



FREE TRAINING

# *How to Build a Profitable Wellness Business with Virtual Workshops*

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# Hey there!



I'm looking forward to connecting with you soon. This Masterclass will give you insight into how to make the ultimate shift from struggling to find clients and feeling overwhelmed and confused, to making your Wellness Business successful by adding virtual Wellness Workshops to expand your profits and number of clients.

I'll share examples of how my students have started (or completely changed!) their Wellness Businesses by adding workshops. Hearing their stories, while learning the strategies I'm going to teach you, will give you the momentum you need to make some bold moves to make progress in your business.

## TO GET THE MOST FROM THIS MASTERCLASS, HERE ARE THREE RECOMMENDATIONS:

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### **SHOW UP LIVE (AND GET ACCESS TO A FREE TRAINING GUIDE)**

If you make the time to show up live, you'll get more from the Masterclass experience and gain the clarity you need to make BIG strides in your business. Plus, if you show up live, you'll get access to my brand new guide just for health coaches

### **PRINT THIS WORKBOOK**

Print this workbook in advance and use it during our time together to stay fully engaged and take notes on the actions you want to implement quickly.

I've specifically given you just a few hints throughout this workbook as to what we'll be covering. Once we're on the live Masterclass together, you'll be able to fill in the blanks as well as answer the questions. No need to fill in the blanks now - I'll walk you through all the details soon!

### **JOT DOWN YOUR QUESTIONS**

To get things started a little early, what questions would you like me to answer? (Since we'll be together in real-time, I'll be answering a BUNCH of questions at the end.) Think of your question in advance and write it down on the last page of this workbook.

# 5 Ways to Build a Profitable Wellness Business with Virtual Workshops

Presenting Wellness Workshops is the single most effective way to make an impact in the world while growing your clientele, \_\_\_\_\_ and \_\_\_\_\_ to life-changing levels.

## 01

### SAVE \_\_\_\_\_ WITH THE "ONE-FOR-MANY" APPROACH

How can virtual workshops serve your clients?

Your clients can \_\_\_\_\_ you, they can get to \_\_\_\_\_ you, \_\_\_\_\_ you, \_\_\_\_\_ you and hire you!

When creating a new workshop, it's not the topic that matters most. It's your willingness to \_\_\_\_\_ in your abilities and to take yourself seriously.



What would you stop doing in your Wellness Business if your workshops were profitable?

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# 02

**MAKE YOUR \_\_\_\_\_ BIGGER THAN YOUR FEAR.**

Believe in yourself with \_\_\_\_\_ and success will follow.

You are \_\_\_\_\_.

\_\_\_\_\_ gives you the confidence to keep going.

Are you ready to step into your purpose and find the courage to move through your fears?

\_\_\_\_\_



# 03

**CREATE AN IRRESISTIBLE \_\_\_\_\_ THAT SOLVES A \_\_\_\_\_ OF YOUR IDEAL CLIENT.**

A workshop shows the audience what's

\_\_\_\_\_.

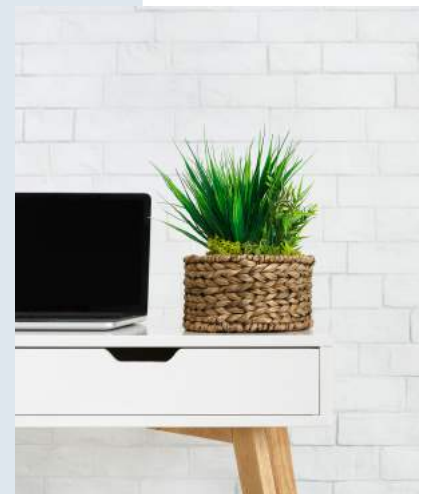
Your audience is thinking: "How's this workshop going to \_\_\_\_\_ me?"

What problems do your ideal clients wish they could solve?

\_\_\_\_\_  
\_\_\_\_\_

Write down one idea you have for a Wellness Workshop.

\_\_\_\_\_



# 04

\_\_\_\_\_ WITH YOUR AUDIENCE SO  
THEY WANT TO HIRE YOU.

Instead of Information, Give Them \_\_\_\_\_!

The goal of every workshop is to transform the way they  
are thinking to see it's \_\_\_\_\_.

They are getting to \_\_\_\_\_,  
\_\_\_\_\_ and \_\_\_\_\_ you so they  
want to hire you!

Do you see how powerful workshops can be to having a  
successful Wellness Business? \_\_\_\_\_



# 05

**TEACH A \_\_\_\_\_, BUT NOT \_\_\_\_\_**

Show them what's \_\_\_\_\_, but don't  
show them everything they need to get results.

They need your group program or one-on-one  
Health Coaching program to get

\_\_\_\_\_.

Offer an \_\_\_\_\_ to take their action  
plan deeper with you.

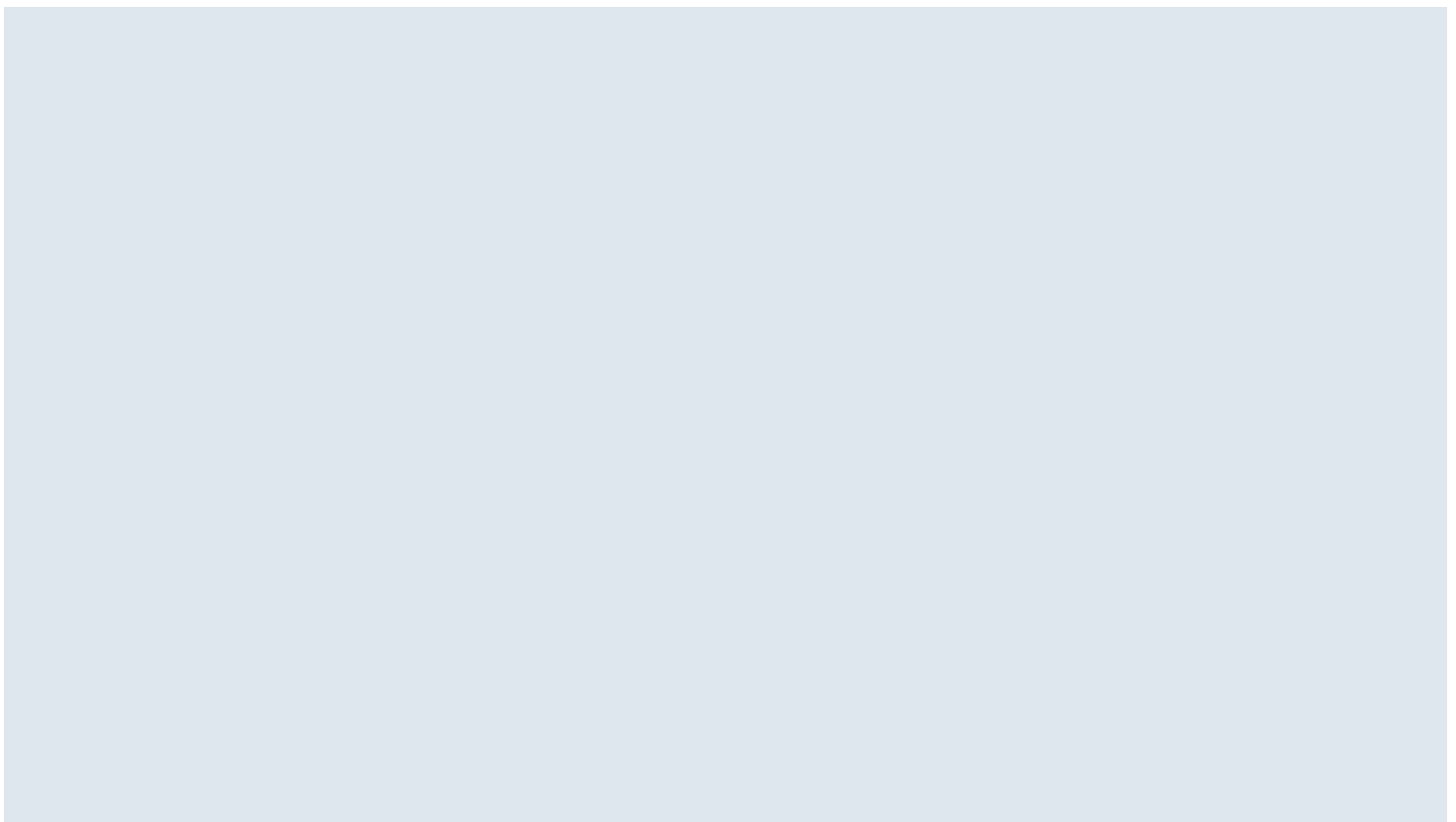
\_\_\_\_\_ are the  
most effective way to sell 1-on-1 coaching and  
group programs!





*"The minute you choose to do what you really want to do, it's a different kind of life."*  
- BUCKMINSTER FULLER

## IDEAS, INSIGHTS & QUESTIONS



## LET'S CHAT!



If growing your Health Coaching practice with Wellness Workshops is something you're interested in learning more about, let's talk and see if Workshops Done Academy would be a good fit for you. Please click [here](#) to schedule a one-on-one free session with me. Or click [here](#) for more information on Workshops Done Academy. Hurry, the bonuses are only available until April 20th.

*Lori*