

Activity Report 2017 - 2022 and Beyond

Our Vision – Our Future

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Eurythmy4you Philosophy and Overview

Eurythmy and computer technology are polar opposites. Artificial intelligence, virtual reality and robotics are being perfected more and more, the speed of development is increasing exponentially, and the ambitions are almost limitless.

Eurythmy4you believes that people can and must develop their spiritual, social, and health abilities increasingly from within. Evolution must not be left to technology alone. Eurythmy4you feels committed to this task for a human creative process, for vitality and health.

We are convinced that everyone can discover eurythmy directly and experience its potential. Against this backdrop, we develop exercise/movement offerings for body, soul, and spirit to better meet the challenges of everyday life and the stresses of our time.

Our user-friendly videos and online courses encourage practice and make the beneficial, healing effects of eurythmy directly tangible. Numerous responses from users from all over the world confirm this in an impressive way.

We believe:

- Everyone is a eurythmist.
- You do not have to learn eurythmy, you can discover it!
- People are waiting for eurythmy.

We want to:

- Make the many possible applications of eurythmy known worldwide.
- Offer eurythmy as a means of self-knowledge and self-development.
- Make eurythmy understandable as a source of spiritual strength and a resource for health.
- Develop the appropriate content and communication methods both online and in person.

To this end, Eurythmy4you is a training impulse, a health school, a contribution to the mindfulness movement, a service to and from the heart, an online school without prerequisites, and an offer to take control of one's well-being and to participate joyfully in the world.

Much has been achieved so far. We were able to show that there is an interest in our professionally developed and commercially distributed eurythmy online offers and that deep levels of encounter with oneself can be achieved with them. With the help of the Eurythmy4you offerings, more and more people are practicing eurythmy independently all over the world.

In brief we see our purpose as being four-fold: offering courses – evergreen¹ and live, creating partnerships, building community, and supporting research.

We have many exciting projects in the pipeline. We hope you will join us!

Where have we been - 2017 to Present?

In the summer of 2017, we rented a large studio with the goal of developing a course focused on Rudolf Steiner's exercises against nervousness based on the eightfold path. As an experiment and in order to lay the foundation for the eightfold path work, we first developed the videos and course for the basic exercise "Power of Health". This was followed by courses and videos on the four temperaments, the eurythmy rod exercises, the basics of the vowels, the videos of the "Basic Exercises", and "The Upper and Lower Man". We created over 100 videos in German and English.

¹ Evergreen is the term for online video courses that do not expire and can be accessed at any time.

For these foundational eurythmy videos, we developed new types of visual animations to show the inner activity when performing eurythmy and the experience of it in the body.

With this substantial foundation of experience, we returned to our original goal and began the videos for Rudolf Steiner's practical exercises against nervousness for the ABSR stress management courses². At the same time, we filmed for the Vowels in Action videos which became the foundation for the ABSR course, and which were also used for the eurythmy First Aid Kit.

In January 2020 we were preparing also to offer eurythmy through live webinars and so, when the first Covid lockdown began in March, we were ready to go. Throughout the pandemic on Mondays and Fridays we offered webinars on strengthening the immune system, and on Sundays we offered the guided ABSR group course. With three live webinars per week in German and English, we met many people around the world, and their grateful and positive feedback encouraged us to continue.



The second focus of 2020 was high sensitivity and the eightfold path. The latter was the topic of our summer week in Biel. Since Spring 2021, the course has also been available online for anyone who would like to connect more deeply with Rudolf Steiner's weekday exercises and the eightfold path.

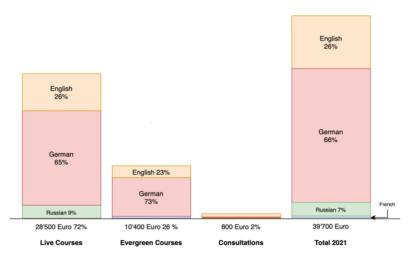
In 2021, the Becoming Healthy series was created from the wealth of webinar recordings created in our early years. The first Russian ABSR course was held with over 90 participants. In January 2022, the course was offered again with over 150 participants in German, English, Spanish, and Russian.³ Eurythmy4you truly goes around the world!

