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00:02:32.230 --> 00:02:34.630

Laura Nicole: Hello, everyone!

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00:02:35.770 --> 00:02:37.520

Laura Nicole: How are we doing?

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00:02:38.730 --> 00:02:45.500

Laura Nicole: Alright, I asked in the chat where everyone is joining from. I see that Jasmine is joining from St. Louis.

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00:02:45.910 --> 00:02:51.919

Laura Nicole: Love that. What's the weather like there right now? I have no idea what it would be like.

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00:02:54.860 --> 00:02:59.819

Laura Nicole: Ugh, confused, I feel that. I feel like our weather is always confused lately.

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00:03:00.510 --> 00:03:03.559

Laura Nicole: Okay, let me share my screen with y'all.

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00:03:07.980 --> 00:03:09.820

Laura Nicole: Oopsie, poopsie.

8

00:03:12.890 --> 00:03:19.260

Laura Nicole: Washington State! Where in Washington, Maricela? 75 one day and 40 the next.

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00:03:19.750 --> 00:03:22.240

Laura Nicole: That is very confused.

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00:03:22.700 --> 00:03:26.679

Laura Nicole: Very, very confused. And Carly, where are you joining from?

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00:03:29.070 --> 00:03:32.569

Laura Nicole: Alright, let me try my screen share again. It was being wonky.

12

00:03:33.110 --> 00:03:34.420

Laura Nicole: Before...

13

00:03:44.500 --> 00:03:45.920

Laura Nicole: Okay...

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00:03:50.730 --> 00:03:54.099

Laura Nicole: Sorry, you guys, my screen share is being so odd.

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00:04:02.700 --> 00:04:07.899

Laura Nicole: You're in Seattle, Maricela? That's one of my favorite places in the whole world.

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00:04:08.850 --> 00:04:16.980

Laura Nicole: I grew up in Michigan, and I had a friend in college who lived in, I'm gonna space on the name, a suburb of Seattle.

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00:04:17.130 --> 00:04:23.130

Laura Nicole: And I would go out and visit her a couple times, and then my husband sent me there for my...

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00:04:23.350 --> 00:04:29.870

Laura Nicole: For my birthday, my 30th birthday? No.

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00:04:30.060 --> 00:04:43.540

Laura Nicole: Yeah, my 30th birthday, and then a couple years ago for Christmas, my gift was, like, a 4-day girls' trip with my sister-in-law to Seattle. I can never, ever, ever get over it. I friggin' love it out there.

20

00:04:45.370 --> 00:04:49.969

Laura Nicole: Okay, sorry you guys, I don't know why Zoom is being so difficult lately.

21

00:04:51.390 --> 00:04:59.489

Laura Nicole: Okay, we're just gonna roll with it. It'll... we're gonna call it good enough. Okay, can you guys tell me in the chat if you can see the...

22

00:04:59.910 --> 00:05:03.349

Laura Nicole: slides on your screen? Okay, good.

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00:05:03.880 --> 00:05:07.560

Laura Nicole: Not really sure what it's doing.

24

00:05:07.690 --> 00:05:19.199

Laura Nicole: Hopefully, we might have a couple more popping in, but this was kind of a last-minute add to my schedule, so we didn't have a ton of women register. I'm actually really friggin' stoked to have 3 of you here hanging out with me.

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00:05:20.260 --> 00:05:32.630

Laura Nicole: If anyone has a desire to and the ability to turn on your camera, I'd love to see your faces, but if you can't or just really don't want to, that is totally fine, too. Hello, Jasmine.

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00:05:32.670 --> 00:05:43.890

Laura Nicole: Alright, we're going to dive in, you guys. I love engaging with y'all in the chat throughout, so feel free to chime in, but I know it is dependent... well.

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00:05:44.320 --> 00:05:57.440

Laura Nicole: Washington, we're on Pacific too, but St. Louis, you're probably on, what, Central Time? Yeah, okay. I know it's getting a little bit later in the evening, and we're heading into the weekend, so we're gonna get this rolling.

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00:05:57.520 --> 00:06:09.690

Laura Nicole: So, first of all, welcome. We're going to go over today how busy moms are making \$1,000 plus per month working just one hour a day as a virtual assistant, and...

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00:06:10.230 --> 00:06:14.340

Laura Nicole: Excuse me, I would love for each of you to send me a message on Instagram as well.

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00:06:14.400 --> 00:06:30.979

Laura Nicole: To let me know that you are here live, and then anybody who's catching this replay, let me know that you're watching it, alright? Let me know that you are tapping in and watching the recording by DMing me the word shift, on Instagram. My handle is hey.lauranicole.

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00:06:30.980 --> 00:06:42.910

Laura Nicole: And later on, I will pop in, I will say hello, it will not be a bot, it will not be ManyChat, it will be me, alright? And then I can kind of, catch up with you.

