



# Client Retention Workshop

with  
Stephanie J Allen and Maren Oslac

# Get the most out of today's workshop...



*Engage*

Actively engage with the program and its elements, tools and exercises

*Review*

Reflect, review and discuss

*Apply*

Practice and apply on your own, within your team and with your clients



**Who are you?**

**What is your business?**

**Why are you doing what you do?**

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# THE GREAT RESIGNATION

- 4.4 Million people resigned their jobs in September 2021
- 5 Million more resigned in November 2021
- 4.4 Million resigned in February 2022
- 82% of companies affirmed the importance of purpose, only 42% stated that purpose had much effect.



*The Great Resignation was no anomaly;  
the forces underlying it are here to stay.*

*~ Joseph Fuller, Harvard Business Professor*

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# THE GREAT ~~RESIGNATION~~

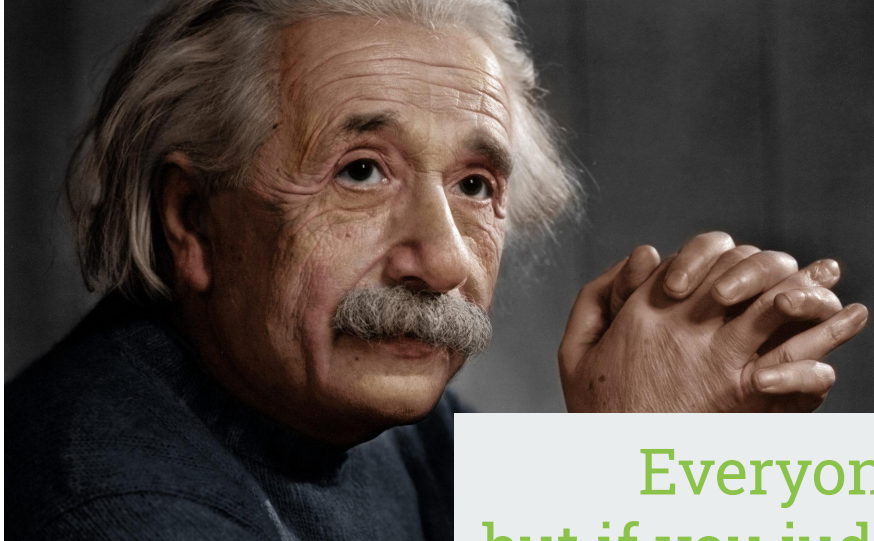
# RE-IGNITION

Ignition

- Clarity
- Confidence
- Commitment







Everyone is born a genius,  
but if you judge a fish by its ability to  
climb a tree, it will live its whole life  
believing that it is stupid.

~Albert Einstein

# Know Thyself

## Your Path to Genius

When you follow your natural genius, life becomes a joy.  
If you focus on your weaknesses, everything becomes hard work.

Take the free, 1 minute genius test and discover your natural genius.



