SSM - Heart-Centered Sales Call

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**SUMMARY KEYWORDS**

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All right, everybody. So welcome to our, our July, heart centered sales call. Right, so the second Monday of the month is always more like skills and strategy and training, it can be based on different things that I'm seeing the group needs or that you've requested. The third Monday of the month is focused on heart centered sales, and the fourth Monday of the month for our callers is q&a Just what do you guys need any topic. So, So this is a heart centered sales focused call. So that could mean a lot of different things depending on where people are so certainly always, any questions you have. So if there's something where you're, you know you have a sales conversation that's coming up you know someone who's expressed interest you have a free concert coming up and you want to you know talk to something you have a question about it. You want to feel like you know, something like that that you want to work on, that's great. If you had a console or conversation and it didn't. You're like, something when something was off, I don't know what was off you know this is a great time to like sort of bring that to the group into me and we can kind of go back and look and see, chances are, I'll be able to tell you how this is a place where you know you could have gotten you might have asked this and see how that might have right so that's actually an awesome thing to do, anytime that you, you know, have a conversation, and you feel like it didn't go the way you wanted it to, you should definitely bring this here because I'm actually really really good at like how recapitulate fits like the conversation. In fact, if you ever, you know, want to, And you're comfortable or have a situation do that when you can record those conversations, obviously, you wouldn't want to do that without the other person's permission. That's actually amazingly valuable to go back and even if, even if you only listen to it yourself. You'll learn more from listening to your own conversation. And they got their way he'll be like, oh, right, and that also you can relate to. I can kind of go through and find out like what was really great, you know, and also if there was something missing. So I just wanted to put that out there. And it's great to do that if you're, if you feel okay uncomfortable. So, having said that, is there anything in the sales area of things that anyone you want to bring up if you have a question you want to kind of review you want some coaching if not I can always, you know, there's always stuff where I can just have you guys practicing and there's, there's, so anybody has something, you want to bring up. Well, let me, let me ask. Go ahead, go ahead.

02:59

After sessions. I don't ever do, like multiple sessions which I could start offering. Okay. As far as multiple sessions as far as you know purchasing multiple sessions so after session. I know you do multiple sessions but how, how would you approach just to say do you want to have another session do like schedule another session. That's what I do. So I do. So when I'm doing like sessions, people, some people have a few apps but let's just start with the options people have, so they can book a single session for me, and that right now I really need to raise my prices but right now a single session with me is 150 Okay 115 Or they can do a package of any anything actually from three to nine is 105 per session. So on my website, it doesn't have package of three package and for a package of five it just has a single a package of three and a package of 10. But, but in reality if they want to once they're talking with me, and I just let them know so if they wanted to do a package of five I can do that I just, you know I just charge it manually. Right. And so anything it's $10 less, I don't like to make a lot less to that they're doing a package but that's a little bit less. And so, so they can do that. And then I do have a price break a more significant price break at 10 So they want to do a package of 10 at 895 so there it's only at 950 per session so that's, like, you know, like, a really good thing, you know, and I definitely have people do that. I also do allow people to share packages between family members. So, that I like to do that I feel like if I were the client, I would like to have that option. It's not something you need to do but that's something that I like to do. So that's first thing. The.

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Do you have an expiration date on that.

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No, I do not. And, in at least some States if not all, it would be illegal to have an expiration date, if someone has paid for something you usually cannot say that there has to be used by a certain date, and that may be true, may not be true in all states. But it's different if you give something like as a bonus or a gift, you can say it has to be used by, but if they paid about a gift certificate, you're supposed to honor that even I mean if you put a date on it, You know, sometimes people do that with gifts it's big, it's like you put a date on it just to encourage people to use it, but if they come in late, by law, at least in most states you're required to honor that because they, they did pay for it.

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So, question. Yes, please. Suppose they decide that they haven't used it and they haven't used it, and then they call you and they say, I want my money back, because we do this, why don't you do that,

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I would typically say no, and we tell them that it is, but and I, you want to make that clear that it's not refundable at the beginning. Okay. But I would say that it I would say that it's, that it is not accountable and that that was, you know, they are like seeming to have that somewhere, right. But I would say that it's fully transferable, you're certainly welcome to give it as a gift to someone else. And, yeah, I mean it's like, well, why, why not. Right. I'm happy to do the work and they did pay for it, so why not allow them to give it to someone else. Now if someone was really really unhappy and they're gonna make a big stink or whatever I might find it. But I would have to feel right to me. Like I'd have to feel like I feel like, you know, I really want to refund it so close to being like someone just, you know, trying to bully me into it, I'm like that doesn't work, right. So, right, good. And so getting back to your that was this is sort of inside the question. Having people. So first of all I would, I would recommend that you have a structure that is letting people know, throughout the years most things that most people come to us for are going to take more than one session. Right, I mean most things are so I part so part of me is like I want to I want to let them know upfront I don't I want this, it gets into the whole idea of setting expectations realistic expectations for people right. So, I'm usually in the consult, I'm finding out what they're doing it and what they're looking for help with I might ask questions about what they've already tried. Right, so you want to get some getting having a sense of the history of how long whatever the issue is how long it's going to console, so I'm just saying if I do have a console, which I do, it's a free 15 minute console it's not I don't do any, it's not a sample session I don't clean or anything it's just an opportunity to talk with people to help them decide if they want to book a session with me. So, what I'm about to say I would do in the console but it could also be part of, you know at the end of the first session or before the purchase session or whatever. But I like to, you know, just, I want to get a sense of what they're expecting, right. Because, haven't you had people sometimes come with very unrealistic expectations. You know, like they've had fibromyalgia for 30 years and they're like thinking we can fix it in one session and that's not impossible, but pretty darn unlikely. Right. So, you would want to address that, and I just as a short version. Some of the language that I would typically use about, that is, I often will say, as a rule of thumb, the longer something's been going on. And the more serious and and or systemic it is, The more imbalances are involved, that are underlying it, and therefore the more sessions will be needed to address all of those in balance. Does that make sense to you, and also to say it like that, and then just kind of stop and see and you know they pretty much always will be like this kind of makes sense. And that's not to say that you don't get those. Remember, this was an A client of mine but this is someone I was signing up for a motion hood certification, this is probably like four or five years ago. And one of the cool things about, you know, having so many conversations and signing so many people up for Emotion Code and Body Code is I hear so many breaks. So this woman's story was, she'd had fibromyalgia for like 12 years. She had tried so many things she was just in pain all the time, and she had had one Emotion Code session and had been pain free ever since. So like, that still happens right. It happens. But it would be very irresponsible to create that expectation, because most of the time. That's not what happens. Right, so it sadly this balance of being open to the miraculous, but also not expect you know I mean sometimes I'll even say that this isn't magic. Right. It's based on this fundamental idea that any, any health issue or relationship issue or issue in your life, has some underlying set of imbalances that are, you know that your body's responding to and that's why your body's, you know, creating has created this situation. And so I'm gonna stop and draw your attention and guys this is all in the recording, and I have it set but it's doing the transcript too.

