

ENROLLMENT TEAM TRAINING

IDENTIFYING PAIN

What this trainings about:

We're going to dive into how to listen in for pain so when you're repeating back to prospects they feel really seen, understood, and trust that you're bigger than them and able to lead them to something they don't currently have in their own life.

Why this matters:

If you aren't able to communicate pain back to them in a way that builds trust and equity they won't feel or believe that we as a company have what they need to solve their pain and problems... But if you can communicate their pain to them in words that show you fully understand, and in words that communicate that you know what they're going through, you have seamless language to express that (like it's second nature to you) it'll communicate that you're the one who's free and have the life raft to throw out to them so they can be free too... and that will create a trust that our program could be the thing to give them that- since you are the representation of our program.

How to Identify Pain/Partnerships/Beliefs/Agreements :

It is SO easy to hear and diagnose someone else's pain if you're super familiar and aware of your own. If you've worked through self hatred and healed it.. it's like breathing for you to be able to hear someone else's self hatred because it's sounds so familiar and similar to your own voice of self hatred. It will feel and sound like an old friend. That's ultimately our goal for any of our enrollment coaches, for them to be aware, connected, and making powerful decisions in their life to no longer be ruled by these voices/partnerships/strongholds that originated from wounding.

You don't have to be a ***GURU***

Spencer & I lead from our own story and have authority in it because we've taken ownership of our own pain and destructive patters and agreements

WHAT WE'RE LOOKING FOR:

We're looking for indicators of self hatred, self judgment, shame, condemnation, guilt, codependency/independence, male hatred, abandonment, rejection, aloneness/loneliness/self protection, powerlessness, fear/control, disassociation.

Ultimately we're looking for belief statements about how they view other people, themselves, and God.

We're going to teach you how to spot a continuous narrative or theme in what someone is saying when they're sharing with you so you can help them identify their pain so they can become aware of their need and get into a state of trust that A&F can be a part of healing that pain.

LETS DIVE IN...

MODEL #1

BELIEF STATEMENTS

Our belief systems in our lives govern our lives. Our belief systems come from past painful experiences and childhood training/family systems. Our goal in a call is to really extract their pain, hear them in it, and connect it to belief systems they have based on their past experiences to give them an awareness of what is and will continue to dictate their life should they not confront it.

So you're listening in for themes and toxic narratives to help them identify belief systems they have... Ultimately to invite them into a process to break its power in their life by healing that wound in our program. Then helping the prospect understand that they've spent their life developing those belief systems and ways they see the world, themselves, and God. And that they need to have a powerful confrontation of those things.

MODEL #2

PERSONIFYING THEIR TOXIC PARTNERSHIPS/RELATIONSHIPS/AGREEMENTS

In this model we identify these themes and communicate them to the prospect in a way to personify and help them understand how they've used these partnerships (self hatred, disassociation, etc) as a way to protect themselves from pain/undesired outcomes. It demystifies and simplifies their pain in a practical way without super spiritual language.

Example: "It sounds like you're in relationship with conditional love... You've made love a carrot that you dangle in front of yourself... it sounds like maybe you've tried to manipulate yourself into performing well in this area"

We're going to start but lets start with you:

There are overt and subtle ways these voices/narratives show up....

We're going to start with self hatred, but I want you to write out some of the ways your own self hatred sounds to you....The over voice and the subtle voice.

For me it sounded like "I'll never be enough no matter how hard I try or how much about myself I change..."

HOW TO IDENTIFY

Self Hatred/Conditional Love/Inadequacy/Disqualification/“Not Enough”:
(These are all the exact same thing just different ways to say it)

Overt examples:

- I'll never amount to anything
- I'll never be enough... pretty, smart, sexy, successful, Godly, etc etc
- You can't ever get things right
- He doesn't want you
- I just can't do it
- If I try hard enough then _____
- I just keep messing up
- I'm a disaster/failure/f-up/mess up
- Nothing I ever do is enough

HOW TO IDENTIFY

Self Hatred/Conditional Love/Inadequacy/Disqualification/“Not Enough”:

- Subtle Examples:
 - When I achieve _____(goal), then _____
 - If I just lose ____ pounds then _____
 - I’m fasting, praying, working hard, but _____
 - As soon as I finish _____ I’ll start taking care of myself again

Self Hatred, Performance, & Comparison are all hoeing around together....

- Self hatred and performance usually sleep in the same bed together
- Performance uses self hatred as AMO to do better and achieve so you can feel better about yourself
- Performance is in partnership with conditional love
- Conditional love sounds like “ I will give myself love when the conditions are right”
- Performance is in relationship with comparison

DISASSOCIATION

- Numbs with alcohol/men/sex/porn/drugs/tv/social media/ministry
- Escapes
- Fantasy life
- Spaces out often
- Forgetful
- Disconnected from their pain and sometimes others pain
- Shares traumatic/painful things with no emotion or emotional reaction
- Escapes to work/productivity/busyness/adventure

Shame/Condemnation/Guilt:

- “No one else struggles with this”
- “I should be past this by now”
- “There’s something uniquely wrong with me”
- “I’m alone in my struggle”
- I’m a mess up/mistake/ piece of shit etc... (Self deprecating language)
- “I can’t get over this / I’m going to struggle with this forever”
- “Im bad for _____”
- Extremely sensitive to others criticism/accusation/blame
- “I never should’ve done that”
- “I knew better than that”
- Stays on a hamster-wheel of busyness to try to avoid how bad they feel about themselves
- Escapes in ministry to keep a feeling of “I’m good”