32

00:06:43.190 --> 00:06:52.589

Laura Nicole: So, in today's masterclass, I'm going to be helping moms just like you turn the skills you already use every day into a real virtual

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00:06:52.700 --> 00:07:04.919

Laura Nicole: Income stream, so that you can stop feeling so trapped by a paycheck that costs you too much time, too much energy, and too much quality time with your family.

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00:07:05.010 --> 00:07:20.969

Laura Nicole: Because I know that you are working hard, you are doing all the right things, you are showing up every day, but your money still feels tight. You're missing time with your kids, you're rushing through mornings and evenings, you're wondering how you can be giving so much

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00:07:20.970 --> 00:07:26.669

Laura Nicole: and yet still feeling behind. Let me know if that is something that resonates with you.

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00:07:26.980 --> 00:07:43.079

Laura Nicole: Or, and this may be the hardest part, you know that you have valuable skills, but you have no clue how to turn them into actual income that actually works around your life. So you stay stuck in the same cycle,

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00:07:43.440 --> 00:07:49.979

Laura Nicole: that... Sorry, my screen. I hate Zoom lately, you guys. It just makes me mad.

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00:07:50.700 --> 00:07:54.590

Laura Nicole: Why is it doing what it's doing? I can't see anything.

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00:07:54.940 --> 00:08:07.020

Laura Nicole: So you stay stuck in the same cycle of needing more money while craving more flexibility, and really just not knowing what path actually makes any kind of sense.

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00:08:07.090 --> 00:08:14.529

Laura Nicole: And if that sounds like you, then this masterclass will be so insanely powerful for you, because you may be trapped in what I call...

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00:08:14.530 --> 00:08:27.559

Laura Nicole: The income vs. presence cycle, where you're missing time with your kids, you're stressing about money, you're carrying guilt every day, and you're feeling stuck in a life that just no longer fits.

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00:08:27.560 --> 00:08:40.440

Laura Nicole: So you are in the right place, hanging out with me here today. If you keep thinking to yourself, this can't be it. This can't be it, there has to be a better way to earn money and live my life.

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00:08:40.690 --> 00:08:47.200

Laura Nicole: You want to bring in real income for your family, without sacrificing the moments that matter the most to you.

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00:08:47.550 --> 00:09:04.250

Laura Nicole: Or you're tired of calculating your PTO, or asking an adult permission to go do something in your life, right? Or stressing every time your child needs you during the workday. But I do have a little bit of tough love for you before we continue.

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00:09:04.400 --> 00:09:09.979

Laura Nicole: One of the reasons that many moms stay stuck is because we're just carrying so much.

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00:09:10.160 --> 00:09:29.559

Laura Nicole: Right? It's not because you don't want more, it's because your days are so full. There's always something that feels more urgent. Someone needs you, a bed needs made,

laundry needs switched, dinner needs cooked, right? And it becomes way too fucking easy to just think, I'll work on this later.

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00:09:29.690 --> 00:09:38.749

Laura Nicole: But then later turns into next month, and then next year, and then the year after that, and nothing changes.

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00:09:39.030 --> 00:09:51.170

Laura Nicole: This class can help you, but only if you give yourself permission to be fully here. Take notes, listen closely, let this be the moment that you stop putting yourself at the bottom of the list, and trust me, I am a...

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00:10:02.070 --> 00:10:09.679

Laura Nicole: To learn... Income, so that you can stop putting yourself and your family first.

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00:10:10.310 --> 00:10:21.580

Laura Nicole: And so you can start putting yourself and your family first, create more breathing room, and build a consistent income that works around your life. Because you deserve more than living in survival mode.

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00:10:21.790 --> 00:10:36.539

Laura Nicole: This class, however, is not for you if you're looking for passive income, or a magic button, right? Virtual assistant work is real work that can create real freedom, but it requires effort, consistency, and showing up.

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00:10:37.010 --> 00:10:43.630

Laura Nicole: If you want results without being willing to learn, grow, or invest in support, this class is not for you.

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00:10:43.670 --> 00:11:05.180

Laura Nicole: There will be an opportunity to go deeper with me today, and trust me, I promise you it will not require taking out a loan. But if that bothers you, then this probably isn't your room, because I believe in giving women the path that is going to shorten the learning curve to get to the point of making their lives better, faster.

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00:11:06.290 --> 00:11:22.300

Laura Nicole: This class is also not for you if you think that one reel, one post, or one week of effort should bring clients running to you. That's not how building a VA business works. Momentum comes from consistency, strategy, and doing the right things long enough for them to have time to work.

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00:11:24.240 --> 00:11:34.999

Laura Nicole: Or if you expect perfection from me or from yourself. This class is about progress and momentum and possibility, not perfect people saying perfect things.

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00:11:35.520 --> 00:11:50.290

Laura Nicole: But today, you're going to discover three separate things. Number one, why moms stay stuck overthinking becoming a virtual assistant, while other moms build a \$1,000 plus per month income stream using the skills they already have.

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00:11:50.640 --> 00:11:57.099

Laura Nicole: Number two, how becoming a VA can help you create more breathing room financially and personally.