11:03

So do take notes but just so you know, the transcript, just for those of you guys who are new, I haven't set up with this thing called otter which is an automatic transcription service. So, it is transcribing all the calls and that'll be underneath, but it is an unedited transcript, I do not go in and edit the transcripts, I would say it's probably 80 to 85% accurate, there'll be some stuff in there you're like that makes no sense, but you usually would be able to extrapolate the meaning, right. So sorry back to what I was saying that there's some, but I would say to them, there's some underlying set of imbalances. I don't say that are causing the problem, because then that's a little bit of a claim, isn't it, I'm saying these trapped emotions are causing the problem. So I say there's, you know, we'd say there's some underlying set of imbalances that are that are present. And that, that seem to be or my experience or that your subconscious is telling me there's a be some other way, that are related to why your body's doing doing why your body has created this feeling this pain, or has created this situation. So, you know, it's both, because you want to be careful what you're saying for legal points of view, but also because you do just want you really want them to understand. So also,

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Another thing I'll often say again in the console or early on is, so the paradigm that we're coming from, it's right as, as distinct. The reality is trapped emotions caused blah blah blah, right, the paradigm we're coming from, is that there's some underlying set of imbalances trapped emotional energy, yada yada yada, that are so once you preface it with the paradigm we're coming from is, then you can actually say things like an underlying cause of, this is trapped emotions because you said that's that's the paradigm. So, using these phrases can really make a big difference in you, you know, just like how you're presenting what you're presenting. So. So thinking back to the original question, but any questions we're getting into all kinds of fun stuff here. So, what questions do you guys have about that yes I have another question. Yes.

13:35

Could you add in there that time for processing. Yes, what I considered now is I've decided that doesn't matter what kind of a session we're doing 20 minutes goal is, even if I'm doing harmful or are attempting to do. 20 minutes, and that seems because that's enough. I mean, my time to process.

14:09

Yes. So you want to explain to them that they'll need time to process. In my experience, I rarely have a session go more than 20 minutes out quite often it's less because I'm just very quick at this point in terms of finding stuff. But, but I still do I still don't cut it off at a particular time, I stopped when their body tells me to stop. It's just that usually at this point, that's what's left. And then what I do and this is what most people do is then I muscle test, the pendulum or whatever he is, of how long they need to process before it's advisable to do another session. I think most of the time for me it's usually only three or four days, but you know it does vary person to person, sometimes longer, sometimes I get, I can do stuff, the next day. So I just will say like hey it's saying four days so that would mean like it goes today so that means, that would mean we can do our next session Friday or later we just shouldn't do it sooner, what works for you getting back to your question and so I would say that your body's saying it needs this. So what what sphere would you like to scheduled for Friday or next week, like that. So, I mean, just so you guys know, I do have, I have a couple of clients that I've literally done over 1000 sessions on. I know it sounds crazy, but um, yeah it's like a mother and daughter so so she was in a workbook, and I have several that I've done in the hundreds. But most people it's more like in the dozens or certainly some people I've only done a few, you know, just, it really varies but in my experience, it's bottomless more. I've definitely never had anybody were like, yep, nothing like declare I mean it kind of makes sense right because there's always something you can do. Alright so I kinda want to make sure we're getting back to your original question Annabel so how much of how much was how helpful was that in your original question, and what and what, what would you like to ask now to kind of take it even further.

16:30

I actually wanted to ask you about the concept so how do you how do people end up coming for concept, versus a session.

16:41

Okay, so they're, they're usually at this point. They're usually they're being referred to me or they're finding me online. Okay, so here's how people find me online, so I do, I do have two websites, I have my sort of general one. And then I have a one that's focused on Morning sickness because I have that as a sort of a niche, right, so I have morning sickness freedom, calm, and then my, my other site is called body Sapiens, which isn't necessarily a great name but Sapiens Livesey means wisdom so there's women's body wisdom. And I, three years ago, I did a bunch of work, and I created a YouTube channel. That's just called my name for free to check it out. And I put up 30 videos on kind of Emotion Code, a lot of them were pregnancy related because I was really focusing on getting that going, and some are just general they're like things you need to know about the body code to write, so I haven't posted anything new for like three years. I don't, I don't think I ever will, because I'm not I'm not focused on building that side of my business, but I do get caught people find me the thing with YouTube isn't something to do to get a quick return on marketing, because it's more of a slow, long term play in marketing. It's also something. Yeah, absolutely. So this is thing that you might want to do if there's some, you know, over this next year if there's some interest in that I can actually share with you guys what I learned, and set give you some tips on that. So I absolutely do get some there's you know some of my YouTube videos out there on my website. So, you know, so they can do that and then they, You know that that there's three of them, you know, it does edify me a bit a bit of an expert and the thing is with YouTube, eventually like getting your first 100 people to subscribe to your channel is like the hardest part, and then getting a little higher and at this point, and again I'm doing nothing about that but at this point I had, I think I'm over 1000 subscribers, and they're just kind of organically keep coming because now there's enough that then YouTube will recommend it you know you do work that way right you watch something and they'll be like you might be interested in this, right. So, there's other people, you know, I mean those. That's probably, I don't know 1000s of subscribers on his on his channel. He's really used that a lot he actively does it, you know, he's a motion code Body Code practitioner, and I'm just not interested in doing that but it absolutely I get clients from there. So then there's a link, like with each video, underneath the video there's a link where people can book a consult with me. Right. So, some people do just find, I mean I've had a couple of articles kind of published I used to get people from there I haven't in a while actually so I don't know why that's not not at any other place is with my Google My Business listing. So for. So Claudia's bear is tonight with this because we did a training on it. A few months ago in the mastermind. I will be doing this again, but I'll give you guys short version of this okay. So Google My Business, is when you go to in your area, like if you if you if you went on any one of you if you went to Google, right now, and you typed in, you know what it was plumber or, you know manicure or whatever. It used to be, then what would happen, like one long ago. Ancient Google, it would be the first thing would be like a website right like it would be whoever you, you got the number one spot on Google, right, and then it started being more ads right so that the ads first and then the, the website that was ranking highest on Google and then the second second and third. Now, the first thing you see when you think are what are called Google My Business Listings. You know, like it has that little map with a little marker and map. So what those are is each of those businesses created a free Google My Business listing. It also used to be called Google Local I think it had another name but the current input is Google My Business. So the great thing about business. It's only. It's only going to show Adelies mobile right it's only going to like if I, if you'd have to be here in Rhode Island, and Googling something to see my listing, right, but you can create a Google My Business listing, even if you don't have a website, you don't even need a website, right, it's, it's basically a

