



Workshop Title: The Enemy Within: Getting Unstuck
Your Name: Kathy Wilson

Overcoming Limiting Beliefs (A–B–C–D–E Process)

Step 1: Adversity (What's happening?)

Describe the situation or challenge you're facing.

Example:

"I want to invite partners to increase their giving, but I'm worried I'll come across as demanding or ungrateful."

Your Adversity:

Step 2: Belief (What am I telling myself?)

Identify the limiting belief connected to this situation.

Example:

"I can't do this. I'll lose supporters and damage relationships."

Your Limiting Belief:

Step 3: Consequences (What is this costing me?)

Because of this belief, what are you doing—or not doing?

Check or fill in:

- ☐ Avoiding action
- ☐ Overthinking or delaying
- ☐ Feeling discouraged or stuck
- ☐ Not asking for help
- ☐ Playing it safe
- ☐ Other: _____

What are the results of this belief in your life and support raising?



Step 4: Dispute the Belief (Is this actually true?)

Work through these questions honestly:

1. Why do I believe this?

2. Is there any real evidence this is true?

3. What evidence suggests this belief might not be true?

4. What am I afraid of?

(Check any that apply)

- ☐ Rejection
- ☐ Embarrassment
- ☐ Failure
- ☐ Damaging relationships
- ☐ Other: _____

What's the worst that could realistically happen?

5. What would I gain if I let go of this belief?

Step 5: Empowering Belief (What do I want to believe instead?)

❖ Identify a New Belief

- Write a new belief that is:
 - **Positive**
 - **Present tense**
 - **Personally meaningful**



- **Prompt:**
“What would I need to believe to move forward and grow?”

- **Your New Belief:**

❖ _____

❖ _____

❖ _____

- Reinforce the Belief
 - New beliefs take repetition.
 - Practice:
 - Writing it daily (morning & evening)
 - Saying it out loud with intention
 - Visualizing yourself living it out

❖ _____

- Make It Concrete
 - If you truly believed this...
 - ❖ **What would you do differently this week?**

 - ❖ **What is one small, specific action you will take?**

 - ❖ **When will you do it?**

 - ❖ _____
 - ❖ _____

Reflection

What felt most challenging in this process?

How does your new belief feel compared to your old one?

What will help you stay consistent in this new way of thinking?

Key Reminder:

You are not stuck with your current beliefs. As your thinking shifts, your actions and outcomes can shift as well.



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Scenario 1:

Context:

Jake and Emily are new staff with a campus ministry and recently started attending a local church. They've been there for about three months and are in the middle of raising support.

They've gotten somewhat connected—attending weekly services, joining a small group, and having a few families over for meals. A couple people have asked about their ministry and how they're funded.

Despite this, Jake and Emily haven't invited anyone from the church to partner financially.

Current Behavior:

- They avoid steering conversations toward support.
- When people ask about their ministry, they give brief, vague answers.
- They've delayed setting up any follow-up appointments with church members.

Internal Tension:

- They value authenticity and don't want to seem transactional.
- At the same time, their support raising has stalled, and they're starting to feel anxious.
- They're unsure how long is "long enough" before it's appropriate to invite someone in.



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Scenario 1: “Too Soon to Ask”

Limiting Belief:

“We shouldn’t talk to people about our support need because we’ve only been in the church for a few months.”

Coaching Opportunity:

Help Jake and Emily:

- Examine the belief about timing and appropriateness
- Recognize signs of relational openness already present
- Reframe support raising as an invitation, not a transaction
- Identify a relational, low-pressure next step

Coach: Coachee 1 (husband), Coachee 2 (wife)—tell me what’s been happening as you’ve been connecting at your church.

Coachee 1 (husband): We’ve been there about three months, getting to know people, small group, meals... things like that.

Coachee 2 (wife): But we haven’t really invited anyone to support us yet.

Coach: What’s making that feel difficult right now?

Coachee 1 (husband): It just feels too soon.

Coach: What’s underneath that for you?

Coachee 2 (wife): We shouldn’t talk to people about our support need because we’ve only been there a few months.