CODEPENDENCY

There are typically themes of needing people or needing to be needed.. This shows up with often overextending yourself, abandoning your own heart and voice, people pleasing, having a hard time saying no, and always needing to be around people or doing things for people in order to feel okay

- “Im not okay if _____ isn’t okay” ... If someones world is really stirred up if someone else isn’t okay in their life, it’s a sign of codependency.
- Who do they abandon themselves/their own heart for
- In which areas are they playing hero/savior
 - Needing to help everyone
 - Needing to rescue
 - Needing to have all the answers
 - Not needing help
- In which areas are they playing the victim role/needing to be saved

INDEPENDENCE

ANOTHER FORM OF CO-DEPENDENCY THAT TYPICALLY INVOLVES ALONENESS,
LONELINESS, AND ISOLATION

- Self protective
- Needing to be strong all the time
- Self sufficient
- If I don't take care of this/do this no one else will
- If I don't take care of me no one else will
- I've done it all on my own
- Fear of intimacy
- I've been the biggest person in my life
- Nobody is safe /safe enough
- No one is there for me
- Needing to have all of the answers
- Needing to not need anyone in order to feel safe and protected
- Having no needs from others (Self Sufficiency)
- The fear is that "If I need someone then I'll end up disappointed and feel more alone than I did before
- Leading every relationship
- Leading men in romantic relationships
- Distrust in others

ALONENESS, LONELINESS, ISOLATION

- Longing for connection never getting it
- Themes of no one being there for them
- No community
- No close relationships or people they
feel known by or fully seen by

SELF JUDGEMENT

(Shame and self judgement are friends and sound very similar, when you're identifying either can often identify and communicate both I.e. "it sounds like you have a partnership with shame and self judgement... I'm hearing a lot of conclusions you've made about yourself here..."

- Conclusions and assessments someones made about themselves
 - "I was/am so dumb"
 - I'm bad/good
- Identifying statements
- Defining statements
- Absolutes

FEAR/CONTROL

(CONTROL IS ROOTED IN FEAR)

- Holding on to outcomes
- Afraid of outcomes/end results
- Panicked/frantic
- Anxious
 - Anxiety is fear without the understanding of it's origin
- Fear of not having what they need
- Fear God won't provide financially, relationally, or circumstantially
- Tight grip on life circumstances, timelines, relationships, outcomes etc.

MALE HATRED

- Using sexuality, seduction/lust or looks to have power of men (rooted in feeling powerless around men or life circumstances)
- Stories of how they've hurt men in the past
- "Men aren't safe"
- "Men just use me and take from me"
- "There are no good men out there"

POWERLESSNESS

(FEELING OUT OF CONTROL)

- Feeling trapped
- “it’s always going to be this way”
- Making “never” or “always” statements... I.e. “This always happens to me” or “I never have what I need”
- Everything seems high stakes
- Scattered
- “I can’t” statements

ABANDONMENT/REJECTION

- Fear the people they love will die/leave them/cheat on them
- Big reactions to small things like someone not texting back or someone being a few minutes late
- Afraid they will be cut out out of nowhere
- Intense need to secure connection and attachment
- Feeling devastated by friendships/relationships ending
- Someone rejecting themselves before someone else can
- Someone talking negatively about themselves, self deprecating
- Prospect running away from relationships
- Self sabotaging so they can feel in control of being the one to reject to protect themselves from getting rejected or abandoned first

PHEW.

Throughout all of these indicators and the two models we broke down... we want to teach you to identify these belief statements, lenses, and narratives about how they view other people, themselves, or God.

When I'm listening to someone talk I write out all of the belief statements I hear them say while they're talking and I literally say "It sounds like you believe ____"

And I validate their pain and then repeat back to them all of the belief statements they spoke but I summarize what it is they're actually saying with the category.

COMMUNICATING MODEL #1

IDENTIFYING BELIEFS

- “It sounds like you believe you’re going to be abandoned...” then repeat back the abandonment and rejection phrases and beliefs you heard them say.
- “It sounds like you believe God is against you and not for you”
- “It sounds like you believe that you have to figure this all out on your own”
- “It sounds like you believe that no matter what you do that it won’t be enough”
- “It sounds like you believe you’ll be stuck in this feeling of powerlessness forever”
- “It sounds like you believe that no one is going to be there for you, like you’re going to be alone or feel alone forever... That’s a lot of abandonment & aloneness I’m hearing in your world, that sounds so painful.” etc etc.

COMMUNICATING MODEL #2

Partnerships/Relationships/Agreements

(These words are all interchangeable)

- “You’re really hard on yourself... Have you always had such high standards over yourself?” Wait for them to respond... “Yeah I’m seeing you’ve made a relationship with self judgement and shame. It sounds like If you can hit all of your standards than you’ll allow yourself to give yourself love or receive love from others. That partnership is really hurting you.”
- “It’s sounding like you have a partnership/relationship with self hatred... Like you have to hit and meet all of the right standards in order to get the love and acceptance you crave. Another way to say self hatred is just conditional love. It’s the opposite kind of love that God gives us and it’s actually really abusive.”
- “You’ve made an agreement with fear that if you can stay in control than you’ll feel safe. That agreement and partnership has actually kept you in bondage and has tormented you. That agreement has robbed Gods love in your life”

Again, If you continue going on this journey of identifying these things in YOUR inner world it makes it effortless to identify it in someone else's and it also creates a space of safety where you can come low with compassion, humility, and understanding of where someone is at, communicate that they aren't alone in it, but be able to help them take the steps to be powerful to change it and get liberated in it by healing what caused it.