

REBOOK *your* CLIENTS

with Laura Wieck

Founder of the BodyMind Method[©]



a love note from Laura...

Hello, amazing one!

I'm Laura Wieck, the founder of The BodyMind Method® and I am so glad you're here! This means you are ready to work smarter, not harder, and rebook every single client.

I've been fortunate enough to work with thousands of massage therapists and holistic practitioners. And this I know for sure: You're the most caring, generous, heart-centered, people in the world.

And, if you're like me, despite all of your hard work you still feel like it's feast or famine. Learning the method, that I share with you in this training, will benefit you and your clients for years to come and get you off the roller coaster.

I sure hope this training helps you think differently about your relationship with your clients. Learning to rebook your clients is an act of love for both you and the client.

And...don't stop here. Continue to lean in and learn how you can work smarter not harder in every aspect of your business.

We've got even more support coming your way!

Love,

Laura



Cheat Sheet

After watching the training you now understand how much rebooking your clients (every time) serves your clients and you. And just in case you forget, here are the reasons why you and your clients benefit.

REMEMBER

Rebooking (every time) helps your clients:

- Create a regular self-care routine
- Feel seen and valued (wow!)
- Get the best version of you! (priceless)
- Value your time and theirs

Rebooking (every time) is self-care for your business. When you always rebook your clients it boosts your credibility and expertise, while truly supporting the client in their self-care.

Do you know that it costs 7x as much to acquire a new client as it does to keep an existing one? Not to mention rebooking saves you time on marketing efforts & puts you in the driver's seat of your business.

Start with the magic question: "How do you want to feel at the end of the session today?"

Remember that the rebooking conversation starts at the beginning - not the end - of the session (rewatch the training if needed).

DO:

Be the expert and guide the client towards what will best support their goals!

Don't: Assume they will automatically rebook.

DO:

Ask them when a good day/time is for them. If you delivered an amazing service, they already want to come back!

Don't: Ask them "if" they want to rebook.

DO:

Set your rates to appeal to the ideal clients you want to bring in.

Don't: Be too available.

Rebooking Guide

Use this conversation guide to rebook every single client!

You: What brings you in today...tell me more about what's going on

Client: My [back, neck, shoulders, jaw] is bothering me

You: Where do you notice [back, neck, shoulders, jaw] pain in your day-to-day life?
What's the impact?

Client: [shares impact on life, marriage, kids, job, etc]

Allow the conversation to flow naturally

You: *How do you want to feel at the end of your session today?*

Client: I want to feel __[expansive word]__.

You: Great! Today we will focus on feeling __[expansive word]__.

Start hands-on session

The hands-on session ends

You: Do you feel more __[expansive word]__?

Client: Yes

Congratulations! You just delivered upon a promise and built trust with a client.

You: (grab tea, water, etc) What would it look like to bring [expansive word] into the rest of your day? How does that positively impact [kids, job, health]?

Client: [Insert response]

You: I am so glad to hear this. This is exactly why I do what I do. I love helping clients like you feel more __[expansive word]__ and carry that with them into their day-to-day lives.

Allow the conversation to flow naturally

You: Based upon our session today, my recommendation is that we have you come back within the next [two weeks]. What day and time typically work for you?

You did it!! You supported a client in their health, wellness & beyond.



CURIOUS TO *LEARN MORE?*

Watch the free
training **How To
Double Your
Income In Half The
Time** and learn
how to have the
thriving massage
practice of your
dreams!

CLICK *here*

GRAB YOUR 48-HOUR ALL-ACCESS PASS!