Coach: What’s been the impact of that on your actions?

Coachee 1 (husband):

- We don’t bring up support in conversations
- Even when people ask, we keep it pretty surface level
- We haven’t followed up with anyone

Coachee 2 (wife): Yeah, and we’ve definitely delayed setting up any real appointments.

Coach: And what’s the result of that?

Coachee 1 (husband): Our support raising has kind of stalled.

Coachee 2 (wife): And we’re starting to feel anxious about that.

Coach: Let’s explore that belief together.

What makes you believe it’s too soon after a few months?

Coachee 2 (wife): I think we don’t want people to feel like we’re just here to ask for money.

Coach: That shows you really value authenticity. Is there any rule that says a certain amount of time has to pass before it’s appropriate?



Coachee 1 (husband): Not really... it just feels like there should be.

Coach: What evidence do you have that people might already be open?

Coachee 2 (wife): A couple people have asked about our ministry.

Coachee 1 (husband): And how we're funded.

Coach: What do you think it means when someone asks those kinds of questions?

Coachee 2 (wife): Probably that they're interested... or at least curious.

Coach: What are you afraid would happen if you did bring it up?

Coachee 1 (husband): That it would feel transactional.

Coach: What's the worst part of that?

Coachee 1 (husband): That people would feel used.

Coach: What if, instead of trying to decide on your own when it's appropriate, you saw this as joining God in what He's already doing in people's hearts—how might that change how you approach these conversations?

Coachee 2 (wife): That would feel different... like it's not just on us to figure it out.

Coach: How might that shift the pressure you're feeling about timing or saying it "just right"?

Coachee 1 (husband): It takes some pressure off. It's more about being faithful than getting it perfect.

Coach: If God is already at work, what role do you see yourselves playing in these conversations?

Coachee 2 (wife): Just being open... sharing what He's doing and giving people the opportunity to respond.

Coach: What would you gain if you leaned into that and began inviting people as you sense God leading?

Coachee 1 (husband): We'd actually move forward instead of waiting.

Coachee 2 (wife): And it would feel more aligned—like we're trusting God, not just relying on our own judgment.

Coach: So, what's a new belief you want to hold moving forward?

Coachee 2 (wife): God is already at work in people, and we can trust Him as we invite them into what He's doing.

Coachee 1 (husband): Yeah—our role is to listen to Him and be faithful to invite, not to wait until everything feels "ready."

Coach: That's strong. How can you reinforce that this week?

Coachee 2 (wife): We could remind each other before conversations and pray through it.

Coach: Great. Now—what's one concrete step you can take?

Coachee 1 (husband): We could follow up with one of the people who already asked about our ministry.

Coach: What would that look like?

Coachee 2 (wife): Just inviting them to coffee and sharing more of our story—and giving them the opportunity to respond.

Coach: When will you do that?

Coachee 1 (husband): This week.

Coach: What shifted for you in this conversation?

Coachee 2 (wife): I think we realized there isn't actually a clear "right amount of time"—we've just been assuming there is.



Coachee 1 (husband): And that people might already be more open than we thought.



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Scenario 2:

Context:

Sarah and Daniel are part of a ministry team that receives a small monthly partnership gift from their local church. As they begin building their personal support team, they are engaging people within that same church community.

They've had some positive conversations and a few people have asked about their work, but they haven't yet clearly invited anyone from the church to become personal ministry partners.

Current Behavior:

- They hesitate to bring up personal support with church members
- They assume church giving "counts for them" and replaces personal partnership
- They downplay or avoid follow-up conversations after initial interest
- They feel uncertain about whether it's appropriate to ask within their own church community

Internal Tension:

- They are grateful for the church's financial support and don't want to seem ungrateful
- They assume people may think, "We already give to you through the church"
- At the same time, they know their personal support need is still significant
- They feel stuck between honoring the church and inviting individuals into partnership



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Scenario 2: “They Already Support Us”

Limiting Belief:

“I worry sometimes that people who attend our church won’t want to take us on personally because the church already supports us—even though it’s a small monthly amount.”