What is our work in the world?

Offering Courses - Live and Evergreen

The Eurythmy4you courses are offered in three main subject areas: health, selfdevelopment, and eurythmy training. The full array of our courses is available in English and German; some courses are also available in other languages.

In 2021, we generated most of our revenue with the live self-development courses, which are the most personneland time-intensive. These classes included the Sunday group classes for Activity-Based Stress Release (ABSR), the High



² ABSR = Activity-Based Stress Management, based on the well-known MBSR programs developed from Buddhist meditation techniques (Mindfulness-based Stress Release).

³ Spanish and Russian through simultaneous translation.

Sensitivity as Potential (HSP) and the Eightfold

Path, and the live eurythmy webinars for health care during the week. Two thirds of sales were generated in the German-speaking regions. The English-speaking attendees generated a quarter of sales. Russian and French attendees generated small revenues.

The three major group courses (ABSR, HSP, Eightfold Path) are also provided as evergreens with content provided in an automated drip format that supports a progressive daily practice and with additional instructions provided via e-mail. These courses can also be successfully carried out alone or worked through with others in self-organized groups.

Our Becoming Healthy courses have their origins in our live health webinars that took place in 2020 and 2021. They have been repackaged into specific health course themes, such as resilience, nerve relaxation, heart health, and are offered as evergreen courses.

The evergreen courses were sold in the online store without any further production effort and account for a quarter of the revenue in 2021.

Beginning in 2022, the Becoming Healthy courses are also periodically offered as group courses with live meetings, where participants are guided through the materials, receive additional content, and have the opportunity to ask questions in person and to participate in dialogue about their experiences.

Our Eurythmy School offerings cover a wide variety of eurythmy topics. You will learn about the basic elements of eurythmy, about the connections between the consonants given by their relationships to the zodiac, about the role of the upper and lower system in movement, about the temperaments in eurythmy, about the many aspects of rod eurythmy exercises and about how one learns eurythmy on skis. Many more courses are on offer and new courses are being developed on an on-going basis.

Create Partnerships

Certify Program Coaches

In 2022, Eurythmy4you offered the first coach certification program for the ABSR course. Twentyone participants attended the six-month program, and after completing this work they became certified by Eurythmy4you as being able to guide others through their own ABSR courses using Eurythmy4you's ABSR online course material as the basis of their offerings. These course leaders of the first certification cohort will market the ABSR basic courses independently starting in autumn 2022 and will carry them out in cooperation with Eurythm4you. Further information on these coaches and the courses they offer can be found on <u>www.absr.international</u>.

Offer Affiliate Partnerships

Eurythmy4you has sought to create partnerships with like-minded organizations and practitioners as a way of spreading the word about our offerings. Organizations whose members register for the Eurythmy4you courses directly through a link provided by them receive a commission from the course for those participants.

In addition, because the ABSR and other Eurythmy 4you courses are designed for therapeutic practice, we strive to partner with therapists who will then recommend the courses to their clients. Through the affiliate partner program, we will provide these partner therapists with a commission from sales to their clients. This also allows them to be supported in bringing their own work in the world.

Build Community

Engage Volunteers

At Eurythmy4you the contributions of volunteers play a significant role. They form a community around our work and provide a listening and feedback structure which helps inform and provide inspiration to our work. This reinforces the heart of Eurythmy4you as an organism.

Here are a few examples of what has emerged from Eurythmy4you volunteers or external suggestions:

- With the participation of Guangrui W., the "The lower human being a bundle of energy" video is now available in Chinese.
- Jean Luc B. translated a number of our offerings into French including our flyer, and a number of videos (e.g., Eurythmy on Skis, Vowels in Action, and the ABSR course). He also filmed his own eurythmy meditation video.
- Karsta J. suggested offering downloadable promotional flyers on our website. She also designs our newsletters and gives them a special soul with her introductory natural stories.
- Karsta also had the idea of offering eurythmy exercises in a tarot deck format. Monika B. added the idea of creating a wheel of fortune. Now you can find the eurythmy exercise that is good for you with just a click of your mouse with our Spin the Wheel experience.

