

PracticeBuilding SuccessSystem

Helping Health & Wellbeing Practitioners

Achieve Remarkable Business Results

The Step-by-Step Marketing System
to Help Grow Your Natural Therapy Business

Mastering AttrACTION

Module 01B

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Introduction

Dear Therapist,

This class is designed to serve as an introduction to the Law of Attraction. I am a big fan of the Law of Attraction and often refer to it in my coaching and training, so I thought it would be a nice addition to the Practice Building Success System curriculum.

This class provides:

- A definition of the Law of Attraction
- The three steps for utilising the Law of Attraction to attract more of what you want into your business and life.
- Resources for additional study of the Law of Attraction

I have been working with the Law of Attraction for several years, and I am a certified teacher of Thomas Leonard's Attraction Program that he set up in the early days of Coachville. I would strongly recommend you do this program at some stage, as it gives you the 28 Principles of Attraction and it is very powerful when implemented fully. The details are on my website.

In today's module (and every other module in this program) you are going to see that the word ACTION is the key to success with the Law of Attraction. There has been a lot of hype around attraction recently and it is incorrect to think that your thoughts alone will bring everything you desire into your life. It is your thoughts + your actions + your deeds that cause dreams to manifest. There is also a gestation period and to expect huge change to appear overnight will only bring tears before bedtime. How do I know this? It is my story. I believed I could change everything by having good thoughts and the world would be my oyster. Six years down the track and I am just now starting to find the pearls. For a long time I couldn't even find the rock the oyster was sitting on!

To fully understand and leverage the Law of Attraction is an ongoing process. Similar to something like learning yoga, it is a practice that is strengthened by continued practice and focus over time.

I hope this class inspires you to learn more about the Law of Attraction. It is a very fun way to live!

Be Remarkable



Elizabeth
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😊

Definition

At the most basic level, the definition of the Law of Attraction is the idea that like attracts like. Some people equate the Law of Attraction with the power of positive thinking. But the Law of Attraction goes a step further than just what you're thinking. The Law of Attraction also takes into account what you are feeling. In fact, how you feel is what really counts. When you feel good and you put that out to the Universe, you get back more of what makes you feel good. When you do not feel good, you're putting yourself into a position to attract more things that don't feel good.

Three Steps of the Law of Attraction

Step 1: Focus your intent

Energy follows focus. The first step in using the Law of Attraction is to ask for what you choose. What do you want to create?

We are constantly creating things, even if it is subconsciously. We're continually thinking about what we want. A common mistake is that we ask or focus on what we don't want. You can overcome this tendency by clearly identifying what you do not want, and using that insight to help you identify what it is that you do want.

When you identify the object of your desire, create a mental picture of what it looks like and connect with how you will feel when you get it. This should be a positive emotion! That's always a big part of step one – identifying what you do want, being clear in identifying what you want, but at the same time holding in your body, holding that place of very positive feeling towards what you want. Or in other words, believing that you will have what you want.

For example, it's not enough to say, "I want a full natural therapy practice" if there's a part of you that doesn't believe you can have it, or if there's part of you that believes you don't deserve it or aren't ready for it. Again, it's the feelings that you put out into the Universe that are important. Your feelings are what the Universe is responding to. It's not responding to what you say. It is responding to what you feel!

As another example, have you had the experience where you come up with a mantra and you say it over and over, but if you don't believe it, then it doesn't come into your experience? That's because the Universe does not respond to what you say (ie: the mantra), it responds to how you feel when you say it!

One way to think about the internal feeling you have is to think of it as a vibration, your vibrational energy. Is it high or low? Does it feel good or not so good? Your vibrational energy is what the Universe responds to. Remember the definition above: like attracts like.

Step 2: It's Given

In Step 2, what you want is given. When you ask the Universe for something, the Universe is going to say, "Okay, I got a call from Sally. Sally wants abundance." And the Universe is going to create situations and people to come into Sally's life that are going to reflect abundance to her. Whatever you ask, the Universe is going to give it to you. Ask for what you want, be in that emotional place, and it's on the way. If you truly DO want a full practice and you ask with powerful, positive emotion beneath that, the Universe is creating that for you. The trick is that you have to want & love EVERYTHING that comes with a full practice too – so the accounting, the tax, the cold calls, the networking, learning to speak in public, going out on a limb, the list goes on. How many of you are fully comfortable with the practical concepts that create a full practice??

The key in this step is that you have to put yourself in the mindset that the Universe is a good place and the Universe only wants good things for you. There's really no bad out there; there's perfection to everything, maybe beyond what we can see. It really takes a lot of faith and trust. And the truth is, a lot of people can't quite get to that place of faith and trust.

