

Coaching Women the “Millionaire Within”

By June Davidson

Ladies, let's face it! Women have not been born into life with a “millionaire mind.” We have been born to give millionaire type service to the millionaire we were going to marry, always coming from the nurturing side of the female brain. Now, some professional women will take me to task on this.



Look at Jim Rohn's philosophy. Men were born into life to kill and protect which was and still is needed to keep their country and family safe. Women biologically reach their height of caring when they are pregnant and when they bring new life into the world. The child is totally helpless and needs to be fed, cared for and nurtured. The male species can not miraculously breast feed the baby; therefore, they do not develop depth to their nurturing.

Women do not automatically have the mind set to become a millionaire on their own.

Just look at the programming for little girls. Were they told “don't get an education, just marry a rich man?” They basically looked to dad (or mom) for money when growing up.

Times have changed and some women are the sole financial and nurturing support for their children; however, men still can't nurse babies. In this changing world, some women excel at developing a successful business and earning six figure income. It has become easier to select a business and work from a home base. *Women excel in relationship building* and that is why they often do better with some MLM companies. They stay longer and again develop the people in their down line with more nurturing.

I have been coaching a woman who had been struggling in the corporate world, not getting equal pay or recognition. “Susan” decided to create an image consulting business, but realized she didn't have the staying power financially after she left corporate. She carefully checked out the MLM companies and took the step to join one of them. Susan struggled finding her way as she had signed up under a man; and even though he was there when she called for help, he really didn't reach out and give the assistance she needed.

In coaching her, we started looking at how she had been programmed growing up. We began a searching process for an awareness of who she was and how she had been programmed. Her mother, now deceased, had trained Susan in the ways of being a woman, mother and caregiver. Her father had been the financial provider for the family and she and her sister had always gone to him for their financial needs. He was a very proud man who was pleased to provide for them. As we discussed this type of programming, Susan realized she had never before acknowledged the need to get rid of the programming make her own “millionaire mind” choices. A further awakening came when she realized she was still daddy's girl... asking and accepting money from her dad for her support since she left corporate.

Susan realized, through coaching sessions, how she needed to focus and develop her business through a relationship process. Women are the ones who are masters at relationship building, and Susan needed to understand and work this system. After she qualified the leads she started to have conversations which built trust and became meaningful to the prospect. The leads that she couldn't connect with or felt they were cool, a decision was made to gift those to the gentleman in her down line who was a salesman. Now, Susan is working smarter and enjoying the process. She is nurturing the prospect and gifting her down line. Her nurturing emotions have kicked in at full speed.

We did some additional deprogramming of the mind so Susan could begin to step into her own greatness. She searched for and found the millionaire mind within and started shifting her thoughts and energies. Her business is going strong, she made two other sales and is now stepping up to a different position. By the end of this year she will be earning \$10 to \$15,000 per month. She has developed the ability to take her foot off first base, yet continue her very feminine side. Susan feels so much better about herself and has signed a note to her dad for the money he had given her. This empowered her to take her foot off first base.

You can't get to second base unless you are willing to take your foot off first.

In our coaching support, we started to evaluate Susan's business... how she was spending her time and where she could get quality leads. She was buying at a costly amount and had signed up two people who would not be compensated until she signed up the third one. Her efforts were placed on qualifying the leads and selecting the ones who had the financial ability to since it was expensive to join the company.

A coach supports a person in their abilities and encourages them along their path. We show you where the light switch is and you turn it on.

Susan has empowered herself for her destiny and now feels great about who she is!

I will continue to update this great lady's accomplishments and we will look at the mindset of another case in becoming a millionaire for women.

June Davidson, as President of **American Seminar Leaders Association (ASLA)** with worldwide membership, offers introductory, advanced and personalized training for seminar leaders, along with variety of educational material. June is our Women's Support TEAM Coach & Seminar Training Mentor at www.w-t-team.com. Contact June at American Seminar Leaders Association - <http://www.asla.com> - info@asla.com or 800-801-1886.