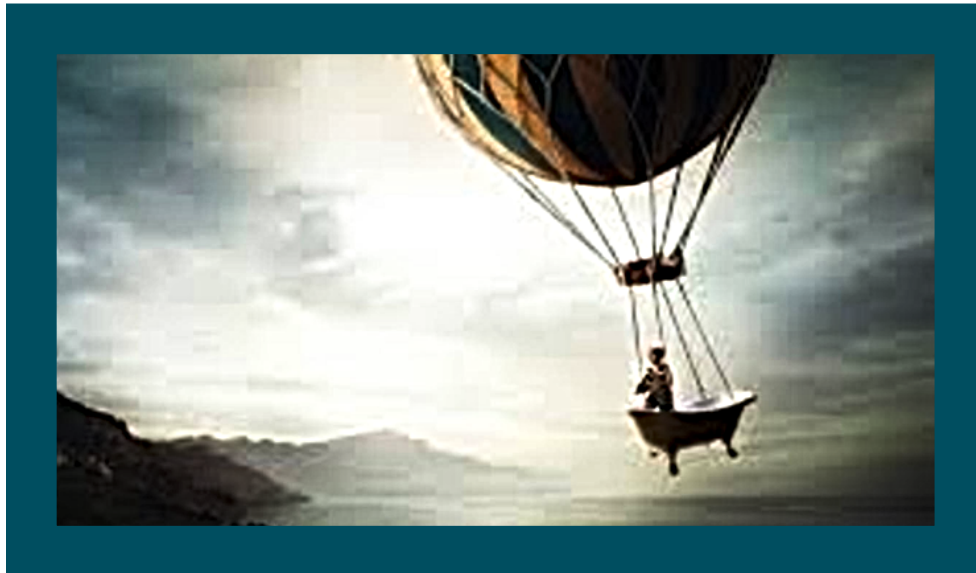
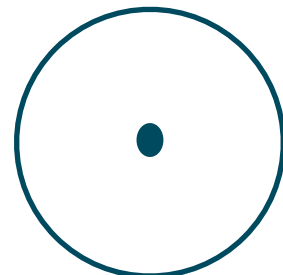


Building a Business

From the Heart and Soul DOWN



Begin with you in the middle of a circle
Landscape of your career



Ponderings....

- I value
- I have qualities of
- why are you in a physical body, sensing, moving, on this physical planet?
- What brings you joy, peace, happiness? In that experience
- Describe your journey
- The pains
- The Gains
- What do you know now? = experiential wisdom
- What are my 'shortcomings'
- gifts I have, skills,
- more I'd like to learn
- who I admire

You are speaking to yourself

Hear your own voice through your own sounds, chants, songs, words

What makes life worth living?

- The sensations, the WOW!, the textures, the sights, the touches.... all possible because you are in a physical body suit.
- You are doing life because of what life can give to you.
- What would be your WHYS?
- The important benefits I hold for myself in this experience of life are...
- My life brings me....
- Life experiences I love
- How or how not my gifts are used

Process

Reality statements to claim a new possibility:

- I have guides and teachers whose qualities of inspires, lifts, and teaches me of new possibilities
- I have tools to move me out of past limits into new possibilities
- Up until now, I haven't know how.

Now you have an idea of what feeds and nourishes you, what about others, the 'world'?

More Pondering

Who is the "World" for you?

- Think of one of your current clients
- what qualities do you notice?
- what is he/she searching for?
- what feeds their soul?
- what causes their eyes to light up?

Clarify, this is your great client

Now, consider the opposite,

- Who do you not want to work with?
- What issues or experiences do you not want to work with?

They become your non-negotiables. Let go of them. Do not include them in your plans.

Considering your "great client" and what feeds your heart and soul:

- Why do you want to share
- What do you want to share. (this may change. Just use what seems right for now)
- What are your benefits?
- What does your heart say?

Take an Inventory

- how are you currently sharing?
- How is it supporting your life?
- Is it good for you?
- Brings benefit?
- Is there any part that overwhelms you?

Know Yourself

You are in a finite body with limits to energy including time.
Knowing the time-energy needed for your personal reasons for life shows you what space, time, and energy for your contribution to others

Law of Reciprocity from the Galactic Plan

Plan for earth required a way to thrive on the planet

- Design, Manifest, Discern to safeguard
- Law of Reciprocity is that one good brings 10 good in return
- Practice it Daily
- iEnergy as your currency, spend energy/time/focus on what you value.... dollars are not the only form of energy currency

Now, Design.

Begin with the Magic Wand Package

- What is the biggest, best package that would blow the socks off of your client?
- Greatest benefit and light
- Up for your Right fit client

Now consider, What does the Magic Wand Package:
require of your

- time
- energy
- does it fit your passion?
- does it preserve your non-negotiables?
- consider does it excite you?
- what gives you your purpose
- does it meet your whys
- will it serve your best fit client

Calendar

- use your energy currency well
- How many hours a week/month do you want to work as 'career'?
- How much income do you want per month?
- You can use those as a beginning formula for what you offers much bring you for the value you give.
- Now, Rocks, Pebbles, Sand
- biggest hours involvement costs most and is a "rock". Space held on your calendar for "rocks" first.
- Next Pebbles
- Sand is short interactions, group, free, available, build as evergreen online presence

What do you have to accomplish

What do you need to accomplish

- information
- accountability
- community
- system flow
- specific coaches/teachers
- break old patterns
- reframe your story
- model for business building

Walk with awareness, do I like it or do I want to redesign?

Pyramid from Bari and Blue

<https://sagehub.com>



Clients look from Bottom UP..