

ProfitMancer

MONEY MASTERY

Certification - Portfolio
Potluck: A Little Bit of
Everything

TRANSCRIPT

Introduction

Hello, coaches and consultants! Welcome to the training session on how to use the "Portfolio Potluck: A Little Bit of Everything" module with your clients. I'm Sharon, your guide through the Money Mastery certification program. This module is a key component in helping your clients understand personal investment diversification and how it contributes to their overall financial strategy. Let's dive into how you can use this module in your coaching sessions, whether you're working 1:1 or with a group.

Overview of the Module

"Portfolio Potluck: A Little Bit of Everything" explores various diversification strategies for personal investment portfolios. It covers:

- The importance of diversification
- Different ways to diversify (international markets, industries, etc.)
- Cautions about overdiversification
- A worksheet to guide clients through portfolio planning

The module ties into the broader Money Mastery program by focusing on the "Wisdom" component, helping clients make informed investment decisions. It builds on previous modules that cover mindset, business revenue, and opportunity, setting the stage for a deeper understanding of financial management.

A Reminder on Your Role

Your role as a coach or consultant in the Money Mastery program is to educate and guide clients through the concepts of personal investment diversification. While you can provide general insights and facilitate understanding, remember that you are not a licensed financial advisor. It's crucial to remind your clients that any specific investment decisions should be made in consultation with a qualified financial advisor. This helps ensure that their portfolio strategies align with their unique financial situations, risk tolerances, and goals. By clearly communicating this boundary, you not only protect yourself but also encourage clients to seek professional advice for tailored investment guidance.

Tips for Group Sessions

If you're conducting group sessions, here's how you can effectively use this module:

- **Interactive Discussions:** Encourage clients to share their experiences with investment diversification. This fosters a collaborative learning environment and helps clients learn from each other.
- **Breakout Sessions:** Divide clients into smaller groups to discuss specific aspects of diversification. This allows for more focused conversations and helps clients explore different perspectives.
- **Use the Worksheet as a Group Activity:** Have clients work on the worksheet individually, then discuss their answers in groups. This can lead to valuable insights and foster peer-to-peer learning.

Tips for 1:1 Sessions

For 1:1 coaching sessions, you can tailor your approach to the client's needs:

- **Personalized Guidance:** Work closely with the client to understand their financial goals and risk tolerance. Use the worksheet to guide the conversation and provide personalized feedback.
- **Deep Dive into Portfolio Planning:** Take the time to explore each section of the module in detail. This allows you to address any questions or concerns the client may have and provide more targeted advice.
- **Goal Setting and Rebalancing:** Help the client set clear investment goals and create a schedule for rebalancing their portfolio. This can ensure they stay on track and avoid overdiversification.

Additional Tips for Using the Worksheet

The worksheet is a critical tool for helping clients understand and implement the concepts in this module. Here are some additional tips for using it effectively:

- **Encourage Clients to Fill It Out Before the Session:** This allows them to come prepared and helps facilitate a more productive conversation.
- **Guide Clients Through the Worksheet:** Walk them through each step, providing explanations and answering questions. This helps ensure they understand the key concepts and can apply them to their own portfolios.
- **Use the Worksheet to Identify Areas for Improvement:** After completing the worksheet, discuss any gaps or areas where the client's portfolio might need adjustment. This can lead to actionable steps for future sessions.

Sticking Points and How to Address Them

Clients may encounter some sticking points while working through this module. Here's how to address them:

- **Clients with No Investments or Lack of Interest:** If your clients don't yet have any investments or aren't interested, focus on helping them understand the importance of preparing for the future. Discuss the benefits of diversification and how it can contribute to their long-term financial security. Encourage them to start with small investments or focus on building a financial foundation first.
- **Overdiversification Concerns:** Clients may worry about overdiversification or struggle with managing a complex portfolio. Address these concerns by discussing the signs of overdiversification and emphasizing the importance of focusing on core assets. Provide guidance on how to streamline asset allocation and set a regular rebalancing schedule.
- **Understanding International Diversification:** Clients might find the concept of international diversification challenging. Explain the benefits of spreading risk across different markets and provide examples of how to invest internationally. Emphasize the importance of research and understanding currency risks.

Conclusion

By using these tips and strategies, you'll be well-equipped to guide your clients through the "Portfolio Potluck" module and help them understand the value of personal investment diversification. Whether you're working with groups or 1:1, remember to tailor your approach to your clients' unique needs and goals. Thank you for participating in this training session, and I'm excited to see the impact you'll have on your clients' financial journeys!