

Dance with Concerns

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The Inner Game

How Important Is Mastering This Skill?

Mastering this skill has the power to take you from surviving to thriving. It is the lifeblood of your business.

What Are Your Potential Clients Really Saying Yes To?

The first step is to help your Potential Clients say Yes to their Highest Commitment (what's truly most important to them). When they are in touch with their Highest Commitment, their fears, doubts, and circumstances become less significant. Once they are in touch with their Highest Commitment, they are more likely to take the second step: Saying Yes to working with you.

What Are You Really Doing When You Are Transforming Concerns?

You are taking on the role of Trusted Advisor. You are helping your Potential Clients make a great decision for themselves. You are coaching them to make their decision from an empowered place that is far more trustworthy than making their decision from doubt, fear, or circumstances.

How Do You Avoid Pushing Too Hard For Them To Say Yes?

Keep giving the outcome over to a Higher Power that is bigger than you and your potential client. Set the intention to help your client get to an empowered yes or no. Respect their decision.

How Do You Avoid Believing Their Story?

Do The Work of Byron Katie, which starts by asking yourself if your own disempowering stories are really true. When you do your own "work" it's easier not to believe your Potential Clients' disempowering stories.

Why is Empowered Alignment The Most Important Thing?

Potential Clients who make their decision from an empowered place are much more likely to get better results and stay with you longer because they are relating to you as an adult (not a child).

How Do You Know If Your Potential Client Is In a Space of Empowered Alignment?

Their posture, voice tone, and words will give you an indication. When you look for it, you'll find it.

What Does it Take For a Potential Client to Say YES in Spite of Their Fear?

- » They feel that you care enough to take a stand for them
- » Their desire for the result you offer is BIGGER than their fear, doubts, and circumstances
- » They see that it actually costs more to NOT work with you

How Do You Avoid Sabotaging Yourself?

As a Thrive Member, you can acknowledge yourself for making many decisions in line with your desire to serve more people. And, if you want to avoid sabotaging yourself, it's important to look at the places where you're not showing up...where your spirit is calling you to say "YES!!!" but you're saying no out of fear.

Before you ask your Potential Client to say YES in spite of their fear, take a moment to re-commit now to saying YES in spite of your fear. As you live your own Highest Commitments, you'll find that the questions in this template become a natural extension of your desire to serve people.

What Do You Do if You Feel a Lean-Out?

Lean-Outs are inevitable. If you feel a lean-out, set this template aside and go to [Turn Lean-Outs Into Lean-Ins](#). Resume Transforming Concerns when they are leaning back in.

Dance with “I Can’t Afford It”

Thank you! I appreciate (your courage, honesty...) Can I ask you a question about this?

If it wasn't for the money, would you want to move forward with this?

If they say Yes	If they are Hesitant	If they say no
<p>Got it! So, if we could figure out the money thing, you would like to do this?</p> <p>Can I share about a time when I was really struggling with money?</p> <p>Skip to Connection.</p>	<p>I'm sensing some hesitance and I'm happy to listen if you'd like to share what's present for you.</p> <p>Go to 5 Elements of Dancing with Concerns</p>	<p>Thank you. I'd love to hear more about what doesn't resonate with you (if you'd like to share).</p> <p>Listen to what they share. Reflect back what you hear.</p> <p>Thank them and end the conversation. Or, if they lean back in; Go to 5 Elements of Dancing with Concerns</p>

If it really is the money...

You shared Package B. They really want it.

You shared your Transformational Story. You used the 5 Elements of Dancing with Concerns.

You offered a payment plan for Package B.

You offered Package A. And, they still want it but can't afford it.

If it would support you, I would be happy to share in the Zoom Chat a list of strategies that I've used and/or my clients have used to support themselves to get invest in my package / program? Might any of these strategies support you?