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listing that you can have your information, you can have a link to your website if you have one you can have a link straight to your scheduler, you can have testimonials and you want to have testimonials and in the training that I did back in April I covered all of this I, and I do want to do it again I actually want to do it as a paid training. I just did it for free for the mastermind in April, and I want to offer it sometime soon time as a paid training but do you guys I would it would be great for those of you in the mastermind. But how to do this, how to optimize it and get the testimonials. So basically, this is an answer to your question at this point that I would say, I get several new clients some kind of error some months it might be 678 some months it might just be two or three, but I ever not buy that new pilot so just finding me, and they're coming from. 95% of them. Maybe I guess probably more actually 100% are either referrals from current clients, or they're finding me either on YouTube or on the website or Google. Like that's how people are finding right, and a lot of them, most of the ones that are finding me online at least half. More than half, it's Google My Business. I used to have no clients locally. I used to be like I was like, my state, and now it's like I know I have a lot. And it's because of the privacy system. So we will be talking about that and I mean I'll see if I can do that soon and I could do it sometime like in August, because a lot of other people need this as well. So, when someone goes to my website or the website or directly to my scheduler, and they go to an appointment, they say they can do a free consult or they can book straight into appointment, most people if they haven't already talked to me do the console first but some people do this straight into just paying for deployment and you know we've never talked to anything they just jump right in. And so that is answers that question. Kelsey. Do you have

23:49

a question on like, Can you list it as therapy services, or can you listed as a center for therapy services.

24:00

There's a there is a, there's a cat, like you have to choose a category. Yes, and I'm trying to and they keep, and they keep changing. That's the other thing about though things are changing. So it's a good idea, even once you've created a Google My Business listing to maybe go in there every couple of months and just kind of check and see something if there's a new feature or a new thing you could change. I don't remember off the top my head let me, let me see if I can look up what mine is. It's not therapy. I don't use the term therapy and I stare away for therapy because it sounds, you know that you're a psychologist or something, multiple categories, there are multiple categories is covered, there is one that I feel like is. See, let me see if I can go into my listing real quick and see what the list. Okay, there's a list there's a category called Health Consultant, that's what I use. Nice and vague. Nothing, implying I have a medical degree consultant. So word that just so flexible. So that's the one I use, right. And the other thing too is even good in my business, they might say literally might have different categories in different areas you have to kind of look and see what what's available and the different changes, like I think what I don't think health consultant was available as a category when I first set that thing up several years ago, right at some point I noticed that it was so I switched from whatever else. So I thought it was better. All right, this is a part of. You get a coach if you if you I will actually I don't know, now that I think about it, I don't remember because I don't look for that, I would think that it would be because it's cut there's a coaching industry is huge. One of the things that Google My Business, it was really kind of initially when they first created it. It was kind of more the idea of, you know, plumbers, hair salons and stuff like that. Right. And one of the things is they, they have added features and changed things in response to the fact that so many people have home based businesses that have nothing to do with people coming to you, right, like I think they used to absolutely require that you had to put your physical street address, and now I know I don't think they're requiring that anymore because it's not relevant to a lot of businesses. So they're kind of, you know, evolving as their client base is about you know as things are changing, but you could see if it coaches there and you feel like that's a good fit, but my mind says health consultant and then what I caught what I say medical and medical intuitive and energy, and the medical intuitive, a lot of people who have come that seems to be, that's the thing that they were looking for. So I noticed that. Whether or not you feel comfortable using that term, but I decided that I did feel comfortable using it a few years ago. Alright these are awesome questions and what what either follow up on what you've already been asking or who has a question.

27:24

I do. My question is, when we practice last time I was practicing with when it was really fun. And what I find this and when we're doing these practices. Once you realize that no, no. Okay. Something kicks into place, and suddenly I'm saying things really nice, elegant stuff I wish I would do otherwise. And the problem for me is that it's the in real life.

28:05

So that's why we have these calls because we're gonna do some, I think I will. I want to more sometimes on this, this one call per month. We've done practicing I want to make it more of a standard so that at least once a month. I start actually practicing, because that is how you get better at it in the moment it becomes more it's like the building of the skill, right.

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I was I was giving Glen a hard time last time, because I thought, well, let me ask all those yucky questions right. Like, you know, why would I be interested, what's the point, you know, so.

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Can I can I can I say that, so do you have really gotten that questions. The questions like that. Why would I be interested or what's the point,

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or it's a question that comes to mind. Okay, because that can I have my son, my son allowed me to do a session afterwards what I'm doing. Right. And he's like, entities. Okay entity entities. So what are entities, you know, I mean he was just so skeptical from the beginning.

29:14

I want to take this is so great that you brought this up. Okay, here's the thing I want you to get that was not a sales conversation that was not a conversation with someone who's expressed interest in working with you. Okay, sales conversations, you only have with people who are interested in work who've expressed interest in working with you. So don't let conversations with like family members or friends or whatever and the questions they ask, they're not going to ask the same question it. As someone who's actually interested in working with you so just don't like don't like don't get let those convert those professionals throw you they're not relevant. It's still going to get, to get better at answering them, I suppose, that number that's fundamental distinction that I, I know some of you heard this before but I'll make it again. Okay, so here's Anne's Anne's definition of marketing and sales. Okay, so what is marketing. Marketing is actually good for this because it's part of social sales but it's very beginning. Marketing is getting the right message out in front of the right people in such a way that they respond with, oh that's what you're talking about or that interests me, I want to find out more about that. That's it. That is all marketing it's okay. So that's essentially what I call, raising their hand in some way shape or form they raised their hand in response to your marketing message, you know, most people are exposed to. I've heard it be as high as, as many as, 30,000 marketing messages a day. Okay, so think, just if you're I mean it's probably it was last during the pandemic but like just think you're driving around you know all the signs and billboards that you see you know, you know, and then, you know, on the radio on the TV on the internet thinking like, you go read an article and there's like 50 ads on the page as you're scrolling down right, so that's me. but do you pay attention to most of them. No, you only pay attention to ones where you're like, Ooh, that sounds interesting, right. And sometimes you're like, I don't even know why I'm interested but that's a really good headline. Right so, But we were deluged with marketing messages. So, we, it's only the ones that we respond to in some way we click on it, we schedule a console, we send an email we do something that says, I'm raising my hand I'm saying I want to find out more about this. Okay, so that's what marketing is. So that's marketing what sales. So sales is having a conversation. Ideally an actual web conversation but sometimes it's a text or email or something but some kind of back and forth with only those people who raised their hand. So your son did not raise his hand really right. Let's just steal his mom so you're just like, you know you're doing this stuff and you're sharing it with him. That's just in the category of things you're sharing with people in your life that matter to you. Right. It would be different if you'd actually said, Hey I, this, This is going on, does that thing you do could it help me with this. That would be him raising his hand. Okay, so don't worry about the conversations you're having with people who didn't raise their hands. Because people raise your hand or not probably going to say why would this interesting, like they already answered that for themselves. That's why they raised their hand, they think they already are indicating by raising your hand that. Right. Is this hobby. Okay good.

