

## Ep #30: The Belief Scale



### Full Episode Transcript

With Your Host

**Stacey Boehman**

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## Ep #30: The Belief Scale

Welcome to the *Make Money as a Life Coach*® podcast where sales expert and master coach Stacey Boehman teaches you how to make your first 2K, 20K, and 200K using her proven formula.

Hello my lovies. Welcome to episode 30. I am so excited to be here with you. I recorded the last seven or eight episodes, I don't even know, four or five weeks ago at this point, before I went on a 35-day road trip across the country with my fiancé and my dog.

For you, you heard me last week and the week before and the week before, but I feel like for me, I haven't talked to you in forever and I feel so excited. It's like when you get together for drinks with your best friend and you're like I have so much to tell you. That's how I feel with you. I have so much to tell you.

So first of all, if you have not seen, I am on Instagram. We need to be friends. I've been posting like crazy and interacting with everybody on Instagram and it has been so much fun for me. I've basically given up on Facebook. It hasn't been clicking with me. But I'm loving Instagram. So go look me up @staceyboehman and let's be friends and let's hang out on Instagram. But not too much because you got to work your business.

But also, if you do follow me on Instagram, what's really fun is they have this thing called Linktree, which I'm sure you guys know all about, but I did not. And you can get all of the things there. You can get my five-day training, you can - I just posted a 30-minute transformational coaching session with one of my clients that will change your life if you give yourself 30 minutes to watch it, and I posted that in the Linktree as well.

But basically, just come out and say hi. I love to hear what my podcast peeps have to say and I just love to interact with you throughout the week. That's one thing. I'm on Instagram. The other thing is I said yes to the dress. I'm so excited. Sorry if I just hurt your ears and screamed into the mic, but I'm really excited.

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So okay, I have this thing I've noticed where I get really - I create this vision in my brain and I am so clear about the vision that sometimes, I go in expecting that vision and it doesn't happen and I get very disappointed and react very badly. That happens sometimes, or a lot. I also think it's the reason that I'm so successful because I'm able to hold such clear visions for myself, but sometimes it backfires.

And I was a little bit worried going to look at my dress because so many people talk about going to get your dress and how you probably won't find it the first time and your wedding day will not be quite what you thought. You should just be ready for it now and be ready to just go with the flow and all these things. My dress experience was perfection.

I can't explain to you, it was 100 times better than I could have ever imagined it to be. I flew both my moms, my actual mom and my future mom first class to New York City. Had them picked up in car services. I get emotional thinking about it. I had a photographer come, I had four or five of my bridesmaids come. I rented us this incredible suite in Soho.

I wanted to say downtown Soho. That's not really the correct terminology, but in Soho at the Hotel Dominic and it was - they had a rooftop pool. Our views of our suite, it was insane. Like wrap around views and I got to see all three bridges from my bathroom. You could see the Brooklyn Bridge, the Manhattan Bridge, and some other bridge that I don't know what it was. Maybe the Queens Bridge or something.

And those of you that are in New York are like oh my god, that's not what any of those things are called. But we went shopping too, by the way, which was the most fun ever, but anyway, I digress. It was so incredible. We had a limo come pick us up and we had a photographer there and I got my hair done at Dry Bar, which was actually a terrible experience, but it was fine. I fixed my own hair and we kept it moving.

But I walked into Kleinfeld wearing this insane, ridiculously insane outfit and I walked up to the desk and the girl says, "Your outfit is the greatest thing

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that's happened to me today." And it was just from that moment on, I got apparently one of the consultants that's on Say Yes to the Dress. I got her as my consultant. Her name is Lisa, and I don't watch a lot of TV so I haven't watched the show.

But one of my friends, Courtney, who is in my wedding was there and she watches all of Say Yes to the Dress and she was freaking out, which her freaking out made me like, freak out, even though I didn't really know the magnitude of it. But it was just her excitement fueled my excitement and we just had the most incredible time.

The first dress I tried on, bawling my eyes out. And then my energy was just so high and the energy of my girlfriends were so high that everyone - I actually felt kind of sorry for the other brides that were around us because you're in this giant big room at Kleinfeld's so you can see the other women trying their dresses on.

We have photos from our photographer of other women - women's bridal parties looking at what was going on with us. That's how in the moment we were. We just expanded the energy of the room times 100 and Lisa was saying how she just never sees a bride react this way. When I finally actually put the dress on that I ended up getting and saying yes to, I started bawling my eyes out again and my mom was crying and Neil's mom was crying and they were hugging and it was just like, all my bridesmaids were crying. It was the most incredible experience.