Make More Money

1. Business Owners: Get Clients
2. Get a part-time or full-time job (or ask for a raise).

Borrow Money

3. Open up a Paypal 0% Interest Credit Card for 6 months.
4. Open up a new credit card (or put payments on an existing credit card).
5. Apply for a business loan or line of credit.
6. Ask someone who believes in you if you can borrow money.

Cash in on Assets You Already Have

7. Pull money out of an investment or savings account.
8. Sell things you no longer use (or value).
9. Reduce expenses you no longer need (or value).

Dance with "I Don't Have the Time"

"Thank you. I appreciate your courage and honesty. And... can I ask you a question about this?"

"If you had all the time in the world to get (result)... would you want to?"

If they say Yes	If they are Hesitant	If they say no
<p>"Got it. So if we could figure out how to create the time to do this, you'd love to work together?"</p> <p>If they seem hesitant, <i>Proceed to the Hesitant Column)</i></p> <p>If they're leaning in: <i>Proceed to the section below: Empowering Questions to Dance with "I don't have the time"</i></p>	<p>I'm sensing some hesitance and I'm happy to listen if you'd like to share what's present for you.</p> <p>Go to 5 Elements of Dancing with Concerns</p>	<p>Thank you. I'd love to hear more about what doesn't resonate with you (if you'd like to share).</p> <p>Listen to what they share. Reflect back what you hear.</p> <p>If it's best to end the call Thank them and end the conversation.</p> <p>If they lean back in; 5 Elements of Dancing with Concerns</p>

Empowering Questions to Dance with "I Don't Have the Time"

The reality is that this will only be about (hours per week/month. In order to say 'yes' to (result) what would you have to say 'no' to?

What would your life be like if you chose (result) instead of (what they'd need to say no to)?

If you don't spend the time on (result) now, how will this impact you one year from now?"

Great! It sounds like you want to prioritize (result).

If they seem excited about moving forward	If they still have concerns
<p>I think you're amazing and I'd love to see you get (result). What would you need to get out of (your package/program) to make it worth it for you?</p> <p>Awesome! I can't promise you'll get (what they said), but I believe in you and if you do the work, I believe you can get (results).. Would you like to do this?</p>	<p>Go to 5 Elements of Dancing with Concerns</p>

Dance with "I Need to Talk with My Partner"

Awesome! I appreciate that you want your partner to be included in this decision.

Can I ask you a couple of questions about this?"

Do you feel like getting _____ (the result) could have a positive impact on your relationship?"

If your partner were to say "yes," would you want to move forward with this?

If they say Yes	If they are Hesitant	If they say no
<p>"Got it!</p> <p>Awesome! Sounds like you want to do this. Would you like support in getting your partners' support?</p> <p><i>If yes, proceed to the next section: They are a "YES" if their partner says yes.</i></p>	<p>I'm sensing some hesitance and I'm happy to listen if you'd like to share what's present for you.</p> <p>Go to 5 Elements of Dancing with Concerns</p>	<p>Thank you. I'd love to hear more about what doesn't resonate with you (if you'd like to share).</p> <p><i>Listen to what they share. Reflect back what you hear.</i></p> <p><i>Thank them and end the conversation. Or, if they lean back in:</i></p> <p>5 Elements of Dancing with Concerns</p>

If they are a "YES!" if Their Partner says yes:

I have some thoughts about how to have an amazing conversation with your partner. I can email them to you so that you can journal about your answers before talking with your partner. Sound good?

Hi _____ (Name)!

I would love to work with you to get _____ (result). And, no matter how it goes with your partner, know that I'm rooting for you and I'm rooting for your relationship

These conversations go best when you are kind, honest, vulnerable, and acknowledging.

Start by sharing how important your partner is to you, and how much their belief in you and support of you means to you.

What might you say to your partner about why this _____ (result) is so important to you?

How might this benefit your partner?

What do you think your partner might be afraid of, and what might ease your partner's fear?

What would your partner need to know in order to support you with this?

Go to: [If They Still Need Time to Make the Decision](#)

Dance with “I Need to Think About it”

Got it. I understand because I sometimes like to take time to think about important decisions also.

