

## Ep #45: Making Money as a Healer



### Full Episode Transcript

With Your Host

**Kim Guillory**

[\*More Than Mindset\*](#)

## Ep #45: Making Money as a Healer

Welcome to *More Than Mindset*, the only podcast that bridges the gap between spirituality and success. Go beyond the mind with Clarity and Confidence Coach Kim Guillory, and learn how to integrate your passion to serve, with your skills and experience, to create a business you love. Let's get started.

Hi, my lovely listeners, and welcome back to the show. I've got a really good one for you today. We're going to do a little switch up here. I want to start moving into some money stories, some abundance. You know, I talked about health, wealth and relationships. But moving forward, I want to really dial in on the wealth aspect, particularly for healers, because you guys are my jam. You're my life. You're my everything.

And I think that that's what we are to the world. We are the ones who bring the magic. And I think it's time that we come out and start talking more about it and quit hiding behind shame or, like, lack and fear and scarcity. You know, these stories are old.

And, you know, today coincidentally, we're talking about the 12/12/12 portal and the last full moon of the year and, you know, what do we want to bring in next year? Where have we grown? What have we done this year? What have we experienced, and where do we want to go? It's a really important question.

I spent the weekend in Kentucky with my Mastermind group. I was at a VIP day with, I think it was 15 other coaches. And, you know, we were really setting the intentions for how do we want to end the year? You know, how has it been so far? What do we need, to move forward in deeper belief? And, what is it that we want to attract more of?

And, my God, it gets amazing, what we achieved in a year. So, I've been with this group for a whole year. My mind is blown at the potential and the

## Ep #45: Making Money as a Healer

possibility that's beyond what it could have ever imagined in its own. Like, in its own understanding.

When you're willing to surrender to figuring out how it's going to happen, and you commit to being in the knowing it will happen. Like knowing in that belief so deeply, so strongly, that you become her today and you step into what it feels like to have accomplished and achieved, and become that person. And you make decisions from there, and you're just willing to be surprised.

That's been my mantra. Yes, and more please. I'm willing to be surprised at potential impossibility I have yet to imagine. Like, that's my story. That's where I'm at. In full belief, essence, understanding.

So, what we're going to talk about today, first I'm going to tell you a little bit of how this started for me. So, I've been doing this sort of work, geez, I started as a cosmetologist. So, even like as a nail tech, as a hairdresser, and I did pedicures for a very long time. I loved doing pedicures.

And I think what I loved the most about it is the way that I could help someone to feel a way that they never imagined they could have felt, as far as the space and love that I could give in that session. So, it was not about the toenails being pretty or everything being like nice and neat and clean, or the fingernails being square or round. It was always about presence. Full attention, self-care, nurturing.

I brought something to my area that was not possible before. There was no one in this rural area doing nails. And I brought in fitness and yoga, you know, just things that most rural areas just don't have access to. And it was my own journey that brought me to want to try these modalities, and want to heal myself.

## Ep #45: Making Money as a Healer

That's why I brought all of it in, because I was so desperate to figure out a way to want to live, because I did not want to live. I was, I really felt like I had to. I didn't think I had a choice. And, as I would connect with these people, and I would give them that sense of being cared for and being seen and worthy and understood, I was actually giving it to myself.

Like, looking back, it's such a beautiful thing. You know, as I explore my entire journey and see where I've come, where I started at, and the reason that I did the things that I did, it was always for them, right? If you haven't heard this yet, go back and listen to the episode on the wounded healer.

What I didn't recognize is, I was giving them what I desperately wanted and needed, and had no idea. I was experiencing this deep worthiness and love and fulfillment and satisfaction, and most of all, connection. Because I was connecting to them, I didn't see it the way I see it now.

What I see now is, I was actually connecting back to myself. All we can feel is our own love. Like, think about it when you're – like, I have a newborn baby. I have a grandchild that was just born a couple of weeks ago. Actually, it's, yeah, right at two weeks. And when I look at her and when I think about her, I feel so much love.

But it's not her loving me, right? But I for sure feel a massive amount of love when I look at her, when I touch her. Like, just having her little head in my hands, like, my heart just explodes on the inside. It gets really soft and mushy. I feel so much love.

And that doesn't make sense when I think about it. It's, oh, she loves me. It's like, no. I love me. I love her. Like, I'm feeling my own love. And it's the same thing when you think about loving a puppy, right? It's like, oh, you just want puppy love, puppy breath, like, and they just, like, get all up in your hair and your neck and it's so fun, because you feel so much love.

