



COACHING

PRESENTING A POSSIBILITY

"Everything you need you already have. You are a whole, total person, not an apprentice person on the way to someplace else."

Wayne Dyer

"You have everything you need, and have knowledge and wisdom to help others now. Get out there and present yourself to someone else as the possibility you are."

Jenn Walker

HOW TO PRESENT A POSSIBILITY:

- ❑ Be your possibility everyday and everyway! You are the BEST form of advertising and marketing for your business!! Show up everyday. Be your possibility and share with everyone what you're up to!! When you chat and inspire, move and motivate people they tell 5 to 10 of their friends about you! Share with people how they can share about you! Tell your compelling story and why you do what you do over and over again (even to the same people that have heard it all before). People learn through repetition, share your story often and in different ways. Always think about being visible (get out in life and live it large), adding value (always be awesome), and make offers (I constantly tell women to join my Facebook group and I always have my "Breakthrough Call" link ready to text the next person that is in need.)
- ❑ Remember: Share your WHY, followed by WHAT you do, and HOW you do it, the ways your system is different and better than what else is out there
- ❑ Be ENTHUSIASTIC AND PASSIONATE about what you do, and share it LOUD AND PROUD!! That's Law of Vibration Baby!! And people that need you will be drawn to you!!
- ❑ Get involved in the things you LOVE outside of you business!! Try new things. Have FUN. Start a conversation with a stranger.
- ❑ Watch PRESENT YOURSELF AS A POSSIBILITY video (11 minutes):
<https://youtu.be/XgWNYwtdl6g>

Here's the Structure

>> Cozy up to this structure!! This is a powerful way to communicate your possibility in a way that compels people to LISTEN. Use this while talking to someone, in a video, or written in an email or message!! It's AWESOME!!

1) CONNECT: Give context and a compliment

Dive Heart First

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E.g.) *“Sarah we’ve known each other for 10 years, and you’re an awesome human being! I think the world of you, and I love the work you’re doing in this world.”*

2) PRESENT POSSIBILITY: Your opportunity or offer for someone

E.g.) *“I’ve created a private Facebook group called “Badass Business Babes” for women to absolutely catapult their creativity, confidence and cash flow... join!”*

3) FACTS AND WHY YOU CREATED THIS POSSIBILITY: What’s out there now, and how does your possibility solve that problem

E.g.) *“There’s a lot of groups out there that suck! They don’t get badass women together and really provide value to truly help.”*

4) HIT THE PAIN BUTTON: Take them to a future if nothing changes

E.g.) *“Without support a lot of amazing women give up due to overwhelm and exhaustion. This is not cool, because women in business are needed out there in the world today. We can’t keep on going in the direction we have been with businesses treating people like crap and only caring about the profit over purpose and the bigger picture.”*

5) CALL TO ACTION: Reinstate the possibility and give them a simple next step

E.g.) *“To join the group click this link and request access.”*

6) QUESTION: See if it’s aligned or not and listen

E.g.) *“What do you think?” “Are you catching what I’m dropping?” “Are you in?” “Are you feeling it?”*

Write Out Your Possibility Here:



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10-10-10 EXERCISE:

- Watch 10-10-10 Video (3 minutes): <https://youtu.be/PR78tptRW2c>
- Write down 10 people that you can help with the wisdom you have
- When you have 10 names, write 10 more. When you have 20 names, write 10 more. Continue this process until you can't think of anymore people
- With the names above invite those people to your Facebook group with a message of possibility and why you want them to be apart of it (benefits/outcome/result for them/why they're awesome)
- Follow up with a personal text, or IRL (in real life) conversation, or email
- Stand for their awesomeness!! If you know you can help, get them in the group!! Add value to their life, so that people that you love THRIVE!!

HANDLING FRIEND OBJECTIONS:

- Watch OVERCOMING FRIEND OBJECTIONS video (4 minutes): <https://youtu.be/x8vOQrHXupc>
- Repeat back what they said and then ask "Did I get it?"
 - This let's them know you heard them
- Thank them for loving you and their concern/worry
- Let them know you're safe *"Thank-you for your concern, and I got this! I'll be fine."* (Say this with playfulness to bring your friend or family member out of the state of worry)
- If that's not enough, what always work: Agree with them, and then be cheeky. *"You might be right!! And what if you're wrong?!!!"*
- Let them know that you thought this out, and if the Worst Case Scenario happened, what you would do about it. *"Say this doesn't work, and my business goes tits up! Then at least I gave my dreams a go!! And I'll just get another job. No worries, but I have to give this a try. I believe I can make the difference I was meant to make."*