



**How to have your cake  
and eat it too....**

# **PROSPERITY CHECKLIST**

**For Healthcare Professionals And Holistic Practitioners**

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# How to have a **successful** and **thriving** practice while **servicing** your patients, making more **money**, improving your **lifestyle** and preserving your **health**.

Change your focus to these 3 things and you will begin your journey to true prosperity.

To make a change, we need to shift our focus. If you are spending 80% of your time focusing on your clinic, you only have 20% of the time to shift your perspective. One thing I have learned is that it is a perspective shift that changes everything and when you are working IN something intensely, you cannot be working ON it. This may be what your practice feels like now?

Ever heard of the expression that the shoe maker's kids have no shoes? Or something like that...

Ever felt that here you are invested in a practice in healthcare and yet you have no money, no time, no lifestyle, suffering relationships and less than ideal health?

It does not need to be this way because awareness shifts everything and I want to share with you a bit about my journey and give you some tips to influence yours. SO first a bit about me...



I built my practice from a single rented room outside of a local pub in Mahone Bay, Nova Scotia, Canada to a thriving business which serves thousands of patients, created a following of health advocates and through all of this have learned to never to give up hope.

I started as an introverted, solo breadwinner with two young children and learned every step of the way what to do and what not to do. I have always joked about writing the book of "What not to do in business..." because if there was a steep learning curve or things to avoid, I went straight into it like a magnet for life lessons.

What I am determined to achieve here for you is to accelerate your path to prosperity, make the path a bit smoother and share with you tips that will make a difference not only in your practice but your life.

## Why prosperity?

Let's start with the definition of prosperity. Webster defines it as “the condition of being successful or thriving; especially: economic well-being — prosperity in a sentence.”

If that feels uncomfortable to you, don't worry... at least you clicked the button and you're curious. I was terrified at the word prosperity, actually terrified at the word successful!

And needless to say, anything that had to do with money was a necessarily evil. I was educated that nothing came easy, that one had to work for everything one got, that when good things happened, I was lucky rather than deserving and lastly if I had a gift, it was something to give away as it came to me naturally and therefore had no intrinsic value.

At this point in my life, I appreciate myself, my ability to manifest joy and abundance all around me. I travel, have a wonderful family of creative, caring human beings that all want to contribute to this world. I have helped thousands of people in my 25 years of practice and have trained over two thousand practitioners in a unique methodology that enabled me to grow and expand as a person and deeply question my assumptions of how the universe and the body operated.

But first let's get practical. It does not matter where you are in your practice as one nugget of information can change everything. Here is a checklist of questions you should take a moment to answer for yourself. If we end up working together and our paths cross beyond this PDF or a few videos, I have built processes and solutions to address all of these points in great depth. Asking yourself the question though, is the most important part. In fact, the question is the first step to the answer and the answer may just come to you.

### **Here is the Prosperity Checklist, a list of questions to reflect upon:**

- Do you know how to enrol people into their health?
- Do you feel uncomfortable booking your patient for return visits?
- Do you have a follow up system you can count on?
- Do you have a patient journey outline?
- Do you have a personal journey story that your patients can identify with?
- Do you know how to identify and address the root cause of their pain?
- Can you communicate what you do so your patient gets it?
- Do you believe it is unethical to get rich from people in pain?
- Have you ever considered making an income from more than just one source?
- Do you believe you will lose your patient if you empower them?

With this checklist you will be able to identify the blocks to having it all which you deeply deserve. Identifying the blocks is the first step to being able to release them. Finding the missing elements is the first step to filling the gaps.

## When you learned your modality and set up your practice you had no idea that you also needed to attract patients, manage an office, basically run a business.

Just like in health, you need to do the outer work as well as the inner work. Even if you have a sign, a name for the clinic, a modality and a desire to serve, you will have limited results if you have not done the inner work which puts you in full congruency with the true person that you are - the one that is BEING you.

In the meantime, here are a few simple steps you should consider taking if you have not yet:

### Making more money:

1. Hire a receptionist, or minimally get an on-line scheduling system so patients can book when they think of you and don't need to put off the urge. You can use "calendly" as it is free or "ScheduleOnce" for a small fee.
2. Increase your fees. I have never refused anyone help if they truly could not afford it but I always had my fees listed and did not bargain them down. I now see money truly as the energy exchange system it is. It has no intrinsic value of its own. It is the "currency" of today which allows us to participate in a larger economy of goods and services. Are your fees in line with the currency of exchange?
3. Is there anything you are habitually spending money on that is really not a priority? My book-keeper combed through my expenses and allowed me to see that I would be better off buying a coffee machine which would last me a few years than going for a bi-weekly coffee.



### Better lifestyle:

1. Can you walk to your office? If not, where could you park so that you can make that part of your day? Or a get off the bus earlier and walk for 15 minutes. Take that walk as special time for you to focus on the key things you want to accomplish outside of your practice.
2. Plan a hike or visit to a lake or forest for this week. When will you do it? What do you need to organize to ensure that it happens? Who will you be sharing this hike with? Or is this the alone time you need for yourself?
3. When was the last time you went on a holiday or took a vacation? I mean actually booked time off and went to visit friends or explore a new landscape? Make this plan real. What will it cost you? What is it costing you now not to be doing it? Your health? Your relationships? Now get creative and figure out what you need to generate financially to make that a reality? It may mean actively finding one more patient? Might mean creating a wellness check-in to reignite clients who have not seen you in a while. There are plenty of resources, our job is to become resourceful.



## **Better health:**

1. Turn your computer off in the evening. At least 2 hours before bedtime. Use this time to be with family or to reflect on your day. Find 3 things you are grateful for.
2. Have you planned your food? Have you checked in with what actually gives you energy and nourishes you? Are there habits you have gotten into that are not serving you? Habits you have justified because you are telling yourself that you have no time? How is your health suffering and how are you going to get your health back on track?
3. Do you have a small routine which reminds you daily of the beauty and power of your body and mind? It might be Tai Chi, yoga, breathing, stretching, taking mud baths?



## **Just like health, having a healthy practice is a journey.**

I have spent the last 10 years learning about business, marketing and shifting my perspectives on things to align myself more and more to what matters most to me. I am on a mission to empower people through their health.

I will invite you to join me on this journey, exposing you to different tools, mindset shifts and self-care. All those are fundamental to a joyful and healthy life. I will be selling you on a bigger version of yourself and standing for you where you feel unsure or unclear. I hope you found this valuable and looking forward to sharing more.



***If you would like some further help and information on:***

*Visibility, Content Marketing, Social Media as well as anything business join me here:*  
**5 day Boost Your Exposure Challenge** <https://www.bowencollege.com/boost-your-exposure-live>

*Mindset, inner work, decision making, clarity and your health, join me here:*  
**Health Archetype Quiz** <https://www.bowencollege.com/health-quiz>

***Become part of our greater vision in educating the public, effective natural pain elimination techniques & a true business in a box, book an appointment with us:*** <https://www.bowencollege.com/ppp4-register>

In health & Joy,  
Dr. Manon Bolliger, (ND and Founder of Bowen College Inc.)