Coaching Opportunity:

Help Sarah and Daniel:

- Clarify the difference between church-level support and personal partnership
- Explore assumptions about how church members perceive giving
- Recognize missed opportunities due to uncertainty
- Reframe personal support raising as complementary, not competing
- Identify a clear, relational next step with interested church members

Coach: Coachee 2 (wife), Coachee 1 (husband)—what’s been happening as you’ve been connecting with people at your church?

Coachee 1 (husband): We’ve had some good conversations, and a few people have asked about our ministry.

Coachee 2 (wife): But we haven’t really invited anyone to partner with us personally.

Coach: What’s making that feel difficult?

Coachee 2 (wife): It just feels a little unclear... like we’re not sure if we should.

Coach: What’s shaping the way you’re thinking about that?

Coachee 1 (husband): I think we worry that people will feel like they already support us through the church.

Coachee 2 (wife): Yeah, like... “we already give to you,” so they wouldn’t want to give personally too.

Coach: How has that been affecting what you do?

Coachee 1 (husband):

- We don’t bring up personal support
- We assume people aren’t interested
- We don’t follow up even when someone shows curiosity

Coachee 2 (wife): And we kind of downplay things when people ask.

Coach: And what’s the result?

Coachee 1 (husband): We’re not really building our personal team.

Coachee 2 (wife): And we feel stuck, because we still have a real need.

Coach: Let’s explore that belief a bit.

What makes you think people see church support as replacing personal partnership?



Coachee 1 (husband): I guess it just feels like they've already contributed.

Coach: How do you know that's how they actually think?

Coachee 1 (husband): It's probably more of an assumption.

Coach: What evidence do you have that people might be open to more?

Coachee 2 (wife): Well, people have asked about our ministry.

Coach: What do you think that interest might mean?

Coachee 2 (wife): That they care... or want to understand more.

Coach: How do you see the difference between the church supporting you and an individual partnering with you?

Coachee 1 (husband): The church gift is more general... but a personal partnership is more relational.

Coach: How might those two actually work together instead of competing?

Coachee 2 (wife): They could complement each other... like the church is sending us, and individuals are joining personally.

Coach: What are you most afraid would happen if you invited someone personally?

Coachee 1 (husband): That it would seem like too much... or that we're asking twice.

Coach: And if someone felt that way, what could you do?

Coachee 2 (wife): We could clarify... or just give them freedom to say no.

Coach: What might you be missing by not inviting people who are already showing interest?

Coachee 1 (husband): Opportunities... for them and for us.

Coachee 2 (wife): Yeah, we're kind of deciding for them instead of letting them choose.

Coach: What would you gain if you began seeing personal support as an invitation rather than a duplication?

Coachee 1 (husband): We'd actually move forward.

Coachee 2 (wife): And it would feel more relational, not less.

Coach: So, what's a new belief you want to hold moving forward?

Coachee 2 (wife): Church support and personal partnership are different, and both are meaningful.

Coachee 1 (husband): Yeah—people can already support the church and still choose to partner with us personally if they want to.

Coach: That's helpful. How could you reinforce that this week?

Coachee 2 (wife): We could remind ourselves of that before conversations.

Coach: Great. What's one specific next step?

Coachee 1 (husband): We'll follow up with one person who already asked about our ministry and invite them to hear more.

Coach: What will that conversation look like?

Coachee 2 (wife): Just sharing more clearly and giving them the opportunity to respond.

Coach: When will you do that?

Coachee 1 (husband): This week.

Coach: What shifted for you in this conversation?

Coachee 2 (wife): I think we realized we've been assuming what people think instead of actually inviting them.

Coachee 1 (husband): And that personal partnership isn't competing with the church—it's something different.





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Scenario 3:

Context:

Elena is beginning her support raising journey. She has made a list of potential partners that includes a mix of close friends, newer church connections, and a few people she has met only once or twice through events and shared networks.

She knows she needs to start scheduling conversations, but she keeps delaying outreach—especially to newer connections.

