



Module 4, Part 2: Wildly Abundant Financial Plan: How to Design & Manifest Yours, Section 2



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Simple and easy money tracking

Learn the simple + easy system to track your money (and make tax time smooth and stress-free)

Please open the gorgeous spreadsheet called Example Sacred Money Tracking and Blank Sacred Money Tracking. Let's look at them together.

Setting Your Money Goal

Now, I want you to set your money goal and plot the path towards it. I'd suggest setting a one year money goal, and then breaking it down. Here is how to think this through:

1. How much money do you need to make in the next year to cover your expenses?
2. How much money do you want to make in the next year to feel comfortable?
3. And then, the dream ... if you were to make X amount of money, it would make you ecstatically happy!

If you are leaving a job or trying to replace income that is currently coming in from another source, make sure to keep this in mind as you set your goals so we can use build it in as a factor in our plan.

For some of us, setting goals can be complex experience that feels confronting and difficult. I'm asking you to go with me on this ... it is established that writing goals down is a very effective tool to draw us into action and shift what we manifest.

Okay, so now we have set your money goals based on your needs, your wants, and your out-of-this world fantasy. And, you're probably wondering how you're going to get there.

Let's go back to the business model conversation and paths to revenue.

First, even in you are in a product-focused business, I still want you to think about services. I'm going to outline for you the paths to revenue that are based on

services, electronic products, and physical products. These are ALL the different ways a business can make money. Some of these methods can be combined and bundled in different ways. As I run through these, identify which of these you are already using in your business and which ones you might like to be using.

Services

1. 1:1 service – oldest business model, and used to happen just live in-person. Now, we can do this virtually, and many of us do.
2. Service packages – bundle a series of 5 or 10 sessions into a package; again, these can be delivered live or virtually
3. Group coaching and consulting
 - a. Live in-person
 - b. Teleseminars
 - i. Design group model and rinse and repeat
 - ii. Even if you have a product-based biz, you can do this
 1. If you have a nutrition product, you can turn that into a group coaching program about health and lifestyle
 2. If you make jewelry or art, you can teach others to do it
4. High end consulting model
 - a. At least 15% of any community will pay premium to get direct access to you (this has been true for me – more than 15% of you are my private clients already)
 - b. High end consulting/coaching package (I'll be sharing more details about my hot-off-the-press 12 month program very soon so you can see a model of this!)
 - c. You can make it fit into your biz and lifestyle – as you will see, I have done that with mine.
 - d. Leveraged income
5. Retreats
 - a. Can do these live or virtually
 - b. Small group Mastermind
 - c. Private retreat/VIP day
6. Train-the-trainer model
 - a. If you have already mastered some skill or method and are ready to teach it
 - b. Wedding planner teaching other wedding planners how to do it
 - c. At some point, I could teach others how to teach this Your Mission Map process

7. Workshops and live events –
 - a. If you want to pick up individual clients or fill group program, offer live, local event
 - b. These are larger and more public events than the retreat

Products: You have a signature system, a marketable transformation, those bullets that you came up with for your sales offer, and you can turn same system into Information Products. Imagine 5 products earning \$2K per month, just from this one biz model ... this is the passive income that everyone talks about and longs for. What is essential to know about passive income is that it is essential that you are driving a lot of traffic to your site in order to generate it.

1. Write a book – get media and speaking gigs
2. Audios – physical CD's or mp3's
3. eBooks – great way to get started - \$27 eBook is a stepping stone – could offer the first chapter of it on your site
4. Homestudy course or video course
5. Sell actual physical goods – massage therapist sells essential oils, health counselor sells nutrition products, etc. etc.

Putting the question back to you now ... which combination of these pathways are you going to use to get to your dream life? Really think and dream big, and then start with small steps. For my private clients, I'd like you to do the next homeplay and bring it to a session with me when you're ready.

Transitioning out of a job: If you are trying to figure out how to transition away from regular income from a job and going full-time in your business, start doing the following:

1. Put away at least 3-6 months worth of expenses to cover your transition period.
2. See if your job will allow you to go part-time.
3. Find other work that is project-based and part-time to supplement your income as you transition.
4. Build up as much business as you can in your dream biz in the spare time you have. (Make sure to create some space for fun and pleasure as well! Your self-care is key to your success too).

5. Take the risk and invest in a business mentor to show you the ropes – make sure to find a mentor who will show you how to make consistent monthly income.
6. Choose a time to take the leap and then dive in wholeheartedly, go all in and do whatever it takes to make it work!

