Day 4 - VA Starter Sprint

[00:00:00] Audio. Audio might be helpful. April, I laughed when I saw your message. She said, um, "Guess she does get shit done then." She sure does. She got recognized for being a kind kid. One kid per class gets it, and she got it. It's pretty, pretty cute. And y'all know I cannot make it through without my water, so I had to get a glass or it would've been a struggle bus.

[00:02:41] Mm. Let me turn my fan on, though, 'cause I'm already hot

[00:02:57] All righty. All right, you guys ready to rock and roll for our final day of the sprint? I'm always surprised. Hi, Crystal. I'm always surprised when we get to day four, and I'm like, "Goddamn, that went so fast." I feel like it went extra fast with y'all. I was telling my VA, Caitlin, who's actually hanging out with us here today.

[00:03:18] You wanna say hi in the chat, Cait? Like, every day after the call, I would text her and be like, "They're so fun." Like, I'm like, "I love this group. They're so fun. They're so interactive. They don't seem to mind my tangents," which is always a... Actually, I did. Okay, first of all, Caitlin's Canadian, so that's... She just said she phoned me.

[00:03:41] I called her. I did call her. She phoned, she phoned me, eh? Um, and Caitlin, how often do I ever call you? I think I've called you in four years, like, a handful of times. Maybe, I was gonna say, like, three or four times. I called her after our first call, and I was like, "Holy shit, it was so good." Like, it was so fun.

[00:04:04] I love this group of women. So this is not me just, like, pumping y'all's tires or making shit up. I literally phoned my Canadian friend to tell her after day one, 'cause you guys are so fun. All right. We are going to dive in because y'all are at the finish line. Y'all are at the fucking finish line, and I want you to take a minute and genuinely think about what you just did.

[00:04:29] Think about what you have been doing this week, where your priorities have been, the energy, um, that you have been putting into showing up for... Oh, boy, hamper. Hampers offer ADHD meds, guys. Watch out in the chat. Um, what you guys have put into this, okay? Because you have shown up for yourselves in a way that is seriously inspiring, um, and to say that I'm proud of you guys would be an understatement.

[00:04:59] Um, it's, again, it's been so fun, and you guys have put in the work. And because of the fact that you've put in the work, you have more confidence and clarity around the services you can offer. I know you guys, I asked you on day two where your confidence was. Does anybody feel like your confidence has increased even from there, now that you have a service set, that you have this resume that, like, makes it real, that you could go share?

[00:05:25] I wanna hear where your confidence is now, if you can tell me in the chat where you're ending at Where you started from and then ultimately where you're ending at would be so cool to see so we can celebrate how far you guys have come. Because isn't it insane how, like, how little action it actually takes us doing to start to see, like, the momentum?

[00:05:51] You know what I mean? We think there has to be, like, these big sweeping changes, and there doesn't. Because half of the confidence comes from literally just doing the thing and showing up for ourselves, right? Okay, I wanna see. Amber was a three-ish. What are you now, Amber? Melissa is an eight and a nine.

[00:06:13] Started as a three, four. That's insane. At least doubled it from where it was before. Adeline's an eight. You guys, this is so fucking cool. I love it. Annette went from a two to a seven or eight. Look at that. Amber's a nine. Crystal's an eight. You guys, I love this so much. I love this so much, and we're gonna boost it even a little more today 'cause that's what we're gonna be talking about today is some confidence and some mindset stuff.

[00:06:38] But I also don't want you leaving here thinking, like,

[00:06:46] the starter sprint and now what do I do, right? Because the sprint is designed to get you started quickly and efficiently and building your confidence, but it's not designed to cover every single thing that you'll encounter or every single decision that you'll need to make as you begin actually creating this VA income, right?

[00:07:04] That's why it's called the starter sprint, is because it's to help you get things off the ground. But there's a lot more in between this, "Okay, I know what services I can offer," and then actually, like, having clients, having money coming in, and creating consistent VA income, um, which is exactly why I have the Get Shit Done system.

[00:07:27] The sprint, right, helps you figure out where you're starting, helps you get the ball rolling. The Get Shit Done system is for what comes next after

this. And the Get Shit Done system, you guys, is currently in beta, is what we call it, um, which just means I'm actively building it. I can't... My breathing, you guys, I swe- it's so frustrating.

[00:07:52] For the past four years, I have sold a system called the Superstar Assistant Academy. That is what over 1,200 women have gone through. Hundreds and hundreds of women have become VAs. Tons of them have left their jobs, all the things, right? But that system started to feel a little bit outdated because I learned so much through just actively coaching women and I was having more of my own experience and the industry was changing and all the things.

[00:08:16] So the Get Shit Done system is not just like some new system that I'm like, "Oh, I hope this works." It's like I'm taking everything that worked from my previous program, adding in all the things I've learned through coaching, and addressing changes in the industry, right? And putting it all into this new system that's 10 times better and more thorough and more efficient.

[00:08:38] Um, so it is currently in beta. The first portion of it is done and ready for you guys, and then I will be releasing new lessons every week and you get them as they roll out. Um, which is actually really fun. Like, I think it's fun. I love getting... when I can get in on a beta and, like, see it roll out in real time and be able to, like, offer feedback or give suggestions.

[00:08:59] I love it. And because there's not one single version of success as a virtual assistant, we've talked about how this is so insanely personalizable to you guys. The Get Shit Done system has two tracks, okay? This is a big difference between how my previous program was set up. So we have a freelancer track and a business track.

[00:09:22] All right? Because some women wanna do this solely as a freelancer, have the flexible income, not have to fuck with an LLC or social media or a business bank account or a website. They just wanna freelance, right? And that's typically a supplemental income. Then we have other women who want a business track.

[00:09:39] They do wanna build a formal business. They want the LLC. They want the website. They want the business banking. And neither one is right or wrong. That's the beauty of this, right? You get to do what you want to do. But I have learned through coaching for four years that we have women who wanna do both options or wanna do one or the other, um, which is why now in this Get

Shit Done system, everyone starts with what we call the track finder to help you determine which path is the best fit for you and your goals.

[00:10:12] Excuse me. And then everyone does the track finder. You figure out which one's the best for you and then you finish the Get Shit Done system on either the freelancer track or the business track because then I teach you different things, right? There's different things. There's different approaches.

[00:10:27] There's different things you have to consider depending on which approach you're taking. This is the part of the Get Shit Done system that, like, lights me up. I'm so fucking excited about this part and we're just now starting to build out these, um, tracks, which is so fun. So this is kind of the cycle that you go through when you're in the Get Shit Done system.

[00:10:47] You're gonna start, right? You will figure out your goals, your income target, and help you decide freelancer or business track. Then you're gonna build the rest of the foundation, right? Y'all have your services now, but those services need pricing, right? We gotta figure out what price we're... what pricing structure we're gonna use to sell these, um, services to clients.