2021 4'024 2020 4'024 2019 2'955 2018 3'415 2017 2'727 Total 17'170

Voluntary work 2017 to 2021

- Anastasiia B. created a Russian ABSR course, brought together over 90
 participants for the group course, hosted additional meetings, translated health courses and
 interviews. Now we have an extensive Russian website and even a research project has
 emerged from these efforts.
- Meisy C., a course participant from Colombia, brought her friends to our English ABSR and HSP group courses and translated the replays into Spanish for them. Thanks to their enthusiasm, there is now a Spanish team and a Spanish ABSR group course.

There are many more examples. From 2017 to 2021, people from fourteen countries contributed over 17,000 unpaid hours to the creation of Eurythmy4you and supported us with their enthusiasm and love.⁴ They have been an immeasurable source of inspiration. We are immensely grateful!

Offer Scholarships

Eurythmy4you supports eurythmists and eurythmy therapists in their training. Some recent examples include:

- Scholarship for a eurythmy therapy student for their studies in England.
- Crowdfunding campaign for a eurythmy therapy student in Dornach.
- Employment of eurythmy and eurythmy therapy students to support them in their studies.
- Opportunity for free or reduced participation in local Eurythmy4you teaching events, e.g., at the annual summer weeks.

⁴ Adele W. (CH), Aimé E. (CH), Anastasiia B. (UKR), Anne B. (PT), Anne P. (US), Annette H. (DE), Annika B. (SE), Arpine P. (GE), Brigitte R. (CH), Caroline B. (DE), Doris F. (ES), Evelyne K. (CH), Franco C. (CH), Gerd W. (AT), Giovanna G. (CH), Guangrui W. (CHN), Harald H. (CH), Ilse H. (AT), Iryna B. (UKR), Jacqueline S. (CH), Jean Luc B. (CH), Karsta J. (DE), Meisy C. (CO), Miriam U. (DE), Monika B. (CH), Pascale F. (CH), Raphael A. (CL), Renate Z. (DE), Ruth H. (DE), Samuel F. (CH), Simon W. (CH), Stephan B. (CH), Susan C. (SE), Tatiiana B. (UKR), Theodor H. (CH).

Community Training

Eurythmy4you conducts internal and external training courses, in which we cultivate the exchange of content and eurythmy on site. For example:

- HSP week in Bochum, Germany, July 2021.
- Embryology and high sensitivity, Eurythmy4you summer week in Biel, Switzerland, July 2021.
- ABSR and Eightfold Path, workshop at Michael Zweig Hannover, Germany, September 2021.
- Eurythmy study group in Kings Langley, August 2022.

Professional Organization and Insurance Company Recognition

Eurythmy Therapy professional organizations in Germany, Switzerland and other countries accept our live group courses (HSP, ABSR, Eightfold Path, Becoming Healthy) as continuing education training which eurythmy therapists are required to do every year.

We are working toward being included on the list of health insurances so that our online live group course fees can get refunded to participants through their insurance. The current and future research data will provide significant support for this process.

Support Research

Eurythmy4you promotes research to prove and understand the effectiveness of eurythmy and eurythmy therapy. Since 2018, Eurythmy4you has been conducting joint research projects with the Institute for Complementary and Integrative Medicine of the University of Bern (IKIM) and researchers from Ukrainian universities. In 2020, Eurythmy4you has founded the Perseus Research Society <u>www.perseus-forschung.org</u>, based in Switzerland and Austria.

To facilitate the research, Eurythmy4you provides research participants with free course participation, and free access to other courses in gratitude for their participation after their surveys have been completed.

Data from our ABSR and HSP course participants, online and local, show the positive impact our courses and eurythmy have on the individual. (see: www.eurythmy4you-en.com/research)

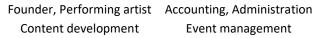
- In 2019, evaluation of the ABSR online course with the University of Bern, IKIM with 50 individual participants.
- In 2020, evaluation of the first ABSR live group course in cooperation with the University of Bern, IKIM.
- In 2021, first scientific evaluation of an HSP online course by the Perseus Research Society.
- From January to April 2022, two lecturers from the universities of internal affairs in Saporishshja and Dnipro, in cooperation with the Perseus Research Society, carried out an independent evaluation of the Russian-language online ABSR course 2022. Despite the outbreak of war, the data collection could be continued and completed. The evaluation of the results is on-going.



