

Ep #58: How to Show Up to a Coaching Relationship



Full Episode Transcript

With Your Host

Becca Pike

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Today, my friends, we're gonna go over the top mistakes to avoid before becoming a client to a coach or to a coaching program. So whether you're already a client and you're working with a business coach or any type of coach, or if you're thinking about joining a program like Three More or a program that is like 30 More where you have a mentor in front of you that is working with you, or even if you're like totally off the radar of ever investing in yourself.

For all of you, this episode is going to shine light on what is working and what's not working with the way that you're thinking about your business and receiving mentorship in general. Also, stay tuned for a freebie that my team and I are giving away to you. This is episode number 58. I am your host, Becca Pike, and it is time for your weekly dose of Hell Yes Coaching. Let's go.

Hey, guys. I'm Becca Pike and welcome to *The Hell Yes Entrepreneur* podcast, the number one show for entrepreneurs looking to create their first six-figure year. If you've got the drive and you know how to hustle but you're not sure where to channel your energy, we've got the answers. Let's dive into today's show.

Did she say free? Yes, I did. Let me ask you this. Okay. Have you ever found yourself in a conversation with someone who is inquiring about your service. Like mid convo, you realize that you don't feel super confident in exactly how to leave the conversation in a way that's going to make them want to work with you. Like undoubtedly, they feel safe. They've built rapport with you. You don't know how to take them from point A to point pay you for your service.

So this used to be me. So many of my clients have complained about this exact same thing. It might be that you're not sure how much you're supposed to talk about yourself versus talking about them. It might be that you don't feel confident in asking for the sale, or you're afraid to claim that your service is going to solve their problems. Whatever it is, no biggie homie. I got you.

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Learning a structure and creating your own flow to consultations is what brings in the bacon. Learning how to communicate in a way that makes people feel safe to buy from you. That is the ticket.

So because I get asked this question a lot, I put together a completely free video for you that teaches you exactly how to host an initial conversation with a lead, someone who's interested in your service, in a way that is going to turn that lead into a paying client. This is the recipe that I use in all my conversations and consults, and it has gained me hella clients. You can get it, again totally free, no strings attached. Just go to my Instagram @1beccapike, hit my link in my bio, and choose the freebie that says turn your leads into paying clients.

All right, let's get to the show guys. I have talked to many a people that we're considering asking for help in their business. Hundreds and hundreds of people, right, that are at this precipice or at this pivotal point where they want to pull the trigger on some type of mentorship or some type of coaching, but they're waiting. They're like waiting to feel safe, or they don't know if they belong. They don't know if it's right for them. Like, whatever that realm of like mentality is, I have talked to a lot of those people, right.

While chatting with them, they'll bring up things that I try to clean up for them before they enter some sort of coaching relationship with me or one of my programs or one of my staff members. Today I'm creating an episode where I am putting all of this into a nice tidy little episode for you.

Like I want all of you, if you guys are at this precipice, I want this to be tidied up in your brain so that you can show up to the best of your ability when you enter a coaching program, whether it's mine or someone else's. Okay. So stay tuned, listen to all the mistakes that I wrote down. I wrote down four of them, and we'll just get right into it. Okay. All right, top mistakes that I see that needs to have a little bit of cleanup, you just need a little tweak of mentality before you go into a coaching program.

Mistake number one, don't think that you have to be at a certain level of success before you ask for help. Okay, this is always brought up. A person

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will say to me, I want to join Three More once my business is a little bit more established, right? Or they say it for 30 More too.

Like we have a minimum requirement. Like if you've made X amount of money, then you can apply for 30 More. But I have people that will completely dismiss that. They will think that they haven't made enough money to apply for 30 More. Does that make sense? Like I've already decided what the minimum is, but they're like, no, no. I haven't made enough money. I'm not successful enough. Even though it is already written in the rules that they have, right?

But they might come into Three More, they might come into 30 More and they'll say my business isn't established enough, right? Or they might want one-on-one coaching once they learn how to sell a little bit "better." So, to me, this is the same as wanting to lose weight before you hire a personal trainer. Like I want to lose 20 pounds before I go to the gym. Right? Or I want my house to be cleaned before my house cleaner comes, right?

As coaches, I just want you guys to know that we want to see all of you the mess, the worry, the concern. Sometimes it's easy to think that our coaches want us to think like them, to gameplan like them, to be at some elite level of mindfulness, but this isn't true. Your coach wants you to show up in the most human brain you possibly can.

We want to see your concern, your worries, your thought errors, your mistakes so that we can help you. We would rather you come into the programs or come to us for coaching earlier in your business so much more than coming later on in your business. Okay so that there are less poor habits already built.

You know who is a really hard person to help? Someone who has built habits for years that are not working. Those habits aren't working right. Getting that person to try new things is significantly harder than someone who's coming to us early, eager to learn, and working from a blank slate. Even if they think that their business looks messy or they feel, I don't know, like embarrassed by how little they know, right?

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So listen up. You do not need to be at a certain level of success to hire help or to hire mentorship. In fact, it's best that you're not. So when you're looking at programs, look to see if there's a minimum requirement. If you hit that minimum requirement, then you hit the "quota" for how successful you need to be to be able to enter that program. Okay. Don't think any further than that.

All right, mistake to avoid number two. Thinking that past mentors or programs that weren't a good fit for you will haunt you in your new program with your new coach. So many times I've had clients say, "I really want to work with you, Becca, but I had a coach once who was really mean to me. Or I bought a program once and it wasn't at all what it said it was in the marketing."

