



10 Ways to Get Shift Going in your Soulful Business!



Ever since I was a little girl I have loved the feeling of a fresh new start...an opportunity to get organized, begin something new and create inspired goals. Even though I've been out of school for years, starting anew still has that feeling for me. I'm sure you know what I mean...butterflies in your stomach...anticipation and excitement...so much possibility.

If you've been struggling to reach your goals this year, spinning your wheels or feeling stuck, and are ready to step it up and create incredible soulful success and abundance in your business then it's time to hop to it! You can do this!! I created this guide for the entrepreneur who is ready to turn their entire year around with inspired action and start welcoming with massive celebrations!

I'm going to share with you [the 10 things that I did to completely turn my business and life around](#) and create more success than ever!

After years of struggling financially and should'ing myself constantly, I knew I had nothing to lose. When my son was born I made the conscious decision to align my business with my soul, step into my worth and surrender the struggle. [I made the decision to create financial freedom through my business](#) and do what I love every single day and I haven't looked back! I began my coaching business and started out with consistent 5k months after less than three months of planning and preparations. Five months later I reached 5-figure months and began to help my clients get the same results!

If you ever feel afraid of leaping forward into your dreams, about being wildly successful and unapologetically saying yes to your soul in life *and* in business remember these three things...



The mind can only measure what it will lose, never what it may gain.

~ Kyle Cease

When starting out on a new journey it's only natural to feel vulnerable, after all it may seem that you have much to lose. But may I remind you that never again at any any other point in your journey will you have so much to gain.

~ Mike Dooley

A year from now...you'll wish you had started today.

~ Karen Lamb

Let's
do
this!



1. MAKE A COMMITMENT and BE ACCOUNTABLE TO SOMEONE

Investing in myself by working with a coach who was a few steps ahead of me in their business was the single BEST decision I ever made for my business. Working with the right mentor propels you forward in every way and makes the process a whole lot easier and more joyful, focused and inspired! If you've been spinning your wheels and struggling to see the success you know is possible, I encourage you to consider this for yourself.

Developing an amazing mastermind partnership is something else that has helped me. Align with someone who is on a similar path, someone who has an inspired vision that they are dedicated to and someone who is committed to solutions vs. obstacles and excuses. Meet by phone or Skype every week to check in...follow up, brainstorm, problem solve, support each other and make a weekly plan of inspired action.

If you want to be successful as an entrepreneur, you must be willing to be fiercely committed to your goals. If you're not making money in your soulful business...you're not having the level of impact in the world that you could be having. If you're struggling financially, there are people who aren't receiving the support they need that you could offer if you stepped into your brilliance and took things to the next level in your business. You are needed and you are meant to THRIVE in your business!! When you are thriving, the people you serve and support will thrive too....your success creates a ripple!

2. TRANSFORM YOUR MONEY STORY, CHARGE YOUR WORTH

Money used to be so hard for me to talk about. I used to feel guilty charging people, I felt I should do my work for free, I felt that even though I was struggling to pay my bills it was better that I should struggle than someone else. My poverty consciousness was leading me further and further into debt and my struggling was serving no one. There is nothing noble about having your electricity shut off because you can't afford to pay your bills. I don't want to empty into the world, I want to overflow into it. I want to overflow abundance, energy, inspiration, hope, healing and love and I cannot do that in the highest way possible from a place of lack, from a place of struggle and worthlessness.

What about you? How do you feel about money? Are you charging your worth and thriving in your business?

When I did the work to deeply heal my money story I opened to abundance in ways I never even knew was possible for me. I started having 5-figure months in my business and life began to change dramatically!

Once I realized that money is best placed in the hands of inspired, soulful people - I stopped feeling shame around it. It's not about the money and it IS about the money - because when we heal our money story and take a stand to create wealth in our businesses we can help SO many others...when we have abundance in our lives AND in our bank account, we can make a bigger difference in the world and can give to others without being depleted ourselves.

As I worked on healing my money story, I read wealth consciousness books like my life depended on it. I read them every single day. The Law of Divine Compensation by Marianne Williamson. The Science of Getting Rich by Wallace D. Wattles. Think and Grow Rich by Napoleon Hill. Leveraging the Universe by Mike Dooley. The Game of Life and How to Play It by Florence Scovel Shin. I began to raise my rates to align with my new level of wealth consciousness and stopped feeling depleted from my work! I started attracting clients who were happy and excited to pay me in full and were committed and willing to show up 100% and do the work to create healing and transformation in their own lives as we worked together. Everything changed.