## Ep #45: Making Money as a Healer

That's my experience of experiencing my own love. And also realizing that that is what we want more of, and why we go out into the world and try to fix other people, because we want to experience that. Like, to feel worthy, to feel useful, to feel satisfied and fulfilled and connected.

And what I noticed as I was on my healing journey is, I was working with massage therapists and Reiki masters and yoga teachers and meditation. I did craniosacral acupuncture, healing touch. I was even trained in transcendental meditation. You know, I was just trying to find all of the things that was going to give me that satisfied fulfillment and joy in my own body.

And what I noticed when I was working with these other people, and I'm going to call them healers, just like I'm saying for myself, it's not that we are doing the healing. But we're healers because we hold the space for self-healing. That's all we can do. No one can, like, fix someone else. But in our minds, that's what we think we're doing, and we feel loved, and we feel fulfilled and satisfied, so we're actually healing ourselves through the healing techniques.

So, the problem that I saw is I would fall in love with my massage therapist, or with my, you know, whoever the practitioner was, because it felt so good to have that intimate connection with myself. Where I could relax the nervous system, where I felt I was safe. I wasn't judged. And I was willing to work as much as I need to work in my business, and possibly spend all of my money on receiving services. It's so crazy.

So, I was addicted to giving services in order for me to get. And when I would go out and I would meet these other practitioners and I would receive, they were falling apart, and I couldn't understand. And I just went into this trying to figure out, what is happening here?

## Ep #45: Making Money as a Healer

I was basically trying to convince them like, "Listen, why don't you charge more and set your hours and make yourself available on a regular basis?" And it was really for me, like it was selfish, so that I can continue to receive the service.

And what I noticed with a lot of them, they were lacking in belief, they were lacking in the ability to charge more money, and so they weren't able to keep the position. They weren't able to continue serving, which is the thing they wanted to do the most, because they had not stepped into the abundant mindset. They had not stepped into the possibility and potentiality of what their gift was valued at.

And they were believing the conditioning, the stories, the societal systems, and like all of that stuff that was saying, "People will not pay for this. You should not charge for spiritual gifts. If that is a gift for you to help the world heal, then you should not be making money on it. You are selfish, you are greedy, you're a bad person."

And all of that is B.S. It's all someone else's belief system, and they are contaminating my precious healers with those beliefs, and it's annoying me. It's really getting on my nerves, because there are people like me. A lot of people like me, who want to receive these services. I was in desperate need. I'm not in desperate need anymore, I just like it now, and I love feeling connected and I love, like, being in the work with other people. But I would have paid anything.

And the one thing I never found was a solid practitioner. Like, I would have been willing to invest to hold my spot, because I was so committed to my self-healing. And what I want to tell you healers is that there are people who are willing to do that. But because you don't believe it, you're not able to hold the space for those people and you're not able to attract them.

## Ep #45: Making Money as a Healer

And so what I want to talk about today is the three things that you need to do to make money as a healer. I'm going to give you all the goods, right here. Send me an email at [kim@kimguillory.com](mailto:kim@kimguillory.com) about any of this, and get some clarification.

If you want me to review your business with you, and look over how you're doing business now, and how you can step into abundance and have it be more solid. Like, how to build out your container so that you can stay in this business of healing, and not have to throw in the towel like a lot of these practitioners that I have worked with have done.

So, I'm going to give you the three things right now. And I want you to do your own assessment and ask yourself the questions. Am I doing this? Do I know this? Am I following through? Okay?

So, the first one is, who are you? Are you very clear about who you are and what you offer? Not who you are just in your life, but who you are in your business as a practitioner? What is it that you offer? What problem do you solve? What are you the solution for? What is the result that they are getting when they come to you? What do you give people? What's the value? What's the service?

Make sure you're really clear on this. This is who I am. This is who I serve. This is who I am. This is what I do. Okay? I'm not talking about the how you do it. I'm talking about, what do you do? Is it really clear?

So, if you're a Reiki Master, or if you're a healing touch practitioner, or a hypnotherapist, when the client comes to you, what is the result that they receive? And be really specific. Imagine that if you walked into a drugstore, it would be on an aisle, in a container, and it would have a name on it. They could actually buy this product. They can buy this result. I want you to get that clear. Okay? So, who are you? What do you do? What do you offer? What's the service?

## Ep #45: Making Money as a Healer

You can turn that around however you want, just make it one sentence. I help healers make money. Like, that's what I do. I, for sure, help them build out their container and get really clear on who they are and how they serve. I help them price and package and get super specific, and then I help them dial in, in belief, but I don't tell them all of that, right?

I tell them, I help you make money in your business so that you can continue helping people heal, love what you do, make amazing money doing it, love your life, have more joy and ease. Like, that's the result that they get. But all they need to know is that I can help them make money.

