



PILATESYOGABIZ



Guided Visualization

How to Discover the Outcomes & Transformations You Deliver

Knowing exactly what outcomes and transformation your clients receive from your products and services, allows you to create memorable marketing messages.

It also allows you to tap into their deepest wants and needs, and to develop programs that deliver the results they crave.

The following visualization tool has been designed to give you access to exactly what you deliver so effortlessly to your ideal clients. You may like to record this or read it through a few times before you close your eyes and visualize it.

The exercises after it should be answered quickly and easily. Let your writing just flow as you're answering the questions.



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Guided Visualization:

Imagine that you are standing on a path at the edge of a small forest. The bright sun warms your back as you face the opening in the trees. The cool breeze from the forest is inviting you to enter. The path is clear and broad. It is easy to follow.

And so you step into the forest. All around you, you can hear birds calling to one another. Their sounds are gentle and sweet. It is as if they are encouraging you to take a few more steps into their home. And so you do.

The peace in the forest is total. You are aware of small animals around you. You can hear the sounds of more birds hidden in the dense canopy of the forest.

As you walk on, you begin to hear the sound of running water. You can tell that the water is gentle and you walk in the direction of the sound. As you walk, you can feel the leaves under your feet and the small branches and roots on the ground. It feels good to have your feet touching mother earth. And you let the gentle voice of the water call you on.

Shortly, in front of you there's a small clearing in the forest and in the middle of the clearing is a small pool. The pool is being fed from a stream cascading down a small rocky slope. As the pool is filled to overflowing, the water leaves the pool on the other side and continues its journey back into the forest.

Here in the clearing, there are some rocks where you can sit. The rocks are warm from the sun as its rays make their way down from the opening in treetops. You walk to the largest of the rocks and take a seat on it. It is as if the rock were just made for you to sit on. It cradles your body and holds you steady.

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And you just sit here for a few minutes in silence, listening to the sounds of the forest and the water all around you. Your eyes are closed and your heart is full of joy. In a few moments, you begin to sense the gentle presence of other people in front of you. You open your eyes and, around the small pool is a group of people holding hands and looking at you.

They are here to let you know what a huge difference you've made to their lives. You recognize some of them as being like your clients, other people seem familiar, but you know you haven't met them yet. The group of people are completely at ease and so are you.

For some minutes you sit quietly and enjoy the gentle presence of this group. You feel calm and relaxed. You ask the person nearest you why they are there. They answer that they're here to let you know the amazing transformations that have happened since you met them. They ask you if you're ready to receive their messages.

You open your heart now and receive their messages. You feel their gratefulness, you notice the impact you've had and you humbly accept their thanks. You feel warmth from the sun and your heart energy is warming you deeply.

After they finish speaking, you close your eyes and know that their authentic and heart-felt messages will stay with you forever. You give thanks again and slowly turn around to leave. As you walk out of the forest, you feel the messages integrating into your very being. You feel grounded and sure-footed as you reach the opening to the forest.



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With each step you take, you find yourself coming back into your conscious awareness of the room around you. You begin to notice your surroundings. You feel the floor under your body. You slowly move your hands and feet.

And now you have returned to complete consciousness. Your message from the forest has been integrated into your being. And you will take that message with you back into your daily life. And so it is.



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Answer these 7 questions from your heart:

1. Who were the people who were so excited to see you and thanked you so profusely for helping them?
2. What did these happy, appreciative people thank you for, from the bottom of their heart?
3. Were they men or women? What age range were they? What was so similar about them that you could clearly see they were a part of "your tribe"?
4. What did they tell you they had been struggling with or were stuck on before they worked with you?
5. When they looked you in the eyes, what did they tell you were the biggest changes for them in their life, all thanks to you and your skills, talents and gifts?
6. What were the emotions they were now feeling so deeply as they thanked you for their results?
7. List the major transformation and outcomes they experienced.