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00:11:57.140 --> 00:12:11.669

Laura Nicole: And number three, how the steady 1K per month plan that helps you go from, I have no idea where to start, to confidently networking, signing clients, and making money in the nooks of your busy days.

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00:12:12.370 --> 00:12:19.940

Laura Nicole: So, my daughter was just 5 months old when she got her first bad cold. I don't know if y'all remember your kid's first time being sick.

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00:12:19.940 --> 00:12:37.060

Laura Nicole: And at the time, my husband happened to be out of town for work. I was a college professor working a double course load, and I always thought, before becoming a mom, that when moments like this happened, when my baby was sick and she needed me, that I'd be able to stay home and take care of her.

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00:12:37.140 --> 00:12:49.540

Laura Nicole: But instead, I had to pack her up, leave her with my mom, and drive to campus to work on someone else's schedule. Sitting in that office that day and trying to teach classes felt

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00:12:49.590 --> 00:12:58.529

Laura Nicole: physically wrong. I could not focus on work, because all I could think about was my sick baby, and check my phone constantly to see if my mom sent me any updates.

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00:12:59.000 --> 00:13:11.729

Laura Nicole: And I remember thinking to myself and feeling so frustrated, thinking, why am I working this fucking hard if I still have no flexibility when my family needs me the most?

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00:13:12.200 --> 00:13:20.869

Laura Nicole: I was so grateful to have my mom to help, but I was heartbroken not getting to be mom that day.

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00:13:21.380 --> 00:13:30.389

Laura Nicole: Then, two weeks later, a good friend told me about virtual assistant work when I was complaining to her for, like, the thousandth time about my situation.

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00:13:30.900 --> 00:13:44.059

Laura Nicole: It's when women using skills they already had to earn real money with flexibility and from home. And it was, like, this light bulb moment. Everything clicked. I had found, finally, a new way.

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00:13:44.460 --> 00:14:00.720

Laura Nicole: And just 4 months later, after saying, I might as well try, I have nothing to lose, I booked a \$4,000 per month client and had already replaced my professor's salary with that one client. And for the first time in a long time, I felt like I could breathe again.

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00:14:00.890 --> 00:14:09.650

Laura Nicole: Since then, VA work has allowed me to triple what I made as a professor, while getting to be home and putting my daughter and my family first.

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00:14:09.950 --> 00:14:14.769

Laura Nicole: Now, when Little Miss is sick, she's 7, she just turned 7, it's so crazy.

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00:14:14.880 --> 00:14:26.909

Laura Nicole: I don't get that awful, sinking feeling anymore. I rearrange my day, I take care of my kid, I am there for her when she needs me. And that shift changed everything.

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00:14:27.020 --> 00:14:37.770

Laura Nicole: Now I've helped over 1,300 women create their own version of that same flexibility, income, and breathing room with my Steady 1K Plus VA income plan, which you're gonna learn about today.

72

00:14:37.960 --> 00:14:56.570

Laura Nicole: And these women thought the same thoughts that you have probably had, that I don't have experience, or I'm not qualified, or I don't even know what I'd offer. They thought those things, too, until they realized the skills they already use every single day could become paid VA services.

73

00:14:56.790 --> 00:15:01.169

Laura Nicole: So, what actually is a virtual assistant? I want to make sure this is really clear.

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00:15:01.490 --> 00:15:04.139

Laura Nicole: A VA... oh, my voice cracked.

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00:15:04.840 --> 00:15:11.069

Laura Nicole: A VA is the behind-the-scenes support person that businesses rely on to keep things running smoothly.

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00:15:11.140 --> 00:15:25.979

Laura Nicole: As a VA, you can work from home in the pockets of your day while helping business owners, doing things like inbox and calendar management, customer communication, community moderation, data entry, reporting, content support, and tons of other admin tasks.

77

00:15:26.270 --> 00:15:38.490

Laura Nicole: You become your client's right-hand person while still working as an independent contractor, which is what gives you freedom over your clients, your hours, how much you work, when you work, what you charge.

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00:15:38.830 --> 00:15:43.250

Laura Nicole: all the things, right? Because you are your own boss as a freelancer.

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00:15:43.860 --> 00:15:52.270

Laura Nicole: Do people really need VAs? The short answer is absolutely. The market is not oversaturated. There are way more business owners than there are VAs.

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00:15:52.380 --> 00:15:56.540

Laura Nicole: And there are so many solopreneurs starting new businesses every day.

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00:15:56.670 --> 00:16:11.149

Laura Nicole: that need affordable but effective options to help run their business, and this is where VAs come into play. Because working with a freelancer is highly cost-effective, and the market demand for our work is only increasing.

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00:16:12.850 --> 00:16:20.300

Laura Nicole: What kind of businesses? Hire VAs. A lot of times people understand what a VA does, but not, like, who we do it for.