Homeplay:

Money goals

1. How much money do you need to make in the next year to cover your expenses?
2. How much money do you want to make in the next year to feel comfortable?
3. And then, the dream ... if you were to make X amount of money, it would make you ecstatically happy!

(If you are still working in a job, make sure to factor this money into the equation.)

Business model – pathways to money

1. Which of the pathways do you already have in place?
2. Which ones do you want to put in place during the next year?
3. Which ones are you avoiding putting in place because your limiting beliefs are coming up?
4. What kind of support will you need from a mentor or a program to get your business model up and running so it can sustain you and your loved ones?

3-5 Year Plan to 6 Figures

Are you ready to Blow yourself away with a 3-5 year plan (Psssst ... 6 figures is SO realistic!) So, here's an example

1. Offer #1 - \$299 5 Module home study product
2. Offer #2 – \$499 Group course (same product as home study) with live coaching
3. Offer #3 - \$999 – 6 Month Group Coaching Program
4. Offer #4 - \$3,999 - 6 Month Group Coaching Program plus 12 private coaching sessions

5. Offer #5 - \$5,999 - 6 Month Group Coaching Program plus 18 private coaching sessions

$$\$299 \times 10 = \mathbf{\$2,990}$$

$$\$499 \times 10 = \mathbf{\$4,990} \text{ AND } \$499 \times 20 = \mathbf{\$9980}$$

$$\$999 \times 10 = \mathbf{\$9,990} \text{ AND } \$999 \times 20 = \mathbf{\$19,980}$$

$$\$3,999 \times 2 = \mathbf{\$8,998} \text{ AND } \$3,999 \times 4 = \mathbf{\$15,996}$$

$$\$5,999 \times 2 = \mathbf{\$11,998} \text{ AND } \$5,999 \times 4 = \mathbf{\$23,996}$$

Add all the red numbers together and you get: **\$107,918.00**

Now, I want to direct your attention to another spreadsheet that's called: Simple, EZ, Fun Path to 6 Figures. For the rest of the module, you can be looking at both the spreadsheet and this workbook.

I have included something similar to the model above in the spreadsheet. The formulas are built into the spreadsheet, so you can play with the prices and quantities. I want you to be able to build your own model based on the products and services you intend to sell.

Using this spreadsheet, start with your year 1 model, and then build out years 2, 3, 4, and 5 looking at things you might add as you gain more experience. What you can see is that in year 1, the revenues will likely be lower, and the product and services mix will be pretty simple. By year 5, you can will have built on all that experience and added offerings all along the way. I hope you can see that 6 figures is totally doable in whatever business you are in!

Here are the keys to getting there:

1. Do the **inner work** that is the first part of this module. Take it seriously.
2. **Invest in your business**
 - a. Most successful businesses require significant investment of time, energy, and money in order to get established. Investment is significant in the early years, and at some point, you turn the corner into earning back all you have invested and becoming wildly profitable – that's what I'm manifesting for all of you, and I know you

can make it happen! Are you ready to invest both your energy and your money to get your business off the ground?

- b. Get help from the right mentor for you!
 - i. This doesn't necessarily mean me! I may be a great teacher for you for this course, but you may need or want a different kind of mentor to work with more deeply.
 - ii. As I say tell you to get a mentor, does it raise your money issues? This type of assistance can be pricey ... and, it is also totally worth it and can quantum leap your progress.
 - iii. If you can't afford it now, save up for it, or get on the phone for a discovery session with me, and I'll chat with you about why you can't afford NOT to have regular business mentoring of some sort (if you're really serious about getting your business off the ground ...and, if you're not, that's fine too). For now, this could even be in the form of a mastermind group and peer support. If you know you want a mentor, and are considering me ... and, the only reason you aren't signing up for a discovery session is that you are worried about money, please fill out the application, and let's talk:
<http://www.leelasomaya.com/discovery>
 - iv. If none of the available times work for you, let me know, and we'll find another time!
<https://www.timetrade.com/book/MXMPL>
3. **Write out your money goals and dream vision**
4. Define what **business model** is going to get you to those money goals and business vision this year and for the next 3-5 years
5. Take **nourishing action** towards making it happen!

Homeplay: My challenge to you is to attract some additional money/energy within the next week. How much money do you want to attract? Be specific. Set a number. It could be small, it could be larger. Now, create a plan to bring it in, and implement that plan!

Report back in the Facebook group about how you are doing with this challenge.