

# Soul'd! The Heart and Soul of Sales for Healers Workbook

When directed, please begin your workbook with section 1

## 1)

If you could have ANYTHING out of your participation at Soul'd, what would that be?  
Anything. What's *right there* for you?

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## 2) One Year Vision

Center yourself, and getting in touch with everything that has opened up for you today, create a vision of where you want to be in your business and life one year from now. This vision is for your whole life, not simply your business. Please include your revenue goal, and you can also include how you are making money (what offerings you have), how much time you spend in your business, what else you are spending your time on, what you are enjoying about you're your life is and what you can now do, how it feels to wake up in the morning and go through your day, and anything else you want to detail. Don't overthink it, just write what is there for you now, and it can all be changed, expanded, and re-written at any time!

Write in the present tense, for example: "It's (month, year) and I'm waking up and moving into my morning routine of... After my first cup of coffee / green drink / tea I check my CRM/email and see that I've had 12 more signups for my workshop next week, and 3 new clients have booked consults with me for this week... I'm feeling energized and excited, and proud of creating XYZ and of how I'm also taking regular time for self care, walking my talk of what I tell my clients for health and well-being.

Yay, there's an email from one of my best friends confirming our plans for a week long healing retreat we are going on together in two months, I can't wait!"

Write it so you can feel, see, hear, and taste the experience.

Let go of the "how" and needing to know *how* you will make it happen – that will limit your mind. You may find it freeing to even write, "*I don't know how, but...*" before a part of your vision, like this" "I don't know how, but I'm now so busy with clients that I have a waiting list for 1-1 sessions, and my group healing work is growing every month, so I'm able to earn even





5)

**Use this template during the training session with Rob Fortier:**

I work with (specific people you serve) who struggle with (problem you solve).  
I help them (what does it help them stop doing or accomplish) so that they can (what they are now able to do).

**Work space – use the space below to try out different language and ideas:**

I work with...

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... who struggle with:

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I help them:

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So they can:

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**Your statement:**

I work with \_\_\_\_\_ who struggle with \_\_\_\_\_.

I help them \_\_\_\_\_ so that they can \_\_\_\_\_.