Who is the Eurythmy4you Team?



Theodor Hundhammer Dipl. Ing. Mech. Engineering Dipl.fed. Eurythmy Therapist





Monika Birkhofer Administrator Support and Coaching

Event management



Anastasiia Bokovets Doctor of Philology Educator, Interpreter

Content management International cooperation

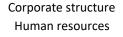


Tobias Friedly Award-winning filmmaker Stud. Multimedia FHS Bern

Video editing, animations HTML, CSS und JavaScript



Lenie HuiskenMSc **Communication Studies** Management Consultant





Ilse Hönig Dipl. Ing. Architecture Biography work

Study of human being Project development



Adele Waldmann MA Eurythmy Therapy Social Therapist

Translations Content development

The Perseus Research Society



https://www.perseus-forschung.org/



Theodor Hundhammer Nidau, CH



Dr. med. Harald Haas Bern, CH



Gerd Woschnak, MA Villach, AT

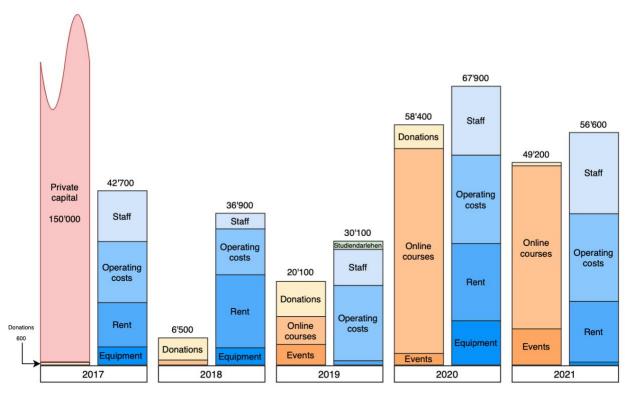
How are we financed?

Eurythmy4You is founded on the belief that everyone has the right to experience eurythmy and to integrate it into their life, regardless of their intellectual education and world view, their relationship to anthroposophy, or their economic situation. Access to eurythmy should not depend on chance or on the personal network into which one was born. Against this backdrop, we have designed our offerings and our pricing policy.

Income and Expense History from 2017 to 2021

In 2017, an initial capital contribution of CHF 150,000 enabled the launch of Eurythmy4you and the filming of several hundred eurythmy and ABSR videos in English and German.

For two years the videos were offered for free on YouTube and on our website. Starting in 2019, the number of free videos was limited, and course content management software was put in place on the Eurythmy4you website. Our many videos were combined into purchasable courses and scholarships were awarded for the first time.



Income and expenditure, 2017 to 2021 in CHF



Private Capital Contribution Balance, 2017 - 2021

In 2020, at the beginning of the lockdown, our livestreams were free, and those who wanted could donate something. Starting in the autumn of 2020, we switched over fully to a course fee system, while still offering the option to participate for free upon request. For those attending for free, we asked for feedback and support in spreading the word in return.

The reduced revenue in 2021 compared to the previous year is due to the fact that after the Corona period the number of participants has decreased. This led to us reducing the number of Eurythmy live streams and preparing the production of the evergreen courses. The ABSR course was conducted in Russian only in the spring of 2021, with lower revenues than usual.

In the first seven months of 2022, 346 participants took part in our ABSR and HSP group courses and generated 18,000 euros in revenue. In the same period, 8,100 euros were generated from the sale of 256 evergreen courses. This is a total of 602 sales at an average price of 43 euros. The average sale price is lower that might be expected for online courses because of our pricing policy described below.

Current Pricing Policy – Access for All

Pricing of a tangible product is usually a function of production costs, marketing costs, and debt settlement. The producer must price the product to cover costs and to maintain the ability to produce the tangible product over and over.