33:04

Marketing is getting the right message.

33:07

Yeah, it's getting the right message in front of the eyeballs of the right people in such a way that they raise their hand, they say I'm interested they say oh they go oh, you know that that sounds like me, you know or that interests me, or I want to find out more about that. Right. Or oh I think I need that depending on what the message was right. So when you're, you're, like, let's, let's say you're on Facebook, all kinds of ads, right, that Facebook puts in front of you, and most of them you don't even notice and then you'll see one, you'll be like, oh, right, he's ever bought like a little piece of jewelry or some flakes of like an item right because it popped up on Facebook and you're like, oh well I kind of like that you clicked on it right. And sometimes, you were glad you bought it because you might not be right now, it's like, but it got your attention you clicked on everything and there were a bunch. Now, you know, there's a lot of things to be said for how online marketing works and profiling people and all that stuff back and forth, but the reality is one of the positive sides of that is, you are only seeing on something like social media and indeed a lot of your, you know other internet. The idea is that you're actually only seeing ads for things that are more likely to interest you, So I'm not seeing ads for tractor trailers.

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Although I probably will now since I just said that out loud. I will let you now, if I now. So, I mean there's upsides and downsides. Don't hold back.

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But yeah it's really is about that it's about it's about, if they did they raised their hand and are really, and there's also kind of raising your hand like this and then there's raising your hand like this, you know, putting it scheduling a concert with you, it's kind of like I really want to talk to you. Right. And those people are going to ask much different questions that they're not going to ask though like why would anybody book a session with you it's like I literally never had. They do the console. Unless I don't I just don't have. So, okay, it's a really great discussion we're having here what other questions are coming out for you guys.

35:26

And I have another question, something that you guys had brought this up so there was a girl I worked with we did one session after the session I felt over there a couple times she completely ghosted me right and I haven't heard back from her at all. Months later, couple weeks later, I was at an event where I mean another girl we were having the Emotion Code there so that people can ask questions all this stuff. And she was there because it's back in my hometown, and she came up and started saying you know I really apologize for not getting back to you I had this scary thing happen. She's had breast cancer. And this lump showed up underneath her arm after her session and so she was like, I correlated it to that you think that that could be from that of course I'm going Listen, I think the body does weird things but I just cannot imagine that that is where it comes from but could it be some energy that's trying to leave your body and she said, after a couple weeks it went away. And so, followed up with her week after I got home and just like hey, you know, you said you might want to try this again is that something that you want to do and she said yes. And then she said but can we do it like later night because you don't really in the morning I get tired after a session and Sure, absolutely. So, didn't hear back from her after that conversation so then I messaged her again. A couple days later, like, Hey, I just wanted to see my schedules kind of booking up this week, did you want to get in and shear said that lump came back, and now I'm afraid to do anything. No. Well, again, you know, if you want me to claiming anything but I can just see those trapped emotions and see if I can help you, and then just show I think she's having a lot of, you know concern so I'm like, I don't know what to do.

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You know, and it's a tough one, you want to be really sensitive to where she is right, and I feel 100% certain that you can't give someone cancer would be completely forgotten it makes a statement right. And could it be that, especially if a lump kind of was there and then disappeared and they came back like that's not the norm, right, that, that doesn't sound like anything, malignant, that does, if in fact, it's even true like who knows right you don't like, that's all you really know this person sometimes people are delusional. Okay, perfectly clear. So that sounds, if it truly is, it's kind of, especially it says an armpit or a parasite. Okay, lots of lymphatic tissue there, right. That sounds like something where her body's processing like trying to, like literally processing some toxins or something, it's causing like a little backup or something and then everybody's handling and that right, doesn't that you know that sounds more like anything else if I'm, if I'm trying to come up with some explanation. Now, could that be related to her processing stuff from definition. Yeah, it could be. I saw that like this but it's good. And so we're gonna say, did you have a question,

38:48

yeah I just had one recommend that she goes to like some other health practitioner can help her to Claire.

38:59

Yeah I just say I think what I would do. I think what I would do in this situation is offer say offer to just have a conversation with her, rather than that she needs to book a session. And I'd say, I can, I completely get, you know that this is scary for you, and I'm here to support you. And I think, you know, and I might have some recommendations for you separate from whether or not you want to do a session with me, you know, you might want it to. If I found out a little bit more about that I might I might say you know you might want to look like a massage therapist who specializes in the fatty drainage, which is a very, very specific, you know, types of training right. However, if it is cancer, I would not be recommending one until they know what that is and because you don't want it really if it is, that could actually cause it to spread right. So I okay yeah so I would, I would want to, you know, but I still double check make sure she's getting that medical care right but I that's what I think I would do in that situation I say, how about if we have a conversation, and here's support I want you to I'm here to support you. I think it might be helpful if we just had a conversation, to clarify some things I might have some recommendations for you. So, you know, separate from whether or not it makes sense to especially if you like to do that I just really want to know what ended up being their support or making some other suggestions. Stuck with like, oh my gosh, I don't know where to go with this. She thinks I did something. Yeah, you need to, you want to be clear and one of the things that I like about that now. Do you want to offer to like have lots and lots of conversations with people where you're not getting paid for it. No, right so you do want to, you know, make sure you've got some boundaries there but this is a bit a little bit more of a I don't know if it's actually a crisis, but it's kind of a, you know, really particular situation, and so you want to let her know that you're there for her. And just, it also the other thing I like about that given that she has a fear or concern that what you did might have caused this right. So you want to demonstrate to her that you're unafraid of that, you're, you're not afraid of being in contact with her. You're confident in what you do. You're here for her. You're not like oh my god I might have screwed something up and so on but right, it's just a way of like kind of standing in where you are,

41:38

you know, she couldn't come to me, you know, cuz I want to have an open conversation with her I want her to be able to come in and say, Hey, this happened, and you know instead of waiting a month, and you know just not responding to me like, let me know these things I need to understand like what you're going

41:55

through. I mean it

41:56

was an open conversation but then, you know now that I'm not back there again, we're just back on the phone,

42:02

maybe kind of freaked out. Right. So, and I do another thing kind of getting back to like share stuff like I always let people send them a note and you know and you know I kind of, I may not say this like absolutely every time but I generally say if you have any questions about this please write something they know that I'm available to discuss if they have concerns about what we're doing or what's going on with them, kind of circling back to the original question, which is led to such an amazing discussion. Thank you. In terms of setting people so I'm actually curious because, so you said you don't typically talk with people about them doing multiple sessions so what what it is. So, um, um, I, I guess, I don't, I don't know how to think.

