

# The Path to Profit Zen

(So you can truly serve the world to your fullest)

## Step 1: Find Your Peace

### **Numbers:**

- a part of every day life
- Spiritual and practical
- have fun with them

### **Money:**

- blocks
- The cost of having a block
- Money is energy exchange
- you are worthy and provide a valuable service

### **Time:**

- More numbers!
- Your time matters
- Working calendar that suits
- Prioritize "to do's"
- The cost of going it alone

### **Your Service / Product:**

- What problems do you solve?
- What's the REAL value you bring to your customer?
- Define your **sweet spot**

## Step 2: Your Destination

### **Vision:**

- What is your DREAM?
- What is your WHY?
- What is your "Must Have"?

### **Reality:**

- Where are you now?
- Where is your money?
- Where is your time?
- What's the gap?

### **Define the Gap:**

- Money flows
- Time Takers
- customers
- structures

### **Commitment:**

- Focus on your tribe
- Know your worth
- Push through! It will get easy!

## Step 3: Your Community

### **The Problem:**

- what is it?
- How does not resolving it affect them?
- How will fixing it impact them?

### **Enrollment Flow:**

- soulful enrollment process
- following up
- How many new per...?
- Timeframe to enroll
- Follow up

### **Tribe for Life:**

- what other problems might you solve?
- What can you offer on a continuous basis?
- Soulful client service
- Referrals

## Step 4: Your Message

### **Finding your Community:**

- Where do they hang out?
- How do they like communication?
- 67% do not know they need you!

### **Communication:**

- Ideally 10 x10
- Educate
- Focus on your uniqueness
- Why do your clients love you?

### **Conscious Effort:**

- Ideally 10 x10
- Educate
- Focus on your uniqueness
- Why do your clients love you?

## Step 5: Your Map

### **Mindset:**

- Set your intention
- Embrace your value!
- The world needs you!

### **Execute:**

- Your message (marketing)
- Enrollment flow (sales)
- Your numbers (track!)
- Review and assess

### **Commitment:**

- Consistency is key
- Follow up
- Follow through
- Perseverance
- Focus on the dream

### **Celebration!:**

- Rejoice in your commitment to serving
- Bless all your learnings!
- Celebrate YOU!
- Honor yourself with gifts
- Gratitude to the Universe