With online educational products, there is no longer a direct link between price and product. Once created, a video and variations from that video can be reproduced indefinitely without much effort. Whether 40 or 600 participants take part in a webinar makes little difference in terms of the effort and expense needed to create and deliver the course.

In order to align with the vision of Euryhtmy4you, it is important,

- that the operation of Eurythmy4you is financially supported by its users,
- that the prices are experienced as reasonable by the users, and
- that everyone, regardless of their economic situation, has access to Eurythmy4you offers.

Our course prices vary based on the quantity of content and the format offered (e.g., live courses are more expensive than evergreen courses). You can choose between four prices for each product:

- 1. Regular Price the regular price for the product, as if no other option were available
- Donor Price a higher price which contributes to the development of our offerings and our community support
- 3. Reduced Price a lower price for those with financial constraints.
- Pay What You Can Price a pricing option available for many of our courses, purchaser can pay any amount from \$0 upwards.



Donor Price Regular Price Reduced Price Pay What You Can Price

For those who choose the Pay What You Can price, we ask in return that they support the marketing of Eurytmy4you by sharing information about our courses within their communities. The table on the right shows that in 2021: most customers chose the Regular Price; 14% of the participants chose Name Your Own Price which, depending on the region, was an average of 50% of the Reduced Price amount. The Donor Price was also frequently selected, which is an indication of the appreciation and support of our user community.

Experience shows that our way of pricing is very much appreciated by our customers. It is touching, for example, when a participant chooses their own price for a course that costs 90 euros and then they transfer 80 euros. We know they have stretched by the amount they have provided, especially since they could choose to take part in a course free of charge.

We have experienced that the way we deal with pricing creates a community among the users of Eurythmy4you's offerings. In addition, this mutual appreciation creates valuable relationships between us and our customers at the heart level.

Where are we going? The future of Eurythmy4you

For the remainder of 2022 and into 2023, our course subject area emphasis will be health. We anticipate the ability to reach new people with our newly designed Resilience and Strength live group course, offered in autumn 2022, which emphasizes immunity strength in preparation for the coming winter. We are forecasting at least 150 participants, with a gross revenue of 18,000 euros.

In addition, from the courses held for the first time by our newly certified ABSR course instructors, we expect 50 ABSR courses to be sold with an income of 2,500 euros. From our evergreen courses, we expect an additional 100 course purchases for a total of 5,000 euros.

With our current total of 26,100 euros through July 2022 and our conservative estimates for the remainder of the year, we expect a total gross income of 51,000 euros in 2022. This represents only 902 total course sales, with over 600 already having been purchased by the end of July.

As we move forward offering live in-person courses will always be a part of Eurythm4you offerings, but we are seeking to have a broader impact in the world. Our 2022 efforts to shift our main courses from live to evergreen is a start. Many of our courses are now available in evergreen versions, course packages are available in most subject areas, and new course concepts, using the existing material, continue to be possible. Our focus now needs to shift to publicizing, selling, and professionalizing on our immense wealth of course material.

Our future areas of programmatic and administrative growth will support our four-fold efforts to offer courses, create partnerships, build community, and support research. Our intention is to:

• Increase Marketing and Outreach to:

- Support the expansion of course sales, with particular focus on the ABSR and HSP courses.
- Securely position Eurythmy 4you as a source of training for experiencing health through eurythmy. We have redesigned our Becoming Healthy courses to 12-week evergreen courses which you can do on your own with automated guidance through emails or in combination with guided group courses.