42:56

I might initially, I might do that. A lot of people come and they're like well I don't really have a lot of love. And so we're doing one session. But that's not it. No, no. Yeah, I just don't, I don't think about it and I don't even know I have a website. I don't have Body Code. And that's what I'm talking to your daughter about,

43:31

she'll help you, she'll help you with that. Absolutely, I shouldn't have it you should have it on there, but and I would do you have a scheduler, do you have an online scheduler set up I forget,

43:40

I have talent, but I realized that it wasn't hooked up with Google Calendar, and I don't know how to do that,

43:48

but she's gonna be able to help you with that because yeah you need to it's, it does do that it syncs with them. So, because all of me online, it has to be able to sync with other calendars so she should be able to help you with that too. So you want to have that. And one of the one of the things that you can do. So what you should set up on Calendly that people can set can do a package. So how that works in logistically is they're purchasing let's say a four sets of session package all they're doing is scheduling, the first one, right. And then the other three they have to schedule with you manually because.

44:45

Sometimes I'm just like, hey, just, you know, do you want to schedule especially once they are like a really regular, they're like someone who is clearly I want to keep working with me pretty long term, then, that I might just be like, hey, so do you want to schedule another one now, or do you want to just let me know. You know, like, but you say especially earlier on when they're still kind of getting invested, I don't kind of say or do you wouldn't be I just like would you like to schedule the next one now you know your body's saying that you need this time this much time to process and you like to go ahead and schedule it. You know the thing now I want to let you know or whatever, that's fine. But there

45:20

have done that and that's what happens is people are like no I want to see what happens. Yep. And then they call back later. I want to schedule. Yeah,

45:31

and that's fine, it's totally fine to do that, okay, but then sometimes they don't. Right. And that'll happen, and that'll happen regardless, with some there will be fewer people doing that and more people, there'll be fewer people never call you back. More people saying I want to see what happens, and then calling, and also more people just while you're on the phone scheduling. If you are a little bit more when they say directive, and stand, standing and your expertise. What. Yes, You have to ask and also I'm going to say more, first of all you got to ask, but I would say more than ask is that you want to recommend. Okay, so, so you're going to, you're going to come to this in module four, it's in module four. So when we talk about asking for the sale and actually it might be five. But this is where you, you know, actually, you know, so it's relevant to that, the initial, you know, asking them to come to sign up with you, but it's also relevant it's, it's essentially a new sales conversation, you know at the end of every session. In a very real sense, right. So, one of the things that I talked about most of you guys have heard this, I talked about the expert opinion, which is my personal favorite close of all closes. Okay, so the expert opinion is basically about you I'm just gonna remind everybody about it. It's you standing in your expertise and making a recommendation to them. And it. The reality is, they didn't just come to you for a session, or for a consult. They came to you because they see you as an expert in something that that you know that they are not an expert in. And so part of what they want from you use your expert opinion about them and their situation. Just like if you were to go to a doctor or a lawyer or a dentist and they like examine and look at what's going on and you told them your situation and then they didn't tell you what they think about it, you'd be like, Wait a minute. So consider that that's like that for them like they want your expert opinion. They're not like gonna say that way but they want it so you're actually not giving them everything that they came for. If you neglect to give them your recommendation based on your expertise, and what you've learned about them and their situation and what they want.

48:06

Yes parent. What I do is, I'm sorry I joined when I do is I just continue with the bytecode or Emotion Code and say, Would so and so, it's sitting on

48:25

an excerpt from another session, you know, almost arbitrary 97% says yes, the only time I kind of thing no is someone who I've worked with already for about five or six or seven sessions and they're like, they've had their tune up. So, so I asked what they benefit from another session yes and then I sit in one week, two weeks, when their body's ready, and then I just asked them, so would you like to make an appointment. Yeah.

48:56

Yeah, and so that's an, that's another way to do it where you're or it's not I mean I was kind of saying, same thing like your body's saying, so you're, you're actually what's actually really powerful is about that right it's not in that case, it's not so much you making the recommendation, it's their body that's making the recommendation, but you're still the expert who can translate that for them, right, you can tell them, Okay. And there's also a place for it is more you and you standing in your expertise, right. So, when I talk about that yeah this is a little bit more often that you're gonna say this in that initial call or console, whatever, but it could be anywhere in their, their, their process with you. That, again, words of the expert opinion clothes are essentially based on everything you've told me about, you know, what you want and what matters most to you. You could add it and you know what's been happening in our sessions together. My recommendation for you is make your recommendation. Right, they, they want that they want guidance from you. Okay, so you orrible down when you okay sorry you didn't. Okay, we're saying what you're saying, so sorry I'm not gonna repeat it. No. Okay. So, it's basically so what I would say probably at the beginning when I haven't worked on them yet, how the version of this would be based on everything you've told me about what you're what you're dealing with what's been going on with you and what you want, what matters the most to you. My recommendation is, and then you have a current condition right like that. We should do several sessions together to work on this, this and this. You could also add in there, you know, you could say, and based on I do this sometimes based on what you've shared with me about where you are and what matters most to you. And my experience, right, like my experience in working with similar things or my experience doing this for as long as I have. My recommendation is right so you can add that in. And then you just zip it and you listen, right, so you've made your recommendation to them. It's up to them. They're going to take you up on it or not, but you have, you have to me without this you haven't actually fulfilled on your responsibility as the expert in telling them what it is you recommend for them, you've actually shortchange them by not doing that if you don't do that. And you do this before you even do session, I would do that based on yes in the console. Now, I might do a modified version of that after I've worked with them, one or more times depending on what we've seen so far, you know, if they if there's something new that they want to work on, you know how to write you might work on something, and then they go. And then they say, sorry. And then they say, Well, can you help me with this to that right. And so, you know, then, then it's kind of a new concept in a way, right now you're kind of like, Oh, tell me about what's happening but I mean, the short answer is usually yes, but they want more than that right they want a little bit more of a discussion so again you're gonna, you're going to find out what they're dealing with and see how you think that you can help them and again make a recommendation, it is a super super important thing, they really do want that from you. They want your expertise.