Current Behavior:

- She prioritizes only “long-time relationships” for outreach
- She postpones contacting newer connections even if there is clear connection or interest
- She tells herself she needs more shared history before reaching out
- She avoids setting appointments until relationships feel “established enough”

Internal Tension:

- She values authenticity and doesn’t want to feel like she is rushing relationships
- She fears that reaching out too soon might feel presumptive or awkward
- At the same time, she recognizes she has a real ministry need and a limited timeline
- She is unsure what “enough relationship” actually means in practice



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Scenario 3: “I Should Know Them Longer First”

Limiting Belief:

“I ought to know someone better or longer before I can approach them about support.”

Coaching Opportunity:

Help Elena:

- Explore what she means by “know someone better”
- Identify assumptions about timing and relational readiness
- Recognize evidence of existing trust or openness, even in newer relationships
- Reframe support raising as an invitation into vision, not a payoff for time invested
- Define practical criteria for when a conversation is appropriate
- Identify a clear next step that includes at least one newer relationship

Coach: Coachee, let’s start with what’s happening right now. What’s the situation you’re facing in support raising?

Coachee: I have a list of people I could reach out to, but I keep delaying it—especially newer connections.

Coach: What is driving that hesitation?

Coachee: I should know someone better or longer before I can approach them about support.

Coach: Because of that belief, what has been happening in your actions and mindset?

Coachee:

- I only reach out to long-time friends
- I avoid newer connections even when there was a good conversation
- I keep waiting for “enough relationship” before scheduling anything
- Honestly, I’m not making progress as fast as I need to

Coach: And emotionally?

Coachee: I feel stuck... and a little anxious because I know I’m delaying things.

Coach: Let’s explore that belief a bit. Why do you believe you need to know someone longer before reaching out?

Coachee: I think it would feel awkward... like I’m rushing something.

Coach: Is there any truth in that belief that it *must* take a long time before someone is open to hearing from you?

Coachee: Not necessarily... some people have already asked me about my ministry pretty early on.

Coach: What evidence do you have that some newer relationships are already open to you?



Coachee: A few people I've only met once or twice asked good questions and seemed interested.

Coach: What might that suggest about readiness, even without long history?

Coachee: That trust can start earlier than I thought.

Coach: What are you afraid would happen if you reached out sooner?

Coachee: That it would feel awkward or like I'm assuming too much.

Coach: What's the worst part of that for you?

Coachee: I don't want to seem pushy or lose the relationship.

Coach: And if that didn't happen—if instead they simply said “no” or weren't ready—what would that mean?

Coachee: Probably just that the timing isn't right... not that I did something wrong.

Coach: What would you gain if you challenged this belief and reached out more freely?

Coachee: I would actually move forward... and probably discover people who are more open than I assumed.

Coach: Based on this, what's a new belief you want to hold moving forward? Something present tense and grounded?

Coachee: I can reach out to people who show interest, even if I don't know them deeply yet, because relationships can grow through invitation.

Coach: That's strong. How could you reinforce that belief this week?

Coachee: I could remind myself of it each morning and actually say it out loud before I start reaching out.

Coach: What's one small action that would align with that belief this week?

Coachee: I will contact at least one newer connection who has already shown interest and set up a conversation.

Coach: Great—what will that first conversation look like?

Coachee: Something simple, just referencing our conversation and inviting them to hear more.

Coach: Looking back through this process, what shifted for you?

Coachee: I realized I've been using “not knowing them long enough” as a rule that isn't actually true. It's more fear than fact.



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Scenario 4:

Context:

Tyler is part of a ministry cohort where he regularly hears updates from others who are raising support. One person in particular—“Ben”—seems to be moving quickly, having lots of meetings, and reaching his financial goals faster.

Tyler is doing the work too, but his progress feels slower and less consistent.