[00:11:08] Figuring out who those ideal clients are, who do y'all want to work with, right? You have a choice in that too, and we'll help you figure that out. Your positioning for how you're gonna reach those ideal clients. Then we move into the signing phase, where you're networking, you're talking to these potential clients, you're creating connections, you're booking discovery calls, you're pitching your services to them.

[00:11:30] We teach you all of that. And then you serve those clients, right? You do the discovery call, you sign them, you get their contract signed. We have a template, a contract template for you guys inside. Um, how to onboard them, how to actually manage produ- your projects with your clients, how to communicate with your clients, how to get paid, right?

[00:11:50] That's kind of important. Have any of y'all wondered, like, "How does the client actually pay me?" Like, how does money actually change hands, right? And it's like simple questions like that, being able to have an answer from somebody who actually knows and has been there and done that is going to save you so much time and energy, right?

[00:12:11] Instead of wondering and guessing. And then we grow. That's the last phase. We've signed those contracts. You have your clients. Then we grow and scale your income, right? To whatever capacity it is you want it to be based on

how we can raise your rates, what services have you added, what, um, you know, do you wanna build your client roster out?

[00:12:32] So this is the cycle that we help you through inside of the Get Shit Done system. And y'all, women are already using it successfully, okay? They're in the beta, and they have the Track Finder, and we have women signing clients. Signing clients. Going through the, a version of the Starter Sprint and then the Track Finder.

[00:12:54] Kelly, "Officially official. Signed my first client. I'm so excited. Contract is e-signed in my Google Drive." She's got her new account, signed, sealed, delivered. Mari, first client, 16 days in. Lisa, launch day, first client. She landed a client the day she officially, like, started her VA business. Amanda, first client.

[00:13:15] Nicole started planning out her exit date for when she can leave her full-time job.

[00:13:26] So all of these women joined and got into this system within the last month, okay? And they're all just like you, and they started in the same place with the same sprint. And there's 200-plus women who are using this system currently. I'm not gonna read all these to you guys, um, because that would be extensive, right?

[00:13:47] But you see the point. You get the point. This, this works. It's duplicatable. Um, and you get some community when you're in the Get Shit Done system too, but we'll talk about that in a little bit. So what if you didn't have to choose between getting the system and having support or doing it on your own, right?

[00:14:05] After we finish day four, I'm gonna show you how you can have both. You can keep the support that you've had in the starter sprint, and you can get access to that Get Shit Done system that walks you through that five-step cycle. All right? Because the Get Shit Done system obviously is the system. How many times can I say system?

[00:14:25] If only everybody had, you know, for every time. Um, or... And then the lab, the income lab you saw I referenced there, like Mari said, 16 days since getting in the income lab. The VA income lab is where the community and the coaching and the support happens while you're implementing the GSD system. All right?

[00:14:46] And I have something really special specifically for the sprint group. And you guys, this is, again, I'm... This is not marketing bullshit. It's genuinely the o- You guys are the only people I've ever offered this to and probably the only people I ever will offer this to 'cause by the time I run this again, the GSD system will be in a different place.

[00:15:03] All right? But before we get to that, I wanna finish what you came here to do, which is the starter sprint. All right? So we are going to dive into day four. Let me know in the chat if you guys are ready to own your

[00:15:24] Confident. I don't know what I would pick for confident. Hold on, I'm gonna look too. I wanna put in one for confident

[00:15:40] What are you guys gonna pick for confident? I wanna see your emojis. I'm gonna pick mine too. Ugh, of course it's glitching. My VA just said my internet's glitching. Can y'all hear me now?

[00:15:53] Yes. Okay, then where are your emojis? Give me your emojis. And then I'll do my phone like I did last time just to be safe Danielle, you stole mine. That's what mine w- ooh, Amber. That's confident. I like that one. Mine was... Oh, that's not my... I can't get them to c- to communicate. Mine was gonna be the muscle, too

[00:16:20] April. Ooh, Tina with fist bump. I like that. Those are creative, you guys. I've never asked that question before, but I probably will from now on. Ooh, Crystal, some money. Can someone do me a f- a solid like the other day and tell me the meeting number again? 'Cause I'm gonna go in on here like I had to on day one just to make sure that we don't end up glitching out.

[00:16:43] 'Cause apparently that's what's today wants to be like. Ooh, April, Kelly, those are great ones

[00:16:58] Kate, do you have the meeting number?

[00:17:06] Am I frozen again?

[00:17:11] Thanks. You guys are the best. Look at this, teamwork makes the fucking dream work, 0251. Ooh, and I like the first name Adeline. The shades, the stunner shades. Those are super confident All right. Uh, passcode V-A-S-S

[00:17:34] No audio, yes video. All right. Now you guys get two of me, you lucky ladies. You lucky girls

[00:17:44] Recording in progress All right. Oh, shit. Nope, nope, volume down. Okay. Disconnect. Okay. All right. Good lord. Okay. So confidence comes from taking action, right? I referenced this

[00:18:00] a little bit earlier, but it's insane how much confidence we can gain just from actually doing the thing. Um, sorry, you guys. It's echoing on my phone. Um, because confidence is not something you magically have. How many of y'all have thought about VA work or, like, anything new you wanna do in life and been like, "Well, I'll start it when...

[00:18:26] I'll give that a cha- I'll give that a try once I..." Right? And there's always something that we convince ourselves we have to do first or we have to get better at first or we have to feel more ready for, right? But that's not how it works. We don't just magically gain confidence. We don't just magically feel ready.

[00:18:49] Annette thought about it for years. Okay, I'm glad you found me, Annette, 'cause we're gonna get you moving. You gain the confidence by doing, and I hope that y'all see that because you're literal proof of it, right? That's exactly what you did in this sprint. You took action, and they weren't like these massive thing.

[00:19:08] It took an hour a day, and your... Look what it's done for your confidence. So imagine where your confidence will be a month from now when you keep going and you keep taking action. I tell my students all the time, "The only way to fail is to quit," right? The only way to fail is to quit. But if you keep taking action, you are going to gain confidence with every single action that you take.

[00:19:38] So showing up and taking action and proving to yourself that you absolutely can do this is how you build confidence, and you guys are, again, are proof of product of that concept, right? Oh my gosh, sorry. You guys, I have to fix this.

[00:19:56] How can I, why can I not make it quiet?

[00:20:05] Sorry, y'all. This is just really annoying

[00:20:14] Okay, y'all can't hear it? Kate just said y'all can't hear it. You guys can't hear the echo coming from this? You can, Amber? Oh, man. I feel like I'm living in a cave at the moment. It's, like, reverberating around me. Okay, if you guys can't hear it, then I'll just deal with it. I thought it was affecting you guys

[00:20:36] Okay. I also need you guys to stop rejecting yourselves, okay? I need you to stop rejecting yourselves, and I need you to give other people a chance to reject you. And I know that might make me sound like an absolute crazy person, right? But I want you to put yourself in a position where business owners can tell you no, and they can reject you, okay?