52:53

Yeah, just just expand on that. So just wrapping up your session and they ask, you know, could I know if somebody else is going to be calling in. Can you just say that. I'd love to talk more about this video, can we take it. Just to talk about it, we do a new, you can do that. It could kind

53:15

of depend if you feel like they're already pretty confident that you can help them, they're just asking, you know, you'd have a sense of that right like they're pleased with the results and they're saying right can you, can you help me with this too, and you're like, absolutely. And so, would you like to work on that at our next time. Great. Okay so, are we scheduling blah blah blah blah. Sometimes it's that, right, but sometimes if they're not there, you can tell from their voice, they're like really wondering whether or not you can help them with that and you could tell that they would need more of a conversation in which case I might say that if you didn't have time. I would expect so. And I have a couple of questions for you I'd like to, I'd like to be able to ask you a couple things about it and you know before we book something about it. And I have another session about to start could be talking you know in an hour, can you talk later today I would try to do that conversation as quickly as possible and make sense, you know, sometimes they're just asking and they already know you're gonna say yes, that's the case, you're gonna be like yeah absolutely Chris I can help you with that. Why don't we do that on top. Yeah. Awesome, is I say my 15 minutes now, I usually leave enough time that there's, you know, so that I can have, you know, if I need more time with them. At this point I rarely do I just done so many of them and I'm really confident with them and I just like them, you know, but initially, it would sometimes I would need to talk to them for longer, or whatever. I Annabell session is adding minutes or shorter life, so my session on the calendar it's 30 minutes, so that I have that time, I rarely have a session go more than 20 minutes at this point. And sometimes they're like 15 or 18 And last, and just you know just been doing this a lot and so it's very quick. I don't allow a lot of talking session, and that's me, that's like my style. Right. I don't generally speaking want people to start telling me the story of a trapped emotion. As you get more experienced you'll start to get a sense of when it is important to let people talk, right, they'll sometimes they'll want to be like, you know tell you about something that they're remembering, and you'll just kind of get a feel for, like, oh I actually really need to hear this, or they need to say this I need someone to some nice people tell us stuff that they've never told another living soul. Right. And you, you're there to bear witness and kind of be that person that they can say it to us and that's kind of like a sacred space right but you'll usually get that sense of like I really need to hear this, and sometimes it's not as serious as that but still something where you feel like they need to say, You know how some people would tell you the story of their life, with every single type of emotion that's not helping. I personally would want to put my eye out. And it's not helping them. Right, that's just them kind of giving being stuck in their story. Right, and so I you know, I usually will just let them know it's actually not necessary to for us to look at and see what you remember I but I make that sound like a positive which it is I say that one of the things I want you to know is this isn't like therapy where you need to talk about it and live it and analyze it. You don't have to do any of that. It's just gone. And then I go. And so, and now let's get the next one so they kind of want to, You don't want them to feel shut down, you want them to be like ooh that's so great. I hope so. Dr Nelson is going through this demonstration. He will respond and he will ask you to do that. So just, just to be clear, when you're seeing Dr dolphin, doing a demonstration like that. It's because he's, he's doing it as a demonstration. Right, he's doing it as to help you understand how it works and how it can impact people. And, as a, as an advertisement for the programs, right, it doesn't mean that that's what you need to do. Every time we do a session, so I definitely do not. Oh, sometimes I'll just get a sense to check in, you know, you can sort of tell their voice changes, or they just, they were talking and other quiet and you kind of out sometimes I'll just be like, so how are you doing over there.

58:03

Is anything going up. But again, that just comes with practice, you kind of get a sense, and it's also your style. Some people do 45 minute hour long sessions, they're not clearing any more than I'm hearing in 20 minutes, but they want, they like to have more back and forth, they want to do more. Maybe coaching type stuff, they think the practitioner really likes that to do that kind of a style. So, if that's you, you should do that. It's just not, it's just not what I liked. I actually had, I had a client once who basically fired me and we kind of muted by each other because I just moved too fast for her. She was just not a move fast person, she's a very slow paced kind of person, just not a good fit. Right, so I didn't try to like, I mean I, I did try to slow down a little like in the sessions we actually do it because she said that, but I'm not going. You guys know me. And that's fine, you know, it was mutually you know, and that's fine and I think she perhaps you probably found someone who was a better fit for her. None of this is the best practitioner for everybody. Right. So I do want to have you guys do a little practice. But before we do that any, any other question.

59:40

I can have one question I have there is like how I don't know if this is cute or funny or what but that they're, they're Swedish ways of saying things. So I came up with the southern shingle, like, what can you do in a very short space of time, I can't find a good translation, where you just you just let go of old junk. And it's just gone, the Emotion Code, of course. Yeah. I love that now you're like alright, you know, I

1:00:21

mean, you know, that the editor, the translation is gonna be different but I kind of like that, you know, I like that it's sort of it's intriguing, you know,

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I use some like typical Swedish idiomatic. Couple of things so, you know, ways of phrasing it that that make it sort of casual and easy, easily accessible somehow. And I think that's what I'm trying to convey because people over hear you. Again, as soon as they feel you know the thing of spiritual, not that I use those as soon as apps in there, the song goes, without sounds, you know, instead I just want to use something that's not interesting. Yeah, exactly.

1:01:11

Why make a complaint, you know, the message could be, it's so much simpler than you think it needs to be the message, you know, the message could be around. Again like I love using the language like you don't have to talk about it, we experience it we live it, analyze it, it's just gone. People really really respond to that. Okay. You know if you think that if you want to go a little more of the sciency route right you can talk about how, you know, this is, this is the only way of healing or you know, dealing with things that actually influence quantum physics. So, By the way, would you like to like to hear about the quantum physics approach to improving. This probably, I mean, that's not it, but like there's probably something there you could kind of get out, right. So you could put something else you could kind of play around with. Right, so I'm trying to think how I want to have, what, how I want you guys to practice and if I was have you practice the expert opinion close because that, that's never a waste of time. But what would be useful if you just have a sense of something, it'd be useful to practice with each other, like maybe something maybe a conversation about you done one or more sessions, and the conversation about going forward. Would that be a useful thing to practice a little practice everybody's favorite thing but you know once you do it you're I was like alright so i will come up with. I'll set it up for you guys.

