

Stop Playing Small & R.I.S.E.

*Often overlooked steps to
achieving more in your coaching business*



with
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Stop Playing Small & R.I.S.E. Workbook

Discover the often overlooked, critical steps to
achieving more in your coaching business

Overview

Why is this important?

In this presentation, I'm going to show you how to STOP playing small and accelerate your business growth by mastering your mind.

By the end of our time together, you're going to learn how to shift into a Marketing Mindset so you can Reach, Inspire, Serve, & Enroll (R.I.S.E.) more clients.

"Rich"uals

"The mass of men live lives of quiet desperation."

- Henry David Thoreau

Thoreau's Definition of desperation:

Do you have too many "wants"?

What gets in your way? How are you focusing your limited energy on a daily basis?

"We are kept from our goal, not by obstacles, but by clearer paths to lesser goals."

- Robert Breault

Are you living your life by default or by design? (Who is controlling the direction of your energy on a daily basis?)

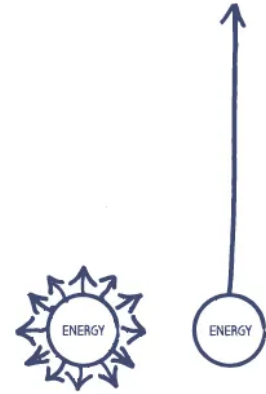


Image from [Essentialism](#) by Greg McKeown

Monday Hour One

- Create a clear picture of your _____
- Review your long-range and short-range _____
- What are the _____ required to reach them?
- Spend 15-20 minutes getting _____ the tasks _____ of your head.
- Spend 20-30 minutes thinking through your list & _____ your week
- What are your _____ goals for the week?
- What are your Big 3 goals for each _____?
- Place your Big 3 tasks on your _____
- Commit to and _____ your calendar

Friday Hour Done

- Review your _____
- What didn't get _____ & why?
- _____ your lessons learned
- Celebrate your _____

"Success is nothing more than a few simple disciplines, practiced every day."

- Jim Rohn

You are in the right place if...

- You feel like finding a corporate job every other day.
- You feel that you're stuck at your current level.
- You feel like you're playing small and want more.

Where we're going

Can you imagine what your life would feel like if you only said yes to the clients & work that truly fulfilled you? Take a minute to describe that below.

Can you imagine what you would create in your life if your business was bigger, stronger, more profitable, more enjoyable?

What would that feel like?

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Accelerating the growth of your business is the single most powerful way to RISE and make an impact on the world while growing your income and freedom to life-changing levels.

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Key #1

_____ & _____ - _____

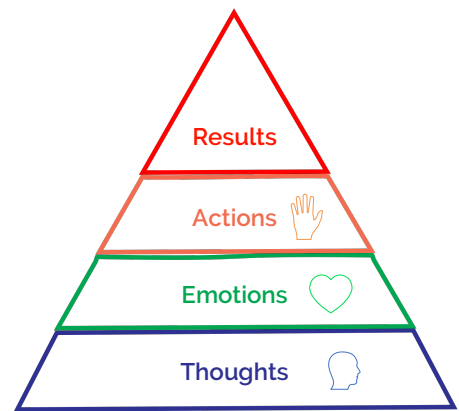
Internal Resistance

- Fueled by fear
- Only opposes in _____ direction
- “Dislike” is often fear in _____
- If you are _____ others, you are probably in resistance
- REMEMBER: Fear and self-doubt point us in the _____ of our _____

Resistance is simply energy

Where does energy come from?

- _____
- _____
- _____
- _____



Common ways to change

- _____ & hoping
- The “_____” approach
- Causes _____

Better Way to Change

Shift your _____ FIRST!

#1 Key is _____ - _____

Key #2

Notes:

- ➔ Look at your messages...
- ➔ Are you speaking from your _____ to theirs?
- ➔ Are you speaking to their _____ from yours?

Why you?

What is _____?

.....

*Whether your edge is generating leads, helping teams, inspiring business owners, teaching in workshops or coaching executives – when setting your intentions for your business, it's not what you choose that matters, **it's your willingness to believe in your abilities and to take yourself seriously in your chosen space.***

That's YOUR EDGE!

.....

What is your brand?

- What _____ does your “brand” _____?
- Does _____ brand include your _____?

Common Marketing Mindset Roadblocks

1. “I don’t want to bother them.”
2. “I don’t know what to say.”
3. “What if I can’t answer their questions?”

Which one(s) have you used?