3. UPLEVEL YOUR MINDSET

Your thoughts are creating your reality. If you believe you can create dramatic shift in your life and business and have phenomenal success THIS year...you absolutely can! It took me only 6 weeks when I was a brand new coach to earn my first 10,000 dollars! What would 10,000 dollars do for you? How would it affect your life, your family? Who would it enable you to help, maybe it would enable you to pay down some debt, go on a vacation or breathe and enjoy life a little more. We didn't become entrepreneurs to work 24/7. You're your own boss, be a good one - give yourself time off, pay yourself well, do what you love...delegate the rest!

Become the observer of your language...when you use the words "I am" they are POWERFUL creation words. Whatever you are saying you are creating more of that...is it "I am broke", "I am tired", "I am struggling", "I am alone"? Shift that and you will begin to see shifts. You are a powerful creator. Your thoughts become things. What do you want more of? Focus on that with fierce determination!

Create affirmations that are in present tense and are grounded in emotion...when you read them really *feel* them in every cell of your being as if they were true right this moment, feel them so deeply that you can give gratitude for them now just as whole heartedly as you would if they were actually in physical form. This will propel you forward.

4. CREATE A SACRED MORNING ROUTINE

It doesn't have to be first thing in the morning...so if you're a busy mama and morning's never seem to go as planned...that's okay!! Your sacred morning routine can happen anytime before you dive into your work for the day.

My morning routine usually begins with me lighting some sage, a candle or some incense and opening the window to let the fresh air of the day grace my office with newness and possibility. I give gratitude. I go for a walk in nature most days, sometimes more than once...this grounds and nourishes me.

Before I begin my work for the day I read my affirmations and as I read them I infuse them with as much emotion as I possibly can, feeling that they have already manifested and giving gratitude for them. Next I spend 2-4 minutes visualizing them, I let emotion well up in me as I see every detail I can imagine and feel the gratitude wash over me.

When that is complete I set my timer for 3-4 minutes and I ask the divine for guidance, for inspiration, for direction and clarity of purpose for my day...any insights I get during that sacred time is on the top of my priority list for the day.

5. SET SPECIFIC AND MEASURABLE GOALS & KEEP THEM VISIBLE

I like to create monthly and weekly goals and keep them where I can see them. I always ask for divine guidance about how to realize my goals. If I want to fill my one-on-one coaching program, for example, and have a few spaces open, then one of my goals would be to focus on booking 2 discovery calls every single day that week.

I recommend you set goals that come to you in an inspired way and are a stretch for you, but that are also realistic and do-able. If you haven't had any clients yet, you may not want to set a goal to get 20 clients this month. If you haven't made any money in your business yet, you may not want to set a goal to earn 10,000 this week. It's not that it's not possible...but when it's a giant leap instead of the next big stretch step....it can be one way we sabotage our success.

So...set stretch goals, do what you can with what you have, ask for divine guidance and direction every morning, make an inspired plan of action and be available to course correct along the way. You can only steer a car if it's in motion. Test and tweak, test and tweak. Do not give up. Stay focused on your goals. Believe they are happening and go after them like your life depends on it! You can do this!!

6. FOCUS ON GRATITUDE

What you focus on WILL expand. The more you are grateful for the more you will be presented with experiences, people and things to be grateful for! I'm not going to suggest that you write 5 or 10 things you're grateful for each day...if you're struggling with money or with listening to the call of your soul in any way, that's not going to cut it. I know it's a big calling, but I'm going to recommend you write 100 things you are grateful for every single day for at least 10 days. Write them down and say them aloud. Show gratitude and deep appreciation through the day for anything and everything that moves you and touches your heart no matter how big or small it is. If you're struggling to come up with 100 things just start your list in the morning and keep adding to it through the day. Feel and express gratitude even for the things you don't yet have in physical form.

Gratitude changes everything.

7. ALIGN YOUR BUSINESS WITH YOUR SOUL

Ask yourself if what you are doing absolutely lights you up. Maybe it completely does...or maybe there are PARTS of it that do. If you're not lit up in your business, something is out of alignment...either you're doing something because you think you should, because you think you're good at it, because you think it's marketable, because you think other people expect it of you, because you think other people need it, or because you think that you have to settle for less than what lights your soul on fire with joy. Think about which parts of your business you LOVE the most and know that when you focus on those parts you will connect to the greatest joy and the greatest abundance imaginable!

