

ABUNDANCE MASTERCLASS

for Spiritual Biz Owners

GET CLARITY, CLIENTS & CASH!



PART 3: Get CASH flowing into your spiritual business

So I'm in the spiritual business since 2,000 and for about the first ten years of my business I actually hardly made any money at all!

I'm guessing like you, I continuously over-delivered and undercharged for my services, and I was absolutely terrified to even consider raising my prices.

I uncovered a lot of beliefs in my mind like:

'People won't pay that!' 'My XXXXX sessions are not worth it anymore'

Everyone else offering XXX is charging X so I should be too and not even think about raising my prices'

'What will other lightworkers think of me, if I raise my prices?'

I don't want to be greedy or mean'

'It's not about the money, I'd do this work for free! (And I often did!) And so on...

It required real work and support from my coaches and communities to help me uncover all of those beliefs and sift out what was true for me and wasn't true at all.

Mostly it was about fear of being my best and being seen. As Marianne Williamson says in Return to Love; 'It is our light, not our darkness that most frightens us'.

I'm still a work in progress and I don't ever think the inner work ever stops. I will continue to explore and forgive and love. Having a mentor and community has been paramount in my healing work.



What's true for me now is:

I offer incredible transformational services in the lives and businesses of my clients.

I deserve to be well paid for my healing work.

My integrity is not up for discussion. I'm neither greedy nor mean, in fact I have a natural generous spirit that wants to make a contribution to the health and well being of everyone on this planet.

I'm not helping anyone by staying small.

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This exercise we're exploring today seems simple on the outside. **It's about raising your prices right?**

Actually, as lightworkers we have a LOT tied up in our prices and a lot of unspoken or even unseen beliefs taking up room in our heads and affecting how many clients we can serve and how much money we'll allow into our business and lives.

Below is a **step-by-step** process including a script that I have used myself and have given to many of my clients to help them both raise their prices AND bring in more clients at the same time.

One client who was really struggling to get clients and bring in any money sent this email to his small list and made over €1000 in a few days.



The process goes like this...

Step 1 Decide what your new price is going to be. I would recommend doubling your current price. (I can feel your resistance!)

Step 2 Decide on a deadline when your prices are going up.

Step 3 Tell everyone that your prices are going up and they have an opportunity to get your sessions at the old price. Use the script below in your emails, Facebook posts and all across your social media. You can even record a video or do a livestream with this message in it.

Step 4 Create a bit of buzz around it by posting on Facebook or sending a series of three or more emails letting your community know that the time is counting down when the offer goes away.



As a general business rule many of your clients will require a number of 'touch points' before they will buy from you. Some people will buy immediately, some will need reminding and some will respond to scarcity.

Scarcity is when you limit the number of places available and you limit the time in which the offer is available.

Step 5 After they've paid you give your clients your online diary to book their sessions automatically (This is another essential tool that will free up your time and leave space for you to serve more clients)

Step 6 Rinse and repeat. When your 10 places are booked, you can decide to open up ten more places and let your clients know. One of my clients filled 30 places in 6 weeks with this one process.

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Here is the script...

Hi there

I just wanted to let you know that my prices are going up from 1st of (INSERT MONTH) and instead of €47 the (Name your TRANSFORMATION) sessions that I have available, will go up to €97

As a valued member of my community, I wanted to give you an opportunity to book a session with me at the old price.

Right now I have just 10 places available at €47.

These places will fill up quickly, so if this is calling you get yourself booked in asap.

*To book click the link: (insert LINK here *)*

I look forward to continuing to share my healing work with you. (YOUR SIGN OFF)

P.s. If you've been waiting for a while to work with me this really is the best time and great value. Book your session now and you'll have three months to take it.

My clients have used this formula to get bookings for multiple sessions. i.e. I am no longer offering one off sessions, you can now book a XXX package of three sessions from 1st of the month at XXX price. Before then as a valued member of my community you can get it half price (or at the old price)...

***This is an easy clickable option where your client can pay you right now, it can be your paypal.me button or whatever other easy pay option you currently use. The goal is to get your clients booking NOW.**



I see lightworkers making the mistake of saying something like: 'if you're interested let me know.' Or 'come back to me' **This doesn't work.** None of us have time to take any extra steps and your client can get distracted. You can create a PayPal.me button in a few minutes if you have a PayPal account. Having one click payment options in your business is one way of opening up your channels to more abundance.

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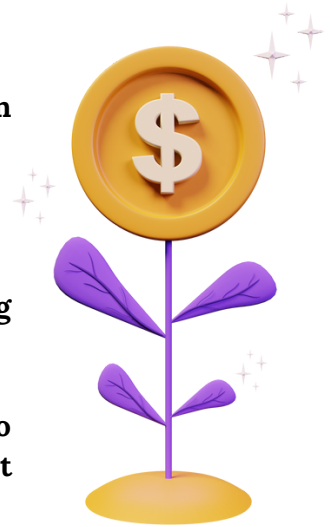


Take 30 minutes today to write your raise your prices email and then share right away in the Facebook Group.

Your sharing will help someone else who might be stuck on this one.

This exercise can help you to see what beliefs you have that are stopping you from really VALUING your healing work.

I can't wait to read your messages in the Facebook group, make sure to read through the comments and give your positive feedback and support as well.



Keep going... You're doing great!

You've just gone through the three parts of this Abundance Masterclass for Lightworkers. You've explored how to TRANSFORM, ELEVATE and finally VALUE your healing work.

The next video coming soon, it will show you how to really go to a whole other level, to create a successful spiritual business. This includes working with me in an incredible community of lightworkers and ongoing support for you in your spiritual business.

Watch out for the next video!

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for Spiritual Biz Owners**

NEXT STEP:

"UPLEVEL your Spiritual Business"



This FREE Masterclass will give you a taste of what it's like to work with me and be part of our amazing community of spiritual biz owners.

The next step is the...



We're enrolling now!



for more details