Is there anything else you need to know or information that you're missing in order to make your decision?

Yes	No
Answer questions concisely. If they share concerns, go to 5 Elements of Dancing with Concerns	If they're still leaning in, go to the next question.

Are there any other concerns you have about working together, that you haven't shared yet?

Yes	No
Go to 5 Elements of Dancing with Concerns	Okay great!

What would need to happen for you to feel like working together was a really great decision?

Lean in of 9-10	Lean in of 5-8 (and they want to keep talking)	They want to think about it
Awesome! I can't promise you that you'll get (result), but I have helped lots of people get (result), and I do believe that if you do the work, it's possible for you, too. Would you like to move forward with this? Awesome! I'm so excited to work with you	Go to 5 Elements of Dancing with Concerns .	Proceed to the section below.

If They Still Need Time to Make the Decision

“Awesome! I would be happy to give you some time to (sit with this, talk with your partner, etc.). And, I find that if too much time goes by, it's easy to forget how important getting (result) is to you.

So, I'd love to extend my special package price to you until day. (1-5 days from now).

Can we set up a time to get back together for a brief conversation on (that day)? I'll be happy to answer any questions on the call and welcome you if it's a good fit and wish you the very best if it's not.

Great! Does either of these times work for you? or ? Great!

In the meantime, I would invite you to ask yourself this question: What support do I need to get (result)?

I look forward to talking with you on (day) at (time).

5 Elements of Dancing with Concerns

Step 1: Listen and Reflect

Listen to what they share. Reflect back what you hear.

Step 2: Set your Package/Program to the side

Would it be okay if we set aside my _____ (package/program)? I'd love to support you more fully if you're open to it.

Step 3: Use the 5 Elements of Dancing with Concerns below:

Connection	Service	Acknowledgement	Curiosity
<p>Share Your Transformational Story</p> <p>Does this spark anything for you?</p> <p>Share a Success Story (from someone who had a similar concern).</p>	<p>If it's 5 years from now and you're still in this same place... how do you feel?</p> <p>How about 1 year from now?</p> <p>What would most support you to reach _____ (their vision)?</p> <p>What would you do if you couldn't fail?</p> <p>Would you like a short list of resources that have supported my other clients to join my package/program?</p>	<p>I believe in you and I know you are amazing. Can you share about a time when you overcame a big obstacle?</p> <p>Wow! What is your take-away from that experience?</p> <p>And, how could that support you today?</p>	<p>I'd love to hear more about that...</p> <p>What's most important to you right now?</p> <p>If you let go of getting _____ (result), how would you feel?</p> <p>If you prioritize _____ (their reason for hesitation) over _____ (the result), how would you feel?</p> <p>Can you imagine the most positive version of yourself 5 years from now? What would your "Future Self" want you to do today?</p>

Step 4: When to Move Forward with the Wood Element: Give them a Choice:

They seem Clear, Resourceful, and Excited	You Have 5 minutes left	They Seem to Want to End the Conversation
<p>I think you're amazing and I'd love to see you get (result). What would you need to get out of (your package/program) to make it worth it for you?</p> <p>Awesome! I can't promise you'll get (what they said), but I believe in you and if you do the work, I believe you can get (results).. Would you like to move forward with this?</p> <p>Awesome! I'm so excited to work with you!</p> <p>Let's set up our first session.</p> <p>Would (date/time) or (date/time) work for you?</p> <p>Great! How would you like to pay for this?</p> <p>Awesome! I'm so inspired and I can't wait to help you get (result)!</p>	<p>I have 5 more minutes. How would you like to move forward from here?</p> <p>If they are leaning and at a 9-10: Proceed to the next section.</p> <p>If they need more time to make the decision, go to:</p> <p>If they Still Need Time to Make a Decision</p>	<p>I am here to support you and I'm happy to keep going if you'd like or we can end here if you'd like. What would serve you most?</p>

Your Transformational Story

Your Transformational Story is a story about a time when you had the same concerns your Potential Client expressed, transformed them, and are better for it. This is where you literally get to cash in on all those times that you made courageous decisions that came from your Highest Commitment... not your fears, doubts, or circumstances.