[00:21:05] Have I lost any of you guys with this one? Are you like, "Laura, what the hell are you talking about?" Worst advice I've ever gotten, right? The reason I want you to let other people reject you, it's, it's not about whether they do or not, it's about giving them the chance to, okay? Because we tend to hold our own selves back because we fear being rejected.

[00:21:32] Tell me in the chat if that is one of the things that has held you back. You think, "I don't know how I'll find a client. Nobody's gonna hire me. Why would they hire me? I've never been a VA before. I'm gonna get told no. It's not gonna work for me." If those thoughts have been in your brain and they've slowed you down from taking steps for this, tell me in the chat.

[00:21:55] Definitely thoughts I've encountered, all those silly thoughts you mentioned. Yeah, they are silly, you guys, because our brain, our brain is, like, simultaneously really fucking smart and actually kind of stupid, right? Because our brains believe whatever the fuck we tell it. They believe whatever we tell it, you guys.

[00:22:16] I never was taught this when I was little. I'm trying to teach it to Little Miss how to, like, reframe things, right? Or, like, look at it from a different point of view. I tell her all the time, "Your brain is so powerful. Please use it for yourself instead of against yourself." We use it against ourselves all the time, and it's so frustrating because in reality we could tell ourselves an entirely different story of our lives if we just used our brains for us, right?

[00:22:49] And circling back to the idea of rejecting yourself, I stepped on a mini soapbox there. It wasn't, like, a, a large guy, it was a little guy, all right? In this arena, we hold ourselves back because we're scared of being rejected. But I want you to think about this for a second. If we never put ourselves out there to potential business owners because we're scared they'll say no- Aren't we failing anyway?

[00:23:21] Because we're still not doing the damn thing, right? We're still not doing it, but we're the one that's... It's even worse because we're the only one shutting ourselves down. So I want you to give yourself the chance to be

rejected by as many people as possible, because guess what? They have to have the option to say no to you to be able to say yes to you

[00:23:50] You have to give them something to choose from. If you don't, the answer is automatically no because they don't even know they have a fucking choice. But we get in our own heads, and we convince ourselves of their answer before giving them a chance to make their own choice. I want you guys to really think about it.

[00:24:11] If you were to pitch a client, right? Pitch a potential client. Yes, Melissa, that's exactly the point I'm about to make. I love that your dad used to say that to you. If you were to pitch a potential client and they say no, what actually happens? What happens? What changes about your day? Anything? What changes about your daily life?

[00:24:35] What changes about your week? What changes about your budget? Nothing. Literally nothing. Sure, you might be like butt hurt for a minute. You might feel like, "Damn, that sucked," right? But also, you guys, I want you to know that when people say no, nine times out of 10 it has nothing to do with you. Usually it's just that they don't have the budget or they don't have the overhead or they currently already have a team that's built out and covering all the things that they need, right?

[00:25:06] I have people pitch me all the time, and I'm like, "That's so kind of you. I have a team." Like, I'm set with my team. I don't have a need for anything else right now. When that time comes, I'll circle back to you, right? But what happens? Does anything actually change if we pitch the person and they say yes and they do wanna get on the call or they do wanna do that trial month?

[00:25:33] Then something actually changes. So we've gotta put our ego aside, right? And I say ego, and I feel like that carries a heavy weight and like a very, like it sounds very negative. It's just literally part of our brain and how it operates. I'm not saying you're egotistical, right? But we all have an ego, and our brain's job is to protect that with everything it can.

[00:25:58] And so it tries to protect it by giving you all these reasons why it won't work so that it won't get rejected and your ego won't be hurt, but all that does is keep you stuck. It keeps you in the same damn spot, you guys. You have to show potential clients who you are and what you offer, and then you let them decide, right?

[00:26:23] If it's a good fit and it's right for them, great. If not, you bless and release that shit, and you move on to the next. If I could give y'all any idea of how many times as a business owner who has a product and coaching, how many times I've been rejected. I've helped 1,300 women. Kate, h- what would you guess is the ratio?

[00:26:47] I've helped 1,300 women. 1,300 women have said, "Yes, I want your program. I want your coaching. I wanna be in your world. I want you to guide me through this." In reality, you guys, that 1,300 is probably about 4 to 5% of the amount of women who've had the choice. Kate, do that math. What would 1,300 be 5% of? Because in reality, think about how many women told me no.

[00:27:17] They said, "Nah, I'm good. Nah, I can't afford it. Nah, I..." 32,500 women told me no, for 1,300 women to say yes. But that means that I've had the opportunity to impact and help 1,300 women. How fucking cool is that, right? But if I had been scared of being rejected and being told no, 1,300 women would probably still be Googling and ChatGPT-ing at midnight, "How do I find a VA client?"

[00:27:49] Right? "How do I make money from home as a mom?" But they don't have to because they have a whole system. That number is crazy, Kate. I've never thought about it from that perspective, ever. That's mind-boggling to me. That's so insane. And even from the VA perspective, you guys, I s- I have signed, over six years, 'cause I t- I work with my clients long-term.

[00:28:14] So I've signed two, three, four, five, six, seven... I've signed eight clients over six years. I've probably been told no by, like, 150-plus. 'Cause that's the name of the game, right? It's not always gonna be a yes. If it was that easy, everybody and their mother would be doing it, okay? Okay. All right, you guys, I want you to put in the chat if you're in agreement that you will stop rejecting yourself, and you will give everybody you can the chance to reject you.

[00:28:57] Every business owner you can, you'll give them the chance to reject you instead of you shutting down yourself

[00:29:09] Agree, agree. Good. And if y'all stay hanging out with me after this, I will remind you all the time, and I'll say, "Get out your own damn head"

[00:29:23] Action is what creates clarity, you guys. Yes, every no gets me closer to a yes, Tina. There's that saying, right? It's like if you knew it would take 100 nos to get to the yes, how excited would you be every time you got a no, right? Instead of feeling down about it, you'd be like, "Yes, check another one off.

[00:29:41] I'm that much closer," right? Yes, April, on repeat. You guys, p- other people would probably hear you say that and be like, "What is wrong with that girl?" I'm gonna ask other people to reject me. Um, but action is what creates clarity. Again, y'all have lived that this week. Overthinking creates doubt. That's all it creates.

[00:30:07] It doesn't get you anywhere except in your own head and creating doubt, and then questioning yourself, and then rejecting yourself

[00:30:20] Again, you guys are probably gonna be like, "Laura, what's wrong with you?" Okay? And no, math is not my thing, but this one does actually make sense, okay? 70% is 100%. Waiting to feel 100% ready literally means that you'll be waiting forever. There's no such thing as being fully ready for anything. How many moms do we have in the room?