And the first thing that I could think of to say was I'm just so excited to marry Neil, and she said you know, we get people all the time in and I never hear brides hear that. It's all about the dress, it's all about them, it's all about being a bride and just the most incredible experience. And the photos, every time I look at the photos I just bawl my eyes out. Every time. It's the best. I can't wait for you guys to be able to see them a year from now after I get married. I'll release them.

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It was the best experience ever. And then I took everybody that was with me, we went out to Laderée in Soho. They have this incredible beautiful garden in the back of the restaurant in Soho and it was just magical. We had champagne and macaroons and brunch and it was the best day. And then we left two days later. My fiancé and me and Bear for a 35-day road trip. And I want to tell you guys about that too, but I won't spend this episode talking all about my travels, but I just want to catch you guys up on everything.

I told you about the saying yes to the dress. It was the best experience ever. It was way better than I could have ever imagined. The entire New York weekend felt like a dream come true, and I do want to say this before I move on to this week's episode is that I feel - I think one of the reasons why I think that weekend was so incredible was because of the work I did in my business and because of the sacrifices I've been willing to make.

Because I have clients tell me all the time like, they just can't imagine giving up a couple of hours here and a couple of hours there, or they can't imagine working 40 hours a week, let's be real. They can't imagine working 40 hours a week because of x, y, and z. And I'm always thinking like, but you're just missing the big picture.

Like yeah, what if you did give up 40 hours a week of hardcore work for the next three or four years? What if you did that? And what if that investment yielded you time to just take 35 days and travel with your family and see everything you could ever want and make incredible memories? What if it yielded you only working three days a week the rest of your life? What if it yielded you bringing home your fiancé from work and literally giving him back 30 plus years of his life? 40 hours a week of his life?

It's insane. And what if it yielded you being able to just create the most storybook experiences that are important for you? Like going and saying yes to the dress may not be important for you, but for me, I dreamed of the dress and the guy and the experience my entire life. I remember when I

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was in high school I said I was not going to get married until I could wear Vera Wang, which I did not get Vera Wang. I got a different designer.

But it was this idea that I was going to have an incredible wedding and it meant a lot to me. And I used to dream about my wedding and I'm that insane person who's had an Instagram page for my wedding for 10 years. And I always used to think that the wedding would be like - I don't know, I always had this fear that I wouldn't find someone that although I wanted all those things, I didn't even care if I had any of them, and I finally found that person.

And so - and I love my mother-in-law and my mother and I are in such a good place, and so it's like being able to bring my friends to New York and my mom and my mother-in-law and shower them with fun, incredible experiences that they would never do for themselves, and just - we literally spent five days like rock stars.

My friend Courtney when we walked in Kleinfeld's was like, people are staring at you trying to figure out who you are. I'm like, listen, I'm Stacey Boehman. But that is really what it's all about. That may not be your experience, but what is your most mind-blowing dream experience that couldn't be more extra if you tried? That is the point of making money as a coach for yourself.

We talk all about serving our clients, but for you, what is the point of investing all of this time and money and energy? It's for that. If you could have the most incredible, mind-blowing, unbelievable, extra experiences of your life, what would yours be? I just want you to think about it this week. If you could have the most outrageous, extra experience without anyone ever judging you ever, what would it be?

That's what I felt like New York was for me, and I just want to thank my business and myself for creating a business and for all of you listening to me. That is the result of the effort of my last four years. And so I want you

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to think about what do you want your result to be after the next four years coming up.

Alright, so now we're going to talk about the belief scale. But before I explain what the belief scale is, I just want to give you some background. So when I first started using this scale, it was out of curiosity, truly, for what my client was thinking and I had heard somewhere that when you ask someone to organize or rate things by a number, the first number that comes to mind is the number and always reveals something to you.

Actually, I'm remembering now where I heard that. I could not remember when I wrote the notes for this podcast. I was at a seminar by T. Harv Eker's company puts on this seminar. It's called Millionaire Mind. The Free Money seminar. I went to this very, very early on in my career and they did a money quiz or questionnaire and they explained like, go with the very first number that comes to mind.

I actually ended up creating my own money questionnaire and it's in my 2K for 2K under a bonus program I have in there called Money Mastery, and it's a very similar concept. So I explain like, on a scale of one to 10 that you answer the first number that comes in mind very quickly. That's always your true number. I just realized as I was saying it to you, that's where I hear this.