1:03:13

Alright so here's the scenario. Your, this is a client that you've done one session when they booked and paid for one session. Okay. You might have had some conversation at the beginning about, you know that they may want multiple but they, they were as a lot of people will even if they're sort of thinking that they may want to do multiple sessions a lot of times people say, well let's try one just to see right it's pretty pretty common, so it doesn't mean that they're not open it just means to kind of do want to see what it's gonna be like, so this is, This is one of those people. Right. And, and they and they enjoyed books, assuming they enjoyed the session right so they're not going to put in a complicating factor that they were like this is baloney. So, you come to the, so just pick like whatever it was you worked on, you come to the end of the session you let your letting them know that that's their body saying, you know that that's all for today. And, you know, clearly you can help them with more. So you want to invite them to do some more sessions with you. Do you feel like you know what you're going to say or do you want me to give you a little bit more to work with on that. This is what I was gonna say there's more than one way to deal with that right but let's, let's assume. And what I would probably say, I would, I would first of all say it so let's talk about what you might expect, right, most common thing that people tell me is that they feel lighter. You may find that you have noticed some improvement or something shifting in the issue or working at you off, and I will say this. You also may not, it's not, you know, it definitely happens that after just a single session. There's nothing there, you know, nothing very noticeable right away. That also happens really want to hear everything as it, especially if we're working on a physical issue. it also sometimes happens that people get very tired. And what, when, when that's the case, it's just simply because your body's doing some healing, that it wasn't able to do before and healing takes a lot of energy. And they get that that's a, I use that a lot it's a lot of sense to people so that's one you may want to grab. But you may be for the purposes of this you may not like that just because I want to keep it simple for you guys, so here's some things you may, you may notice, whatever you would like to say there. The main thing I would say move into is. So as I'm checking in with your body, there is more work to do on this there are more imbalances, there's more work to do on this issue, and I'm getting that your body's saying it needs at least X days to process what we did so we shouldn't schedule anything before Friday or your next message, and then you just want to ask them. Would you like to go ahead and schedule another session, what do you think that's options that's what I'll say, if they were in that category of like let's just schedule a one, because I want to see what it's like. I'll usually say something like that would you like to go ahead and schedule another one. What you know what are you thinking at this point. So in other words I'm just like, I'm totally fine with like they said they wanted to see what one you know so I want to know, what do you think I might also say so now you've had your first session, I might preface it with that so if you guys feel like you got a sense of a conversation to have there. Okay, so, um, I think I'll put you guys in. So there's five of you. So I'll put you into them so there'll be one group of two and three, and let's whoops actually I'm going to give each other a little call so maybe 15 minutes. Okay, so that way you can, you should be able to go, even for the for the group that's three, you should all have you all have five minutes to be able to do your side of it. So just you know how somebody needs to run just kind of keep an eye on the time right so if you're in the middle of two around seven minutes, seven seven and a half minutes you want to make sure to search if you're in three or five minutes. Make sure to search, but rather than bring you back after just going in one direction let's just, just do it. If you have a question just hit leave Room and come back I'll be here. Alright everybody, good to see how that goes. Okay, just practice that right, so I'm gonna put you in. Now, That's the invitation. All right welcome back

1:08:27

everybody. So you've heard was just asking about how you send people into breakout rooms, and it's, it's, it's just a feature of zoom. So when you. I don't know if you have a free Zoom account if you can do it but if you ever pay any of the paid versions. Basically, there's like, at the bottom of the zoom window there'll be those like three dots and more. No, sorry, that's not there, there'll be rooms, and you basically just open it up and you can create as many rooms as you want and, and you just spend you just click it, it's pretty simple it's pretty straightforward. I can't really show you how I do it because I'm sharing my screen it will let you do this, but I could probably do a little video on that actually if you want me to. Sometimes I have to teach. It's super helpful isn't it helpful, like, yeah, I tell you what I can. I will. So one of the things that I've done for the mastermind and I thought I would have done more of them right now and I just said how I didn't is made some, some tech videos so I have done some. And for those of you guys who are new mastermind. I have to create a new page, I have to give you after like clone the page to give you access to them, so I will do that. But basically, they're just will like videos, we might be five minutes or 20 minutes that are a video like showing you how to do something, tech thing right, is what I'm like how to make stuff on Canva and things like that. So, I can do one on how to set up breakout rooms, like I could bet something I could do. I pretty much do them either like a show that came up, or someone said, Hey, can you show me how to do that so when you have a question about like how do I do that tech thing, asked me if it's something I don't know how to do that I may not be able to or get Americans to get out, but my goal is to build this little set of tech library, over time, right, so I will do that one. And if you have another one, then just let me know. Alright so before we wrap up, I just like to hear, you know, how was that what did you guys get from that what was useful. So who would like to share.

1:10:48

It's always helpful to learn from other practitioners, just also hearing some of the stories about processing, you know, couldn't you brought up a good point, if somebody is having some issues processing because they said you know there was a lady told me her stomach hurt afterwards and it was like, was that my stuff or was it something you ate, you know, and so, you know, She said, maybe you're releasing too much and could be a little bit overboard so it's like, oh yeah that's a good that's a good idea. And then also just ask, Glenn asking, like I said, usually my first sessions, I'll say I'll follow up with you in a couple of days and see how you're feeling, and then the girls were like No, just follow, like just go and set the appointment now and then that way you have them captured.

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Unless they don't want to write it. If they say no, but yes, whenever you can book the next appointment, just do, right, it's, it's, it's truly in their best interest. Right. And, you know, people get busy. They come in. How many, how many things can you think of right now where you're like, I've been meaning to book an appointment for I have a freaking massage this certificate is in the bucket right, and I just keep busy. So a lot of times that's, it's just like, you know, people think of scattered it so like you're really doing a service to just help them, it's now Tandel, they don't have to think about scheduling the next appointment, it's always scheduled. Alright, who else to share or that you find helpful or question

1:12:22

processing. I have a question for me, it took a month.

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Well, yeah, that does happen, it does happen. And so you want to let people, you can like sometimes what I'll do when they have questions like that I'll kind of give them like some extremes and say most people here right like I'll say like sometimes their says sometimes, I'll tell you that the most extreme processing thing that I ever had a client tell me about and I assuming she was practice processing and she didn't, you know, thankfully have an issue with it, but I think it was Hartwall I think it was, it was, it was just trapped emotions it was before I came back and she, like the next day she had such intense abdominal pain that she actually went to the emergency room and they checked her out, they couldn't find anything wrong with her at all so they you know recommended that you go see. I think of gra out actually because I seem to be that it was something to do with, you know, some of those organs, whatever. So she laughed and it disappeared, never came back and she, she was like, and she looked at some of the emotions that were, you know, in particular, she was like they were all those, you know, to deal with the reproductive organs. So she, she felt that it was a part of the processing and I was like, Wow, that's crazy like she was in so much pain she went to emergency room, but it just, they couldn't find anything wrong with her, and it disappeared by the next day. So you know, no harm no foul. But like, you know So stuff like that can happen is it common right but it's just good to let people now, and that you know if someone says, Hey, I certainly had this headache right this would that related to what we did, I'll just say like, I can't know for sure, you know, it could be could also be this, it could be an interaction of that and something else you were doing, but you can also, I mean you can actually muscle test was that thing that happened to them. A response was to processing. I, I kind of steer away from that a little just because I don't want it to be. I don't want to be the anything you say I can just say your name, so I tend to not do that. For that reason, but it doesn't mean that that's not valid, to check. So you just want to kind of depends on where they are, whether you want to pull that into the next to that make sense. Snack at the end of the session. That's another thing you can do right,

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talk to them. And I often now kind of seemed like it was feedback I got from an advisor, Dr. Lisa is four to five in the session is releasing one. So I check, is it okay to continue. Yeah,

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and you can also set that up, you can check in the middle, especially if you're getting it sense to do that. And I don't think it's really true that readily. But it's also, it's different people, different times, different things.

