



Tiffany McLain Presents

The  
**Lean In.MAKE BANK.**  
SYSTEM

MAKE BANK WORKING WITH THE CLIENTS YOU LOVE TO  
SERVE.

Masterclass Action Guide

# 4 Steps to Raise Your Fee (Guilt Free)

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THE LIMB System

[www.leaninmakebank.com](http://www.leaninmakebank.com)|Tiffany McLain

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## Masterclass Action Guide

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### Instructions:

I'm a note taker and a teacher's pet (while also always rebelling a bit). If you're like me, it's helpful to have a guide to take notes, doodle and argue against whenever you're learning something new.

You can use this 4 Steps to Raise Your Fee (Guilt-Free) Action Guide as you go through the course to help you laser in on the important pieces and lock in the best points, so you can avoid passive mode by taking charge of your education.

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**Excuses are like buttholes. Everyone has them and they all stink.**

-Tiffany's Dad

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## You're in the right place if:

- You're willing to take risks & **do the work**.
- You're tired of stressing about money and ready to get out of your own way.
- You left your agency job to escape the grind of overworking and underearning, but now you find that you're doing the same thing in your own private practice.
- You are **absolutely committed** to personal growth and constantly dedicated to increasing your self-awareness.

## This masterclass is not for you if:

- You invest in programs, don't take action and then **blame external reasons** when you don't get results.
- You plan on watching this *entire free training* and then get totally pissed when I offer you the **opportunity** to invest in the coaching you need to tackle your money mindset and make bank while working with the clients you are passionate about serving.

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## My promise to you:

- I will deliver as much value as I possibly can in a 60-minute presentation.
- What I'm teaching is not based on a hope and a prayer - but real results.
- Everything I teach has already been tested and proven to work when therapists take action.

## In return, I ask:

- That you keep an open mind.
- You lead with “How can I apply this to my situation” when you hear new information.
- That you take a lot of notes, so you can actually implement what you learn today.

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## Tips for watching this masterclass:

- Get in a quiet room and turn off your phone, so you can devote your FULL attention to this training. You work HARD and I want you to treat yourself to 60 minutes of focused learning.
- Close your tabs and any extra apps to increase bandwidth.
- Grab water, coffee, tea, scones.

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### Mistake #1

Starting with \_\_\_\_\_ to fill your practice.

What's possible when you stop doing this:

- 1.
- 2.
- 3.

### Mistake #2

Keeping your **fees** \_\_\_\_\_ so clients won't \_\_\_\_\_.

If you don't make this mistake, clients will feel because \_\_\_\_\_.

### Mistake #3

Waiting to raise fees until \_\_\_\_\_.

Setting fees based on your \_\_\_\_\_ rather than your financial \_\_\_\_\_.

### Notes:

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# 4 \$ Step Framework To Raise your Fee (Guilt-Free)

- 1.
- 2.
- 3.
- 4.

## Step One:

In order to build Legendary Community, harness the \_\_\_\_\_ of the \_\_\_\_\_.

Most therapists don't harness the Power of the 5 due to:

- Lack of \_\_\_\_\_ to the Power of the 5.
- Fear of being \_\_\_\_\_.
- Fear of \_\_\_\_\_.
- Self-\_\_\_\_\_.

## Notes:

## Step Two:

Three out of four Americans cite \_\_\_\_\_ as their #1 stressor.

Most therapists are money \_\_\_\_\_.

If you are ignoring your own money psychology you are out of \_\_\_\_\_ as a therapist.

Money is the royal \_\_\_\_\_ to the \_\_\_\_\_.

## Notes:

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## Step Three:

If you have clients who aren't taking action it might mean that you are not .

Therapists may not take action because they believe that charging more isn't the thing to do.

### Notes:

## Step Four:

The Long Game means growing vs. half-assedly doing "all the ."

Real growth isn't , or .

Most therapists like to sit back and tell how to grow and change, vs. doing the scary work of and themselves.

### Notes: