

# Building A Healing Touch Practice

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*“When you come to the edge of all the light you know and are about to step off into the darkness of the unknown, faith is knowing that one of two things will happen: There will be something solid to stand on or you will be taught how to fly.”*

- Barbara J. Winter

## 3 Things per Day

It was Janet Mentgen's advice to do three things per day to “put your work out there.”

**Suggestions:** Hang flyers, cards or brochures on community bulletin boards (coffee shops, etc.). Make a phone call to introduce Healing Touch to someone. Talk to someone about HT in a grocery line. Write an article about HT. To help you establish a rhythm, write down your three things per day after you have done them.

**Benefits:** The law of attraction allows energy to flow to your intention of building a practice; provides a way to consistently market without burning out.

## Find a Way to Fill Your Schedule

If you love the work you do, find a way to fill your schedule with exactly the number of clients per week you desire to have, without worrying about if you have paying or non-paying clients.

**Suggestions:** Contact people you believe would be good referral sources for you (other healthcare providers, etc.) and offer to gift them a session. (example: “My name is \_\_\_\_\_. I am a Healing Touch Certified Practitioner here in town and I'd love to have an opportunity to introduce my work to you. I would like to gift you a one hour session of Healing Touch if you are interested.”)

If someone is asking you a lot of questions about Healing Touch in a social situation, at a certain point, you can say, “ I can actually show you easier than I can tell you. I'd love to gift you a session to introduce you to my work. ”

Have friends and family (as many different people as possible) come for a session when you have openings in your “ideal” schedule.

**Benefits:** This energetically gives you the “feel” of being where you want to be which, by law of attraction, becomes your reality. If you just focus on filling your time doing the work you love, pretty soon you will have a full schedule of paying clients. This practice also allows you to increase your word of mouth referrals right from the start.

## Never Stop Putting Your Face and Name Out There

People are much more likely to schedule a session with you if they have met you personally. Even once your practice is full, this continues to be an important practice in order to keep things flowing.

**Suggestions:** Schedule monthly introductory workshops at your office. Participate in health fairs, contact organizations about doing a workshop for them. Write articles. Send e-mails. Make phone calls. Coordinate classes. Keep and use your data base. Send birthday postcards.

**Benefits:** Name recognition in your community; the more people you meet, the more people there are who are likely to schedule a session with you; and ultimately, this helps bring Healing Touch into every home, hospital, and school! You are sharing a tool and way of life that makes the world a more loving place to be!

**Follow your joy!** Your passionate energy is contagious, it feels good to be near, and will draw people to you. Find ways to bless and prosper another. Establish your own practice of paying for holistic health services for yourself. Stay freshly inspired and have fun!