Step 3: Allow

Step 3 is the catch. We have to allow what it is we're asking for to come into our experience. We have to ALLOW it in. What happens in this process is that very often, through our own beliefs, past experiences and limitations, we stop the attraction process. It's on the way until we start to say, "I don't know if this is really going to happen," or "Could I actually handle 20 clients?" When those sorts of questions and doubts start to come into your mind, you are actually stopping the attraction process in its tracks.

This is because the Universe responds to the feelings that you have. If you are not a vibrational match for what you're asking for, if the energy you're putting out doesn't match what you're asking for, you will not get it. Period. You can't attract abundance if you're feeling lack, feeling poor, or are worried about money. You can't attract a great relationship if you're feeling lonely all the time. If you're in a place where you feel out of shape, you certainly can't attract fitness and health if the vibration that you have all the time is "Hey, I'm out of shape."

You must be a vibrational match with what you're asking for. This goes back to being and feeling "as if..." If you want a full practice, you have to be a vibrational match for having a full practice. When you feel like you have a full practice then you will attract it.

I also believe you need to create the physical space to attract the things you need. When times were tough I needed to manifest a load of wood. I live in a one hundred year old Victorian house with no insulation and loads of gaps in the floors, walls and ceilings. In wintertime it is freezing cold and it snows a couple of times a year. I knew that I would need a load of wood to keep from freezing

to death but was too proud to admit to anyone that I couldn't afford to buy it myself.

In faith I went outside anyway and I swept under the porch where the wood goes, thinking that I'd make space "just in case" it created some energy around manifesting wood. I cleared out all the things that were cluttering the area and made the perfect space for the wood to be stacked. It looked very tidy by the time I'd finished and I set my intent that wood would arrive from "somewhere". Sure enough a few weeks later my friends all chipped in and bought me a load of wood for my birthday. My pride ensured I hadn't even mentioned that I didn't have any wood, let alone that I was looking down the barrel of freezing to death that winter. I tell you what, that was one of the best birthday presents I've ever had. Sitting by my warm glowing fire not only kept me warm, but it was also a constant reminder that I could attract the things I really needed and wanted. I could also sit there and think fabulous thoughts about my friends, which must have helped them somewhere along the line too.

Be Careful What You Ask For

This tool is incredibly powerful. Be careful what you ask for and ensure you have all the elements you "need" for survival in your statements. For instance I wrote some amazing statements around my practice in my early days but I didn't mention money because I thought it inappropriate. I struggled for a long time until I worked out that I had to write very practical statements, not "fluffy stuff". If you are talking about clients you need to say "paying clients" or you end up with a practice full of pro bonos. Of course there is nothing wrong with pro bono clients but that doesn't pay the rent.

Always ground your intentions by bringing them into the physical. Intents that float around in our mind will stay in that place. Grounding your intents by writing them down makes the intent real.

Apply the Heart and Mind to Intent. The Heart is Feminine and the Mind is Masculine and we need to use both to create.

Intents or affirmations will only work if we believe in our mind that this is something we desire and something that will create joy in our hearts.

Things to avoid in writing affirmations

- Negativity of any kind
- The words NO, NOT, DON'T - if you need to use "I refrain from...."
- The word WANT or you'll go on "wanting" it forever – replace with I have.....
- NEVER attempt to influence another through affirmations or intent
- NEVER say things in jest things that you don't want to happen

Affirmations, Mantras or power thoughts must be

- Clear and specific
- In the present moment
- Emotional – emotion is what makes the intent work
- Coming from the heart
- Full of passion & desire
- Broken into baby steps
- Repeated constantly
- Believable – break them down into believable steps

Good phrases to start affirmations

I choose	I know	I surrender	I commit	I co-create
I have	I am	I release	I accept	I love

Location

- Intents work anywhere, but they work particularly well when repeated in the hypnagogic time. It's the time just before you drift off to sleep and just after waking.
- They work really well in the shower – the water energy improves the effectiveness of the intent. Saying 'I'm in the flow' under the shower is something the mind can't argue with.
- When you are doing things you don't need to think about, like cleaning your teeth, doing the dishes, driving a known route in the car. The mind is used to switching off for these tasks and if you throw something into the vacant space, the mind will listen. I like to repeat the word "money" in these spaces. I figure creating a hypnotic groove is one way to replace all the times I forgot to focus on the money!
- Have fun with them – laugh, dance, music, situations of joy

Action brings attr-action

The universe rewards actions but it will sometimes come in a different form

To attract what we are asking for in our intents, we need to be in action. Sitting around all day saying your intents won't bring a desired result. When we go into action we put ourselves in the way of what we want to attract. The more we are in action the more chance there is for synchronicity to occur and we give ourselves the chance for things to manifest from left field.

Attraction Audit

By now you are sitting there rolling your eyes and saying “I SO know this stuff”

Well let me tell you the most common phrases I hear coming from therapists mouths who would swear they know this stuff backwards are:

- I **can't** possibly do that
- I **don't** have enough money for that
- I **won't** take it to that level
- Those people with money make me sick
- How dare they.....
- It's alright for them to.....
- I only want a few clients.....
- But.....

