

# ProfitMancer

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## MONEY MASTERY

Certification - Risk  
Wrangling: Playing It  
Smart

### TRANSCRIPT

## Introduction

Hello and welcome to your training session on effectively utilizing the "Risk Wrangling: Playing It Smart" module within the Money Mastery program. As coaches and consultants, you play a crucial role in guiding business owners through the intricacies of investment risk management. Today, we'll cover how to deliver this content both one-on-one and in group settings, and how to handle the various responses and challenges your clients may face.

"Risk Wrangling: Playing It Smart" focuses on identifying and managing different types of investment risks—Market, Credit, Liquidity, and Operational. Each type of risk requires a nuanced understanding as they impact investment decisions and outcomes differently. The module is designed to empower entrepreneurs to make informed, strategic decisions to protect and grow their investments.

## One-on-One Tips

- **Personalized Approach:** Tailor discussions based on the client's specific business and investment portfolio. Focus on risks most relevant to their situation.
- **Deep Dive:** Use the module to explore deeper into the client's personal risk tolerance and past experiences with investments. This can make the session more impactful and directly applicable to their needs.
- **Action Plans:** Help them develop personalized action plans based on the strategies discussed in the module, such as diversification or hedging strategies specific to their investments.

## Group Tips

- **Interactive Discussion:** Encourage sharing of experiences and strategies among participants. This can enhance learning through diverse perspectives.
- **Breakout Sessions:** Small groups can discuss specific scenarios or case studies from the worksheet. This helps in understanding various risk factors and management strategies in a collaborative environment.
- **Q&A Sessions:** Allocate time for questions and answers, allowing participants to clarify doubts and deepen their understanding of complex topics.

## Using the Worksheet

You'll notice that this worksheet is different than normal. Rather than asking clients to apply the material to their own situation, we're asking them to look at hypothetical scenarios. The reason for this is to help clients be prepared and better able to recognize situations that may impact their investments.

- **Preparation:** Before the session, ask clients to fill out the worksheet based on hypothetical or their real investment scenarios. This preparation will make the learning more applied and engaging.
- **Discussion of Responses:** In the session, review the worksheet answers collectively (in groups) or individually (in one-on-one sessions). Discuss why certain strategies are effective and how they can be implemented in real-life scenarios.
- **Handling Varied Responses:** Be prepared for diverse strategies from clients based on their background and risk tolerance. Validate their approaches, but also challenge them to consider alternative strategies that might mitigate risks more effectively.

## Addressing Sticking Points

- **Complex Concepts:** Simplify complex investment terms and strategies through analogies or real-life examples that relate to common business scenarios.
- **Resistance to Change:** Some clients may be hesitant to adopt new investment strategies. Use historical data or case studies to demonstrate the effectiveness of risk management strategies.
- **Overwhelm:** Break down the content into more manageable parts and focus on one risk type at a time to avoid information overload.

## Conclusion

You'll want to make sure that your clients come to understand how recognizing and managing risks is crucial not just for protecting investments, but for ensuring sustainable business growth. The "Risk Wrangling: Playing It Smart" module is an essential component of the Money Mastery program as it builds the foundation for making smarter, more informed investment decisions.