So I didn't look it up, it's not verified information. It's just what I heard at this conference and for me, it's proven to be true. So anyway, so the first number always reveals something to you and then our brain, if we give it too much time, will try to change the number once it has had time to think about it and like, kind of negotiate it based on what it wants the truth to be. Not what it is.

So for example, if someone asked you on a scale of one to 10, how happy are you? And you went with the very first number that popped in your head and it was a five, and then your thoughts or your awareness meets that number five and your brain is like, no, no, I'm pretty happy, it's more like an

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eight, based on wanting to have the identity of a happy person. So that's what happens if you let your brain think about the number.

So if you go with the reflex number, it just generally will teach you a lot and show you a lot that you might not even be aware of. So I went to the doctor once - I'm going to give you an example of this. I went to the doctor once and he asked me on a scale of one to 10 how bad I felt. 10 being the worst. And I answered six, and then my brain said wait a minute, earlier it was a 10. You should say 10 in case 10 comes back later and you don't get the right medicine because the doctor doesn't take you seriously. It was really fascinating.

But the truth was in that moment, I was a six. So the first thing I want you to know about the belief scale is that it always reveals the truth, even if that truth surprises you. And the more you use it, the more truth you will know about yourself. Okay, so the other thing I want you to know about the belief scale is really an acknowledgment because you wouldn't be listening to this podcast if it were not for a client of mine.

I have been using this concept in my own life for about five years. Basically since I became a coach and I went to that conference and I started thinking about numbers. And I've been teaching this in 2K for 2K since the beginning, but it never had a name, like this concept, and it never grew into an actual concept that I could teach you until my client, Alana Sherett heard the three stages of belief and she's in 2K, and so she knows how we use it for consultations.

And she said, oh my god, it's like Brooke Castillo's hunger scale but for belief. She said it's the belief scale. And I was like, oh my god, obviously. We have to teach this to people. So thank you Alana. We all appreciate it. I love when people just see my work and they're like, yes, that's organize this in a way that makes sense for people. I love it.

Okay, so the third thing I want to say before we really dive in is not to use this on your clients unless you sign up for 2K for 2K and you learn how to

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use it to properly sell and use it for your clients. And I say this for your own good, not to be stingy and hold it back, but because this is what I've seen even with my clients. If you use it flat, not fully understanding how it applies to sales and how to authentically use it to help understand your client, help your client understand themselves, it will actually do the opposite.

So if you really want to learn this deeper than applying it just to yourself, join 2K for 2K and you can learn it in the context of sales. So that's just my disclaimer. I have very few concepts that I have disclaimers around, but this one I feel like is one just because I've seen even my clients not understand the mindset behind it when it applies to sales and using it with clients, and then they're like, that didn't work at all. In fact, it made it worse.

And so I spend time in 2K making sure that you really understand how to use this in sales, and so I just don't want you to not use it properly. Okay, so I also suggest that you're always your first client. So let's just start with you. Let's reveal this truth to you about you. So we just finished talking about the three stages of belief. Impossibility, possibility, and inevitability over the last three episodes.

So by now, you know how to identify which stage of belief you are in by your thinking, your feeling, your behaviors, and your results. But sometimes I think we're completely unaware - I know we're completely unaware of what model we are in and what our thoughts around something truly are and how we truly feel about something. We're great unintentional liars with ourselves.

So I like to give my clients belief scale scenarios to help me understand where they are and also help them see where they truly are because we know from the last three episodes, being falsely aware is not helpful. So the belief scale is where you are numerically in your belief on a scale of one to 10 with 10 being the highest, and it's your first number or the reflex number that comes to mind, the first one that pops up. That's the one you want to go with

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So let's talk about the numbers for a second. 10 to me is like it's already happened. When people - and I think a lot of times, this is another thing that my clients tend to misunderstand too is they'll say my client said they were a 10. I'm like no, a 10 to me is it's already happened. Like you have a provable, measurable result to prove that belief.

So if someone asked me on a scale of one to 10 how confident I am that I'll make a million dollars this year, I would say 10 because I've already done it. And I also think 10 can be the highest point of inevitability. So for example, I would have answered that answer 10 in May when I was at \$750,000 for the year because it was May and I had the rest of the year to make \$250,000. I had no doubt that was going to happen. That happened that month. We were on track for it to happen that month.