Current Behavior:

- He compares his progress to Ben’s updates
- He feels discouraged after hearing others’ success stories
- He starts questioning his own ability and approach
- He hesitates to take new initiative because he feels behind

Internal Tension:

- He believes in his ministry and is committed to the process
- He respects Ben and others who seem more effective
- But he interprets comparison as evidence of personal inadequacy
- He feels pressure to “catch up” or risks giving up



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Scenario 4: “I’m Not as Good as ‘Name’ at Support Raising”

Limiting Belief:

“I’m not as good as Ben at support raising.”

Coaching Opportunity:

Help Tyler:

- Explore what “good at support raising” actually means
- Separate comparison from personal calling and context
- Identify differences in networks, timing, and circumstances
- Reframe success as faithfulness and consistent action, not speed alone
- Refocus on his own next steps rather than others’ outcomes

Coach: Coachee, what’s been coming up for you as you’ve been in the cohort and hearing others’ updates?

Coachee: I hear what other people are doing, and it just feels like I’m behind.

Coach: What specifically makes it feel that way?

Coachee: One guy, Ben, seems to be moving really fast—lots of meetings, hitting goals quickly. I’m not at that pace.

Coach: When you notice that comparison, what are you telling yourself about you?

Coachee: I’m not as good at support raising as Ben is.

Coach: How is that belief affecting what you do?

Coachee:

- I start second-guessing my approach
- I feel discouraged after updates
- I hesitate to reach out to more people
- I feel like I’m already behind

Coach: And what happens to your momentum when that sets in?

Coachee: It drops. I slow down.

Coach: Let’s explore that a bit.

What do you think it means to be “good at support raising”?

Coachee: I guess... raising support quickly.

Coach: Is speed the only factor that determines effectiveness?

Coachee: Probably not... but it feels like it.



Coach: What are some possible differences between you and Ben?

Coachee: He might have different connections... or a different network. Maybe timing too.

Coach: How might those differences affect pace?

Coachee: Those differences could explain some of it. It's not necessarily that I'm worse.

Coach: What evidence do you have about your own progress so far?

Coachee: I've had conversations... and people have responded positively. I am at 15% after 4 weeks...

Coach: What does that say?

Coachee: That I'm actually doing it—I'm just earlier or slower in the process.

Coach: What happens when you measure your progress against someone else's timeline instead of your own process?

Coachee: I get discouraged and lose focus.

Coach: If success was defined more by faithfulness and consistency than speed, how would that change your view of yourself?

Coachee: I'd probably feel like I'm doing better than I thought.

Coach: Let me add another perspective—what if this isn't a competition at all?

Coachee: I mean... yeah, I know it's not supposed to be.

Coach: If it's not a competition, how might you reinterpret what you're seeing in Ben's journey?

Coachee: I guess I could just see God working in his process.

Coach: And if that's true, what might it look like to celebrate what God is doing in Ben's support raising *and* in yours?

Coachee: That would change things... I wouldn't feel threatened by it. I could celebrate with him.

Coach: How might comparison shift if you believed God is actively at work in *both* of your journeys, just in different ways and timing?

Coachee: It would take the pressure off me trying to match him.

Coach: What happens to your motivation when you see this as a shared mission rather than a race?

Coachee: I think I'd feel more steady... less discouraged.

Coach: So, what's a new belief you want to hold moving forward?

Coachee: Support raising isn't a competition. God is at work in both Ben's journey and mine, and I can celebrate what He's doing in both while staying faithful to my own process.

Coach: How does that change how you see Ben's updates?

Coachee: Instead of feeling behind, I can actually be encouraged that God is moving in our whole group.

Coach: What do you want to focus on this week?

Coachee: My own next steps—reaching out and scheduling conversations—without comparing.

Coach: What's one concrete action you'll take?

Coachee: I'll schedule appointments and also intentionally pray for and celebrate what God is doing in Ben's journey.

Coach: What shifted for you in this conversation?

Coachee: I think I stopped seeing it as me versus him. It's actually God working in both of us at the same time.





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Scenario 5:

Context:

Megan is beginning her ministry support raising journey. She values her calling and is committed to the work, but she feels intimidated by the process of building a support team. As she looks at others who seem naturally outgoing and comfortable networking, she becomes increasingly hesitant to take action.