I want you to do an Attraction Audit. Listen very carefully to what you say every day and note down every time you say something negative. YOU WILL BE AMAZED!! Audit your mouth and change your words to power words and you will bring abundance in every aspect of your life closer, faster!

Passive Language

Passive word examples	Active word examples
I might	I commit to
Maybe	I am
Possibly	I will
If	When

Passive words if anything are “anti-attractors”. We need to replace them with active doing words that indicate strength and power.

Somewhere in our past therapists have been taught it is bad to be “pushy” so they apply anti-pushy words in an attempt to overcome something they see as inappropriate. The Universe very nicely puts this type of comment into “we’ll wait till they have made up their mind” category. So most of your daily dialogue ends up in a holding pattern somewhere out in the Universe and anything positive you have put out there is negated. Remember the very last thing you said is what the Universe is working on for you.

Natural therapists deserve as much success, prosperity and joy as the next person. And whoever wrongly states that money and success aren't spiritual are WRONG! Who do you think invented gold, who invented the trees that money is printed on??? So lets just get on with using all the spiritual tools we have been given and not feel guilty to create a life of abundance, prosperity and joy.

Assignment

1. Identify what you really want to create in your practice. Then write out attraction statements and power thoughts that will support the things you want in your practice and your life. THEN write out what actions you need to get energy around your focus.
2. Look at how you are vibrating and what you are attracting. Get clear on what is working and what is not, and then make changes that will bring you closer to the practice you really want.
3. Complete a daily Attraction Audit for one week and commit change your wording.
4. List five things you hate doing in your practice and work out how you can stop thinking badly about them, for instance "I love and embrace my tax return because it means I'm bringing in money to manage".
5. Write a list of all the things that lift you up and make you feel good. Sometimes when building a practice the sheer weight of what we have to do often overwhelms us. When this happens we start down a slippery slope and begin to attract not so good situations (trust me – I know this!). I found playing rock and roll music really loudly and dancing around the room helped bring my vibration back up. The #1 secret here is to keep dancing until your mood changes. So does walking. The things that help make the phone ring often need to be physical or bring out a strong emotion. Looking at pictures of guide dog puppies always makes me smile. You will need lots of things on this list and it needs to be easily accessible for the time when things go pear shaped.
6. Fake It Till You Make It - If it is money you are wanting to attract – try some fun things with money. Get \$50 and break it up into \$5 bills. Then put the money in every draw you open on a daily basis. When you open the drawer and see the money say "I am so abundant, I have money everywhere". Put those bills in your wallet. Find all sorts of different ways to make you feel like you have loads of money. If you can't do the \$50, then use monopoly money or cheques or make up some money of your own. What is important is that you have fun with money and take the seriousness away from it.
7. Make a new vision board or wish book or whatever works for you. Collect images of what you truly want and stick them either where you can see them on a big board or in a special book. Something I liked the sound of was getting a different coloured card for each chakra and putting related pictures on each colour, then joining them together to make a mandala of wishes.

Exercises 6 & 7 taken from a book called Prosperity An Angelic Guide To Living Abundantly by Arch Angel

Resources

Fun Things

Abundance Cheque Reminders

Abundance Cheque Reminders are a free tool we can use to create more abundance in our every day life. Every new moon you will be reminded to write a cheque to yourself from the Universe, and then you put it away and forget it. The cheques are written within 24 hours after a New Moon and the energy of the new moon helps you attract more abundance to your life. The cheques are designed to bring abundance in all areas, not just money. If you log onto my website and sign up for the reminders you will be sent an advertising free email each month with instructions and a brief run down of the energies surrounding the new moon and how you can use the energies in your life. You can sign for the reminders here: <http://www.margaretgill.com/abundance.htm>

Books

Excuse Me Your Life is Waiting	- Lynn Grabhorn
The Alchemist	- Paulo Coelho
The Power of Now	- Eckhart Tolle
The Celestine Prophecy	- James Redfield
Ask and It Is Given	- Ester and Jerry Hicks
Harmonic Wealth	- James Arthur Ray

Movies & DVD's

What The Bleep	http://www.whatthebleep.com/
The Secret	http://whatisthesecond.tv/

Websites

Abraham-Hicks – <http://www.abraham-hicks.com> - Jerry and Esther Hicks are some of the leading thinkers on using the Law of Attraction.

Mike Dooley - www.tut.com - Sign up for the "Adventurer's Club" and receive personalized email messages from the Universe.

Do you have a favourite resource on using the Law of Attraction? Email them to me at info@margaretgill.com and I will include them.

Gratitude Sheets

I am so happy and grateful that:

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