

## Tips for finding people to practice with...



Drs. Phillip and Jane Mountrose

- ✓ **Be aware of how you approach people.** Avoid approaching people like they would be doing you a favor if "they let you practice on them." Instead be a problem solver. Know that you have something valuable to offer in your knowledge and techniques, even if you are just starting out. Focus on one particular area to help people, so it's simple and clear, like eliminating stress. You can always help in other areas if they come up.

You could say something like, "Do you (or do you know of anyone) who has some stress they want to get rid of?" Once they say yes, briefly explain how you could help them with their problem. In effect, communicate that you are now in a training program and have some valuable tools that could help them with their particular problem. And you are now offering a session free of charge. (You might want to get a testimonial from them if it works out well).

Get a definite time to practice. Emphasize that your time is important and please let you know ahead of time if you have to reschedule.

- ✓ **Network and give free talks or speeches.**

\* Research Meetup.com in your area. Target topics of interest, ones where you could find people to help in those areas.

\* Connect with alternative churches and groups like Unity Church.

\* Find alternative book stores and health food stores. You may be able to have a table or give a free talk there to attract people. The talk should target a solution with the technique being secondary when you describe the offering. "I help people with \_\_\_\_\_." "5 Top Ways to Eliminate \_\_\_\_\_."

\* Check out local business groups and meetings and give a talk to them, targeting a particular area of interest (achieving goals or increasing income).

\* Ask others for help. Tell people you know that you can help people with stress, emotional issues (or whatever you select, just make it specific, not too generic, so people know what you can help them with). Ask if they know anyone who would like help.

If you get a referral, call the person and say something like "Barbara suggested I call you. I help people with (area you help with, weight, stress, etc). I'm now doing a training program and currently offer a free session (I'll be charging for this service later). If you'd like a free session to help you with\_\_\_\_, I'd be glad to set one up." Be sure to listen carefully when they discuss their interest level and particular area of need.