[00:30:46] Quite a few, yeah? Were y'all 100% ready to birth a human when you did it? Fuck no. The answer, and only correct answer is, fuck no. Okay? Amber said, "Still not." Same. Literally, my friend just texted me. I sent her a picture of Little Miss getting her award this morning, and she has a five-month-old, and she sent me back the picture and she was like, "This is my baby.

[00:31:12] I have a baby." And I was like, "Girl, I get it." I still look at her and I'm like, "That's mine?" Like, "Me? You? Okay. All right." It's crazy. I still don't feel ready. I've never felt ready as a mom a single day in almost seven years. But does that mean that we shouldn't do it? Does it mean that we should just forego that opportunity in life?

[00:31:36] Also, fuck no. Like, what? Life is about figuring it out as you go, having the experience, doing your best, failing forward. You're never gonna be 100% ready, and that doesn't mean you wing it, it doesn't mean you throw spaghetti at the wall, it doesn't mean you just guess your way through. You absolutely need to be prepared, right?

[00:31:59] That's why I have the programs and the coaching that I have so that you are prepared. But you do not need to be perfect. Just like as a mom, this morning... Or, was it this morning? No, it was yesterday on the way home from the doctor's appointment, my daughter randomly was, like, in her feels, and she's like, "You're just the best mommy in the whole wide world."

[00:32:20] I think she felt bad, 'cause I cried at my doctor's appointment. You guys, I cried in my ENT's office yesterday. I don't remember the last time I cried at a doctor's appointment. But do you guys remember I told you I was gonna go

try to get that new medicine? He immediately was like, "Yeah, no." And I was like, "What the..."

[00:32:37] I was so frustrated, started crying in front of this man, and I was like, "This is embarrassing." So I think she was trying to make me feel better, right? But in her eyes, even though I'm far from perfect as a mom- She loves and accepts me every single day, right? And as clients working, or V is working with clients, obviously we don't love each other in the same way, but we accept and understand when you go about finding clients the way I teach y'all to, and you actually align as humans first.

[00:33:07] S- clients don't expect us to be perfect. They truly don't. You're gonna make mistakes. You are human. So you have to stop holding yourself to a standard of perfection that no client is actually expecting from you. You're putting that pressure on yourself. Your client doesn't have that expectation. They expect that you learn and that you do better next time.

[00:33:32] Which I would think, based on this group of women, y'all could be like, "Yeah, I can do that. I can learn and do better next time, absolutely." Because y'all know your skills. You know what services to offer. You have your resume ready to go. These clients are looking for someone who is reliable and professional and capable and ready to show up for them and their business Our homework for today, you guys, this is by far the easiest one of the starter sprint But that does not mean that it's not important.

[00:34:10] It does not mean you get a, a free hall pass to not do it. Okay? I would actually argue this probably is one of the most important because this worksheet is giving you the chance to pause and to look back at how much you've accomplished, um, and really lock in on what your next step is so you can keep momentum going.

[00:34:31] Because that confidence comes from action, and because, you guys, our brains, again, they believe what we tell them. So if we sit in this confidence and we tell our brains, "I can do this" 100 times over, right? Our brain's going... I do. I want you to reflect, Amber. Kate, uh, can you h- help Crystal with the chat?

[00:34:57] But you have to sit and reflect on this, you guys. And not just reflect on it, but, like, I want you to actually sit and feel proud of yourselves, right? How often do we finish something and then before we even, like, actually finish it, we're thinking, "What's next? What's the next accomplishment? What's the next thing?

[00:35:17] What's the next step? I have to do better. It has to get... It has to grow," right? Do you guys... And be honest with yourselves. Do you ever stop first, though, and, like, actually feel proud of, like, "Damn, I just did that. I showed up every fucking day and I did that shit"? No. You think, "Okay, what do I have to do next?"

[00:35:39] And our nervous systems need us to just fucking pause for five minutes, you guys. Pause for five minutes of your day and just feel proud. Go get the coffee that you've been wanting all week, that you've been like, "No, no, no, no, no, I can't, I can't, I can't." Go get it in celebration. Have it be for this reason, that you're celebrating the excitement and the gratitude and the pride.

[00:36:07] Okay? It sounds m- it might sound silly. I don't know. Maybe it doesn't sound silly to you. Maybe it does. But it matters. These things matter more than I h- think y'all even realize. Um, and it's only going to become more prevalent the more you get into this. I never knew until I started a business that stepping into this kind of space, you guys, it's actually m- much more of a personal development process than anything else.

[00:36:39] All right? And your coaching and your support do not have to stop here. Y'all, I hope it doesn't stop here, because like I said, y'all are fucking phenomenal, and I love you guys and I would be so honored to get to continue coaching you. Because for the last four days, you haven't had to figure this out alone, right?

[00:36:58] You've been able to ask questions, get feedback, learn alongside other women, have the community of other women who are going after the same thing you're going after. Tell me in the chat if that's been a fun part of doing this in a live group, where you see other women turning in their stuff and being excited, and reading through some of them.

[00:37:20] And that doesn't have to end when the sprint ends. Okay? These are screenshots from inside of the VA Income Lab. "Yes, it helps you not feel like you're by yourself," 100%. "The group coaching calls are so good. This is the extra accountability I need." Rochelle said, "You ladies are amazing and so helpful, especially for my self-esteem.

[00:37:41] I'm so glad I get to be a part of a group of such supportive women." It's exactly why I have created the academy, okay? Chris said, "Love this. Me getting out of my own way. Get over my fears and do something to prove I can do this. The extra help, accountability, and this wonderful community of positive women helps me so much."

[00:38:03] Nicole was si- um, celebrating signing her first client, and now she's already planning her exit date, which is amazing. Tila said, "This is so amazing. I'm so happy I joined a community that helps build women up instead of ripping them apart." You guys, the coolest thing I think about the community, which this community only started three months ago, and there's already 200-plus women in there who are fucking obsessed with it, okay?

[00:38:29] And it's not because of me. I'm back here like, "Y'all do your thing." Like, I'll pop in and give you advice. It's the community they have created, and it's actually better than like I could have... like, that I even was hoping for or dreamed of. Because they're actually the definition of women empowering women.

[00:38:49] None of them are jealous of each other. No- none of them are in competition with each other. It's truly like they see another woman win, and they're so fucking happy for her, and they celebrate, and they answer each other's questions, and they just show up for each other, um, in a way that i- again, it's, it's so much cooler than I even hoped the space could be.

[00:39:14] So inside the VA Income Lab, right, you get to keep going with coaching when you're stuck. Um, myself and my VA, Caitlyn, are both in there as coaches. We answer questions inside the community 24/7. Um, so whether you're stuck, you need clarity, or you want accountability, we do challenges every month to help hol- hold you accountable as well with some fun prizes, some gift cards, some free coaching calls, stuff like that.

