious what  
changed.

You are investing in my  
services, and I want to  
better understand why we  
are changing the plan so I  
can serve you better.

I am hearing you say....  
Does that story (still)  
serve you?

What do you need right  
now? I want to  
understand why we are  
doing it this way. What  
is going to create the  
ability for you to move  
forward?

Money sometimes puts  
people into a place where  
they are scared. When  
that happens to you and  
when you are no longer  
able to take my advice,  
what do you need me to  
do to help you?

LIMITLESS

# IN-PRACTICE

1. Fill out the Relationship to Money Quiz.
2. Use the 7 Mindsets: Money & Limiting Beliefs Activity to address each of the mindset stories.
3. Reframe your relationship with money to set out new more empowering money beliefs.
4. Practice continuous awareness of your money stories, and speaking from success state versus reactive survival state?

## RESOURCES

- Relationship to Money Quiz
- 7 Mindsets: Money Beliefs

## RECOMMENDED READING

- You are a Badass at Making Money: Mastering the Mindset of Wealth, Jen Sincero
- Soul of Money: Reclaiming the Wealth of Our Inner Resources, Lynne Twist
- Overcoming Underearning: A Five-Step Plan to a Richer Life, Barbara Stanny
- Think & Grow Rich, Napoleon Hill





LIMITLESS Q&A