



# Equal Credit Opportunity Act of 1974

- 49 years ago!
- Women can open up their own bank account
- Women can finally own a home



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**Unlearn being the  
SUPPORTING role  
& become the  
LEADING role**



# Do you want to feel resentful towards your loved ones?



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**“Boundaries are an act of self-love.  
You show others how to treat you.”**



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# Women take the brunt of household chores + emotional labor



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# Be brave + ask for help

- Check-in with your partner OR yourself if you are single
  - What's working
  - Not working
- Housecleaner / ask a friend
- Fold laundry



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# Life Balance Wheel

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# Identify

- Check-in with your partner OR yourself if you are single
  - What's working
  - Not working
  - Schedule things
    - Who / when is someone going to cook
    - Pick up kids

**Mother Theresa didn't think so.  
She focused on SERVING her whole life**



**\$100 Million**

# SALES SCRIPTS

## 1. Warm Up

- a. Find something you have in common
- b. Ask how they found you

# SALES SCRIPTS

- 2. Establish yourself as an expert**
  - a. Are you okay with me asking difficult questions**
  - b. By the end of the call, if we are a good fit are you okay about talking how it would look like working together or I can refer you to other people and resources**

# SALES SCRIPTS

**3. What do you want 12 months from now?**

# SALES SCRIPTS

4. What's your biggest challenges when it comes to  
\_\_\_\_\_?

# SALES SCRIPTS

**5. I'm now going to give you complimentary coaching/advice/strategy...(coach them through challenges)**

# SALES SCRIPTS

**6. What were your biggest takeaways and action items from this call cause I care about your success?**



# SALES SCRIPTS

**7. What did you like about my coaching?**

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# SALES SCRIPTS

**8. I hear your biggest struggles are abc (mirror back challenges), I would love to help you (mirror back their goals) by being your (insert your title)? How does that feel to you?**

# SALES SCRIPTS

**9. Stay quiet, let them process. Drink water**

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# SALES SCRIPTS

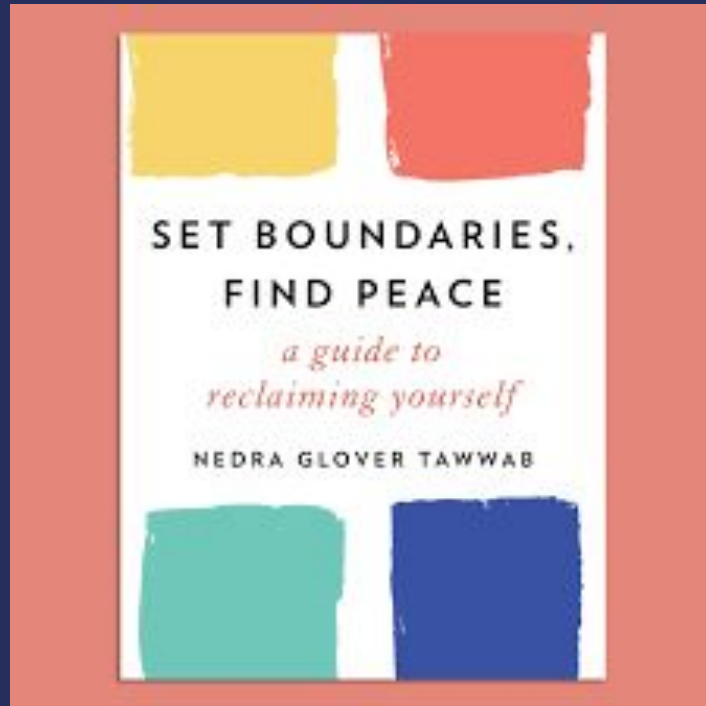
**10 A. Awesome! Let me walk you through how it may look like to work together.**

- How do you think you'll benefit from this?**
- What questions do you have?**
- I know you want to take time to figure it out, so I'll email you this info and let's schedule a quick 15 minute follow-up call to answer any questions you might have. Are you free x or x?**

# SALES SCRIPTS

**10 B. I'll email you a custom proposal and let's schedule a 20-minute call going over the proposal to answer any questions.**

# Boundaries are uncomfortable



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# Saying no to a party / social gathering

Thank you for inviting me to the party, I will not be able to make it. Please keep me posted when you have the next one

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# Setting boundaries with your client

I want to let you know I have a 24/5 policy where I respond to my clients within 24 hours during my work hours of 9AM - 5PM.





If I receive a message on a Friday night or weekend, I will respond back on Monday morning.

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# Difficult conversations

## ZONES OF REGULATION!

Blue	Green	Yellow	Red
			
Sick Sad Tired Bored Moving Slowly	Happy Calm Good to Go Focused Ready to Learn	Frustrated Worried Silly/Wiggly Anxious Excited	Mad/Angry Mean Yelling/Hitting Out of Control I Need Time and Space

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# Difficult conversations

When miscommunication arises, we have a company policy to discuss everything via phone as things do get construed over text and email to ensure both parties listen to each other. I am free x or x. What date or time works best for you?

# Asking for help from family

Can you take dad to the doctor's this week, I won't be able to and I can take him next time.

## Action: Type in the chat what action you are going to take:

1. Fill in the Life Balance Wheel
2. Schedule weekly check-ins with myself/partner for the week ahead + reflect end of week what worked and didn't and do small adjustments
3. Get the book, "Set boundaries and find peace"
4. Use all your scripts
5. All of the above cause I'm an overachiever

# Keep in touch!

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**Listen:** Color Your Dreams Podcast

**Join my newsletter:** [elainelou.com/join](https://elainelou.com/join)

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