[00:39:40] That community of 200-plus women learning and taking action alongside you, um, feedback and answers when you need actual eyes on what you're doing, and tons of resources and trainings and accountability to keep you moving forward. Um, and for this sprint group, I'm giving you guys the GSD system too. So that's your bonus.

[00:40:02] Again, I've... This was not the plan, you guys, when I tell you this was not the plan coming into this starter sprint. I texted Kate two nights ago and I was like, "I think I'm gonna change everything," and she was like, "Really?" I was like, "Yeah. I think I'm gonna change everything." And this is what feels really good and in alignment for me to offer to you guys because genuinely I mean it when I say I would love to keep building with you.

[00:40:28] I know how easy it is to lose momentum when you're trying to figure everything out alone. I've done it myself. I've seen other women do this and then go off on their own, and then two months later they're like, "Shit, I need help."

And I'm like, "Yes, I know. I'm here. I'm ready." And that's why I built the Income Lab differently.

[00:40:45] Instead of just handing you a self-paced course and wishing you luck, right, and saying, "You've got what you need. Have a good day," I personally will continue walking alongside you with coaching and community and practical support as you build your flexible income. You're never going to be stuck googling or wondering, right?

[00:41:04] Like, someone said the other day, they were like, "This community is my new chat." Right? Like, they don't go to ChatGPT. They pop in and they ask a question in the Income Lab, and I was like, "Well, what a compliment. That's so nice." But you're never gonna be stuck with that guesswork ever again. Um, and so if you've loved the starter sprint and the format of this, you guys, it's just continued in the lab.

[00:41:28] Like, this is the vibe. We have coaching calls twice a month, one with Caitlyn, one with me, where we're on Zoom like this. We have those guest trainings. Just yesterday we had a bookkeeper come in. I have booked... I think we have 12 more guest expert calls the rest of the year, you guys. I went a little hammer, okay?

[00:41:48] We have a lot of them. You can get on every single one or you can watch the replays. We record all of them. Um, would you guys like me to show you inside of the membership really quick so that you can see? Have any of y'all used Skool before? S-K-O-O-L. It's like a membership app. Have any of y'all used Skool?

[00:42:12] I hadn't either for a long time. Um, okay, let me switch my screen and I'll show you guys. I think this is gonna be really helpful to just see it We'll just go here

[00:42:30] One second. My screen share, of course, is gonna get messed up

[00:42:41] OK。 Sorry you guys, I should have had it pulled up. I didn't, uh, do that part

[00:42:56] School. Okay, sure

[00:43:05] Okay, so this is the Income Lab. Obviously... Okay, are you guys seeing it? My screen share just looked funny. Okay, you're seeing it. Okay, this is my view, um, obviously. Why does it say there's no posts in this category?

Oh, there we go. So this is, like, the main space. This is the community, okay? And in the community we have different categories.

[00:43:31] So we have announcements. This is where I post our Daily Download every day. I'll post reminders about, like, the live bookkeeping call. Um, you'll come here and introduce yourself on this pinned post. I will go... Where's one right? I'll do power hours every now and then, like this, like, where I'm like, "I'm just gonna work, so I'll hop on Zoom, and anybody who wants to work on stuff at the same time can hop on Zoom with me."

[00:43:56] Um, so I'll post if I do a live for a power hour. If I put a new business builder or a new AI prompt in the resources in the classroom, I'll tell you guys, um, so that you can go check them out. Okay, so this is, like, announcements from me. You guys wouldn't be doing the starter sprint because we just did the starter sprint.

[00:44:16] Questions for coach. This is the part... Yeah, body doubling and we're real, especially us ADHD girlies, right? It is so helpful. Um, questions for coach is the discussion board that you guys can come in and put a question in here any day, any time, and you're guaranteed an answer from a coach, either myself or Caitlin or both of us, within 24 hours.

[00:44:39] So when I say you're not going to be fucking stuck, I mean it. You're not gonna be stuck, because we will be there to answer questions. And the thing I love, do you guys see how many comments are on here and how many little faces? That's not just me and Caitlin. Y'all see all these other answers. I will come on, uh, 'cause I do my...

[00:45:00] I catch up at night. I'll come on here and look at how many other women have answered, right? So you get my opinion, you get Kate's opinion, but you also get perspective from other members who have had experience or are there to cheer you up. You know what I mean? Like, she wanted help picking the picture for her resume.

[00:45:22] I didn't even comment on this one. Oh, no, I did right there, 'cause Caitlin had. But do you guys see what I mean about the community? Like, how fucking cool is that, that women just dive in and are so happy to support you? We have, um, a discussion specifically for social media. For women who want to be creating a social media, you can get input on, um- Like if you want input on your bio or your pinned posts or whatever, but also this is my sister actually.

[00:45:51] She comes in once a quarter to do a Q&A, 'cause she's an eight-year online business owner. She would be like a client. And I love this because, like you don't even have to have a social media. So if you guys see that and you're like, "Oh, shit," please don't panic. You don't have to have one. She actually was confused.

[00:46:07] She's like, "I didn't know VAs had Instagrams." And she's been doing this for eight years with a team of nine people, right? But this, um, that's the social media. We have a mindset chat specifically for mindset. If you're struggling with something with mindset, pop it here. I'll pop in and share like videos I see on TikTok or things that people will share, right?

[00:46:28] Other... They're... Look at this. It's not just me sharing. Look at all these women sharing. Podcasts, three steps of prioritization, right? It's just so fucking cool. I love this community so much. Um, celebrations and wins. This is my favorite section that you can come in and share a celebration, big, small, in between, everything.

[00:46:51] We wanna hear it. And look again. You guys look at the comments on these. 25 comments, and this isn't even about VA work. She was giving us an update on her husband's cancer diagnosis that he recently got. It's actual community. It's not just business all the time. It's real women and real moms creating real connection with each other in a space where everybody has similar goals, and it's just so cool.

[00:47:20] Reviews and feedback, when you... Like, let's say you do another change to your resume, or a month from now you add a review to it and you want me to look at it again, you can drop it here. You can drop your website here. Coach is curious. It's just a fun... Like, I just will randomly be like, "Hi, I wonder what they think."

[00:47:38] And again, this is not usually VA related at all. It's just random shit, like what their source of caffeine is, or w- would they pick $10 million cash lump sum, no tax, 25K a month for life, um, or one other option, right? Like, just random shit. But it's just fun to get to know each other, and it keeps you coming back, right?

[00:48:00] And keeps this top of mind for you. Um, Fuck It Friday. Fuck... We, we love to do a Fuck It Friday, where maybe there's that one person you've been talking to and you're just scared to pitch 'em, right? You come in here on Friday and you say, "Fuck it, I'm sending it today." And you tell us you're gonna do it, and then you come back later and you tell us that you did it.

