



INTERNATIONAL ASSOCIATION
OF WELLNESS PROFESSIONALS

Where Passionate Practices Become Thriving Businesses™

ACHS Participant Handout for:

Client Attraction Secrets

The Holistic Professional's 5
Step Formula to Find the
Right Clients...in 30 Days or
Less

*With Suzanne Monroe, Founder & CEO of
The International Association of Wellness Professionals*



**INTERNATIONAL ASSOCIATION
OF WELLNESS PROFESSIONALS**

Where Passionate Practices Become Thriving Businesses™

Meet the Speaker



Suzanne Monroe is the Founder and CEO of the International Association of Wellness Professionals and a Wellness Business Coach, supporting wellness professionals to thrive and remain true to their message.

As a wellness professional, Suzanne founded and grew a global nutrition coaching business and online wellness website (Real Life Food), a wellness community website (Get Real Plan) and created a Certification and Training program for Wellness Coaches along with other leading health experts. She is the co-author of 101 Ways to Improve Your Health, the author of the Real Life Food Cookbook & Lifestyle Plan, and the creator of numerous success programs for wellness professionals.

You can follow Suzanne and the IAWP at:

Facebook: www.iawpfan.com

Twitter: @suzannemonroe1



**INTERNATIONAL ASSOCIATION
OF WELLNESS PROFESSIONALS**

Where Passionate Practices Become Thriving Businesses™

Welcome!

Welcome! I'm excited to be joining you for this event! The first step in creating success as a Holistic Practitioner is taking action to learn the business tools to support your passion. So, Congratulations for participating and taking action! We'll be covering a lot of content today to support you with your health and wellness practice and holistic business. To make the most out of this program, use the pages that follow and fill in the answers to the questions as we move together throughout the event.

Make sure to print out this handout to take notes with during the call.

I look forward to connecting with you!

Thriving Together,

Suzanne Monroe



**INTERNATIONAL ASSOCIATION
OF WELLNESS PROFESSIONALS**

Where Passionate Practices Become Thriving Businesses™

The #1 Mistake Most Holistic Practitioners Make in attracting new clients is:

Step #1 in the Client Attraction Formula is: Be _____.

Notes:

Step #2 is: Provide a _____.

Secret #2 Notes:

Secret #3 is: Speak on your _____.

Secret #3 Notes:



**INTERNATIONAL ASSOCIATION
OF WELLNESS PROFESSIONALS**

Where Passionate Practices Become Thriving Businesses™

Secret #4 is: Make Sure to _____.

Secret #4 Notes:

Secret #5 is: Create a _____.

Secret #5 Notes:

What are the 3 Steps to Mastering the Art of Authentic Selling?

1. Forget _____, Think _____.

2. Ask the _____.

3. Prepare for the _____.

READ ON FOR NEXT STEPS AFTER THE EVENT.....



**INTERNATIONAL ASSOCIATION
OF WELLNESS PROFESSIONALS**

Where Passionate Practices Become Thriving Businesses™

Next Steps

1. To get jumpstarted on your journey, I invite you to download my complimentary gift to you: **The Wellness Professional's Success Starter Kit.**



Go here to access your Kit:
<http://www.iawp-connect.com>

2. **Special Offer for ACHS Participants Only:**

Take Action to Jumpstart your Wellness Business by becoming a Member of the International Association of Wellness Professionals,
Where Passionate Practices Become Thriving Businesses.

Go here to learn about Member Benefits and Creating a Thriving, Holistic Business:

<http://www.iawpconnect.com/join>

Enter the Coupon Code **ACHSJOIN**
And receive \$20 off your joining fee
When you enroll by April 25th, 2011.

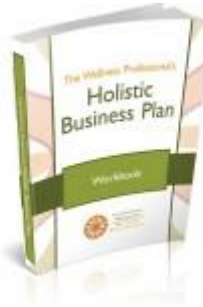


INTERNATIONAL ASSOCIATION
OF WELLNESS PROFESSIONALS

Where Passionate Practices Become Thriving Businesses™

BONUS:

Limited Offer SPECIAL New Member BONUS



The Wellness Professional's Holistic Business Plan eWorkbook is a **business manual just for health and wellness practitioners**. After registering as a member, you'll receive the eWorkbook right away in your inbox so you can get started without delay with this essential roadmap. If you've ever crafted a business plan before, it's probably at the bottom of your desk drawer! It's time to upgrade to a plan that works, one that takes your mission and puts it into action with proven solutions for success. Included in the Holistic Business Plan Workbook is everything you need to know from running your business successfully, generating revenue, marketing plans, forming successful partnerships, and much more (Value \$297)