She notices that many of the people she perceives as “successful” in support raising are highly social, energetic, and quick to build new relationships.

Current Behavior:

- She delays reaching out to potential partners
 - She overthinks conversations before initiating them
 - She avoids networking-style environments or group settings
 - She assumes she will be less effective than others who are more outgoing
 - She waits for the “right personality” or confidence level before taking action
-

Internal Tension:

- She values deep, meaningful relationships over surface-level interactions
 - She feels drained by large social settings and informal networking
 - She doubts whether her personality fits the demands of support raising
 - At the same time, she feels called to ministry and knows she needs a support team
 - She is stuck between honoring how she’s wired and believing she may be “disqualified” for this process
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Coaching Scenario 5: “Support Raising Is Only for Extroverts”

Limiting Belief:

“Support raising only works for extroverts, and I am an introvert.”

Coaching Opportunity:

Help Megan:

- Challenge the assumption that extroversion determines effectiveness
- Explore how introversion may actually be an asset in relational support raising
- Separate personality style from obedience and faithfulness in action
- Identify evidence of relational depth she already naturally brings
- Reframe support raising as relational invitation, not performance or volume
- Define one small, authentic next step that fits her wiring

Coach: Coachee, what’s been happening for you as you think about beginning support raising?

Coachee: I know I need to start, but I feel pretty stuck and intimidated by it.

Coach: Tell me more about what feels intimidating.

Coachee: It seems like something extroverts are naturally good at. I’m not like that—I’m an introvert.

Coach: What belief comes up for you around that?

Coachee: Support raising only works well for extroverts, and I’m not one of them.

Coach: What impact does that belief have on what you do?

Coachee: I put things off. I don’t reach out. I overthink everything before I say anything. I avoid situations that feel too social.

Coach: And what happens as a result?

Coachee: I’m not really moving forward.

Coach: Let’s explore that belief a bit.

What have you observed that leads you to think support raising requires extroversion?

Coachee: The people I see doing it well tend to be very outgoing and comfortable talking to lots of people.

Coach: What do you notice about how you naturally relate to people?

Coachee: I tend to connect more deeply one-on-one. I listen a lot. I don’t love big group settings, but I do well in personal conversations.

Coach: What stands out to you about that in relation to support raising?

Coachee: I guess those are still real relationships... maybe even stronger ones.



Coach: What has been your experience when you've had meaningful one-on-one conversations with people?

Coachee: People usually open up more. Conversations tend to go deeper.

Coach: How does that compare with the idea that only extroverts are effective?

Coachee: It makes me question that idea a bit. It doesn't seem fully true.

Coach: What effect does this belief have on your willingness to take action?

Coachee: It makes me hold back, like I'm already at a disadvantage.

Coach: What changes in your thinking when you consider that different personalities may approach support raising differently?

Coachee: It feels less like I'm disqualified and more like I might just do it differently.

Coach: What belief would you prefer to hold going forward?

Coachee: I can do support raising as an introvert. I don't need to be extroverted to be effective—I can be faithful and relational in the way I'm wired.

Coach: What stands out as you say that?

Coachee: It feels more realistic. Less pressure to be someone I'm not.

Coach: What's a next step that aligns with that belief?

Coachee: I can reach out to someone I already know well and start a one-on-one conversation.

Coach: When will you take that step?

Coachee: This week.

Coach: What are you noticing as you reflect on this conversation?

Coachee: That I've been assuming there's only one way to do this. I'm starting to see there might be more than one.



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Scenario 6:

Context:

Jordan recently had a positive support appointment with Lisa. While she expressed genuine interest and encouragement toward the ministry, she declined financial partnership at this time. Since the conversation, Jordan has not followed up and feels unsure how to proceed. Although trained on the value of referrals, Jordan hesitates to revisit the conversation, interpreting Lisa's "no" as a closed door rather than a continued relationship.