So for me, that was completely inevitable, so 10 isn't like, I'm a 10 in my desire. And I think sometimes that's how we answer ourselves. I see my clients do that too like, I'm a level 10 in my desire, which is not the same thing as where you actually are. That's where you want to be. That's your excitement about having the result. It's not where you truly are right now and how we always know that is your behavior, your thinking, your results.

Like, your model always says where your number really is. So this will always check out. The math will always work. So you want to just make sure that you're not telling yourself you're a 10 when you're trying to work towards something because that's never true unless you have the result or you're nearing the result, like it's happening.

So one is impossible. That's where it's like, zero or one. I usually don't use zero. I use a scale of one to 10, but sometimes if my belief is really in the toilet, I'm like yeah, it's a zero. It's not even a one. So one is the impossible, it's never going to happen, I'm not entertaining it, or I just can't see a way that it's possible that it'll ever happen.

So if you're listening and you think about making a million dollars and you've never made any money in your business, and so we asked you on a

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scale of one to 10, how confident to you feel that you can make a million dollars in your business, if the first answer that comes to mind is one and you ask yourself why, it may be because you just can't see any way possible that it'll happen, which is totally fine. You just want to figure out where you are.

And then I think everything in between is shades of possibility. So I don't want to get too into every number means this. It's just the sliding scale of impossibility to inevitability. So your lower numbers like one through five might be like you're working through some shit with your belief and five through 10, it starts to get more and more possible.

If you believe you're a six at being able to make a million dollars, which if you had asked me that last year, that probably would have been my answer and my thoughts would have been well, I've never done it before, I'm not quite on track to do it this year, but I know I will do it, I know it is becoming inevitable whether I do it this year or next year. I will do it. So it's like it reveals to you the in between. The number tells you where you are and it also reveals to you your work of where you're going to go.

So I like to use the belief scale with feelings. I like to ask myself on a scale of one to 10, specifically, these are the two I like to do for myself is how committed or confident I am with something. So last year I spoke at - I got certified with The Life Coach School and I got to speak at their mastermind and I presented some examples to the coaches of using the belief scale to determine where they are in belief and making money and what they will need to believe in order to make that money inevitable.

So here are some of the questions I asked them. I did a whole series of them, but I'm just going to give you one for the time of this podcast. I asked them on a scale of one to 10, how confident do you feel to sell a \$10,000 coaching package? And then I asked them why they rated it that way and I had them list their thoughts. And what they would need to believe in order to make it a 10, and then I had them list those thoughts as well.

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And I used this example because I wanted them to reveal to themselves what their thoughts were on the value of coaching, the value of their coaching specifically, their confidence in selling, their thoughts about money and all kinds of stuff. And what their thoughts would need to be in order to get closer to selling coaching, period. No matter what the price was really. It was just a number I chose, a way to just measure.

But I told them to use a number that challenged them. So if 10K didn't challenge them, use 25K or 50K, whatever it was. Because this is where you see your before and after process. Where you are and where you want to be. What you do think now and what you would need to think in order to achieve what you want. That is your work, what you need to think.

So whatever is the gap. If you're a six, whatever you would need to think to make it a 10, that is your work. That's where if you've believed to the belief plan podcast, this is a great way to figure out what your belief plan should be. And I would ask this question fresh to myself every single day to reveal to myself, what would I need to believe to do x, y, z? To make 2K, to make 10K, to make 200K, whatever it was. What would I need to believe to make that a 10 for myself? To make it inevitable for myself.

So I'm in possibility, what thoughts will make it inevitable for me? And now I take my belief plan and I go to work every day, the beginning of the day, that's how I start it out and I check in with myself all day long while I take massive action in my business. And I like to ask about commitment to find out all of the areas that I'm not all in because when you're not in massive action, it's always because you're not all in. It's always because you have thinking that keeps you from being all in.

And I will also say, all in, the concept of being all in is one of these tricky things that I think the belief scale is so good at revealing because nine out of 10 coaches that I talk to will tell me they're 100% all in and they will be the same people getting no results all the time, not going all in, not doing all the work, not making offers, not getting out there and meeting people. Not

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showing up all day every day, working 10 hours a week and making excuses for not doing it and saying they're all in.

And not because for any other reason really than we're just great unintentional liars. We just don't see our own awareness. That's why coaching is an industry because we can't see our own awareness. So I like to ask the commitment of on a scale of one to 10, how committed are you to making 100K this year? Or if you're in 2K for 2K, on a scale of one to 10, how committed are you to making your money back? Of 10Xing your investment, of doing everything in the process, going through all of the modules and doing the work. How committed are you?