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00:16:20.430 --> 00:16:33.479

Laura Nicole: Business owners across all industries need help. It is very common to work with online businesses, such as online course creators, coaches of any category, teaching people anything you can think of.

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00:16:33.560 --> 00:16:41.639

Laura Nicole: Etsy are print-on-demand shops, network marketers, photographers, event planners, realtors, the list goes on and on.

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00:16:42.010 --> 00:16:52.929

Laura Nicole: This is Alana. Alana is a student of mine who was teaching online while homeschooling her three young kids, and she had that, like, close but no cigar

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00:16:53.020 --> 00:17:05.610

Laura Nicole: experience where she felt really lucky to work from home, but she hated having to go in another room and close the door, when she had to work. She told me that she felt like a bad mom, which made me so sad.

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00:17:05.670 --> 00:17:13.519

Laura Nicole: Her goal when she started with me was to leave her teaching job by the year end, 10 months later. She did it in 3 months.

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00:17:13.520 --> 00:17:14.060

Carly: Fat.

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00:17:14.060 --> 00:17:15.500

Laura Nicole: It was... crazy.

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00:17:15.500 --> 00:17:16.800

Carly: Oh, a little...

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00:17:17.089 --> 00:17:24.079

Laura Nicole: From a career in education to 5K months in less than a year as well, Stephanie is one of our Canadian students.

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00:17:24.129 --> 00:17:42.839

Laura Nicole: She was feeling the time ticking as her teenage kids got older. She wanted time with them before they left the nest, right? But she also needed an income. So she dove headfirst into VA work, and she is home with her kids and making just shy of \$5,000 a month working as a VA.

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00:17:43.669 --> 00:17:48.919

Laura Nicole: So we have 5 steps that we are going to go through today. It's called the SHIFT method.

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00:17:49.189 --> 00:17:57.239

Laura Nicole: So, step one of the shift method to help us go from that income versus present cycle

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00:17:57.239 --> 00:18:14.559

Laura Nicole: and break out of that. Step one is seeing your skills, okay? Because you are not starting from scratch. You're not starting at zero. The experience you already have from work, life, motherhood can become really, really valuable VA services that clients will pay you for.

96

00:18:14.689 --> 00:18:32.309

Laura Nicole: The real problem, though, is that you've just never been shown how to see the value in the skills that you already have. You've been trying to build a different life in the exact same lane that's been keeping you stuck, right? No matter how fast you drive, it's not taking you anywhere new.

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00:18:32.329 --> 00:18:40.589

Laura Nicole: And right now, being a stretched thin mom, let me know if you're like, yeah, I feel stretched thin every damn day.

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00:18:40.599 --> 00:18:52.999

Laura Nicole: It can feel like you're driving in the most chaotic lane on the highway. Everything feels rushed. It feels tense. It feels completely out of your control. You are constantly reacting and just trying to keep up.

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00:18:53.569 --> 00:19:01.769

Laura Nicole: But the real problem here is not a lack of experience. It's that you haven't been taught how to recognize, package, and position

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00:19:01.879 --> 00:19:17.289

Laura Nicole: the skills that you already have as those valuable VA services, right? So you get stuck thinking to yourself things like, oh, that doesn't count, or that's not enough to be a service. That's not something that I could get paid for.

101

00:19:17.489 --> 00:19:35.039

Laura Nicole: But I want to break this down for you, alright? If you can keep schedules organized, if you're someone who keeps the family calendar organized, you know, who is where, when, who's driving them, who's picking them up, how long it lasts, etc, then that can become a service of calendar management.

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00:19:35.519 --> 00:19:39.389

Laura Nicole: If you can respond to and send emails and messages.

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00:19:39.549 --> 00:19:52.009

Laura Nicole: Professionally, in a, you know, speaking with proper grammar, and professionally, and representing yourself well, and being detail-oriented, that can become inbox support.

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00:19:52.399 --> 00:19:59.739

Laura Nicole: If you know how to use Canva, if you've made flyers or birthday invitations, that can become document creation.

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00:20:00.589 --> 00:20:09.159

Laura Nicole: And if you already post on social media, then you can offer social media support, where you help your clients post the content that they've already created.

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00:20:09.579 --> 00:20:21.869

Laura Nicole: If you're good at researching information, I know as women, we love a rabbit hole. If you're good at researching information, organizing details, planning events, tracking expenses, or proofreading documents.

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00:20:22.319 --> 00:20:30.649

Laura Nicole: These are all very real virtual assistant services that businesses are actively paying people for as we speak.

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00:20:33.049 --> 00:20:41.259

Laura Nicole: This is Allie. Yes, budgeting, Jasmine, absolutely. She went from saying no to, yep, I'll be there.

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00:20:41.259 --> 00:20:58.949

Laura Nicole: Allie was so tired of watching life get more expensive while constantly having to say no to her kids. She wanted extra income, but she still wanted to be fully present for school events and sick days and everything that she wanted in terms of everyday moments as a stay-at-home mom.

