

## Results Blueprint

### 1. Business Loan

Small lending institutions (such as locally owned banks) are still lending money to entrepreneurs, as they are doing well in this economy.

### 2. Business Loan from family and friends

One of the best sources of startup capital. Also a tremendous source of healing for your clients.

- “Who would be able to support you in your dream?”
- “If you were no longer concerned about what somebody else thinks, who would you reach out to?”

You have people in your life who care about you. Who can support you?

### 3. “Business Loan”

Otherwise known as a part-time job. Are you willing to do what it takes? Don't look at it as a job or “selling out” – you are funding your business. All businesses need seed money, including yours.

### 4. 401ks and other investments

Only you can decide if this is the best choice for you. However, one viewpoint of holding on to a 401k is lack-based thinking. Also, there may be ways to get money out of your 401k for business without penalty. Taking money out of your 401k is an investment in YOU. Do some research / ask your accountant.

### 5. Create a program and sell it.

My favorite! 😊

One of my mentors likes to say, “There are very few problems in business that can't be solved by a couple of sales.” If you're investing at a certain level, then you can also CHARGE at that level. Create a program and go get a client.

### 6. Low interest credit cards

Don't buy into the stories we have about debt in this country! Debt is a business tool, and VERY few businesses can operate without debt at some point. It is CRITICAL to

release any shame you may have about debt so that you can make empowered decisions.

If you choose to fund your mentorship decisions with debt, have a CLEAR plan to turn the investment into income (hold yourself accountable for implementing) and pay back the loan as quickly as possible.

## **7. Sell stuff**

I have had clients finance their dreams by selling old cars, expensive gifts from past partners, and other stuff (vintage comics collections, anyone?) on eBay.

Personally, I came “this close” to selling my violin (made in 1814, appraised at \$5000 last time I checked) when I needed money for my business. Traditional Irish music is one of my passions, so this is a fairly big deal. It didn't come to that, but I would have done it.

You can always create the money for a new violin or comics collection. You can never get back time wasted and income opportunities lost.

## **8. Home equity line of credit.**

This is not the ideal option for everyone, but more than one client of mine has used it to fund their business very successfully (i.e., to invest in coaching, mentoring or a program and made their money back). Always understand the risk and all the details.

## **9. Make a budget.**

Yes, this is very Suze Orman (meep) but the woman has a point. ;) We all have areas in our current spending which can be shifted around and redirected to higher priorities.

## **10. Make the decision.**

You've likely heard that the WAY will not show up until your decision is made. This is a BIG reason why you can't see the money in front of you right now.

A decision means to cut off all other options – no backup plan. When you make a true decision, nothing can stop you. Hold yourself as powerful and go for it!