People think I'm so lucky because I get to coach with my mentor Brooke in a mastermind called Million Dollar Mentoring. And sometimes I just like yes, I do feel very lucky, but sometimes I think that people think the coach is what gives you the results and they forget their own responsibility in showing up to the equation. Because you can be the most - you can have the most incredible coach in the world and still not be all in and not do all the work and not get results.

And so the reason that I get the insane results I get in my mastermind is because I'm all in 100%. At a level 10. And I have the results to prove it. I show up to that relationship 100% committed. Whatever she coaches me on, even if I don't understand it, I'm like okay, I'm going to take a couple weeks. I'm in it right now.

We just coached recently in Dallas and I'm like oh my gosh, wait, what? I know she's right. It took me a couple hours to really see that she was right, and then maybe a couple more days to be like okay, she's really right, and I totally see this. But even now, my brain is still like okay, working through, working through it because it's such a big jump from where I am. But I'm going to that equation constantly showing up for myself. I'm not going back to her constantly being like hey, but what about this? What about this? What about this? And I need you to help me on this and what about this?

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I'm doing the work. And so I just think sometimes we forget and we don't realize that we are not all in and we are not showing up and we're not being 100% fully responsible and this is the difference. This is the difference of whether or not you get massive results with any coach or not is this ability to truly be all in and to constantly be asking yourself if you're not all in, what is your commitment level. On a scale of one to 10, where is that? Why? And what would you need to think to make it a 10?

Not what would need to change in your life to make it a 10. The kids need to go back to school, I have to have a nanny, I have to quit my job, I'd have to have more money, I'd have to see results. None of that. What would you need to think? Because what would be really fascinating is if you actually ask yourself this question, it's going to reveal answers to you.

If you actually ask, what would I need to think to make it a 10, to be all in and committed in my business, it will reveal thoughts to you. And then what would be really fascinating is if you really try those thoughts on and you can feel committed with those thoughts, and then all of a sudden you realize wait a minute, none of those outside circumstances had to change for me to be more committed, to feel more committed, to show up more committed, I just had to change my thinking.

So you can ask this question to yourself about anything. But those are my two favorites. Commitment and confidence. And remember, the first number that comes to mind is the number to trust. Then you just ask yourself what thoughts gave you that number and what thoughts will allow you to believe it's inevitable. And don't argue with it. There's zero point to doing that.

Some of my clients like to do that. They're like, no, but I'm 10 because of this. It's like, don't argue. What's the point? For you to be right? You can be right or you could have awareness. How cares? Even if a two comes up for you and you really deeply know in your soul it's an eight, I would still be like, in that moment, it's interesting that two came up. What's inside my brain creating a two?

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I mean, I would be curious. I would want to know. Alright, so I also like to take it on an even deeper level and do a sliding scale of thoughts. So for example, I try to capture all of my thinking from impossibility to inevitability. And then when I'm thinking everything's impossible, what are those thoughts? When I'm radiating with possibility, what are those thoughts? And if I believed it were completely inevitable, what would those thoughts be?

I like to do like, three columns on a piece of paper and look at them. I think this really allows you to disengage with thoughts that you tend to hold onto really tightly as truth and it really just lets you see what are just thoughts. Oh, interesting, this is my thought platter. There's another concept right there. The thought platter.

So I recommend you do this for all of your goals. Ask how committed you are to achieving them on a scale of one to 10, and ask how confident you are on a scale of one to 10 and achieving them now. Do your thought platter. Do your sliding scale of thoughts and just see what's there. And one of the other things you can do, I'll give you another little tip, is when you're asking about your commitment and your confidence on a scale of one to 10, I like to even add timeframes to them. I like to be very specific.

So in the million-dollar example, on a scale of one to 10, how confident do you feel that you can make a million dollars in your business by 2021? Or by 2020. Or even better, if you're in 2K for 2K, on a scale of one to 10, how confident do you feel in making 2K today? And what would you need to believe to make it a 10? So good. And if it's not 2K, because many of my clients are making way more than that, maybe it's 10K. Maybe it's 20K. Maybe it's 10K this month. Whatever it is. Whatever your goal is.

I had a client in 2K posting the other day where she keeps going after \$10,000 a month. She keeps trying to get there and she'll do 5K months and 6K months, but she never gets to 10K months and she's like, what's the problem? And I said you're not committed to 10K. You're not all in with I'm going to make 10K this month. You're like well, if I do.

