

The teachers who send you work

The most reliable source of work in this profession is other teachers, and almost nobody builds it on purpose.

YOGA PROS

Handout 15 • goes with the Learning Hub article of the same name



◆ HANDOUT 15

Inside this handout

A page for naming your five, working out your one clean sentence, and telling two of them what you'd take.

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◆ HOW TO USE IT

- Print it, or fill it in on a tablet. Paper works better than it should.
- Read the article first if you can. The handout is the practice; the article is the thinking behind it.
- There is no score and nothing to get right. It is a working page, not a test.

◆ WHEN TO USE THIS

- When you want more work and have run out of places to apply
- If you've just moved to a new area
- When you're the only yoga teacher you actually know
- Before spending money on advertising

◆ THE PRACTICE

The circle of five

01 Why other teachers

They're asked constantly and can't take everything. In that moment they say a name. The only question is whether yours is available.

02 Be known for something specific

'She's good' is not referable. 'She's the one for backs' is. The person passing your name needs one clean sentence.

03 Be easy to hand over to

Reply quickly, be findable in ten seconds. If passing someone to you creates work, they'll stop.

04 Pick five, not a network

Teachers you respect who aren't competing for the same slot. Different specialism, different night, different end of town.

05 Tell them what you'd take

Specifically. Most teachers have never been told this by anyone and are relieved to have somewhere to send people.

06 Ask what they'd take

It has to run both ways or it isn't an arrangement.

◆ YOUR PAGE

Write it *down*

My five:

1.

2.

3.

4.

5.

My one clean sentence — what I want to be referred for:

Two I'm contacting this month:

◆ BEFORE YOU FINISH

☐

Named five actual people

☐

Written my one clean sentence

☐

Told two of them what I'd take

☐

Asked what they'd take

☐

Made myself findable in ten seconds

YOGA PROS

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