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And the feedback, she gave me was he does four to five, we recommend eight to 10 and I'm like are you kidding. So I think if since I'm doing more than that. I check if it's okay to

1:15:56

use also how you set up the internet so for me when I'm like sometimes people tell me, I found a trapped emotion but I won't let me release it, I'm like that literally never happens to me but it's partly because my intent when I'm asking is there an amount you can clear I'm actually, I'm actually asking not is there an imbalance but is there an amount, we can clear. Right. So, and what's, what's implied in that, and I subconsciousness, this is something we can safely clear that's appropriate to clear that it's okay to clear at this time, right. So, it's how you set up the session as well, that you're setting it up with the intent that we should stop when, when they should stop, even with that though once or twice I haven't people resolved too much I had one person who was just she was just super sensitive, right. I like her, she said, All energy have ever had. I've been really really sensitive to it. So sometimes with her I would actually be like okay let's just do like half sessions at a time. We'll meet for like, well, you know, the next day we'll do whatever and like for her. It felt like I've ever done that before, but instead of, instead of saying he was more like, We're going to split a session into two seem to work for her. But most of the time that's not something that I find is necessary that I do sometimes to be, you know, I was totally I'm so I've never read a friend that, but I've heard. Yeah. After like everything is we don't really know that one of the things that I say to people is like the subconscious is like a black box. It really is like we don't know what's happening in there, we, what we get back out of it has a lot to do with what we're asking. Right, if we ask the same question differently, we'll get a different response, but sometimes I think it has, you know, like I think there are some times when there's a, you know, we're saying that we're working on x, but their subconscious is like, x is not important. You need to work on this. And it's gonna give us stuff that has nothing to do with X, no matter what we ask, I do believe that that's sometimes what's happening. So

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that's going to talk. At the moment this is a practical thing. I find that both Kelsey and Penny expressed themselves very elegantly. And that's not recorded, right. So I'm wondering, please please please please share. The way you say it. Sure. And it wasn't. Well, just a

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quick one thing so the, so the breakout rooms are not recorded right now, if you want to record what's happening in a breakout room. I don't have a problem with that. Just ask everybody else in the breakout room that they're okay with you recording it, right. Um, so you just want their permission. And so you can't do that, zoom but you could just use like a voice memo recorder on your phone or something like that. So if you guys are ever, you know, practicing and you want to do that, as long as it's okay with everybody else is there, feel free. Okay and that might be really helpful for you to listen back, and I'm happy to say what what did it what is it in specific Do you want me to say like, what part of what, what type of the conversation was what I decided was

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Penny's way of putting it. You say, very elegantly. It's just that she did it very elegantly differently. You're gonna come up with your own. I'm going to land somewhere in the in between,

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you're gonna find your own elegant way to say it, every version you get is like, Oh, it's so fun. Yes, isn't it and you're like, there's plenty of times when I worked with other practitioners and I'd be like, ooh, That's so good I'm totally stoked on that.

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It did, but you didn't know, in a special way, or you do it in your job explain that it was very, it's so very common, oh my god there's a balloon flying over. Oh yeah, like a big blue. So yeah,

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you could just you know just practice it and know oh wow yes. Very cool. I've never been in a higher balloon that kind of thing I would like to do someday. But yeah, you'll just, you will, you'll find you're away but you only by having the conversations, though, right, that's how you find your way there's certain phrases I tend to use over and over, but there was a time when that was the first time I said it. And then at usually I was like, Oh, that's good. I want to keep saying that right. Yes. So I really I mean just one version of that would be the same assignment I gave you right they we talked, they decided that they wanted to do just a single session to see was. So I would let them look so you came to the other session okay so you're, you're probably saying that that's it for today, that's all we can clear. So, what I'm going to do is I'm going to send you the notes. Let me know if you have any questions about those. Let's talk about what you might, what you might experience or what might happen now. So the most common thing that people tell me after a session that matter what we're working on is that they just feel like that saying 100% of the time, but that's really the single most consistent feedback people get like a waves off gone off of them. You may find that some people pay attention to what the thing we're working on, you may find that something shifted or changed or lessened or you know something something about is changed. Another thing that sometimes happens especially when we're working on something like a physical issue like you and I were sometimes people get really tired. I've had people tell me, oh my gosh, you know, I had to take a three hour nap but then I thought, amazing. And when that happens, what that, what I believe is happening is that their body's been trying to heal this issue on these things are in the way of kind of in interfering with that. And so now your body's kind of doing, saying, whoo, let's do some healing and healing takes a lot of energy. So when you're find yourself in turn after session. Most likely, that's what's going on is your body's really wanting to do some do, some healing, and it's just kind of taking energy from other other functions, so if that's how, if you find that that's what happens. I just recommend that you honor that and rest, and let your body do. You know, they might say other things that are more specific. And then I you know, Then I just might say so now you've had your first session, you know, do you have any questions, and would you like to go ahead and schedule another one. And then I listen to what they say and based on that so you know by you saying you need this many things in between. So that's, you know, that's a pretty normal kind of spiel that I'm mixing. Right, and that'll be in the transcript of the recording. So we're going to wrap up, going a little over not not as much as we often sometimes do, so I will see you guys on. So next week, is our just straight up q&a call. Right, so, you know, the holiday. Yay Yay for holiday. Okay, but you know it's always stuff we can you know I can come up with tobacco, it's a great time, you know, over this next week. Just think, you know, what do I want you know what questions do I have, and then also this week, we have our, we have the so solopreneur Success Academy call. Okay, so you guys have that as a bonus, I do you know a year of that that's my call that normally happens on the second Thursday of every month. But this Thursday, there was a glitch, so this Thursday we had this, this month, sorry, this month, there was a glitch so it's rescheduled for this week. So these are not part of the mastermind you just got it as a bonus with the mastermind but it is a time when you can come on in. If you want an extra call extra extra energy healing, other, it's basically a straight q&a, an energy line call, that's what we do on those calls and there are other people on the calls as well. Besides the mastermind so if you want to you can come on that but they're normally the second Thursday of every month at 330 Eastern this month. This coming Thursday. And you shouldn't have gotten an email today, about that, because the link for that changes every month, because it's based on who's an active member. Okay so, so for that one it's a separate link different. Okay, So I also can't come on. I will. All right, bye everybody awesome call you guys did great.

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Bye.