



Advice from a Reiki Mentor

BY CHELLIE KAMMERMEYER

AFTER TEACHING my first Reiki class, I felt like I was floating on air and didn't need a car for the 30-mile trip home. It was so incredible. I had been seeing clients for a few years before teaching my first Level I class. I didn't have access to the books or the knowledge I now have, but I had access to the energy. And that energy flowed so beautifully. As the day ended, I left thinking, "After all this time, I know what I am supposed to be doing." I never looked back.

As a Reiki teacher and mentor, I want to share aspects of my journey and offer suggestions to get you thinking of ideas for developing your business. I will touch on marketing, business organization and comprehension, teaching and practitioner skills, technology, and success consciousness, finding these topics essential for success.

When I committed to a Reiki path, there were a few hoops to jump through, like figuring out how to make enough money to pay the mortgage and other bills. But I was determined. I knew this was what I had been searching for. Previously, for years, I had been on what I call "The Search." Trying to figure out who I was and why I was here. After teaching my first class, every one of my questions evaporated.

Not too long after my first Master level training, I discovered the International Center for Reiki Training (ICRT) and its website, Reiki.org. I was thrilled to have access to professional manuals and information handouts. And *Reiki News Magazine*, with informative articles, was the icing on the cake. I ordered every issue available to get as much information as possible. The magazine's information was beneficial in growing my business.

Eventually, I had an office, a classroom space, and an organically growing business. Then, a heave-ho from the

Universe threw me away from my full-time job and pushed me into becoming a full-time Reiki practitioner and teacher.

Reiki and life had plans I wasn't yet aware of. Seven months later, my husband Mike and I received acceptance into a teacher training program. We met the requirements, doors opened, opportunities fell into our laps, and we progressed in what felt like a very short time. Soon, I discovered I loved helping other teachers become successful—as practitioners, teachers, and business owners—and found myself advising my students.

Then, about ten years ago, I started a mentoring group. While I could take a serious approach to discussing particular topics with my students, sharing my expertise, and answering questions, I began simpler and more casually. I always found there's something about sharing a meal with someone that gives you a connection. Or at least that was my opinion, which naturally became my approach. A few students at a time would commit to a specific time period, usually six months, and we would have dinner together once a month. Full disclosure, which I shared upfront: I was not a gourmet chef. So, sometimes we had salad and pizza. Sometimes, we had takeout from Whole Foods. Occasionally, I would actually surprise us all and cook dinner. But no matter what, we "broke bread" and created a connection.

We would catch up on each other's lives during dinner each month. After we ate, we would have a topic of conversation. In the beginning, we were less structured, and over time, I felt it was necessary to have a plan.

We started with studying the Reiki Ideals. We followed up with a six-month program working on money mindset and manifestation. Over several years, a core group of students developed, and some came for a specific topic; for example,

I divided the “Crystal Reiki” class into six sessions for students to learn how to work with crystals and Reiki.

There was something intangible and wonderful about knowing you would be with a group of people who also love Reiki. It brought a level of comfort and safety to discussions, knowing we all supported each other. We planned topics to work on, and everything we talked about was sacred and held in confidence. It was the Vault.

As a Reiki mentor, you can hold a sacred space with those you work with. They can ask questions without judgment, make mistakes without being berated, and be encouraged to grow and expand. And when all else fails, mentors can remind everyone to breathe and do self-Reiki. Nothing is more rewarding than seeing your students’ skills and confidence grow as you mentor their entrepreneurship, because being a Reiki teacher and practitioner means you will be an entrepreneur.

Over my years of mentoring, we often covered the skills you need to own a successful business. If you are a Reiki practitioner or teacher, here are the areas you should learn to continue expanding your abilities. It is by no means a comprehensive list of suggestions; it is a way to get you thinking of ideas for developing your business. When you are starting, you might need to do it all. And while finances are important to keep in mind, I’ve found time can often be better spent doing what you do best. Only you can make this decision.

Marketing

Do you have a target market? Do you work specifically with one type of client? For instance, pregnant women and new parents or older or cancer patients. You may open your practice to everyone, and that is completely fine. Knowing who you are working with will generate ideas about expanding your practice. Focusing on specific groups may make sharing information on social media about your practice easier. Family, friends, and word of mouth can be a great way to get the word out about your practice. Happy clients are often the best source of new clients because they share your information with their friends.

Social media has become a part of our lives. Using it to share who you are is a great way to let students know you and see if you are the person they want to learn from. Keep in mind, do not compare yourself with anyone else. Your business will grow at the rate you are ready for. There are

many companies to increase the growth of your lists; truthfully, I have found organic growth is the best. Nothing says you can’t pivot or change your target; however, having a focus gets you doing something. Marketing is a crucial piece of being an entrepreneur.

Business Organization and Comprehension

This topic is often a challenging topic for people who are starting a Reiki practice. States and counties have different rules regarding licensing. The Internal Revenue Service and the state have a long list of business expenses you can deduct from your taxes. Hiring a certified public accountant (CPA) is a cost-effective investment.

Keeping track of your expenses can be as simple as a pad of paper with a running list and envelopes to save receipts. Keeping a spreadsheet in Excel can be easy. Or getting a program like QuickBooks, which can be learned with their sign-up information. The hardest part is learning the beginning steps and then staying consistent and up to date. Also, you will want to keep track of your clients’ and students’ information to stay in touch.

If you do not know what business acumen you need, consider taking a community college course for a new business. But even if you had only a bit of information before starting your Reiki practice, you can find online training. There are tutorials on using Excel and understanding profit-and-loss statements. I have met many people who thought they could say, “Reiki will guide me.” And while Reiki *does* guide you, it can often guide you to learn new skills!