• Expand Our International Reach by:

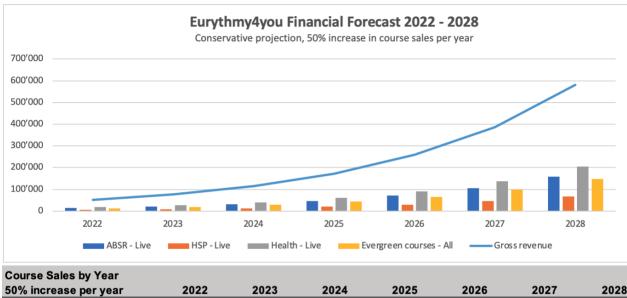
- $\circ~$ Maintaining and growing our course certifications with ABSR and with a new HSP certification course in 2023.
- Supporting the certified ABSR coaches worldwide via our newly created online platform www.absr.international.
- Eurythmy4you has become an informal eurythmy community. We are looking to expand this platform so that friends of Eurythmy4you can find out who lives nearby in order to practice and study eurythmy together.
- Meet Worldwide Health and Self-Development Training Needs by:
 - Designing an ABSR courses with specific focus on addressing trauma/PTSD as a cause of stress. This will be done in collaboration with our Ukrainian colleagues who are working to address the stress disorders caused by war trauma.
 - \circ $\;$ Developing a course to bring the healing of eurythmy to those experiencing cancer.

- \circ $\,$ Improving our evergreen course experience through automations and expanded course format.
- Filming, editing, and translating new or existing course material these efforts require significant administrative expense. It is expensive to create high-quality course materials which are accessible to as many audiences as possible.
- **Expand Our Affiliate Partnerships.** We are happy to already partner with the American Association of Psychotherapists AAP and the Sofia Institute in the US. Our goal is to continue to expand our ability to reach individuals through expanding our affiliate partner connections.
- Offer Corporate Health Support. We are looking to partner with our first pioneering corporate or organizational partners to test and use our Happy Work product with their employees. Happy Work is our collection of 2-3 minute online exercises for stress-reduction and relaxation by employees at work or for visitors to company websites.

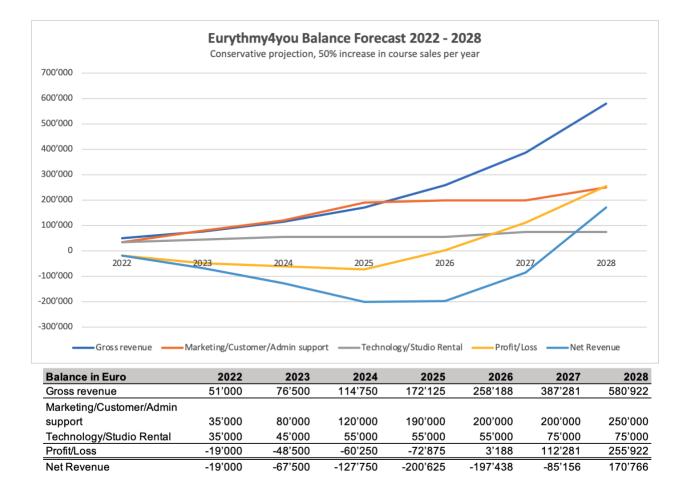
To achieve these goals, Eurythmy4you will need additional administrative support from individuals with targeted skills (e.g., marketing, customer support, tech support, video editing), and will need to rent a suitable studio for filming course material as needed.

With this continued professionalization of our offerings and with increased marketing and partnerships, we have forecasted an increase in course sales of 50% per year. This conservative estimate will, by 2026, equate only to an increase of approximately 3600 course sales annually at an average price of 60 euros. Our goal is to be permanently in the profit zone by 2026. Experiencing this level of growth over the next four years should be imminently attainable!

The tables below show our projections for achieving this financial goal through our various offerings.



| 50% increase per year | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 |
|-------------------------|--------|--------|---------|---------|---------|---------|---------|
| ABSR - Live | 14'000 | 21'000 | 31'500 | 47'250 | 70'875 | 106'313 | 159'469 |
| HSP - Live | 6'000 | 9'000 | 13'500 | 20'250 | 30'375 | 45'563 | 68'344 |
| Health - Live | 18'000 | 27'000 | 40'500 | 60'750 | 91'125 | 136'688 | 205'031 |
| Evergreen courses - All | 13'000 | 19'500 | 29'250 | 43'875 | 65'813 | 98'719 | 148'078 |
| Gross revenue | 51'000 | 76'500 | 114'750 | 172'125 | 258'188 | 387'281 | 580'922 |
| Total # of course sales | 852 | 1278 | 1917 | 2876 | 4313 | 6470 | 9705 |
| Euro average per sale | 60 | 60 | 60 | 60 | 60 | 60 | 60 |



It is extremely possible that Eurythmy4you will enter a state of on-going positive net revenue well before 2027. The sales forecasts are very conservative, given the expansive market for health and wellness support tools. In addition, administrative costs will be minimized where possible.

