

Yoga Teachers + Holistic Practitioners:

Make More Money in 2014

Career Mentor Worksheet

Who are your Career Mentors?

Questions to ask them:

1. How much do you work?
2. How much do you earn?
3. How much were you earning 2 years ago?
4. How much are you planning on earning in 2 years?
5. What is your income strategy?
6. What regular tasks that need to get done in your business do you do?
7. What tasks do you have other people do?
8. How much (a) time (b) money do you invest in your career/business/income training vs. your wellness training?

In reflection, a sensible and wise approach would be to ask mentors in your industry who are consistently hitting the income targets you want to hit these questions:

1. What do they know now that they wish they had known when they were at your stage of the game?
2. **Is there a faster way?**
3. How much is their overhead?
4. What would they change if they could?
5. What aspects of their work are they going to do more of in the future? What are they cutting back on?

And... if you like what you are hearing from this mentorAsk next:

Who is your career coach?

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Strategy Issues Worksheet

Which of the 7 mistakes are you making?

Write a sentence about it if this has shown up for you.

Mistake 1:

You have amorphous goals. You don't set monthly income targets with action steps to meet them.

Mistake 2:

You don't like your business model - but don't know the strategic steps to changing into one you'll like better.

Mistake 3:

You've confused enlightenment and inner prosperity with business strategic.

Mistake 4:

You've fallen into the "1 more certification" trap.

Mistake 5:

You don't have a niche, an offer, a signature system, or the action steps to put that in place.

Mistake 6:

You do know your niche and your system, but you don't know how to generate good leads or sell to your niche at a higher price point.

Mistake 6:

You've hired a life coach or a business coach that doesn't have the income, the impact or the lifestyle you want.

Mistake 7:

You don't have a coach or a community to help you get the guidance, the action steps, and the support you need to jump income brackets.

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Annual Target Income = \$_____

Divided by 12 months = \$_____ target monthly income

How many hours a week do you want to work? _____

What has been your income strategy in the past?

What is working well?

- 1.
- 2.
- 3.
- 4.

What isn't working well enough?

- 1.
- 2.
- 3.
- 4.

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Your Income Strategy Worksheet

What is your income strategy for this year to hit your monthly income targets?

What would help you meet your monthly income targets?

- A guide who knows the way
- A better business model or strategy
- More revenue streams
- Niching my business
- More people in my classes/workshops
- Taking my career online
- Using technology better than I know how
- Selling packages and trainings over \$1000
- Creating my signature system
- Outsourcing tasks to free up my time
- Being held accountable to my strategy
- I don't really know

Circle the top 3. Rewrite the top 3 from above in order.

To grow my income:

- (1) I need _____.
- (2) I need _____.
- (3) I need _____.

Who can help you get your needs met?

Who is your mentor/coach to implement this strategy?

Are you in a community that holds you accountable to your income goals? _____

Do you need a better mentor/coach to make more money in 2014? _____

Do you want to be in a tight-knit community to help you reach your income goals? _____

