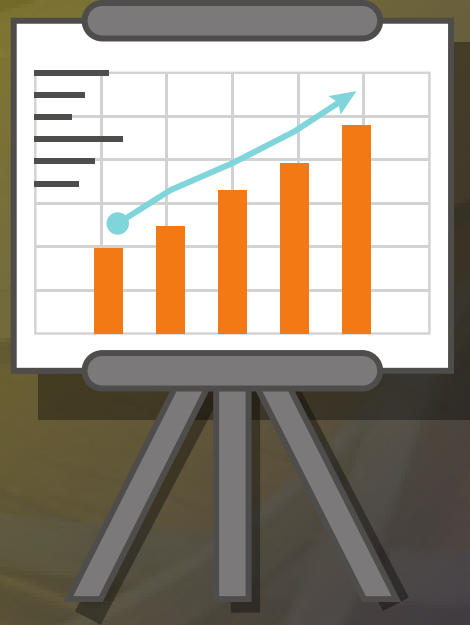




SUCCESSFUL
BODYWORKER

**HOW TO CHARGE
WHAT YOU ARE**

WORTH



TRAINING WORKBOOK

GOALS/ASPIRATIONS

What do you want to ultimately achieve?
(monetary, personal, business)

TIME AND EFFORT EXPENDED

How much effort/energy/time are you giving your sessions? (Are you giving too much for little return?)

HOW MUCH DO YOU CHARGE?

What are your rates?

Now add all of this up. . . Does what you make per month leave you room to live a happy life after your bills are paid? (Money isn't everything of course, but it is part of it!)

IMPOSTER SYNDROME

Do you solely attribute your success to yourself?

How many hours of training was your massage program?

IMPOSTER SYNDROME

Do you have trouble separating feelings from fact?

Visualize the success of your life and practice. . . write down all that you picture, (amount of free time, money, success)and make sure that it is palpable!

BENEFITS OF RAISING PRICES

Go back to your monthly expenses. . . on a piece of paper, raise your current price \$10. How much are you left over with?

What will you be able to accomplish with this \$10 price increase? What about \$20? 30? (**list all you want to do with this increase. Write it and put it out to the world and it will come!**)

BENEFITS OF RAISING PRICES

Using the example in the video training - create your own dialogue to practice when you raise your prices.

At what date are you going to raise your prices, list your first and second reminder dates as well.

BENEFITS OF RAISING PRICES

What do you ultimately want your prices to be at?