

# MODULE 3



## KICKSTART YOUR HOME-BASED MASSAGE BIZ

with Barbara Swiatkiwsky

# SELF CARE



## Personal Accountability Check In

During our training call for the previous module, we worked together to find YOUR preferred technique to raise your vibration. A technique that could be used easily whenever you were starting to feel overwhelmed or bogged down. A technique that would take 10 minutes to implement.

What technique did you select? AND How did you decide you'd prompt yourself to remember to use this technique?

(If you don't have this yet, don't wait another minute - go ahead and choose now... post in the group if you need help)

## Raising your Vibration Reflection

Set the timer for 3 minutes and journal about your experience with the technique you chose.... GO!

# SELF CARE



## Self Care Belief

Set your timer again for 3 min. Try 1 min per prompt.

1. I believe self care is....

2. Self care makes my own life better by ....

3. These are the reasons I did not prioritize self care this week....

Training Call Notes



# TOOLS

to help you stay ON TRACK and accountable



How do we know if we are successful in our business?

We hold ourselves accountable and use tools to stay ON TRACK.

Each of us will have a unique vision of what success truly means.  
In Kickstart success includes regular new clients and dependable income.

## Goal setting:

I'm sure you've set goals before. Today we are going to build on skills you already have and create an easy to follow system to keep you ON TRACK with your business goals.

## 90 Day Goals:

To give you a clear vision to keep you on track AND allow for decisive response to a changing market place.

## 90 Days

Start - Finish =

Imagine yourself 90 days from now - write without censoring yourself

Number of clients last week =

Income from your home based massage biz last week =

Income from other sources last week =

The skills I've mastered since start date =

(Biz, Personal, Technical - started to learn vs competent vs mastered)

Self care/Personal Achievements since start date =

Do the math

To achieve the income I desire, each client must pay \_\_\_\_\_.

Last week, the average price I charged my clients was \_\_\_\_\_.

To achieve the income I desire, I must spend \_\_\_\_\_ hours actually seeing clients

Last week I spent \_\_\_\_\_ hours actually seeing clients.

Reflect on the cold hard truth revealed by the math.

Spend 3 minutes journaling on what you will need to do, and who you will need to be to achieve this goal.

Training Notes

## List for Success

Why do you need to learn this?

It's super easy to procrastinate and not get a lot done. Or worse yet, be incredibly busy and still not get the important things done. The things that will get the right clients through your doors.

Most of us are really good at focusing on what we are doing wrong... and we stay stuck.

My LIST for SUCCESS technique will change that whole dynamic. You will experience SUCCESS DAILY... a wonderful experience that will help you continue to take the action you need to achieve those 90 day goals.

Spend 3 minutes journaling about how you will FEEL when you experience successfully completing your list, and still having time for yourself.

Bring a notebook, pen and highlighters to Live Training

## Training Notes

## Deepening the Conversation

BENEFIT		SHOWS UP IN			
Benefit of having a massage with you		My Body	My Daily Life	My Emotions/Mental State	My Relationships
Decrease stress	When I experience benefit	lightness, ease of movement	enjoy	fresh, enjoy	patient with kids
	When I do NOT experience benefit	headaches, throat feels tight,	don't feel resilient, even small things seem huge and problematic...	spiral of catastrophe - a last minute catastrophe will cause me to spiral into thinking about getting another job , feel guilty about not contributing	don't really like being with my kids, impatient, yell, criticise my partner
	When I experience benefit				
	When I do NOT experience benefit				

Draft an elevator pitch based on ONE of your 'deepening the conversation' benefits. Explicitly link it to one of the 5 reasons to buy. (see Mod 2 powerpoint)

# KICKSTART CHALLENGE



BEFORE our training call.

Post a video in the group reading this week's draft of your 'elevator pitch' Make sure to tag me!



AFTER our training call.

Do a LIVE video in the group to share your biggest success and greatest learning so far.

## Post Training Call PERSONAL STRETCH GOAL



Set your challenge so it feels like a safe stretch into discomfort

Think about what YOU need to do/be most to achieve dependable income and regular new clients.

I commit to \_\_\_\_\_ because

\_\_\_\_\_.

I will know I have been successful when...

I am most likely to sabotage myself by .....

The support I need to be successful is...

I can call in this support by ....