So I want you to ask yourself the question, what are your clients needing the most? What is the result that they get?

Number two, believe that you can do it. And I don't mean just tell yourself. Like, I don't mean just the mindset. Like, yes, I for sure can get 20 clients this month and I'm going to make \$1,200. Like, I don't mean by just saying it. I mean, feel it. Do you know that you can do it? And if the answer is yes, then I'm going to ask you, what are the results? Can you show me that you did do it? And then you're going to list all of the reasons why you did, and that's your homework.

You have to believe that you can do it. You cannot bypass the disbelief by giving yourself positive affirmation, mindset, or a new thought. Sorry, I wish it was that easy. But it's not. That is the reason that this is called *More Than Mindset*.

I see this all the time with coaches. Like, I'm in a group, several groups, actually, because I'm a certified health coach and life coach, as well as a hypnotherapist. So, in all of those groups, even in the yoga teacher community, there are so many people who are saying that they can, or they're going to reach six figures, or they're going to do this, but they

[\*\*More Than Mindset\*\*](#)

## Ep #45: Making Money as a Healer

actually don't believe it and they're not doing it. And the reason I know they don't believe it is because they don't have the results. Okay?

So, number two is you have to believe that you can do it.

Number three, you have to decide and do. You have to take action. If you really believed it, you would really be doing it. So that's another way to test your belief.

So that's it. It's three things. Who are you? What do you offer? Do you believe that you can make money doing it? Do you believe that people will pay you for this service? Do you believe that this could be your full-time job? Do you believe that you could make money as a healer?

If the answer is yes, then it's as simple as choosing it and doing it. You have to choose, commit, cultivate as if it were. So what that means is, choose what you say you're going to do, commit to it no matter what, and deal with the mental and emotional drama.

So whenever you go to put yourself out there, and you go into fight, flight or freeze, that is emotional regulation that you are lacking. Okay? The freeze is what happens when you have a thought and it brings up fear and doubt and scarcity and worry or concern.

Whatever that is that it brings up, it taps into that emotional signature, which is just unresolved emotions in your body that are being triggered. And then your brain creates this chemical in your body which creates this sensation. And then you freeze and you spin and you loop and you just think and think and think and think and think, and guess what you're not doing whenever you're thinking?

You're not taking action. You're not doing. Your actual action becomes lack of action. So, believe it or not, when you're spinning and looping, your

## Ep #45: Making Money as a Healer

action is not taking action. You've got to be real about that stuff, guys. Assess, write it down, look at your results. I want to help you make money more than anything else, because I want more of you guys out there.

I have clients to send you. I have people contacting me every single day, especially people who are listening to this podcast and they know what's available, because they're now hearing about it. They're being educated. They realize that they've got a lot of stuff going on in their body that they can't get to, because it's unconscious, and it's going to take someone else to hold the space. And now that they know there's a possibility for them to receive the self-healing, they're looking for somebody to help them.

There are a lot of people who need your help. I want to assure you that you have what it takes, but you've got to do the personal work. You've got to get the transformation yourself, so that you can become the believer of your own work. So you can become the person of transformation, so you can receive it yourself.

That's why, in this training, whenever I'm working with clients, they get the personal transformation. I don't just go in and dial in on the business. It's not just about the business. You know how you grow a business? By growing the owner.

So, if you want to become an amazing healer, then you've got to go through the process to self-heal. You've got to go through the process to experience it for yourself, so that you can hold the space, to help someone else experience it. So, if your idea of doing this work was, let me go and get a certification, and now that I have this piece of paper, I can help anybody, then that's what's going wrong.

You haven't had the personal transformation yourself. You haven't had the experience, and that's probably why you're not in the belief, or why you're

## Ep #45: Making Money as a Healer

not clear about who you are and what you do, why you're not taking action. And that's the only three things that it takes to make money.

Now, for sure, I can help you set up a process and a system and to get it, come in consistently, but that's not what we're talking about. Right now, the first thing you have to do is learn how to make the money. And it comes from knowing very clearly who you are, and can you explain that to someone in a way that they understand, and know exactly who you are? And then you believe it's so deeply that you're willing to take the action and get it done.

Put yourself out there. Make offers. Help people. Okay? That simple. So, let me know if you can do a consultation, so just send an email to [kim@kinguillory.com](mailto:kim@kinguillory.com) and say, "Hey, I'd like to set up a strategy call, and I want you to overlook and let me know what's going on in my business. I want to..."

Like, try to do the assessment for yourself first, and see if you can come up with the solution. And then send that to me and let me know. "This is what I worked through." Do not just send me the question. I want you to really dive in and ask yourself these questions first. And say, "I really listened. I wrote these things down. And this is where I'm at. What do you think? Could you give me some feedback?" I'm offering that space for you.

