

# ProfitMancer

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## MONEY MASTERY

Certification - Legacy  
Building: More Than Just  
Dollars and Cents

TRANSCRIPT

## Introduction

Welcome, coaches and consultants, to the training session on how to effectively use the "Legacy Building: More Than Just Dollars and Cents" module with your clients as part of the Money Mastery program. In this session, we'll cover how to integrate this module into your coaching practice, provide guidance for working with clients in both 1:1 and group settings, offer tips for using the accompanying worksheet, and address common client concerns or sticking points.

## Module Integration

The "Legacy Building" module is a pivotal component of the Money Mastery program, as it goes beyond financial mastery to explore the deeper significance of entrepreneurship and leaving a lasting impact. As coaches and consultants, your role is to guide your clients through this transformative journey, helping them uncover their values, articulate their vision for the future, and align their financial and business goals with their legacy aspirations.

## Group Coaching Tips

When facilitating this module in a group setting, foster a supportive and collaborative environment where participants feel comfortable sharing their thoughts and experiences. Encourage active participation and discussion, allowing each member to contribute their unique perspectives and insights. Use breakout sessions or small group activities to facilitate deeper reflection and engagement.

## 1:1 Coaching Tips

In a 1:1 coaching setting, personalize the discussion to meet the individual needs and goals of your client. Use active listening techniques to understand their values, beliefs, and aspirations, and tailor your guidance accordingly. Provide targeted support and encouragement as they navigate their legacy journey, offering practical strategies and accountability along the way.

## Worksheet Guidance

The accompanying worksheet is a valuable tool for guiding clients through the legacy-building process. Encourage clients to take their time completing the worksheet, using it as a framework for reflection and goal setting. Emphasize the importance of honesty and authenticity in their responses, as this will help them clarify their values and articulate their vision more effectively.

## Addressing Sticking Points

Clients may encounter various challenges or sticking points as they work through the legacy-building module.

Common concerns may include fear of the unknown, uncertainty about their legacy vision, or resistance to confronting mortality. As coaches and consultants, your role is to provide reassurance, empathy, and practical guidance to help clients overcome these obstacles and stay focused on their goals.

## Conclusion

Incorporating the "Legacy Building" module into your coaching or consulting practice can have a profound impact on your clients' lives, helping them create a legacy that transcends financial wealth and leaves a lasting imprint on the world. By leveraging the tips and strategies shared in this training, you can support your clients in navigating their legacy journey with clarity, confidence, and purpose.

Thank you for your dedication to helping clients achieve financial mastery and beyond. Together, we can empower entrepreneurs to build legacies that truly matter.