Current Behavior:

- Does not follow up with individuals who decline financial support
 - Quickly moves on to new contacts instead of continuing existing relationships
 - Avoids asking for referrals after a "no"
 - Treats financial decisions as the final outcome of a conversation
 - Focuses on replacing conversations rather than building on them
-

Internal Tension:

- Values relationships and wants to be respectful of others' responses
 - Does not want to appear pushy, insensitive, or transactional
 - Feels tension between honoring the relationship and continuing the support process
 - Recognizes that referrals are important, but feels conflicted about when it's appropriate
 - Feels discouraged by "no" responses and uncertain how to re-engage
-



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Scenario 6: “I can’t ask for referrals from someone who said no”

Limiting Belief:

“If someone says no to financial partnership, it would be disrespectful or inappropriate to ask them for referrals.”

Coaching Opportunity:

Help Jordan:

- Differentiate between a “no” to financial partnership and a “no” to the relationship
- Challenge the assumption that asking for referrals is disrespectful after a decline
- Recognize that warm, engaged conversations indicate ongoing relational openness
- Reframe referrals as an invitation to participate, not a second ask
- See “no” as part of the process, not the end of it
- Develop a simple, relational follow-up that includes a natural referral ask
- Identify one specific next step to re-engage (e.g., follow-up message to Lisa this week)

Coach: What progress did you make on your action steps?

Coachee: I had a good conversation with someone last week—Lisa. She was really kind, asked good questions, but she said she couldn’t partner financially right now.

Coach: How did you follow up that conversation?

Coachee: I thanked her and ended things on good terms. I haven’t really followed up since then.

Coach: What’s been going through your mind about that situation since then?

Coachee: I feel like I shouldn’t reach back out. She already said no.

Coach: What other ways might Lisa be able to partner with you?

Coachee: Well...we talked about referrals at Bootcamp. But asking for referrals now would feel awkward—like I didn’t respect her answer.

Coach: What makes you say that?

Coachee: I feel like if someone says “no” I should not ask them for referrals.

Coach: How has that belief been shaping what you do?

Coachee:

- I don’t follow up with people who say no
- I move on quickly and try to find new contacts instead
- I avoid asking for referrals, even when it might make sense

Coach: And what impact does that have on your process?



Coachee: It makes things harder. I'm constantly trying to replace conversations instead of building on them.

Coach: Let's look at that belief a bit more closely.

What does a "no" from someone mean to you?

Coachee: It means they're not interested in supporting me.

Coach: Does it mean anything beyond financial partnership?

Coachee: I guess I've treated it like the end of the conversation.

Coach: In your experience, did Lisa reject the relationship, or just the financial partnership?

Coachee: Just the financial part. The conversation itself was actually really positive.

Coach: What stood out to you about how she engaged with you?

Coachee: She was interested, asked questions, and seemed supportive of what I'm doing.

Coach: What assumptions are underneath the idea that asking for referrals would be "disrespecting" her answer?

Coachee: That a "no" closes the door completely... and I shouldn't bring anything else up after that.

Coach: Has Lisa communicated that the relationship is closed?

Coachee: No... she was actually warm and encouraging.

Coach: What might be another way to interpret a "no" to financial partnership?

Coachee: That it's just a "no" to that specific thing—not everything.

Coach: If someone trusts you enough to have a meaningful conversation and stay connected, what might that suggest about the relationship?

Coachee: That there's still relationship there... it's not over.

Coach: What might be lost if you consistently stop at "no"?

Coachee: Opportunities for connection... and people who might actually want to help in other ways.

Coach: What belief would you rather hold moving forward?

Coachee: A "no" to financial partnership doesn't close the relationship. I can still steward the relationship and, when appropriate, invite people to refer others.

Coach: What changes when you believe that?

Coachee: I don't feel like I have to walk away after one answer. I can stay relational instead of transactional.

Coach: What would be a next step with Lisa that fits that mindset?

Coachee: I could send a simple follow-up thanking her again and asking if she knows anyone who might be interested in hearing about my ministry.

Coach: When would you do that?

Coachee: This week.

Coach: What shifted for you in this conversation?



Coachee: I think I realized I've been treating "no" to partnering financially as the end of the relationship, not just one part of it.