

—200k—

MASTERMIND

The Podcast Guide

Dive into some of Stacey's most popular podcast episodes and find out if you're ready to take the next step to join 200k Mastermind.



EP #70: ADVANCED SELLING



EPISODE 70

ADVANCED SELLING

What you'll learn...

- Why I teach different things in 2K for 2K versus the 200K mastermind.
- The best marketing to take advantage of in the beginning of your business.
- Why you need to manage your mindset in a different way at the start of your business.
- The first thing to invest in when you start your business.
- How your selling has to change when your business starts growing.
- The difference between foundational selling and advanced selling.
- How I know if you're hustling to your next goal.
- Why you aren't ready for advanced selling in the beginning.
- Examples of results someone who has mastered advanced selling will have, and the results someone who hasn't will have.

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 EP #72: 3 SELLING PHILOSOPHIES TO CREATE HIGH DEMAND



EPISODE 72

3 SELLING PHILOSOPHIES TO CREATE HIGH DEMAND

What you'll learn...

- The 3 selling philosophies that never fail to create high demand.
- Why nobody has ever gone broke using these 3 selling philosophies.
- How these selling philosophies have helped me and my clients have our best months during a pandemic.
- What's going on for you if you're experiencing a lack of patience in building up your coaching business.
- The blocks that commonly come up around these philosophies and how to move past them.
- How to apply these selling philosophies in your business and create a constant demand for your services..

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EP #90: BEING IN THE ADVANCED ROOM



EPISODE 90

BEING IN THE ADVANCED ROOM

What you'll learn...

- Why you have to do the work of managing your mind when you're in a room that's more advanced than where you currently are.
- How to approach advanced work.
- Why I always want to be in the room that makes me stretch.
- How to know if you need to move on to the next level.
- What will get you to the finish line, even if it's hard.

[LISTEN NOW](#)



EP #97: CREATING A 200K SELF-CONCEPT



EPISODE 97

What you'll learn...

- The biggest shift in my own self-concept.
- Why examining our self-concept at every level is so important.
- The difference between belief in ourselves versus our self-concept.
- How my students got into coaching.
- What my students' most pivotal growth of their self-concept looked like and what their experience has been like on the other side.
- Why challenging your self-concept is meant to feel uncomfortable.
- How much money my students were making before they joined the mastermind and how much they're earning now.
- What they believe is possible for every single coach.
- One thought from each of my students that you can adopt to help grow your self-concept.
- Why you don't have to be realistic about your self-concept..

LISTEN NOW



EP #120: 3 STEPS TO MAKING 200K



EPISODE 120

3 STEPS TO MAKING 200K

What you'll learn...

- Why the process of making 200K in your coaching business doesn't need to be as complicated as you might think.
- How we tend to want to overcomplicate things when we're making a big jump in the amount of cash we make.
- Why clarity on your philosophy is so important when you reach the advanced selling level at 200K.
- What makes a non-hustle sales cycle so valuable to both you and your potential clients.
- The most common excuses I hear from clients about why they haven't implemented a solid sales strategy.
- The 3 simple steps to making 200K, and why what I'm sharing applies no matter what stage you're currently at.

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 EP #148: SCALING YOUR SELLING WITH THE PSPR METHOD



What you'll learn...

- What the PSPR Method is and how to develop and master yours.
- 3 reasons why most coaches don't use the PSPR method until they hit around \$25,000 in revenue.
- The first skill you have to develop to truly scale your business.
- Why effectively using the PSPR Method will scale your selling.
- The difference between selling one-on-one coaching to group programs.
- How using the PSPR Method requires so much less time, energy, and self-coaching.
- The symptoms of using your energy and personal attention to sell.
- Why the PSPR Method is the backbone of the road to 200K.

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EPISODE 169

LAUNCHING WITH MORE PROFIT
AND SUSTAINABILITY

What you'll learn...

- The most common questions clients have when it comes time to launch.
- How I choose to think about launching in a way that takes a lot of the pressure off.
- The common strategic mistakes I see entrepreneurs making when they're opening up sales for their offer.
- How to see where fear or a lack of commitment are leading to an unsuccessful launch.
- The different stages of your launch you need to consider in maximizing your sales potential.
- 8 things I do to make sure my launch is as successful as possible.
- The only 2 things that have gone wrong if your launch is unsuccessful and how to find the simple solution.
- How we work inside 200K to get clear on how to have a profitable and sustainable launch.

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