

# WHAT ARE YOUR MONEY LIES?

This is a worksheet to help you evaluate the Money Lies you get on your consults. You can use it to prepare yourself to coach on objections and to evaluate your consults afterward, as a way to continually improve on how you coach on objections.

What are the top three Money Lies (a.k.a. objections) you get on consults?

- 1.
- 2.
- 3.

For each Money Lie above, what do you think your consult's problem is?

- 1.
- 2.
- 3.

For each Money Lie above, how do you think that makes her feel? What does she do when she feels this way?

- 1.
- 2.
- 3.

Complete an unintentional and an intentional model representing from your consult's perspective related to her money objection. Hint: Your offer goes in the C line and her objection goes in the A line.

C:  
T:  
F:  
A:  
R:

C:  
T:  
F:  
A:  
R:

# WHAT ARE YOUR MONEY LIES?

For the Money Lies on the previous page, why are they a problem for you?

When you believe her Money Lies, how do you feel? How do you act on the consult?

Complete an unintentional and an intentional model representing your perspective related to her money objection. Hint: Her objection goes in the C line.

C:		C:	
T:		T:	
F:		F:	
A:		A:	
R:		R:	

What are some thoughts you want to try on and practice believing?

Where else in your life might this be happening (believing Money Lies)? Be specific.