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00:20:59.349 --> 00:21:16.449

Laura Nicole: But even with zero VA experience, she signed her first client within 3 months, and now she's bringing in around \$2,000 a month as a VA to help pay down debt, have extra money for the things her kids want to do, while still getting to be the stay-at-home mom that she wanted to be.

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00:21:18.209 --> 00:21:30.439

Laura Nicole: Step 2 of the shift method is honing your offer. Getting clear on who you want to help, the services you'll offer, and how business will fit into your life, because clarity creates confidence.

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00:21:30.679 --> 00:21:34.709

Laura Nicole: I hear this from women all the time.

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00:21:34.819 --> 00:21:48.059

Laura Nicole: I'll work with anyone, Laura. I'll do anything. I just want to get started. And I get it. I do. Genuinely. You don't want to overthink it, you just want to move, you want to keep things easy, you want to keep your options open.

114

00:21:48.179 --> 00:22:02.369

Laura Nicole: But this is exactly where a lot of new VAs accidentally stay super stuck. Because when you don't get clear on who you want to help and how you want to help them, everything in the process is going to feel harder than it needs to be.

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00:22:03.189 --> 00:22:07.949

Laura Nicole: It's like sitting down to watch TV and thinking to yourself, like, I'll watch anything.

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00:22:08.139 --> 00:22:25.889

Laura Nicole: So you open Netflix, and then you switch to Hulu, and then you try Prime, and maybe HBO, Paramount. You scroll, you browse, you go back and forth, you watch a preview, you watch a trailer. But at the time you finally pick something, number one, it probably still doesn't feel quite right, you just settled on it.

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00:22:26.229 --> 00:22:32.029

Laura Nicole: And at that point, you could have watched an entire episode of something else by now.

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00:22:32.189 --> 00:22:42.419

Laura Nicole: But when you sit down and think, hmm, I want to watch a rom-com tonight, now you're looking at a short list, right? Now decisions are a lot easier.

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00:22:42.539 --> 00:22:48.539

Laura Nicole: Now, finding something that actually fits is simpler because you know what you're looking for.

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00:22:51.709 --> 00:22:54.779

Laura Nicole: Always gotta have an Ilani on hand.

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00:22:55.859 --> 00:23:13.509

Laura Nicole: Instead of saying, I'm a VA, I can help anyone with anything, we want to get you to the point where you're saying, I help busy online nutrition coaches manage their inbox and client communication so nothing slips through the cracks. Do y'all see the difference? Do you see the specificity there?

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00:23:14.279 --> 00:23:25.809

Laura Nicole: It's the same skills being used, but a clearer offer. It's way easier for a client to say yes, and it's way easier to go find that client, because you know who you're looking for.

123

00:23:26.369 --> 00:23:35.889

Laura Nicole: Clients are not looking for somebody who is going to do every single thing. They're looking for someone who can help with something specific in their business.

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00:23:36.189 --> 00:23:46.809

Laura Nicole: This is Katie. She spent 20-plus years, yes, clear and concise, 20 plus years working in TV production, really early hours, wonky hours.

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00:23:46.839 --> 00:23:58.709

Laura Nicole: She quit that job to care for her chronically ill daughter, but the financial stress hit really hard and really fast. She needed the income, and she knew she needed a change so that she could be the mom she wanted to be.

126

00:23:58.739 --> 00:24:13.749

Laura Nicole: She took the time to get really clear on who she wanted to work with, and now she works 15 to 20 hours a week from home with a client who she is so aligned with that she tells me all the time that it feels priceless and too good to be true.

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00:24:13.759 --> 00:24:21.499

Laura Nicole: She's fully present for her kids, she's there when her daughter needs her, she gets to soak up these everyday moments that she would have missed.

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00:24:21.549 --> 00:24:25.219

Laura Nicole: While still providing financially for her family.

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00:24:26.569 --> 00:24:37.899

Laura Nicole: Step 3 of our shift method is then increasing your value. Praise yourself like someone who solves real problems. Show up as a capable professional from day one.

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00:24:38.089 --> 00:24:55.449

Laura Nicole: Okay? Day one. Here's something really important to know, is that clients can feel the energy that you bring into conversations about your rates. So when you feel confident in the value you provide, they feel that confidence too.

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00:24:55.619 --> 00:25:06.839

Laura Nicole: Business owners are not just hiring task rabbits. They're hiring for reliability, support, problem solving, peace of mind, and an actual team member.

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00:25:08.359 --> 00:25:23.869

Laura Nicole: These small businesses, sometimes you'll be their only VA, sometimes you'll be joining a team of people, but they want you to be an actual part of a team. They want someone who can step in confidently and make their life easier. And being new does not...

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00:25:24.019 --> 00:25:43.219

Laura Nicole: automatically mean that you need to charge the lowest rate possible, especially when you're already bringing professional experience and transferable skills, communication skills, organization, real-world problem solving to the table. Again, you are not starting from zero, so you don't have to price yourself like you are.