Teaching Skills

I found the best way to improve my teaching skills was to use an evaluation form. I still ask students to fill out the evaluation honestly. After the class, I would sit with the reviews and ask myself what I could have done better. After teaching a class, looking at your “downfalls” can feel hard, but it is an easy way to find your weaknesses.

Personally, the history of Reiki was where I often got a lower mark. I realized I understand the history, and while I believe it’s important to know the background, I often felt it was more important to do hands-on practice so I would shortcut the discussion of the history. Realizing that not everyone is like me, I developed an outline of dates and keywords. It allowed me to go over the most important points and fill in the smaller details. Having that realization

shifted the way I presented this topic. And my evaluations reflected my new teaching ability.

Another idea one of my students shared is to create a teaching binder ordering each topic to be covered. She has a binder for each level with sections for each topic, including any scripts, all in daily chronological order. This system works well for me, as it feels great not to flip back and forth. Using this method keeps me focused on what is next. And it keeps me on track with time. I know I need to get to a specific point by lunch, so I might need to cut my personal stories shorter or limit questions that go off-topic at that moment.

Practitioner Skills

No matter who you are doing Reiki on and whether they are in person, the more you do, the more you know. That's not to say a person who just learned Reiki isn't as capable as someone who has been practicing and channeling the healing energy for years. They are as capable. The more you do it, the more you notice patterns, releases, and ways to focus your attention.

One of the hardest parts of being a Reiki practitioner was remembering to keep my eyes open. I was there to facilitate the energy. It's so easy to close your eyes, but then you miss the little twitches or deep sighs of release. I realized that self-Reiki was when I could close my eyes and relax into the experience.

As a Reiki practitioner, I had to learn not to share everything that popped into my mind. My clients were not best served by my ability to share. I best served them by allowing the energy to help them come to their own conclusions for their healing.

Technology

Technology relates directly to the understanding that you are an entrepreneur. Learning Word, Excel, QuickBooks, and email skills is crucial. If you're considering teaching online, being familiar with Zoom and all its features is necessary. Understanding lighting is vital for a professional look in an online class. You need to look like you know what you are doing to create confidence in what you are saying. One way to feel more at ease before your first class is to practice with a friend. Experience is also how you get more comfortable.

Just before March 2020, Mike and I started a free monthly Reiki call. We call it "Coffee with the Kammermeyers."

With the pandemic lockdown, we shifted to a weekly call. Initially, I took notes on what to talk about and ensured everything was just so before the call. But the more we did it, the more comfortable we became. Now we are back to once a month and really look forward to spending time with people talking about Reiki and many spin-offs from it. It's unscripted, and we often go off-topic, but we always circle back around to Reiki. It's like sitting in a circle with other Reiki practitioners, and distance really doesn't matter.

Success Consciousness

Of all the topics we discuss as Reiki mentors and teachers, this is probably the subject I find most compelling. In my experience, many people who do healing work think that because it's a gift to do Reiki, they shouldn't charge for it. We are all given gifts. Some people are great with numbers—accountants charge for their time. Some people are great at discussing the pros and cons of every topic, and if they decide to practice law, they charge for their time. My son was building roads in the sandbox when he was three. He grew up to be a civil engineer. His company charges for his time. My point is that as a Reiki practitioner, you aren't charging for Reiki; you are charging for your time and should receive compensation.

I'm not a big supporter of doing trades with other service providers. If I want to see a massage therapist, I don't want to worry about if it's "my turn." The other thought in my mind is my utility company doesn't accept Reiki for my electricity bill. We live in a society that accepts money in exchange for a service. I feel it's essential to be paid appropriately for your time. It condenses down to if you can't make enough money to live, you will eventually have to do something else and have less time for Reiki classes and sessions—not in the best interests of us all.

Some Conclusions

It's good to keep in mind that there are people who specialize in most of these categories as a business. You can hire someone if you feel you have too many problems in any of these areas. You should attempt a basic understanding, so you know the person working for you is completing their projects and tasks as you prefer. Once you find someone you feel comfortable with, you can do banking, social media, or advertising with someone doing what they love. Win-win!

After the lockdown, I shifted my mentor group to an online platform. After three years, I have found that having dinner doesn't need to be the focus of the time together. What does matter is the intention of being authentic and honest with the group. Working with a mentor who will meet you wherever you are in your Reiki journey can propel you on your path.

From the day I taught my first Reiki class, feeling as though I floated home on Reiki energy, finally knowing my path, I've continued to forge forward. I've given you information to encourage you to get you thinking of ideas for developing your business. If you have questions about the information I presented in this article, please reach out to me.

In closing, should you want to dedicate yourself to teaching and practicing Reiki at a more advanced level, you can look into the "Licensed Reiki Master Teacher Program"

provided by the International Center for Reiki Training. The program prepares you for Reiki teacher licensure under the ICRT and supports mentoring. Applicants must apply and receive acceptance as outlined at <https://www.reiki.org/icrt-licensed-reiki-master-teacher-program>.

I am sending Reiki blessings your way! ■



Chellie is a Senior Licensed Reiki Master Mentor Teacher and Assistant Director of Teachers at the ICRT. With over 20 years of experience, she and her husband, Mike, regularly teach Reiki classes and train future teachers. Chellie combines sound healing, crystal healing, and energy modalities with Reiki in her personal practice. She teaches on the Oregon Coast, the San Francisco Bay Area, and Seattle. You may contact her at innercompassreiki@gmail.com or <http://www.innercompassreiki.com>.