How can you help build the future of Eurythmy4you?

We are seeking to expand our evergreen course offerings to bring eurythmy to a larger worldwide community in order to have an ever-increasing impact on the health and wellbeing of humanity. For this expansion and restructuring, we are dependent on additional financial inflows.

To carry our momentum with us into the coming years and to further expand the professionalism of our work, we anticipate an additional financial need of 197,000 euros through sales, donations, or venture capital investments over the next four years. In addition to purchasing our courses as an individual, below are three ways you can help build the future of Eurythmy4you.

Become an Affiliate Partner

If you are in a position of assisting Eurythmy4you in making our offerings more broadly known and experienced, then please consider becoming an Affiliate Partner. You can learn more about this opportunity on our website at www.eurythmy4you-en.com/partners.

Make a Donation – In the Present and Legacy

Donations of any amount are extremely helpful. If you have a particular interest in our health, selfdevelopment, or eurythmy training subject areas or in one of our ways of working in the world (course development, creating partnerships, building community, or research), you can assist with an earmarked donation. Some possible donation areas could include supporting:

- The development of a trauma/PTSD version our ABSR course which will require filming, editing, translation, marketing, and administration.
- A specific research project or our research efforts in general. We are eager to continue showing the world the physical and mental health benefit of eurythmy.
- Scholarships funds either for a specific group of participants or by financially offsetting the selection of Reduced Price or Pay What You Can participants.
- Any of our identified future projects, as described above.

Unrestricted donations are always welcome and give us additional flexibility to meet unplanned expenses and to enable special projects.

If you would like to see Eurythmy4you continue into the future, please consider a legacy gift. We welcome your trust in our long-term planning and your support of our goal of reaching and connecting to people all over the world through eurythmy.

Invest in Eurythmy4you and Benefit as We Grow

Donations are extremely helpful and allow us the opportunity expand into new projects. We are grateful for the trust the donors are placing in us. However, the unpredictability of donations makes them difficult to budget for and to rely on for business planning purposes, especially during this time of business expansion.

As our visibility expands, we see great growth potential with our exciting products. That is why we are creating investment opportunities in Eurythmy4you, where investor participants trust in our mission and in our ability to return the investment in the future.

Beginning in 2023 we will issue a limited number of investor shares with a return of up to 500%. The number of shares per individual investor will vary based on the level of financial investment. Repayment will be made through profit sharing. The cumulative payout is a maximum of five times the amount of the share certificate. Of course, there is always a residual risk to any investment, and we cannot guarantee any return.

Eurythmy4you forecasts the ability to significantly expand the reach and therefore the sales of our offerings, which then translates to the ability for investors to achieve a return on investments in the near future. As discussed above, our goal is to be in the profit zone (positive net revenue) by 2026 and in a position of on-going positive net revenue from 2027 onward. For investors this would be the return-on-investment timeframe, with the real possibility of an earlier return given the conservative nature of our forecasts.

Becoming an investor in Eurythmy4you will contribute to the professionalization and business development of Eurythmy4you. You enable us to continue the work we have done so far, to realize increasing income, and to expand our creative freedom for the further development of Eurythmy4you. You will have a voice regarding the direction we take as we move forward.

The investors together will form the Eurythmy4you Economic Council. We meet at regular intervals, about twice a year, reflect on the economic results and discuss the next steps for Eurythmy4you.

If you would you like to invest in the future of Eurythmy4you and our ability to make impactful change in the world through eurythmy, please contact us to learn more about this investment opportunity.

Thank you for your interest in and support of Eurythmy4you. We are immensely grateful to all of you who have joined us in whatever way works for you. We look forward to continuing on this path together with you!

Eurythmy4you, August 2022

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eurythmy videos, courses and trai

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