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00:25:44.039 --> 00:25:45.689

Laura Nicole: Okay, this is the part...

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00:25:45.869 --> 00:25:55.559

Laura Nicole: I think everybody wants to know, this is why you're here. What does the income actually look like in real life to be hitting these \$1,000 months? Let's break it down.

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00:25:55.739 --> 00:26:11.099

Laura Nicole: If you're working 1 hour a day, right, that's 30 hours per month. The majority of my students are starting in the \$30 to \$35 per hour range. So, let's say that you're charging an in-the-middle number, \$33.50 an hour.

137

00:26:11.199 --> 00:26:16.339

Laura Nicole: 30 hours a month at \$30 through 50 an hour is \$1,005 per month.

138

00:26:16.609 --> 00:26:18.519

Laura Nicole: That's your 1K month.

139

00:26:18.689 --> 00:26:23.969

Laura Nicole: Literally working one hour a day. It gets to be simple, ladies.

140

00:26:24.239 --> 00:26:27.289

Laura Nicole: We don't have to overcomplicate this.

141

00:26:27.719 --> 00:26:38.039

Laura Nicole: you are in control of how much you work, how much you earn. Some women only want to make \$500 to \$1,000. Yeah, Jasmine, what a relief would that be?

142

00:26:39.829 --> 00:26:50.569

Laura Nicole: Some women only want to make \$500, \$1,000, \$1,500, so they stay at one or two clients, work a few hours a week, to create that extra consistent income. I like to call it cushion cash.

143

00:26:50.879 --> 00:27:05.689

Laura Nicole: Others choose to increase their hours and grow this into a full-time income. Stephanie was a great example. She's making almost \$5,000 a month. Katie, Allie, they're both great examples of meeting kind of in the middle, making \$2,000 to \$3,000 a month.

144

00:27:06.229 --> 00:27:14.299

Laura Nicole: They're both right. There's no wrong answer here. There's no wrong way to do this. You get to pick which path works best for you.

145

00:27:14.619 --> 00:27:25.059

Laura Nicole: And the flexibility matters, because this is where stretched-thin moms tend to burn out trying to copy business models that just were never designed for busy moms in the first place.

146

00:27:26.189 --> 00:27:42.759

Laura Nicole: And then as you gain experience, your income can grow in 3 ways. Okay, you can increase your rates, you can also shift from, like, hourly to packages, you can add another client to your roster, or you can start offering higher value, more premium services.

147

00:27:43.319 --> 00:27:52.999

Laura Nicole: And this is exactly why I want you to see what this could look like, not just at \$1,000 a month, but as you grow. I would love to hear what your...

148

00:27:53.469 --> 00:27:54.609

Laura Nicole: work.

149

00:28:02.319 --> 00:28:04.179

Laura Nicole: Month that comes up for you.

150

00:28:05.649 --> 00:28:24.339

Laura Nicole: And then this is Jessica. She... I live vicariously through her. She lives in Brooklyn. She went from wondering where her rent was going to come from to having consistent income. She had actually been a VA for 10 years before she found me, but she was still broke because she was undercharging, and she had no structure to her pricing at all.

151

00:28:24.429 --> 00:28:41.959

Laura Nicole: Within a month of stepping into my world, she signed 2 new clients at \$30 an hour, which was 20% more than she had ever charged before. And I need to update this. She's now at \$50 per hour for new clients. She runs on retainer packages, so they pay in full at the beginning of each month.

152

00:28:41.959 --> 00:28:48.229

Laura Nicole: And she even had to hire her own VA to help keep up with the demand, because she's still getting inquiries.

153

00:28:48.499 --> 00:28:54.209

Laura Nicole: Raising her rates didn't scare clients away, it actually made them respect her and her work even more.

154

00:28:56.319 --> 00:29:09.819

Laura Nicole: Step 4 of the shift method is using a simple 15-minute networking strategy to build real connections, authentic connections with idle clients to create consistent opportunities.

155

00:29:10.049 --> 00:29:19.369

Laura Nicole: Because, honestly, you probably know more people connected to business owners than you realize. A friend from high school, a former coworker, someone from your gym...

156

00:29:19.959 --> 00:29:31.299

Laura Nicole: A mom from school pickup, someone you follow online, a friend from your book club. And even beyond that, a huge part of finding clients comes from the connections that you make along the way.

157

00:29:31.429 --> 00:29:35.089

Laura Nicole: Not just pre-existing connections you already have.

158

00:29:35.319 --> 00:29:46.959

Laura Nicole: Because once you learn how to network online and start having conversations and putting yourself in the right spaces consistently, your network is going to grow faster than you think.

159

00:29:47.609 --> 00:30:00.979

Laura Nicole: And through those conversations, these present and paid moms, right, the ones on the other side of that income versus present cycle, they aren't just learning if those business owners want to work with them.

160

00:30:00.979 --> 00:30:10.369

Laura Nicole: They're also deciding if they want to work with those business owners. You are so fine, Carly. No worries. Mom life. We get it.

