

No Excuse - No Money Needed Tips for Business (& Life) Success

by Sharon Robbins, RN, HN-BC, HTCP, Entrepreneur

(Disclaimer: This Tip Sheet is intended to be used as a STIMULATING spark to your creativity; INSPIRING you to SEE choices and help MOTIVATE you to take action!)

READ SUCCESS STORIES

Go back to the first issue of Energy Magazine, May 2006 and collect the HT business (or not) stories that have been published in this fantastic magazine. Almost every single issue has had such a story. If you haven't read them you've missed very important examples of what you might do to create success in your business (and life).

Go to the Library – research their shelves; sit there or check out books that speak to you on the subjects that can lead to opening you to your success.

Go to your local bookstores where they have comfy chairs for you to read their books and magazines on every possible topic that can support your journey to success. Many of the independents even serve tea!!

VISION YOUR SUCCESS

When you do read success stories one of the most common threads amongst them is the use of the tool of VISIONING. Be flexible - your Vision can/will change as you develop and explore ideas BUT the key is to commit to Vision DAILY even if for only 5 minutes.

Your Vision sets the INTENTION (which we know is powerful), helps you create the design, and often leads to a PLAN.

ALLOW

AGREE with your self to think “outside the box;” listen to your inner guidance and consciously monitor how your thoughts and ideas make you FEEL. If you feel bad SHIFT your thoughts to another idea – if you feel GOOD, expand on those thoughts. Journaling can be another very useful tool.

TAKE ACTION

One tiny step leads you somewhere. No action keeps you stuck. Remember: there are no failures as all experiences provide a learning opportunity.

Thinking Outside the Box to Create an HT Business/Practice:

- I) Make Coordinating HT Classes Your Business
- II) Make Giving HT Intro Classes Your Business

For both suggestions above (I and II) you can develop a business relationship with an HT Instructor (or several HT Instructors) and make agreements e.g. what classes you will co-ordinate and/or Intro classes you will give for them, how many, what dates, where AND most important what your fee arrangement will be. The fee can be set or a percentage of the results can be agreed upon. Everything can be negotiated and this can be FUN!!

There is documentation that verifies the fact that giving Intros leads to increased demand for HT Classes and that those Intros increase attendance at HT Classes. Therefore, HT Instructors are eager to pair up with Intro Presenters who would like to conduct those Intros. This is a win/win business concept. If you would like to learn more about how to get your “foot in the door” to give Intros HTPA is going to present a series on Marketing Healing Touch. We will be interviewing members of our HT Community who have proven success at marketing their HT business. Our first Interview will be with Barb Starke, HTCP/I. Her topic will be “How to Become at Ease with Cold Calling” (aka getting your foot in the door).

If you are interested in joining this “live” interview/ call and having the opportunity to submit questions, please let us know by e-mailing (Sharon) info@HTProfessionalAssociation.com The exact date will be e-mailed back to you (the first 100 to reply will be admitted to the “live” call). We are planning to have this first interview soon and will have them on-going after that. Taped recordings will be available of all the interviews for access at your convenience. Stay tuned for details.

III) Tap into our Community of HT Business Practitioners

Join the HT Professional Association www.HTProfessionalAssociation.com (or if already a member) - read the Profiles of the HTPA members and contact those who have described their business to ask for guidance, advice, suggestions and go to their websites for ideas.

Go to the new HT Practitioner Directory www.htpractitioner.com – proceed as above to read and connect with those who are listed there.

Take advantage of Marilee Tolen’s tele-seminars and e-books. Note: she has gifted HTPA members her “Eight Steps to Kick Start Your Practice” (free) and is giving deep discounts for her on-going tele-seminars. If you are an HTPA member you can find the link for your bonuses when you login and go to the Member Forum Board, if not a member you can either join HTPA or go directly to Marilee’s website www.SpaLady.com Marilee (RN, HNC, HTCP/I) writes a monthly column in Energy Magazine that can help you with business (& life) success.

About the authors:

Lauri Pointer is a Healing Touch Certified Practitioner and Instructor and a Certified Instructor of Journal to the Self. She has a degree in Exercise Science from CSU, specializing in Wellness. She is on the faculty at Front Range Community College as a part time instructor in the Holistic Health Practitioner Certificate program. She teaches Healing Touch and Journaling classes around the country and has a full-time Healing Touch practice. www.LauriPointer.com

Sharon Robbins has been an entrepreneur and business owner for over 30 years with first-hand knowledge and experience in start-up, maintenance and growth of small businesses. For the past seventeen years, Sharon has been directly involved in the development of wellness and preventive medicine services within her own private practice business as a health educator, patient advocate, biofield therapist and consultant for stress management & health empowerment. From Feb. 2001 to Sept. 2007, Sharon was the Chair and/or co-Chair of the HTI Business Council Committee and has been actively involved in educating HT practitioners about business concepts in an effort to support those who would like to “make a living” practicing Healing Touch. She is honored to currently be the first Executive Director of the HT Professional Association, which was launched April 1, 2008 with the support of HTP. Sharon is also serving on the Board of HT Worldwide Foundation since 2006.