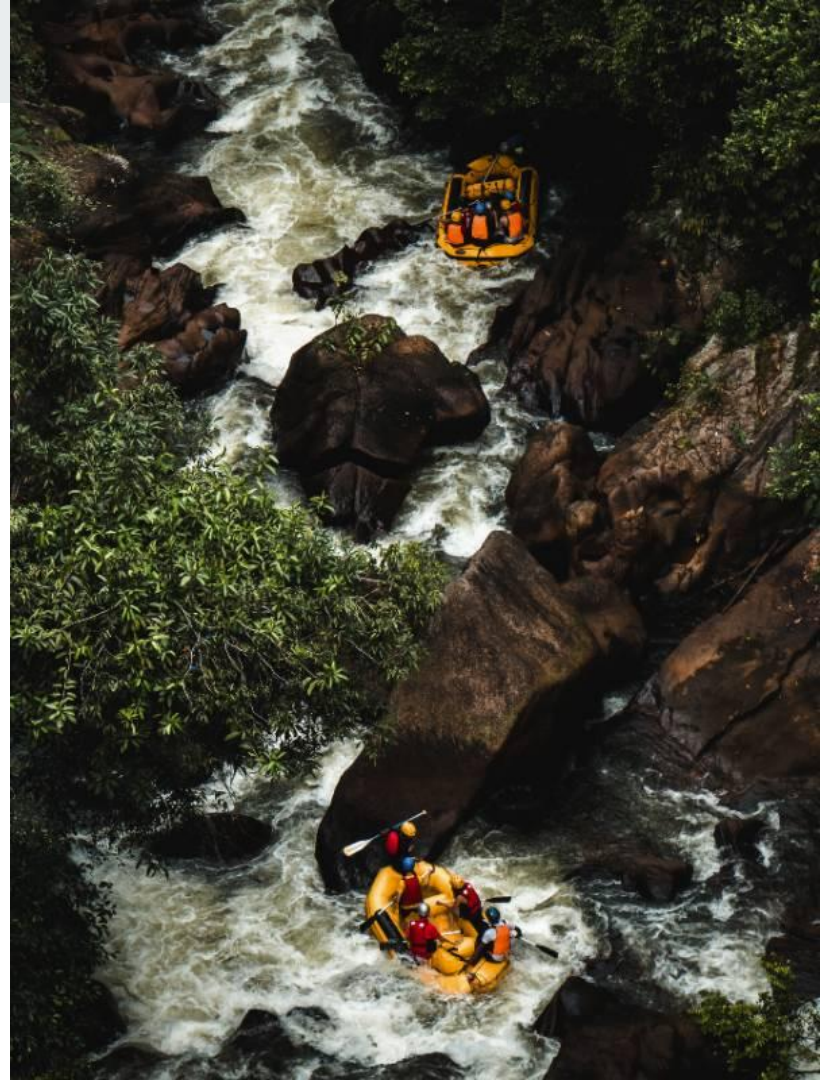
Find your Flow • Lead from your Gifts/Strengths  
Attract what you need to succeed • Build your Winning Team



# BENEFITS OF FLOW

## IT IS THE SOURCE CODE

- ✓ Well-Being & Happiness
- ✓ Productivity increases 500%
- ✓ Learning increases 230%
- ✓ Creativity exponentially expands





## Questions

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- What did I learn about myself?
- 3 strengths, 3 weaknesses?
- Are there any aspects that resonate and I have been denying because of society norms or what I was taught?
- How can this information serve me going forward?