Listen, I hate that you had to go through with that. Okay. But just like boy-friends, we can't assume that they're all cheaters just because one was. You get what I'm saying? Fucking Alan, I'm still cleaning up my thoughts from you. Come to every coach, every program with a clean slate. Always assume the best, always assume a clean slate. Always allow space and room in your mind to open up so that you can take your energy to learn the new materials.

While we're at it, just because Jason slept with Ashley back in 2003 doesn't mean that your husband now should have to go through the pat down and lie detector test every time he comes home. You got to heal yourself, sister. Say it with me. We release our baggage. We release our baggage, okay.

All right, number three, using money to invest that you can't live without, literally. So you guys know how I feel about investing in business. You even know how I feel about taking out debt to invest in your business. I'm all for it. But what I'm talking about here is eliminating every financial resource completely in order to get into a coaching program without doing the proper mindset work behind that bold move. To the point where you're white knuckling that it works so hard that you can't relax enough to even do the program or show up and be creative with the community.

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There is a big difference between investing money that makes us super uncomfortable and investing money that turns us into psychos until we get a return on our investment. Okay. If the investment is going to wipe you completely clean and put your kids at risk of eating, it is not the time. But if your investment just feels really scary and uncomfortable and like you kind of want to puke when you think about it, but you know that it is going to up-level your business, you should probably do it. There is literally no better business investment than education.

Last mistake, mistake number four. Wanting and waiting and waiting and waiting and buffering and waiting to join the program that you want to join. I have people that come into Three More the moment they hear about it. Like the second they hear about it, they're like that's it. that's what I want. I've never met them. I've never heard of them. They like found me on a podcast and boom they're in, right. A lot of the people in Three More like that.

I also have people that have been like sending me DMS on Instagram for years, literally years. They're like I'm ready. I'm almost ready. I'm almost ready. I'm gonna come in there, I swear. I'm almost ready. Successful people make decisions quickly guys. They envision the life that they want, and they take initiative. They don't wait for it to feel great. They don't wait for it to fall in their lap. They make the decision, and they deal with the consequences. They don't wait for that once a year discount. They don't wait till the moon aligns perfectly, right? Like they get shit done.

This is how I have built everything, all of it. I make decisions super quickly. It's one of my favorite things to remind myself. I even pulled us out at like restaurants when I can't decide what to eat. I'm like okay, Becca, you make this decision quickly. You can handle whatever concept sequences come from that, even if you're pissed that your husband's plate looks so much better than yours.

But in all seriousness, if you're one of those people who is waiting and waiting and waiting, I just want you to know that you're not waiting for anything. There is no day or amount of money that is going to make you feel ready. I

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promise. Only you and your beliefs about yourself are what make you feel ready. You get to change your beliefs about yourself right this moment.

So, my friends, I invite you right now to make a decision about that coaching or mentoring program that you've been thinking about, whether it's mine or someone else's, whether it's a Tony Robbins one or a Grant Cardone one or I don't even know. Like there's just so many out there. I don't care whose it is but make a decision about it.

If you want change, if you want improvement, stop waiting. If you don't do it, you're never allowed to complain about where you are again, okay? You can't complain about where you are and not do anything about it. Those two things don't go together. So you either do something about it or you don't, but if you don't you just stop. Stop thinking to yourself that you wish you had it better. You've got to get up and you got to take the action. That is it for me today guys. I will see you right here next week. Bye.

Hey entrepreneurs. If you are ready to create your first six figure year, your next business investment is our course Three More. When you sign up, you will get instant access to our video vault. In these videos, I teach you exactly what I did to create a highly successful brick and mortar company as well as a booming online company. Both successful in their first year. It was not luck guys. It was a process. I am now offering that process to you.

In this class, you will become a master at organically attracting clients. Three at a time to be exact. #ThreeMore. You will know what to say during a consult or a conversation about your business so that people want what you're selling when you speak to them.

You will know what to do when your client feels timid to invest in your service. They might want what you're selling, but they feel on the fence about investing. This is normal. To become successful, you must know how to gently and confidently navigate these situations without being pushy but with their best interest at heart.

In Three More, you will learn new ways to think about money and sales and growing your audience, so they are lining up to buy from you. This is not

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gross and sleazy sales tactics. This is learning to inspire through quality service.

Best of all, you will have a community of other Three More members all reaching out for the same business growth where you can ask questions, make friends, and lean on each other. Our members say that the community is the best part.

If the community and the video vault doesn't already make you feel like you won the business coaching lottery, we also have weekly live coaching calls. Every Tuesday at 1:30 Eastern Standard Time, you will receive live coaching in our community via Zoom so that you always stay in line with your goals. You can begin coming to these calls as soon as you sign up.

Guys between the video vault and the community and the live coaching, the program is fail proof. We are so confident that you will love Three More that we have a risk-free guarantee. If it doesn't work for you, we will send your money back no questions asked. There hasn't been a single person that has wanted their money back. In fact, the reviews for this course are all five stars.

Do not wait. Go to www.threemoreclients.com right now, right this moment. Make the decision right now that our business will inevitably be successful. I can't wait to see you in there.

Hey, thanks for taking the time to listen to today's episode. If you're looking to get more clarity and momentum for your business, visit hellyescoachingonline.com. See you next week here on *The Hell Yes Entrepreneur* podcast.