

The Limitless Experience Podcast
Transcript

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When somebody doesn't make the sale, 9 times out of 10, the answer is no. And not because this person doesn't tick all of the obvious boxes. They're not the right fit because they have a concern or fear that you have not understood properly.

Welcome to the limitless life experience podcast with me, your host, Suzy Ashworth. I'm a mum of three, seven figure serial entrepreneur, Hay House author, international keynote speaker, quantum transformation and embodiment coach and believer in miracles. My superpower is helping female entrepreneurs, like you, create six figure breakthroughs in your business fast so that you can expand into limitless living and create an incredibly positive difference in the world. In this space, you will hear me talk all about wealth, yourself, spirit and impact. This is the limitless life experience podcast.

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Hello hello hello. You gorgeous human being. It is Suzy Ashworth here, quantum transformation and embodiment coach. And you are listening to the limitless life experience podcast. And I am just musing on the difference between knowing something and really truly embodying it because I feel really blessed that at this stage, in my business, I attract people who get where I'm coming from a lot. And I think because I put the spirituality and the quantum field and the universe at the heart of what I am sharing, it's very rare that there is a complete mismatch who will invest in anything that I'm doing, even when we are talking about the practical stuff and the blueprints and you know, things like sales school with soul. The 'with soul' creates a huge amount of clarity in the intention and the energy behind what it is that I am doing, what I'm creating and

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it also means that frequently people say, oh, I already know that. Oh I'm already doing that. Oh, I did that. I literally did that yesterday. I did it three days ago. And I know, like I have so much certainty about certain things. I don't have certainty about everything, but there are certain things that I have certainty about. I am certain that what is going on in your life today is a reflection of what has been going on in your life over the last few months. Like I'm so certain of that. I genuinely do not believe that things completely fall out of the sky. That things hit you from out of the blue. I just don't believe that that happens. And if that's the case, it means that there will always be signs. There have always been signals. There have always been just little hints that things are, you know, they're not going to pan out exactly the way that you would desire them.

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So things that are happening in your life are reflective of what has been happening in your life. And so another way to say this is, your external reality is reflective of your inner reality. They are two different things, but the sentiment is similar. And so I see this happening all of the time when it comes to selling and it comes to selling high ticket, and you provide somebody with a template and sometimes they will listen to the template. They will read the template and they will use the template and they don't make the sale. And my first thought, when somebody doesn't make a sale and they use my high ticket selling template, is, was this person the ideal person for your program? That is always my first thought. And when somebody doesn't make the sale, 9times out of 10, the answer is no.

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And not because this person doesn't tick all of the obvious boxes. They're not the right fit because they have a concern or fear that you have not understood properly. Now, if you are following not just the template, but all of the guidance around knowing that all power, when it comes to enrolling people in our programs comes down to our ability to hold space, holding space and asking incredible questions. Those two things, because when you hold space, whilst asking an incredible question, and then the third thing I suppose, would be listening to the answer. It is in those answers that will tell you where a person is on the journey. And it's in a person's answers that they will be able to gain clarity about whether this does feel like an incredible fit, and it should feel like a fit for you. And it should feel like a fit for them.

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If somebody is unable to answer your questions with clarity, they don't have clarity and they're not a good fit. And so my point is, is that you shouldn't be making the offer. You should not be making an offer. And it's only until somebody has answered your questions in a certain way that you know that they are perfect. And by the time that they've answered the questions, they know that they are perfect. So when you make the offer, the offer is a yes, but there should be many, many, many, many times when you are not making the offer. Now, the reason that people are making offers when they shouldn't be making offers is even though they know they shouldn't be coming at what they are doing from a place of scarcity, they really are. Even though they know when you come at your enrollment conversations from a place of abundance, from a place of overflow, knowing that you are going to attract the ideal number of people.

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When you know that in your heart, the energy that you bring to the conversation is completely different. You're able to lead, you're able to be authoritative, and you're able to ask great questions that really help both you and the potential client have clarity. So everything that is happening before the offer is made, will be telling you exactly what the answer is going to be. And this is the same in life. So you can know what it is that you are supposed to do intellectually. You can absolutely know it, but if you're not embodying, if you are not the embodiment of what it is that you know,

so I know that I'm not supposed to come at this sales conversation from a place of desperation. I know that I'm not supposed to come at this conversation from a place of lack or need or desperation or fear that they are going to feel that this is a way too highly priced, or fear that they are going to judge me from being greedy, fear that they are going to think there's no way I'm paying her for that.

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Her program is not worth it. I know that those thoughts create energy within me, that is going to get a negative result, but I can know that, but unless I am embodying the opposite of that abundance, confidence, courage, or authority, then the outcome is never going to be in alignment with what it is I actually desire. So the invitation for you today is to really look at the results that you are currently getting. And what I want you to know is that if the results that you are living in, just literally look around the room that you're in, tune into how you feel today. If the results that you are living in are not reflective of what you know is available to you, if the results that you are living in are not reflective of your dreams, then there needs to be a deeper embodiment of what you very quickly say to people.

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I already know that I'm already doing that. You're not, you're not because when it comes to the people that I know who are leaning in and living their dreams, who are so in awe of their lives, the actions that they are taking on a daily basis, the actions that they were taking last week have led to them feeling amazing this week. You know, what they were doing in their business last week has led to them really having phenomenal results this week. And you know, when we're talking about business, I want you to expand the timeline because when we're like, I did this last week and nothing's happening this week, the problem with that is that for a whole multitude of reasons, sometimes it takes longer than a week. Sometimes it doesn't, but most of the time it does. And actually the power is knowing that you are going to get the results because of the aligned action that you've been taking, not just for one week, two weeks, three weeks or four weeks, but because of the ongoing aligned action that you are taking, the result can't help but be an incredible result. And especially when it comes to business, aligned action feels sometimes scary because you're pushing yourself beyond your comfort zone. You're operating outside of your zone of comfort when you're looking to get great results, but it should also feel like, yeah, let's do this. That is aligned action. Sometimes it is uncomfortable and scary, but a bit like for people who like roller coasters, like, okay, strap me in we're doing it.

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But for people who don't like roller coasters, that is not the best analogy. I know. My point is that sometimes when we're doing things, when we're looking to get a result that we've never done before, we have to do things that we have never done before. And when we're doing something that we've never done before, that can feel uncomfortable and that is normal. So it's that fine line between fear and exhilaration that we get to tightrope when we're looking to do great things. But the embodiment of the knowledge is the thing that differentiates the also rounds from

the people who are absolutely nailing it. So my question for you is do you acknowledge, recognize or appreciate there is a deeper level of embodiment required for you to expand into your next level? And if the answer is, yes, please do me a favor, hit me up on the gram and let me know what is that area of embodiment that you get to play with? So I am on @suzy_ashworth on the gram, and I cannot wait to hear from you. If this has been helpful or interesting. Do me a favor as well, please share the episode, tag me so we can share the wealth, increase the impact. And in the meantime, please remember that it's faith plus action equals miracles.

Faith + Action = Miracles