[00:48:20] All right? And then our GSD challenge. Um, this is where I will share, like, who our winners are. We have our September challenge right now. It's all about really celebrating the big and the small. So people are getting entries literally just for sharing their wins in that celebrations chat. And then we've had two women pick VIP days for prizes, and another woman got a $50 gift card so far.

[00:48:44] So, like, fun prizes, literally just to help you stay accountable Um, that's the community, right? That's the bulk of... I don't wanna say the bulk, 'cause obviously you get all the training, but that's the community aside. Then we have the classroom. Mine looks more confusing, you guys, again, because it's mine. Um, but this get shit done system, right?

[00:49:05] This is where you guys will start when you hop in. And then, um, these tracks are what I'm building out next, okay? We have this whole one to teach you how to kind of maximize the income lab, so that if you are new to school and it feels confusing, you can watch this, and it will really help you simplify it.

[00:49:26] We have our business builder. These are, like, mini trainings on things that just when I think of something or I experience something, I'm like, "Okay, this is actually something these women need to hear or learn about how to increase their, their VA income." I come share it in the business builder. And like I said, you guys, I mean, all these, you get client magnet method.

[00:49:47] Um, we have our resources and templates, the basics of ManyChat, one-sheet templates, Facebook groups for networking, how to prep for a discovery call, all the things. You guys, literally everything I think of that could be helpful, I share with you. And then all the calls as well. We record all of our coaching calls, all of our guest speaker calls.

[00:50:06] You can always circle back and listen. And those are all shared on our calendar, so y'all can see in October, you can see what you'd get to do if you join us. We have a Q&A with Coach Kate. We have a premium coaching call. We have a guest speaker. Jenny is going to be sharing about offering podcast management as a service.

[00:50:28] We have a, uh, Brittany coming in to teach the basics of ClickUp. ClickUp is a project management platform a lot of clients use, so it could be nice. Thank you, April. It could be nice to know how to use the basics, right? But you guys, look at this calen- like, and you don't have to be on these calls, so if that, if that overwhelms you, don't let it, because they're not required.

[00:50:49] They're just an option. They're a resource, all right? Um, I don't think I'm missing... Kate, am I missing anything obvious in here? I think that's everything. Um, okay, perfect. All right. So let me share this again, and then we will get y'all rolling. I'll just go here, I guess

[00:51:18] Okay

[00:51:27] I'm on computer

[00:51:34] Sorry guys, I don't know what just happened Well, y'all can see it, but I can't see it, so that's not helpful

[00:51:44] What is happening? That was so weird. Okay Why is it doing this? You guys, I told you I hate Zoom so much. Okay. All right, are y'all seeing it? The slide deck. Okay. I can see it too now. How cool is that? So to get continued support inside the Income Lab, you guys, normally it would be $396 a year because it's $33 a month.

[00:52:13] But for the next 72 hours, I'm giving y'all 50% off of that. So for an entire year of getting access to all of that stuff I just showed y'all, plus the GSD system, it's $197 for 12 months. That's like $16 a month. Your Sprint enrollment inside of the Income Lab, again, it gets you one full year inside of the Income Lab, all the coaching, the community support.

[00:52:43] Any new resources I add into that space, which I'm always adding to it, you'll get for free. Um, plus your bonus for having done this Sprint with me, and y'all trust me, this is truly a bonus, as of last night at midnight, the GSD, uh, beta is no longer included in the membership. So anyone else who joins the Income Lab from this point forward is not going to get access to the system.

[00:53:08] They'll have to pay $222 for it, but you guys are gonna get it for free. Okay? Um, and you get to lock in your rate of 197 forever, for as long as you stay, right? Um, I did pull it, Amber. It's pulled for everyone else. Any... If a normal person just goes to the Lab right now and do, do, do, do, do, when they go to try to look at GSD, it's gonna tell them they have to pay $222 to get it.

[00:53:35] Um, because I can guarantee y'all a year from now it's not gonna be $197 a year because the price is gonna continue to rise as I continue to add more to the resource, right? But you can still cancel any time. If you do a year and you're like, "I'm good," you can cancel it. You don't have to ask me. You don't have to tell me.

[00:53:56] You can just go into your account settings, beep, boop, boop, cancel, and that's it. All right? You're not roped in. You're not on a contract. None of that shit. All right. Kate's gonna go ahead and drop the link in the chat, you guys. The easiest way to join us is directly through school, and that's a payment in full of 197.

[00:54:17] I just glitched. Am I back? I saw myself glitch and I thought, "Oh, shit." Okay. The easiest way is directly through school at 197. That's, again, a one-time payment. You won't pay it again for a year. The thing about school sign up, you guys, it's very clunky. I have no control over it. It's actually pretty frustrating.

[00:54:39] But if you click the link that Kate just shared, you're gonna see where it says, "Join $33 a month," and you're like, "But I don't want that. I want annual." You have to click that. You have to click it again. You have to make your profile, and then after you make your profile, then it's gonna say, "Hey, do you want annual?"

[00:54:58] And you can click it there. Okay? But if the paying the $197 at once doesn't work for you, I did create a separate checkout that you can use either Klarna or Afterpay to get a payment plan option. And y'all, this is how you guys know I really love y'all, because technically I'm not supposed to process anything outside of school.

[00:55:21] But I'm doing it anyway 'cause it's my business and I can do what I want

[00:55:27] But I'm not supposed to, but I really wanna give y'all a payment plan option. Um, so if you click that link, you'll scroll to the bottom, you'll put in your info, and then you guys can check. I don't know if y'all have used Klarna or Afterpay before, um, but they're really nice because they don't hit your credit.

[00:55:44] They, they'll check and they give everybody individual amounts. Um, but they won't hit your credit in order to give you options, and they usually give you some pretty good options. At a $200 price point, I would think most of y'all would get an option that's, like, 25 to 30-ish dollars a month, which would be what the monthly membership is anyway, but you're getting all this other stuff.

[00:56:05] You know what I mean? So you can do it one way or the other. But we love that get shit done energy around here, so I like to reward the action takers. So we have a fast action bonus. If you join us by midnight tonight

through either of those ways, directly through school or with a payment plan, then you get to join us, um, on the 29th, on Tuesday morning.

[00:56:31] Well, Tuesday at noon Eastern next week. Excuse me. For a small group onboarding call. Okay? Again, this is not something I normally do for just, like, members who pop into the lab. It's a bonus I wanna offer to you guys for those of you who take action. On that call, we're gonna get you oriented inside of school, make sure you know exactly where to start, answer your questions, make sure you have an action plan.

[00:56:56] That's always my goal on calls with you guys, is that you work through whatever it is you're feeling stuck on right now, but you also know, like, hey, between now and the next call, these are the things I'm doing. So you have a plan, and you know what to do next, and you're not left sitting there, like, twiddling your thumbs, right?

