



INTERNATIONAL ASSOCIATION
OF WELLNESS PROFESSIONALS

Where Passionate Practices Become Thriving Businesses™

ACHS Participant Handout for:

Holistic Marketing Success

The 5-Step Formula to Attract More Clients in Your Wellness Practice

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



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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



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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



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The biggest mistake most Wellness Professionals & Holistic Practitioners Make when they first meet potential clients is:

Secret #1 in the Holistic Marketing Success Formula is:

It's _____ you do, not _____ you do it.

Secret #1 Notes:

Secret #2 is: Know _____ wants your _____

Secret #2 Notes:

Secret #3 is: Put Yourself _____

Secret #3 Notes:



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Three Ideal Client Checks:

- 1.
- 2.
- 3.

Secret #4 is: Make Them Feel _____

Secret #4 Notes:

Secret #5 is: I _____ S _____ S _____

Secret #5 Notes:

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



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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 **SPECIALACHS**
And receive \$20 off your joining fee
When you enroll by November 30th, 2010.

BONUS:

The First 10 Members to Enroll will Receive A:

**45- Minute Business Boosting Strategy Session with
IAWP Founder, Suzanne Monroe (Valued at \$400)**