So, you can set that up or you can go to [kinguillory.com](http://kinguillory.com) and go to "Book Now", and then just book a consultation from there. It's not going to cost you anything. It's just a way to get an idea. And, for sure, if it looks like we can work together and I can help you, I will make you an offer.

And you will get to decide if you want to step into being the person who makes money. Who wants to help other people self-heal, who wants to create more impact in the world, feel happy, satisfied with herself, because that's really, at the end of the day, what we're going for.

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## Ep #45: Making Money as a Healer

Whenever we talk about making money in our business, it's never about the money. Sure, the money buys things. And for me, it buys me a lot of airplane tickets and a lot of conferences, and I get to have lots of experiences and meet amazing people. So, money is fun.

But what's most important is how I feel, like right here, talking to you guys, and just letting you know how to create more money in your business. Like, I feel good. I feel like I have something to offer the world. I feel like it's fulfilling. I feel happy. I feel joyful. I feel very generous.

Like, that's why I'm offering you a free consultation. I feel generous with my time, because I make amazing money and because my schedule is amazing, and I have the time because I set the time according to the life that I want. I clear my schedule and then I close it off. I open the faucet, and then I close it off.

I create the abundance and the amount of abundance that comes to me, because I have figured out how to do it. Five simple steps that completely transformed my life, transformed my business, changed my entire family and the dynamics of my relationships, everything. Five simple steps.

But what you have to do right here, today, is you have to ask yourself these three questions. Do I know who I am and what I offer? Do I believe that it's possible for me to make money as a... and then you just list whatever it is. As a Reiki Master, as a massage therapist, yoga teacher, craniosacral acupuncturist, psychotherapist.

What is it that you do? Do you believe you can make money doing it? And are you taking the action? Are you letting people know what you do? Are you making offers? Three important questions. Really, really simple. All right, until next week, that's going to give you something to chew on, to really think about it.

## Ep #45: Making Money as a Healer

And guys, don't just listen. Like, really put this into action, put it into work. Come over to the Integrative Life, hop in, reach out, ask questions. I'm going to be doing some Q&As in there, and I also have a free entrepreneur training coming up that I'm going to do a webinar.

So, there's plenty of opportunity if you come over to my Facebook page. It's Kim Guillory Coaching. You can find me on Facebook, it's Kim Guillory, just let me know, send me a message and let me know you're coming in to the podcast, so that I have an idea of where you're coming from.

And then, the Integrative Life Facebook group is another place. This is the community where you can find me, a host, a host of healers in that group. We understand your language, we know what you're experiencing. We know how hard it is to get beyond this mindset, beyond these beliefs that you should not charge, or you should feel guilty, or you should give this away if it's spiritual work, or if it's healing work, or if you don't have a doctoral degree.

Or like, who am I to do this? Who am I to share this craft, or? Let me tell you who you are. You're you, and you have something special to offer the world, and there are people waiting for it. That's enough. Like really let that sink in. That's enough.

But make sure you're doing your own work, and you're coming from a clean space. And you're not trying to solve your problems by throwing it out into the world and then trying to fix it in someone else. And if you're feeling frustrated, aggravated, you're not attracting the right clients who are willing to pay you, you're giving your time away, you're exhausted. You're super frustrated. You want to throw in the towel, you're like done with this. NO one wants to pay me. No one wants this, and no one respects my time.

If that's how you're feeling, you need to step up and take personal responsibility for doing your own work. And when you clean that up, then

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## Ep #45: Making Money as a Healer

you're going to become the conduit of this work. That is what I see more than anything else.

With practitioners and coaches who are not able to fill up their practice, it's because they're lacking in their own personal boundaries, their own transformation, and they're not being super clear or they're not believing, or they're not taking the actions because they're uncomfortable, which all of that equals to their own transformation.

That's what I want to help more healers do. Why? So that there's more people out there doing the work. Guys, there is a demand. There's a demand. I want you to let that sink in. There are people waiting for you. They are your clients. They want exactly what you have to offer.

And I want to encourage you to do your own work, so that you can become that conduit, so you can build that container, so that you can do this in ease and flow, so that you can have freedom in your own life. So you can experience abundance, have more fun, more pleasure. All right.

Thanks for listening to this episode of *More Than Mindset*. If you're feeling stuck on your journey to health, wealth and relationships, head over to [www.portal.kinguillory.com](http://www.portal.kinguillory.com), to learn more about the portal. It's a membership community where we take this work deeper, apply the concepts, and coach around the tough stuff.