[00:57:14] Because my job as your coach is to set you up for success, and that's always my goal. That's always my thinking when I'm creating these things for you guys. You can get inside and start immediately. If y'all join, if you go p- check out right now, bing, bang, boom, done. I'm in. You're not waiting until the onboarding call to get access, right?

[00:57:33] Like, you're gonna have immediate access. So the onboarding call that you get if you join by midnight isn't something you have to wait for to get started. I would actually love for you to hop in over the weekend and on Monday. Yes, Tina, I will. Um- So that you can bring questions that come up, right? So if you're like, "Hey, I'm not, I don't, like, understand this part of school," or, "I have a question."

[00:57:57] Yay, Danielle. Welcome, girlfriend. I wish this was like TikTok Live where I could like press the clap sound, you know? Yay. Can you guys do a round of applause? Yay. Takes me back to kindergarten. A round of applause. So the onboarding call's gonna be really sick. I'm excited for that. Um, and I want you guys to meet Lisa.

[00:58:19] Look at that picture. She's so cute. Um, Tina, I don't think Affirm is an option. I don't have a choice of which ones I can offer. I believe it's just Klarna and Afterpay. I would look at Klarna first, though. I think they're better. Um, this is Lisa. She went from getting ready to signing a client. So Lisa joined the lab before she'd launched her VA business.

[00:58:40] She went the business track, right? Inside of Get Shit Done, and she got to work quickly. And while she was leaning into our lab coaching calls, our hot seats, asking questions in the community, taking feedback in along the way, she didn't wait until everything was perfect to start networking. She got out there and she started networking while she was building the thing, and then she shared what she was building on her personal Facebook.

[00:59:06] Her ideal client reached out the same day, and a week later she had signed the contract. The Get Shit Done system gave her that full system, and the lab gave her the support. She took action and utilized both of them. It's the combo that's killer, right? They're both great on their own, but when you have the combo together, y'all can be un-fucking-stoppable, okay?

[00:59:35] If you make use of them. Please make use of them, because they're so helpful But Lisa's not the only one. She's... It's far from it, actually. You guys have already seen some of them, but I... Caitlin can attest to this. She was writing some emails for me this week. She's like, "Do you have screenshots?" And I was like, "Do I have screenshots?

[00:59:55] Why, of course, I do." But I went to upload them into Google Drive, and it was like 240 screenshots from the lab in three months, you guys. Three months. I was like, "Holy shit. That's crazy." So I pulled my favorite ones, and I created a wall of wins. Um, and Kate just dropped the link to the wall of wins in the chat if you guys wanna take a look at it.

[01:00:20] If you're anything like me and you love yourself some reviews, you wanna see what the actual people are saying who have used what you're thinking about buying. Um, and I even broke them down into categories, you guys. Look how fun this is. There were so many that I had to categorize them. So I even broke them into categories.

[01:00:38] You can either just scroll through, or you can pick a topic if you're like, "Man, I'm really curious about the community," or, "I'm really c- I'm really curious about coaching," right? Click through those buttons, or you can just scroll it, and it will show you all of their screenshots, and it's just so cool. I love this.

[01:00:54] It might be my favorite website I've ever made. And again, Caitlin put that link in the chat. Okay, so it's time for Q&A, you guys. I'm gonna answer the following questions, um, but if y'all have any other questions outside of these, again... Well, not again. These questions can be about VA stuff in general, right?

[01:01:13] If there's still part of you that's like, "Ah, I'm trying to make sure this is a fit for me," ask me the question, okay? There's no dumb question. Or if you have a question specifically about the Income Lab or the Get Shit Done system or the payment process or whatever. And the homework for today was that reflection worksheet, um, which will, again, be sent out with the replay and also put in the Facebook group.

[01:01:38] So these are the questions I'm gonna answer: I'm brand new. Is the lab for me? I don't know if I want freelancer business track. When will the GSD system be finished? Am I locked into the Income Lab membership? Do I get GSD if I do monthly? And what if I can't pay 197? If you have any questions, um... Kate, can you look at that?

[01:01:59] Maybe you just grab the, like, quick act- the quick action link out of SamCart instead of the full sales page Crystal, she'll grab you the link. Does that make sense, Kate? You might... It... They probably, they don't need the whole fucking sales page. You can just give them the quick checkout. Um, my brain. Okay, if you guys have any questions besides these, please drop them in the chat now.

[01:02:22] Oh, good, Tina, I've loved having you here. Your facial expressions during the calls just, like, made my freaking day. All right, so I'm brand new, right? Obviously. I know y'all are brand new. This is a starter sprint. Okay? And yes, the lab is abso-fucking-lutely for you. It's exactly where starter sprint grads go next.

[01:02:42] You're going to get the exact next steps. Now we're gonna do your pricing. Now we're gonna find your ideal client. Then you're gonna learn how to network with those potential clients, right? It's all... Just like this was, everything builds on itself, but now you're just gonna continue building, um, until you're making bank, right?

[01:03:01] That's the goal, making that money. What if I don't know which track I want? That's totally fine. You guys don't have to have all the answers. I know your brains are going there, right? Because I've worked with enough women who think they have to have every answer before they start. But you don't need to.

[01:03:18] You actually shouldn't have all the answers. Um, oh, good, Melissa, I love that. She's so cute. Um, you shouldn't have all the answers, but I can help you figure out the answer, right? That's why we have the track finder inside of

GSD, to walk you through the important pieces and help you really decide what fits you best.

[01:03:41] Um, when will the GSD system be finished? You guys, I don't have an exact date. It is being built out currently. Um, but what I can tell you is that a new lesson will be dropping weekly in both the freelancer track and the business track until it's finished. I don't... My aim is end of year, but I'm not putting a timeline on it because I still am, like, mapping it out as I go.

[01:04:07] Um,

[01:04:13] How do we use GSD without buying the lab? I'm signing up for the lab too. You, you don't want... Crystal, you don't wanna buy the lab by itsel- or buy GSD by itself, 'cause you'd be paying 222 for just GSD instead of paying 197 to get GSD and the lab for an entire year. So you'd be paying more to get way, way, way, way less.

[01:04:36] Um, Anna said until Tuesday for the special price through the 28th at midnight. So, yep. So through Monday night at midnight, Anna. Um, the only difference is that if you sign up today by midnight, you'll get that, um... Oh, good, Kelly. It's so... It's different every time. It's different every time. I don't like school's sign up process.

[01:04:58] Um, what was I saying? Oh, if you sign up by midnight tonight, you get that fast action bonus of getting the, um, onboarding call on the 29th. Okay, my other three questions. Am I locked into the Income Lab membership? Nope, never. Right? Since you're joining with an annual membership, you're gonna have that full year, but you don't have to renew when the year is up.