You can tell a Transformational Story that transforms one concern or multiple concerns. This example transforms the money concern.

Share Your Transformational Story

- » Get Permission: Can I share about a time when...
- » Low: I was in a similar situation
- » Turning Point: Insight that changed my perspective
- » High: Here's how my life is better now
- » My Commitment Was Bigger Than My Fear
- » Back to them: What does my story spark for you?

Get Permission:

"Can I share about a time when I was going through

(a really scary financial situation?)"

Low: I Was in a Similar Situation

"I can understand how you're feeling because when I first started my coaching business, money was so tight that I was scared to spend even a few extra dollars on buying a treat for myself at the grocery store. I struggled for over a year, trying to make it as a coach and I literally couldn't get one private, paying client."

Turning Point: Insight that Changed My Perspective

"One day, I had an insight. I realized that there was nothing wrong with me. I was a great coach who was terrible at getting clients. I realized that there were people who were good at getting clients and I needed to do find a way to learn from them.

Investing \$6,000 on our first training was terrifying. I scraped together my life savings, and Sharla had almost no money and her credit cards were about maxed, so she borrowed \$3,000 from friends and family."

High: What Our Life is Like Now

"A year later, we had our first 6 Figure Year. We've gone on to help over 50,000 people and make millions of dollars which has allowed us to get a personal chef, to live in a beautiful home and to donate generously to causes we believe in."

My Commitment Was Bigger Than My Fear

"During this time, we've invested over \$250,000 into coaches, consultants, seminars, programs, and home study courses. And you know what we've found... not every single investment we made was a slam dunk. But it was our willingness to say YES, in spite of our fears, doubts, and circumstances that ushered in the millions of dollars. Our commitment to helping a LOT of people has been bigger than our fear of failing. And I believe that when you get in touch with your commitment, you too have the power to make magic happen. Do you agree?"

Back to Them

"What does my story spark for you?"

Turn “Wishy Washy” Energy Into Highly Committed Clients

Sometimes, your Potential Client will stay in a maybe energy until you boldly (and compassionately) point out an incongruence that you see.

Before doing so, put your hand on your heart. If you're not feeling warmth and kindness, save your boldness for another day.

If your boldness is in service to them, proceed with kindness. If you do,, you will never get bored with doing consults because you will be calling your potential clients into their heroic self.

The ABC's to Highly Committed Clients

Acknowledge:

I see you as a _____ (a powerful man/woman/person). And, earlier, when you said you were committed to getting _____ (result) at a Level _____ (10), you inspired me, because I know the courage it takes to be that committed. It takes that level of commitment to get _____ (result).

Bold:

And, when you said _____ (what they said), it surprised me because it occurs like you're not that committed to _____ (result).

I respect you no matter what your commitment level is. And, if what you discover today is that actually you're not that committed to getting _____ (result), I would call that a breakthrough because it can free you up to put your attention on another area of your life.

Curious:

So, I'd love to ask you, when you get really honest with yourself, how important is getting _____ (result) to you?

Level 1-8	Level 9-10
Great! Thank you for your honesty. I'd love to hear more about why you chose that number.	Awesome! Thank you for your honesty. I'd love to hear more about why you chose that number.
If it's lower because of fears or doubts, go to 5 Elements of Transforming Concerns.	Great! It's your strong commitment that will carry you through the more challenging times and help you get the results you came to get.
If they're just not that committed: Would you like to explore another area of your life that you would like to focus on?	

Can You Be Too Bold?

You cannot be too bold... but you can be too heartless. Shaming people for their commitment level (or anything else) is not Heartselling™ and is harmful. The goal is to come to a place of truth... (not to try to get them to be more committed or get them to do anything!)

So, before being bold, check in: Do you feel warmth and kindness for your Potential Client. Are they leaning in enough to receive your boldness? If not, save your boldness for another time.