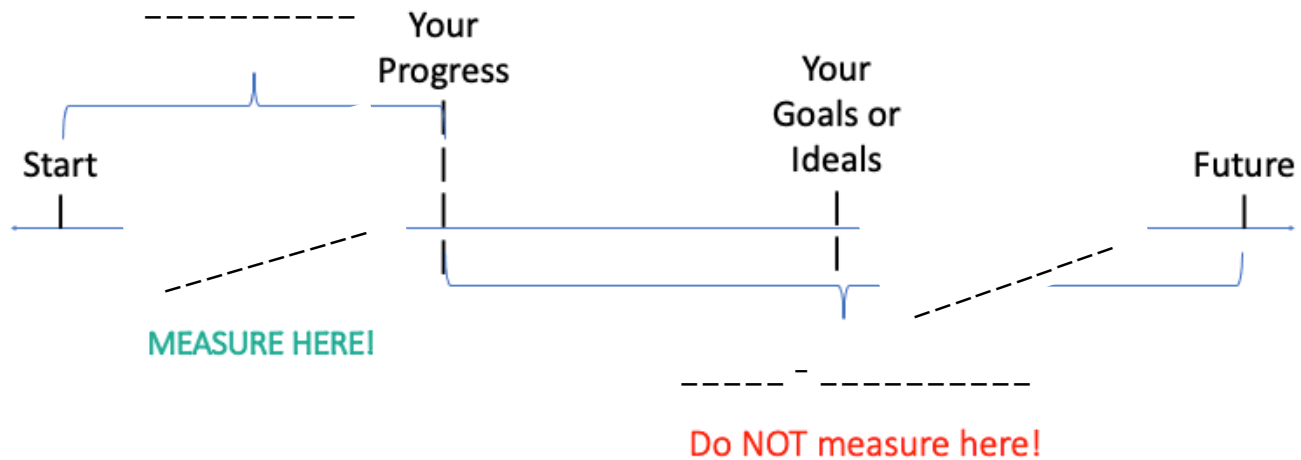
Key #3

_____ of _____

The Source of Your Frustrations

- Horizon is the line separating the Earth from the Sky
- You can’t _____ at the horizon
- _____ can’t be achieved.
- You use the horizon to set your _____ and to plan a destination, but you never arrive there.
- Ideals provide illumination, emotional energy, and motivation.

What are you measuring?



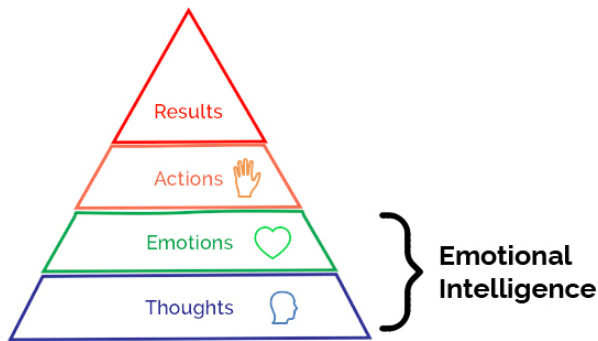
- _____: No happiness is found here. No success is found here. Do NOT measure here!
- _____: This is where you find happiness, achievement, accomplishment, and success. Measure here!

What emotions come from your ideals, dreams, and future self?

- _____ is what really drives the purchasing behaviors, & also, decision making in general.
- Studies completed by neuroscientists have found that people whose brains are damaged in the area that generates _____ are incapable of making decisions.
- ___ trumps ___

The TEAR Framework

- ➔ If you are only using your _____ to get to your results, you are working too hard.
- ➔ You must take a _____ approach to accelerate your progress.
- ➔ Most people have been taught to _____



“Emotional intelligence (EQ) is the ability to sense, understand, and effectively apply the power and acumen of emotions as a source of human energy, information, connection, and influence.”

– Robert K. Cooper. Ph.D

You are the limit!

- ➔ If you don't _____ emotion...
- ➔ If you have a _____ emotional vocabulary...
- ➔ If you are _____ of emotion...

Key #4

.....
"Every sale has 5 basic obstacles:

No need

No money

No hurry

No desire

No trust."

- Zig Ziglar
.....

Most people see an ----- as -----

Think about it...

When you throw out the typical objection, do you do it because you are disinterested?

-
- Handling objections isn't about ----- to say
 - Handling objections is about your -----

Next Steps

- ➔ Focus on your _____
- ➔ Expand your _____
- ➔ Master your _____
- ➔ Remember, handling _____ are not about what to say but all about mindset

What will you implement first?

If you are looking for more help on how to implement the ideas and concepts that you learned today, you need to check out the programs at <https://www.risecoaching.com>.

Rise isn't just about lifting you and your business to new heights. Rise is also HOW you'll do it. You will learn how to Reach, Inspire, Serve, and Enroll your ideal clients so you can grow your revenue, your wealth, and impact in your community.

Be sure to enroll today or join our waitlist to be included in our next cohort.

RiSECoaching.com

