

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

## Day 1 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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Questions for sharing in breakout rooms:

- What did you see for yourself about the conversation about support?
- Do you think you make it easy for the people in your life, who love you, to support you?
- And what would you be taking on in your life if you knew you had the support you needed to accomplish it?

## 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 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!"



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**5)**  
 Breakout rooms practice: Evening Session

My intention for our conversation is for my practice partner to be left feeling ( 3-5 descriptors):  
*Examples:* Heard, respected, inspired, cared for, understood, motivated, clear, trusting, hopeful, well informed / educated, open

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After practice session:  
 On a scale of 1 to 10, where 1 is “missed it completely” and 10 is “nailed it!” how well did you do in achieving your desired intention in your practice conversation?

I give myself a “score” of \_\_\_\_\_

Practice this over and over, in all kinds of conversations, not only for your business. You’ll see how quickly you build this wonderful and powerful skill, and how it helps you read the energy of any conversation, especially sales!