

# ProfitMancer

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## MONEY MASTERY

Certification - Kicking  
Self-Sabotage to the Curb

TRANSCRIPT

## Introduction

Hello dedicated coaches and consultants! Today we're delving into a critical aspect of guiding entrepreneurs to success – recognizing the signs of self-sabotaging behavior in your clients. As their mentor and guide, spotting these behaviors early can make a significant difference in their journey. Let's dive in.

As you may have noticed if you went through the Core content for today, there was a lot to it! Over at my Motivator.com business, we actually have 3 entire separate courses on how to overcome self-sabotaging behavior. I've also given half day workshops just on the topic of creating an alter ego.

The point is, there's a lot of layers to the onion around self-sabotage - signs of it, why we do it and how to overcome it.

## Self-Sabotage and Entrepreneurship

What's interesting - and something I've had some fun with as have coaches and consultants that I've mentored - is using this digging into a prospect's 'whys' and big vision as part of their lead generation.

You can use this as a free or low cost session to help diagnose what the next step should be for someone based on walking them through the exercises contained in the worksheet.

That can help you pinpoint what the first or next steps will be for them to reach their vision.

Of course, you're welcome to use the worksheet for doing this.

## Here are some telltale signs of self-sabotaging behavior you might encounter:

1. **Procrastination:** The classic sign. When clients consistently delay tasks or decisions, it's often rooted in fear – fear of failure, success, or facing the unknown.

2. **Overcommitting:** Taking on too much to avoid focusing on what truly matters. It's a way of hiding behind busyness.
3. **Perfectionism:** While it can be a strength, perfectionism becomes self-sabotage when it paralyzes progress or leads to never-ending tweaks and changes.
4. **Negative Self-Talk:** Listen for phrases like 'I can't,' 'I'm not good enough,' or 'It's not possible for me.' This mindset limits their belief in their capabilities.
5. **Avoiding Challenges:** If a client shies away from challenges or new opportunities, it may be due to a fear of stepping out of their comfort zone.
6. **Impostor Syndrome:** Feeling like a fraud or doubting their accomplishments, often leading to diminished confidence and hesitation in decision-making.
7. **Undervaluing Their Services:** Particularly in entrepreneurs, charging too little or giving away too much for free can indicate a lack of self-worth.
8. **Lack of Consistency:** Erratic efforts or frequent changes in direction can suggest a deeper uncertainty or lack of commitment to their goals.
9. **Self-Neglect:** Ignoring personal well-being, whether it's health, relationships, or personal time, often reflects a belief that they don't deserve success or happiness.

## Kicking Self-Sabotage to the Curb Worksheet

The worksheet for the "Kicking Self-Sabotage to the Curb" training is rather long. You may want to pick and choose what you supply clients with and customize it based on their unique situation.

As coaches and consultants, your role is to not only identify these behaviors but to help your clients understand and overcome them. Encourage open conversations, provide them with tools to build self-awareness, and guide them in reshaping these patterns into positive, empowering habits.

Remember, your guidance can be the catalyst for profound change in your clients' lives. Help them break free from self-sabotage and watch them soar to new heights in their entrepreneurial journey.

## Does Everyone Self-Sabotage?

Before wrapping up, I want to address a question some of you may be asking yourself, “Does everyone self-sabotage?” Not at all. Some people are so laser focused on what it is that they want, self-sabotage is never an issue. FYI this is why I spent a lot of time circling back to the ‘whys’ in the training.

Other people take some work to get past it but almost all people can with some guidance and support.

Stay tuned for more insights and tools to enhance your coaching and consulting skills. Together, let's transform challenges into stepping stones for success!