



Mediumship Matters Podcast Transcripts

Season 3 Episode 75 - Money, Money, Money

Money, Mediumship & Self-Worth: The Pricing Dilemma

Hello and welcome to Mediumship Matters with me, Hannah Macintyre! Now, let me start with a confession: this is my seventh attempt at recording this episode. SEVENTH. Why? Because talking about money makes me incredibly uncomfortable, and I know it does for many of you as well.

So, let's dive into the messy, triggering, and absolutely vital topic of money in mediumship. Because whether we like it or not, the moment we step out into the world as working mediums, we have to face our beliefs about self-worth, finances, and pricing.

My Journey with Money & Mediumship

Money and I have had a complicated relationship. Growing up, I was very aware of financial struggles, and that “not enough” mindset stuck with me. Then, in adulthood, my husband and I made some, let's say, ambitious decisions—like buying a massive old house with no DIY skills (thanks, Kirstie & Phil). Just in time for the market crash! Cue financial anxiety and a long journey of learning hard lessons about money.

When I first started working with Spirit, I was already self-employed as Home Cooked by Hannah, delivering meals—mostly to elderly people who, let's be honest, saw me as their unofficial therapist, plumber, and handyman. I was running myself ragged for barely any profit, but I believed in what I was doing.

So, when Spirit nudged (shoved) me into mediumship, I resisted hard. I doubted myself, feared not being good enough, and worried about charging for my services. I started with free readings, then donation-based, then gradually worked up to £5 for a half-hour healing session. I was astonished anyone would pay me at all. The guilt was real!

Pricing & The Energy Exchange

As my confidence grew, so did my prices. And guess what? It changed EVERYTHING. Here's what I learned:

- **Low Prices Attract Serial Sitters:** When I was charging £25, I had a lot of clients who hopped from medium to medium, looking for confirmation rather than genuine connection.
- **Higher Prices Bring Better Clients:** When I raised my prices to £100 per session, I started attracting people who had done some inner work, were ready for real messages, and truly valued the experience.
- **Money Mirrors Self-Worth:** Every time I raised my prices, I had an existential crisis. Every. Single. Time. But Spirit never slapped me down for it—instead, I realized I had been undervaluing myself.

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The Emotional Minefield of Charging for Mediumship

- **Imposter Syndrome Kicks In:** Charging for a spiritual gift brings up ALL sorts of doubts. But let's be honest—most of us have invested heavily in our development. Between courses, mentorships, and training, I've likely spent around £15,000 on my own mediumship journey. Why should I not earn a fair return?
- **Social Media Judgment:** If you've ever posted your prices online, you'll know the fun of total strangers telling you you're "greedy" or "shouldn't charge for a gift." Meanwhile, those same people think nothing of dropping £50 on a takeaway.
- **Spirit Supports Abundance:** I've had sitters tell me they saved up for a reading with me, and Spirit always made sure they got the money they needed. Trust in the flow of abundance.

Ethical Considerations in Mediumship Pricing

- **Charging Too Little Can Undermine Other Mediums:** If you're underpricing, you might be making it harder for other professionals to charge fairly. Spirit actually told me to raise my prices to create space for my students to charge what they're worth.
- **Free Work Isn't Always Valued:** I've given away free spots in my courses, and more often than not, those are the people who don't show up. Meanwhile, someone who would have truly cherished that opportunity missed out.
- **The Right Clients Will Find You:** If you set your price at £100, the people who value that experience will book. If you set it at £20, you'll get a different type of client. Pricing is an energy match.

How Money & Mediumship Intertwine

- **The Cost of Running a Spiritual Business:** Websites, insurance, software, podcast hosting, marketing—none of it is free! If you want to sustain your work, you need to factor in those expenses.
- **Psychic Hotlines & The Energy of Desperation:** When people are desperate, they're not in the right state to receive guidance. That's why I prefer pre-booked sessions over "immediate" readings—it ensures the client is in the right headspace.
- **Boundaries with Repeat Clients:** If someone books readings weekly, yet never takes action, are we actually helping them? I've had to set limits and even refuse further readings in cases where I felt it was no longer beneficial.

Final Thoughts: Own Your Worth!

- If you feel like you're undercharging, you probably are.
- Your pricing should reflect the value of the service, not just the time spent.
- Spirit isn't telling you to work for free—your doubts and conditioning are.
- Social media marketing is expensive now—your prices need to reflect that reality.
- The right clients will find you at the right price.

So, my challenge to you—if you're working as a medium and you know your prices are too low, take a deep breath and raise them. You deserve to be compensated fairly for your work.

Let me know your thoughts—email me at podcast@hannahmedium.co.uk, and let's keep this conversation going.

Thanks for listening, and I'll catch you next time!

—Hannah