[01:05:24] If you wanna renew when the year is up... Oh, good, Kelly, that's so helpful. Sometimes it doesn't do that. But Kelly, you want that, do the annual. If you do monthly, you won't get GSD, so make sure you click over to annual. Um, brain. My brain just completely quit on me. You don't have to renew when the year is up, but if you do, again, you'll keep that 197 price versus having to pay whatever the price is publicly at that point in time That timing worked out well.

[01:05:58] Do I get the GSD system if I do the monthly option? No. GSD is only included with the annual $197. So because the GSD system is no longer included in the income lab, if you did the monthly at 33, you would then have to purchase the inc- or the GSD system for 222, right? I'm trying to save you guys

a hell of a lot of money here by bundling these together and giving you GSD for free.

[01:06:25] Um, and last question. Again, what if I can't pay the $197 today? Number one, you have access to the offer until the 28th at midnight, right? Y'all, after the 28th at midnight, you could still get in the lab any time you want. You just would have to buy GSD separately, okay? And that will be priced for now at 222.

[01:06:48] The further it gets completed, it's gonna go to 333, and then 444, right? So right now you're saving 222. Ultimately, it's probably gonna be priced around $500. So that's really what you're saving today. Um, and then number two, obviously, I would recommend checking out the payment plans that Klarna and Afterpay can offer you.

[01:07:08] Kate, if you can drop that link one more time for me, just in case anybody wants that. Again, they do them customized to each person, but because the, the full price that you're financing is only $200, it should be a pretty low payment that they offer you. A lot of times, Klarna too, you guys, I like Klarna because a lot of times, um...

[01:07:32] Um, Kelly, I see you. I'm gonna finish answering this one really quick. A lot of times with Klarna, you don't have to make a payment at the first day. Like, you would not make a payment until 30 days from now, if that makes sense April, let's go. You gotta pay that credit card bill. Melissa, love it. Look at Homer.

[01:07:53] Um, Kelly said, "So we can't do the 33 a month?" You can do the 33 a month if you want, Kelly, but it won't have the GSD system included. If you want a payment like that, I would look at Klarna or Afterpay on the link that Caitlin had sent right above you there, because my guess is that a payment plan would be around that amount, but then you would be getting the GSD system too.

[01:08:19] So if that's, like, the price range y'all wanna be in, I would look at doing Klarna or Afterpay Do you guys have any other questions? If you do, drop them in the chat. But I want you guys to just not stop here. I think we have like three or four of you already joined, and I cannot fucking wait to go welcome you in.

[01:08:38] But don't stop here, okay? You have spent four days getting a head start. Don't go back to trying to figure this shit out alone. There's no need to

when you have the VA Income Lab. Again, for 72 hours, y'all are getting 50% off and you're getting the GSD system included for free. You're getting that full year of coaching, community support, GSD, your rate locked in, and you can still cancel anytime.

[01:09:05] I'm never gonna hold you hostage, okay? Never. I want women in there who want to be in there. Um, Tina, the perks of the additional program. You want me to explain the perks of the GSD system? Is that the question? And the final reminder... Okay, the final reminder that if you join by midnight tonight, you'll also join me for that small group onboarding on the 29th as a little extra fast action bonus.

[01:09:35] So my question is, are y'all ready to get shit done with me? Okay, Tina said, "The perks of the additional program." So Tina, they layer together. The GSD system is like the actual system, the training, the teaching. That's where I'm teaching you, um, how to price your services, how to network, how to onboard your clients, how to prep for discovery calls, how to get paid, how to set up your bank accounts, right?

[01:10:01] Like, that's the logistics of how to set everything up. The lab is the community, the coaching, and the support, right? So that is where we have all of that stuff I showed you guys in school, where we have all those community discussions, where we have coaching calls, where we have guest expert calls. Oh my gosh, that's so cute, Melissa.

[01:10:22] Um, and so they stack together. Does that make sense, Tina? So you go through the GSD system to help you build your income and make your decisions, and then the lab is where you have that support and the feedback and the accountability and the community to make sure you actually implement it, right? 'Cause it's so easy if you just get a system to never fucking touch it.

[01:10:47] But when you have the community, it's gonna help. Like, my whole goal of creating this new structure, y'all, was I want it to be a place where women are implementing. I don't wa- Like, I'm trying to actually make GSD as simple as I can, which is part of why it's taken me longer to build it, because I am very, um, wordy, if y'all haven't noticed, right?

[01:11:12] But, like, I want it to be simple 'cause y'all don't need more information to be successful at this. You need the answers and then the support to be successful at this, and that's what I'm trying to create for you guys. Um, someone just asked, Annette asked, "How long is the Facebook group up?" Oh, that's a good question, you guys, that I forgot to put in these slides.

[01:11:32] Um, the Facebook group will be active through the 28th at midnight, okay? So same amount of time that your, your... this offer is available to you. And that means that you have all that time to still tap in there. So if you're listening to this replay and you're like, "I've only done day two," okay, you still have three more days to finish days three and four.

[01:11:53] Use all of that time if you need it, right? Don't just stop because these four, like, live days are done, um, 'cause you can still get access and answers to all those questions and stuff, um, through the 28th. Okay, you guys, step four is complete. I hope you guys are so insanely proud of yourselves. I cannot wait to read your reflections.

[01:12:15] They make my freaking day. They make me so happy. Um, and hear about what your next step is. And for those of you who join the Income Lab, we will be putting up a post later today to welcome you guys in. Cannot freaking wait. You guys are gonna do big things, I can tell. I just have such a good feeling about this group.

[01:12:35] Um, you'll be getting the replay of this as well as the worksheet for day four, and then you'll be getting an email with the links, um, too. So does anybody need the links before we close out of here? Does anybody want Caitlin to drop them one more time for you guys? Either for school, the payment plans, or that wall of wins Patiently wait for what, Tina?

[01:13:04] Oh, you want the link? Kate, can you drop the links one more time, homie?

[01:13:13] You guys, I'm tired My mom comes to visit next week though. I'm so excited. And little miss' birthday party is on Sunday. We just got all of her little things to make her little gift bags. You guys, why is everything so expensive in life though? I went to order her stuff. I just got like four different things off Amazon to put in gift bags.

[01:13:32] It was $75. I was like, "What?" Like, what are we doing here? It's like pens, like little jellyfish squishies. Like $75. I did, yeah Okay, we got the links dropped. So everybody's good? If you guys can just tell me in the chat. I'm good. I don't have any other questions before I cut out. I wanna make sure everyone's taken care of.

[01:13:55] And then I hope everyone has a great weekend. Oh, those of you who, uh, get in by midnight tonight, we will send you an email, um, probably on Monday, 'cause no one checks their email on the weekend. We'll probably send

you an email Monday with the Zoom link for the onboarding call on Tuesday. But if you're in by midnight tonight, mark your calendar.

[01:14:17] It's at noon Eastern on Tuesday, and then we'll send out the link to you guys. All right, ladies, have a wonderful day. I'll chat with you soon Bye