161

00:30:11.479 --> 00:30:23.659

Laura Nicole: Because not every client is your client. I need you to hear that. Not every client is your client. Just because they have a pulse and they want to pay you does not mean they're your client.

162

00:30:23.949 --> 00:30:43.189

Laura Nicole: And when you do this the right way, it's going to create a steady flow of opportunities with clients you're excited to work with that you would want to work with long-term, I'm talking years to come, and grow with them in their business. That's how we create steadiness in our income as a freelancer.

163

00:30:43.709 --> 00:31:00.309

Laura Nicole: That's exactly why one of the aspects of my program that I will share with you later is my client magnet method, so that you can stop guessing where clients come from and start creating for yourself those consistent opportunities with aligned business owners that you want to work with long-term.

164

00:31:00.609 --> 00:31:10.849

Laura Nicole: This is Jenna. Jenna and her husband and her dog traveled the country in an RV. When she found me, she had tried two different previous VA coaching programs, and

165

00:31:11.279 --> 00:31:25.279

Laura Nicole: spent a lot of money, on them, and wasn't getting the results that she wanted. So she was door dashing, doing Instacart, taking temporary jobs at the campgrounds that they were staying at since they travel the country.

166

00:31:25.819 --> 00:31:37.599

Laura Nicole: But she had zero VA experience, but she took the leap anyway. And I actually just got an update from her a couple days ago. She's now earning \$5,000 a month.

167

00:31:37.949 --> 00:31:52.629

Laura Nicole: traveling the country with her husband and her dog, going to see family, going to visit places they want to. She says it still feels unreal that this is her life now, and it all started by deciding to just fucking go for it.

168

00:31:53.439 --> 00:31:58.039

Laura Nicole: The fifth and final step of the shift method is transforming your income.

169

00:31:58.299 --> 00:32:05.529

Laura Nicole: Turning those conversations into paying clients, and building your path to that extra \$1,000

170

00:32:05.679 --> 00:32:10.969

Laura Nicole: On up, right? Per month, with work that fits around your family and your life.

171

00:32:11.859 --> 00:32:22.419

Laura Nicole: Those present and paid moms, the ones we're striving to become, they aren't trying to close anybody, they're not trying to sell anybody. They're simply guiding the conversation.

172

00:32:22.419 --> 00:32:34.579

Laura Nicole: Asking the right questions, understanding what the client really needs, clearly explaining how they can actually help them specifically, not with a generic template. Y'all, in the world of AI right now.

173

00:32:34.579 --> 00:32:36.549

Laura Nicole: People want human.

174

00:32:37.239 --> 00:32:39.109

Laura Nicole: Point blank, period.

175

00:32:39.339 --> 00:32:43.759

Laura Nicole: And that's what turns a conversation into a paying client.

176

00:32:44.019 --> 00:32:52.889

Laura Nicole: Because after going through the shift method, you have a clear offer, a clear process, and a framework for how these conversations really work.

177

00:32:53.139 --> 00:32:59.299

Laura Nicole: So you stop feeling awkward, and you start feeling confident leading the conversation.

178

00:32:59.889 --> 00:33:07.899

Laura Nicole: We've made it through the shift method, hopefully you learned a lot with that. And at this point, we have two choices. Number one, we can...

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00:33:08.199 --> 00:33:17.379

Laura Nicole: This might sound a little blunt, but it's honest. Wastes a lot of time and energy and effort trying to figure everything out by yourself.

180

00:33:17.449 --> 00:33:33.119

Laura Nicole: Or, you can fast-track your results with my step-by-step system that has been, again, proven by over 1,300 other moms that completely removes the guesswork and the overwhelm from becoming a VA and making this income a reality.

181

00:33:33.399 --> 00:33:50.629

Laura Nicole: That's exactly why I am creating the Get Shit Done system. GSD is the system that's gonna show you exactly how to become a paid and present mom. It is currently in beta, I am actively building it. The... Excuse me, my voice keeps cracking.

182

00:33:50.889 --> 00:34:08.449

Laura Nicole: the track finder, the first whole module section of it that kind of sets you up for which track you're going to go on is ready now, and then I'm releasing new episodes, new episodes, I'm releasing new lessons all the time. I uploaded, I think, like, 5 in the last week.

183

00:34:09.189 --> 00:34:26.659

Laura Nicole: And because there's not one single version of VA success, right? We talked about this being personalizable, the Get You It Done system has two tracks. This is totally new for how I have taught my four years of experience coaching women, showed me that this was needed.

184

00:34:27.699 --> 00:34:31.719

Laura Nicole: Which is why I'm so excited about this new updated system.

185

00:34:32.269 --> 00:34:49.159

Laura Nicole: So we have the freelancer track and the business track. The freelancer track is when you want the flexible VA income, you know, the \$500 to \$2,000 a month, but you don't

want an LLC, you don't want to do social media, you don't want to mess with a business bank account and a website, you just want to truly freelance.