We are not meant to live in a place of 'it could be better, it could be worse'. You are worthy of EXTRAORDINARY. You have it within you to realize every single one of your truest hearts dreams, even the dreams you haven't yet dared to dream out loud. Step up into soul in your business and it will create massive shifts for you!

8. TAKE INSPIRED ACTION EVERY SINGLE DAY

Make a marketing plan and implement it. Get divine guidance every single day, it will energize you, align you with your soul and propel you forward. Somedays your most inspired action will be a walk in the forest, other days you'll be on fire working on or in your business. The journey is the destination - make sure you're having fun - if you're feeling really stuck and you're done with that old story, get support, work with someone who has been successful, who can mentor you and support you every step of the way.

9. ASK YOURSELF THESE TWO QUESTIONS...

1. At What Cost?

When you're just starting a new business you're probably not really asking yourself 'at what cost?'. There's a degree of hustle that's needed and a BIG amount of drive involved in launching a new businesses. When I began my business I would stay up until 2am working and wake at 8am, I was constantly reading wealth consciousness books, I was working with a coach, I was taking another course to enhance my skills as a coach, I was working with clients - it was busy! You need to be willing to put in the work and to hustle with HEART. If there is something that is draining your energy, a part of your business that you just can't stand PLEASE outsource it. For me it's my bookkeeping and accounting, I CAN do it...but I really dislike it.

You are a brilliant entrepreneur and just because you CAN do it all, doesn't mean you should. If you are doing it all...please ask yourself...at what cost? Are you missing out on precious time with your family or loved ones? Are you still getting that time in nature...that yoga class...that time at the gym? Do you still have time for fun? Time to prepare nourishing food and tend to your vibration? In my experience, doing it all means burnout and exhaustion.

One of the biggest things I did to build my business quickly was get support. I didn't hire a VA (Virtual Assistant) or a graphic designer at the beginning...I didn't even have a business website when I had my first 5k month. Creating my own graphics and designs was something that was fun for me, it was a nice break, I really enjoyed it and it inspired and motivated me to be able to express my message to my ideal clients so I decided to take on those particular tasks myself. Something had to give though...so I gave up cleaning my house! I hired a personal assistant and a cleaner even before my business began to take off. Why even before? I didn't have the money. It stretched us in a big way financially and it was a huge leap of faith. My mentor told me "your business will grow exponentially in proportion to the speed at which you are willing to call in support". Having someone to support me at home and clean my house took things off my to-do list that gave me the TIME AND ENERGY to focus on building a business I love AND be there for my sweet baby boy and family! It was so worth it!!

2. What is the ROI (Return on Investment)?

Sometimes it's a financial ROI and sometimes it's a spiritual or emotional one. I lead a very soul-led business and sometimes I say YES to things that don't make sense on paper because they feel right to my soul. Either way there needs to be a balance and an energetic exchange that feels good and balanced to you. This is essential!

10. CREATE SPACE FOR YOUR IDEAL CLIENTS

There is no shortage of clients, no shortage of people who need and want your services and who are excited and grateful to pay for them. It is your job to keep the pathway clear and keep it well lit!

If you've got all kinds of projects on the go, if you're keeping yourself busy doing 1000 things every day that are not generating income, if you're working in a cluttered office, if you're surrounding yourself by low vibration entrepreneurs who are struggling in their businesses, if you're constantly thinking negative thoughts, focusing on self-doubt or fear, if you're worried about money and dwelling on that instead of focusing on solutions - these things are cluttering the pathway...your clients could barely get to you if they tried, they'd be tripping all over - so...step 1....clear the pathway!

Step 2...raise your vibration and shine your light. Be willing to be vulnerable and visible with your ideal clients, on your Facebook page, in your emails. People want to know that you're a person, they want to know what you've overcome and how, they want to know what your big why is, why you LOVE what you do, what type of success and results your other clients are getting.

If you're struggling, find a mentor- work with someone who will stand for your soul and massively support you in realizing your unique dreams and moving through blocks to create the success that you know is possible for you.



WHAT'S NEXT?

If you're feeling inspired and know that you desire high-level mentorship to support you in taking things to the next level in your business and you feel that we would be a great fit to work together, I invite you to apply for a Free Discovery Call with me by clicking the link below.

APPLY NOW



WANT TO STAY CONNECTED?

For daily inspiration and support from a soulful group of inspired entrepreneurs just like you...I invite you to join our Private Facebook Group: [Fiercely Courageous Entrepreneur](#)



THANK YOU! I hope you enjoyed this guide and found it supportive!

Lots of Love,

Celeste

xo