**Dynamo**  
Wood/Spring



**Spirit**  
Water/Ether

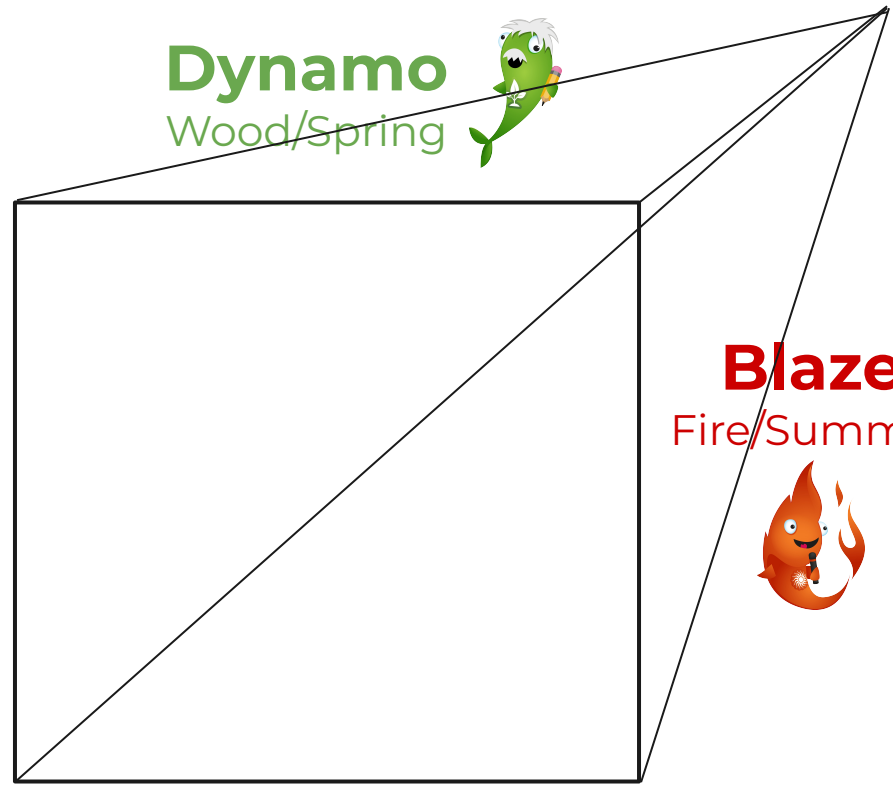


**Steel**  
Metal/Winter

**Blaze**  
Fire/Summer




**Tempo**  
Earth/Autumn



A man without a vision for his future,

always returns  
to his past.





“What makes this problem even harder is that **we’re now in a world where, especially with climate change, the past is no longer a good guide to the future.** We have to get much better at preparing for the unexpected”

Jesse Jenkins, an engineer at Princeton University. [\[NYT\]](#) (in regards to massive troubles with power grids failing across the US due to changing weather patterns, grids that had been built with the ‘known’ unexpected (past unexpected patterns))



**WHY**

AM I HERE?

**WHAT**

DOES THAT  
CALL ME TO  
DO?

**WHO**

DOES THAT  
CALL ME TO  
BE?