Can You Be Too Soft?

If you're attracting wishy-washy clients, it could mean that you're not being bold enough. Take a deep breath and gently ask yourself to be bolder next time. When you include acknowledgment and curiosity your boldness will usually be received well.

Transforming Concerns FAQ's

What If They Honestly Can't Come up With How to Pay for Your Services?

You can say: "I appreciate your honesty."

Then you can:

1. Discuss payment options
2. Refer them to a colleague who charges less
3. Ask to check back in 3 months, if they have a solid plan as to how their financial situation is going to improve.

They're Leaning in But Seem Scared to Commit. The Arc of the Conversation Is About Over. What Do You Say?

"I really appreciate _____ (acknowledgment) about you. Whether you say yes or no will not change that. I also know that you'll be okay no matter what decision you make... and I am going to need to wrap this up in the next few minutes. I know that _____ (result) is important to you and I'm here to support you if you'd like my support. How would you like to move forward?"

How Do You Gracefully End the Conversation If They're Not Ready to Move Forward?

If they are not in empowered alignment, keep going until they either A) Get empowered and aligned in their decision or B) The arc of the conversation is over.

If they get clear it's a "No" you can say:

"Thank you. It sounds like you're clear. Is there anything else I can do to support you right now?"

What Do You Do If You Get Attached to Them Working With You?

Inner Work:

Remember that we live in a friendly Universe and that the Universe is on your side and is only going to pair you with people who will either bring you great fulfillment and/or help you grow. This person may not be meant to help you in this way. As Byron Katie says: "If they say no, you've been spared. You may never know what you've been spared of... but just know that you've been spared." Let the Universe sort it out, and trust that their Yes is as good as their No.

What you can say:

"I really believe in you and see the magic we could create together if we were to work together. And, I notice that I'm feeling attached to you saying "Yes!" I'm sharing this to be totally transparent with you and to give you a space where you can be totally transparent with me. And, I'm also sharing this so that I can let it go and return to my original intention which is to show up in complete service of you. I appreciate your listening to me share this. What are you present to right now?"

What Do You Do If You Became Pushy in a Conversation?

First, be really gentle with yourself. If you don't get a little pushy from time to time, you're playing it too safe.

Fortunately, when you recognize that you may have crossed a line, you can clean it up. This could be in the moment or as soon after the conversation as you can.

You can say:

"My intention was to support you to get _____ (result) and also to help you get to a clear and empowered place in whether it was a good fit for us to continue to work together. Sometimes in my passion, and when I really believe in someone and want the very best for them, I push too hard. I feel like I did that with you and I really apologize. Is there anything I can do to clean this up with you?"

Self-Rating Tool

Why Did We Create This Self-Rating Tool?

So you can see exactly what it will take to master this template (and track your progress toward mastery).

Should You Use This Tool to Beat Yourself Up?

Hell no! Be gentle with yourself. Mastery takes time. And love. And tenacity. Be truthful. If your score is low, get support. You will be better able to reach your people when you master this.

Keys to Mastery	Score 1-low, 10-high
1. How closely did you follow the template?	
2. How much did you care about their future?	
3. How kind and compassionate were you?	
4. How honest and bold were you?	
5. How much did you see them as the hero?	
	Total Score =
Acknowledge Yourself Here:	Divide Your Score By 5:

How Close Are You to Mastery?

1-3 "I'm on My Way". Get support from Your Thrive Business Coach to raise your score.

4-6 Good. Better than 90% of entrepreneurs. Time to use this template with potential clients!

5-7 Great! You should see great results when you use this template!

8-10 AMAZING! You have attained mastery that will make you magnetic to clients.

When Are You Ready to Use This Template With Potential Clients?

Many Thrivers are making 6 and 7-Figures because they had the audacity to use templates before they felt ready. If you scored 1-3, get support. If you scored 4+, you are ready enough. Start now, and watch yourself soar. You are unstoppable.