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Win a coaching and training package valued £750.

I am interested in what you are experiencing as your biggest challenges in business at the moment. In return for you completing a short questionnaire, I will put your name into a prize draw and the winner will receive a **Healthy and Wealthy Bronze** coaching or training package, valued at £750, for free.

Please answer few questions and return them to me before Friday, 9 October. Please put **Win a coaching and training package** in the subject bar. The winner will be announced in the November edition of **News from Healthy and Wealthy**

- What does it mean Wealthy?
- What is the value of Wealthy?
- For what Purpose..... Wealthy?
- What is essential in Wealthy?

Thank you for your co-operation, and your name will be entered into the prize draw.

The Winner from the July prize draw is Angela Sherman from Content Creation who wins a Bronze Coaching programme. Thank you to all of you who entered the prize draw and were not successful, continue to send me your answers and it could be you next month.

September Newsletter

Welcome to this month's issue of News from Healthy and Wealthy, our free newsletter keeping you in touch with ways to make a difference in your business.

Our coaches work with dental practices, entrepreneurs and business owners, keeping them focused, in tune and motivated, ensuring that they are able to create the businesses they were born to.

We are creating more health in your business, so that you have more wealth in your life.

Please pass this newsletter to anyone you think may be interested.

I am always pleased to receive feedback, please email me if you wish to make a comment about the content of this newsletter. jane@healthyandwealthy.co.uk

Top Business Tips:

The Hero's Journey part 1

We are all very familiar with the use of metaphor in stories and films to indirectly convey a message. Whether it be the Aesop's Fables, Harry Potter or Star Wars, much of our popular culture has an underlying message and follows a similar structure to ancient mythological tales.

Joseph Campbell, an American writer, studied and wrote extensively about the structure of myths and stories. His most influential piece of work was 'The hero with a thousand faces'. In this book, Campbell identifies the structure of many myths and stories, calling it the 'Hero's Journey'. This work has influenced many writers and filmmakers, not least George Lucas, as they tell their own tales. The Hero's Journey can also be used to describe and assist successful entrepreneurs and business owners in their journey through a period of change.

Campbell describes the Hero's Journey in three parts:

- Departure
- Initiation
- Return

Today I would like to explore the first phase of Joseph Campbell's interpretation of the mythological Hero's Journey, the departure, and how it affects our ability to manage change in our businesses.



At my seminars **Surviving and Thriving in the Credit Crunch™** I have a competition for the delegates, which is connected with their business cards. You have to be in it to win it, and here is a photo of Atul receiving his prize at the seminar he attended Marlow.



Customer Journey™

This course will show all members of the team how to provide a consistent and excellent journey of customer service for your clients throughout their time at the practice. This course will increase your customer satisfaction, increase referrals and ultimately increase your fee generation.

Length: 1 day
Investment: Only £1500
Verifiable 7 hours CPD
Grants of £1000 may be available for this programme.

If you would like more information on our product of the month and coaching and training programmes, contact jane@healthyandwealthy.co.uk or 01296 770462 or visit our website

Advice for Dental Practices

Current Challenges for Dentists

As I visit practices up and down the country and talk to dentists and their teams, they have been sharing with me their current challenges, so that I can assist in overcoming them. By overcoming the challenges, the dentists and their teams are able to develop their practices into what they want them to be, so they are able to enjoy work more and generate more income in fewer hours. What I am able to share with the practices are the skills that are needed to overcome these challenges and how to work smarter rather than harder.

I thought it may be useful to share these with you so you know you are not alone.



Healthy and Wealthy You

What are your abilities and skills?

When I work with entrepreneurs, business owners and individuals, I notice that many people are dissatisfied with their jobs and or lives. Sound familiar?

As I begin to explore the dissatisfaction with my clients, I notice that many of them are spending a lot of time focusing on what they are not able to do, what they are not good at, or the skills that they may lack. As a result the client's mood becomes more depressed.

A great way to change this is to start to recognise what you are good at, what you can do, and the skills you do have.

Take a few moments to complete this exercise.



Courses and Workshops



The current selection includes a wide range of courses. These may be provided as bespoke in-house trainings or as a standard seminar.

Click [here](#) to see a list of the available courses and workshops.

NLP Tip Of The Month

Neuro-Linguistic Programming (NLP) is an approach which recognises how your brain (neuro) and your language patterns (linguistic) control your behaviours (programming).

My clients and I have found that understanding how we code information and language is extremely liberating, as we have choices of behaviour and thought, which in turn bring many more opportunities.

NLP is underpinned by many presuppositions, which are the guiding principles. They may or may not be true and you don't have to believe them. However, in NLP we like to presuppose that they are true and are curious as to what happens in any situation if they hold to be true. In this series of newsletters I will be introducing the NLP presuppositions in turn.

9. The meaning of a communication is the response it elicits, as well as what was intended.



Healthy and Wealthy Foundations™

This programme is a combination of coaching and training for business owners who have realised that they are not as successful as they want to be, or have realised that they know about the service they offer and not how to run a business. This programme will show clients essential strategies they must follow to create the successful business of their dreams. Areas that will be covered include:

- Creating a compelling vision
- Effective and efficient time management
- Complete financial control
- Consistently reproducible world-class customer service
- Excellent and harmonious teamwork
- Ethical, effortless and efficient selling skills
- Impressive, effective and inexpensive marketing
- Fully functional formulas
- Inspirational leadership
- Work-life balance

Dates:

Friday 2nd October
 Friday 6th November
 Friday 4th December
 Friday 8th January 2010
 Friday 5th February 2010
 Friday 5th March 2010
 Friday 2nd April 2010

Location:

Cedar House Training Centre, Marlow Bucks SL7 1DQ

Investment:

Training days only **£347** per month

Training and coaching **£497** per month

Offers available:

- Up to £1000 may be eligible to be offset against Train to Gain leadership and management grant
- For businesses signed up to the full Healthy and Wealthy Foundations™, you will receive a 20% discount on all other Healthy and Wealthy services, including Healthy and Wealthy Foundations for Your Team™
- Money-back guarantee

Healthy and Wealthy Foundations for Your Team™

This programme is a designed for the teams whose business owners are participating in Healthy and Wealthy Foundations, so they understand why changes are being made and become part of creating a successful business.

This programme will assist clients in:

- The rapid implementation of successful strategies;
- Involve the staff in the implementation, increasing their job satisfaction and reducing business owners work load;
- Creating a business which is efficient, successful and the whole team is working harmoniously

Dates:

Friday 25th September 2009

Friday 27th November 2009

Friday 29th January 2010

Friday 26th March 2010

Location: Cedar Lodge Training Centre Marlow Bucks SL7 1DQ

Investment: Training days only £197 per month

Offers available:

- Up to £1000 may be eligible to be offset against Train to Gain leadership and management grant
- For businesses signed up to the Healthy and Wealthy Foundations™, will receive a 20% discount on Healthy and Wealthy Foundations for Your Team™ and all other Healthy and Wealthy training and coaching programmes
- Money back guarantee

Please look at our website www.healthyandwealthy.co.uk for details of published articles, useful downloads subscription to our newsletter and much much more.

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