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And here's how I always know this is because if you are truly committed, you achieve it. It's non-negotiable. You're just making it happen. I've done that so many times in my business. I remember doing it with 100K months, and I remember doing it with my first 200K month. I was like, it's non-negotiable. We're making 200K this month. I'm blowing my own mind. What do I have to do because it's happening? What do I have to think?

I just went to work and I wouldn't accept anything less. I'll be like, no, it's not acceptable. And here's how you also know you're 100% committed and 100% all in. This has also happened to me many times is if I don't hit the goal by the end of the month, I don't stop with the goal. I'm like fine, it's taking me 40 days to make 10K. Still doing it.

It's happening, even if I have to add a couple of days so then the next time I go I'll be like, okay, well I did 10K in 40 days. So now I'm doing it in 30 days. So the goal just doesn't change and it doesn't start over. But it starts over when you're kind of committed and you're just seeing how it turns out. Then you're like okay, next month I'll try again.

So you just got to know your numbers. You've got to know where you're at on the belief scale in your commitment and your confidence that will always be the reason, the answer for why you don't have the results that you have now. And make sure you write it out. And I would ask yourself like, what is the model creating that number? What is the thought that I'm having about my goal and what is that feeling that that thought generates, and how do I show up when I'm thinking and feeling that way and what result does that produce for me over and over and over and over?

And then what is the model that you would need to create a 10? These are all just little intricate ways to find the thoughts that aren't serving you and the ones that will. But I do think it's important sometimes to get creative. And I think the belief scale just gives you ultimate awareness. It's like solving a puzzle. Every thought is a little piece of that puzzle, and the more pieces you put together, the easier it is to solve.

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So go out there this week and work on your belief scale. And I just want to leave this with you again. I really recommend that you do not use this with your clients, even the ones you're already working with unless you join 2K and you learn how to use it with your clients in a proper way. And I teach my clients this - actually, I teach them two different times how to use it during the consult in a very specific consult format, as well as in sales.

But it is truly one thing to use it for your brain, and another thing to use it for someone else. So that's our little deal. Use it to get your own transformation, come join 2K if you want to learn to use it for your clients' transformation. And I do want to say, if you have been loving the belief work that we have been talking about on the podcast, this is one of my last reminders.

If you're listening up to date on the podcast, it's July 24th. Today is the final day to sign up for 2K for 2K and get the bonus five-week course, Making Money with the Model, and the hardcopy workbook if you want to go through all the activities and work through everything. And I'm only saying this on the podcast because people have been going crazy over the workbook. We're sending out so many it's insane. My assistant messaged me and she was like, do you realize how many books you're about to send out?

I was like oh no, what's that number? It's all good though. We're excited. But I want to make sure that you don't miss getting the workbook. So July 24th, today is the final day to get the workbook, the course, and 2K for 2K. Now, you can also sign up through August 6th to be part of the live group coaching because the first call starts on the 7th for Making Money with the Model, but if you want that hardcopy in your hands to fill in your belief work, you got to sign up today.

Now, if you're listening next year sometime, everything - it's like, year 2025 and you're listening to this podcast and you're like what, I missed Making Money with the Model? Everything is available already in 2K for 2K under Making Money with the Model if you're listening to this from the future. So if

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you missed it live, you get it on demand, which is fun too. And there's a PDF version available of the workbook to everyone as well, so you can get it printed off yourself.

If you missed the cut off or you live outside the US, we're going to make the replays of the calls available the very next morning. So even if you join late, mid-August, you can binge watch them. It's fine. I really just want to make this work available to you on a deeper level. We've had so many emails of people asking over and over and over that they want more model work specific to business, specific to making money that are in the 2K.

And even the people that are thinking about joining 2K, they're always like, well, do you use the model and will you help us with the model and all the things about the model. And so it's the main coaching tool I use in my own self-coaching. It's the main coaching tool I use to coach people in 2K for 2K and I'm so excited to spend five straight weeks working on the model with making money. So much fun. So jump inside 2K for 2K. Come join the party and I will talk to you next week.

Hey, if you're ready to make money as a life coach, I want to invite you to join my 2k for 2k program where you're going to make your first \$2,000 the hardest part using my simple 5 step formula for getting consults and closing new clients. Just head over to [www.staceyboehman.com/2kfor2k](http://www.staceyboehman.com/2kfor2k). We'll see you inside.