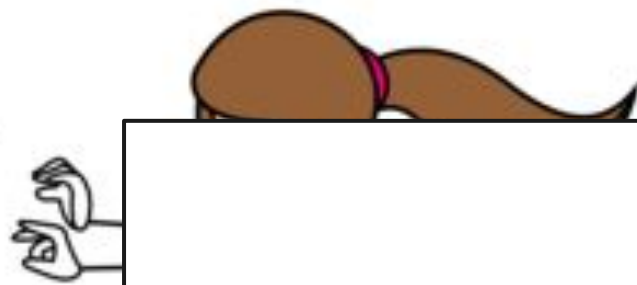
# Mission Statement









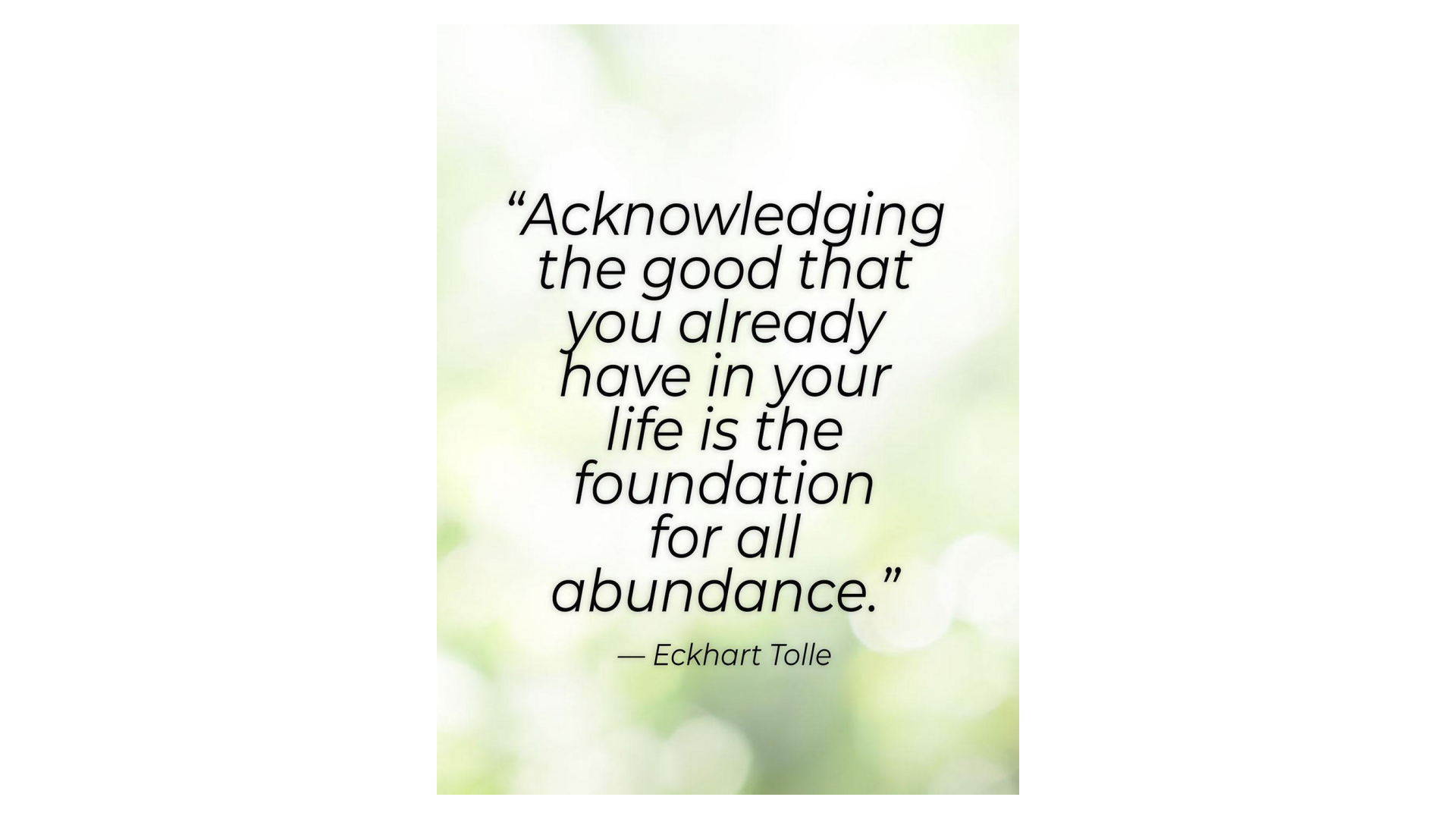


**WHEN YOU TALK, YOU ARE  
ONLY REPEATING WHAT  
YOU ALREADY KNOW.  
BUT IF YOU LISTEN,  
YOU MAY LEARN  
SOMETHING NEW.**

**DALAI LAMA**



**collective ...  
EVOLUTION**



*“Acknowledging  
the good that  
you already  
have in your  
life is the  
foundation  
for all  
abundance.”*

*— Eckhart Tolle*

# CONFIDENCE RITUAL





**COMMITMENT**

# AVATAR/IDEAL CLIENT



Smallest viable audience



# Support

[www.TheSoulfulLeaderPodcast.com](http://www.TheSoulfulLeaderPodcast.com)

Podcast



Community



Soulful Leaders



Soulful Leaders

Work with us





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# Contact Us



Stephanie J Allen has been a Therapist, Instructor, Published Author and award winning Speaker for over two and a half decades. As an Entrepreneur Consultant and President of Gateway Development Inc, she has worked with some of the world's top companies on Corporate Health & Wellbeing, Stress Management, and in the treatment of chronic pain syndromes. Stephanie has helped thousands of clients live an Inspired Life

aligned with love, purpose and contribution. She offers energizing and empowering sessions to transform team culture. Enhancing healthy relationships by recognizing strengths, leveraging value and creating awareness that optimizes ~~impact~~ potential and results for both life and business.

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Maren Oslac is the Founder and Chief Education Officer at Heart & Sole Dance, a transformational ballroom studio outside of Chicago. She is also a business disrupter transforming the old school 'push-your-way-through-to-get-a-head' business paradigm to one of flow and grace, using the fundamental concepts of couples dancing. Maren's triple career as a champion dancer, preeminent educator and serial entrepreneur coalesced into "Dance With Life"

a one-of-kind program that breaks the "efforting for success trap" that influential leaders struggle to escape. With her professional certification from Entrepreneurs Institute, Maren works with businesses of all levels from Solo-preneurs to Corporations.

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