186

00:34:49.279 --> 00:34:51.449

Laura Nicole: And then we have the business track.

187

00:34:52.979 --> 00:35:01.049

Laura Nicole: Where you build a more formal VA business that does have those components that you want to grow and scale your income.

188

00:35:02.439 --> 00:35:14.489

Laura Nicole: And this is why we have everyone start with the Track Finder, because we want you to determine which path is the best fit for you and your goals as a virtual assistant, specifically.

189

00:35:14.639 --> 00:35:23.579

Laura Nicole: So, here's what comes next, okay? We're gonna start with your goals, your income target, and then the freelancer versus business track.

190

00:35:23.859 --> 00:35:29.579

Laura Nicole: Then you're going to build out your services, your ideal clients, your pricing, and your positioning.

191

00:35:29.779 --> 00:35:42.829

Laura Nicole: You're gonna go out and network your face off, and then you're going to sign, clients by finding them, networking with them, finding them, hosting discovery calls, and then pitching to them and making the ask.

192

00:35:43.569 --> 00:36:01.689

Laura Nicole: Then you are going to serve, okay? You are going to do the contract, onboard the client, communicate with them, actually get paid, and then grow. That final step, grow and scale through references, referrals, raising your rates, managing your capacity, scaling that income.

193

00:36:01.689 --> 00:36:09.229

Laura Nicole: And women are already using it very successfully. Y'all, this new Get Shit Done system has only been out in the wild for...

194

00:36:09.429 --> 00:36:10.709

Laura Nicole: 4 months.

195

00:36:11.039 --> 00:36:20.459

Laura Nicole: 4 months, and we have so many wins from it already. Kelly signed her first client in 7 days, Mari signed her first client in 16 days.

196

00:36:20.459 --> 00:36:31.599

Laura Nicole: Lisa signed her first client officially on launch day. Amanda was a couple months in, she was consistent, got her first client. Nicole's planning her exit date from her 9 to 5.

197

00:36:31.789 --> 00:36:37.669

Laura Nicole: so many wins, and they're just normal-ass women, y'all. They're just normal women!

198

00:36:38.439 --> 00:36:43.779

Laura Nicole: What if you didn't have to choose, though, between getting the system and getting the support?

199

00:36:43.929 --> 00:36:47.119

Laura Nicole: I'm gonna show you how you can keep both of those things.

200

00:36:47.549 --> 00:37:03.739

Laura Nicole: by getting the GSD system, right? That is the step-by-step process, and getting the VA Income Lab. The lab is where you have the community and the coaching and the support as you implement the Get You It Done system.

201

00:37:03.799 --> 00:37:09.519

Laura Nicole: I have something specifically for everyone watching this class, because you don't have to do this alone.

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00:37:09.639 --> 00:37:12.609

Laura Nicole: You don't have to do this alone.

203

00:37:12.879 --> 00:37:17.559

Laura Nicole: you have the support, and I want you to see just some examples.

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00:37:17.589 --> 00:37:29.619

Laura Nicole: Of how women feel supported inside of the Income Lab. It's exactly why I created this space. I wanted community. I wanted to be closer to the women who I'm coaching.

205

00:37:29.619 --> 00:37:41.109

Laura Nicole: Oh my god, group coaching calls are so good. It's the extra accountability I needed. You ladies are amazing and helpful, especially for my self-esteem. I'm so glad I get to be a part of a group of such supportive women.

206

00:37:41.189 --> 00:37:48.599

Laura Nicole: you guys can read these on your own, but I think they speak very, very highly of

207

00:37:49.159 --> 00:37:55.119

Laura Nicole: What the atmosphere and the environment is like, and the support and the community that you get inside.

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00:37:55.959 --> 00:38:10.289

Laura Nicole: So inside of the VA Income Lab, you can move forward with coaching when you're stuck. I am in there, actively, every day. I also have a co-coach in there, so when you're stuck, you need clarity, or you want accountability, we do challenges every month to help with that, too.

209

00:38:10.629 --> 00:38:19.239

Laura Nicole: There's a community of 200-plus women, learning and taking action alongside you at all different phases in the process, so y'all can help each other.

210

00:38:19.379 --> 00:38:26.189

Laura Nicole: When you want feedback and answers, or when you need actual eyes and an opinion on what you're working on.

211

00:38:26.619 --> 00:38:40.509

Laura Nicole: You'll move forward having all of the resources, trainings, and accountability you need to keep moving forward. And for this group watching this class, I'm going to give you, for free, the Get Shit Done system, too.

212

00:38:40.659 --> 00:38:54.349

Laura Nicole: Because I would love to build with you. I would love to get to stay in your corner. I know how easy it is to lose momentum when you're trying to figure everything out alone. That's why I built the VA Income Lab differently.

213

00:38:54.589 --> 00:39:12.489

Laura Nicole: Instead of handing you a course, handing you the get-shit-done system, and just wishing you luck, aw, Jasmine... and wishing you luck, I'll continue walking alongside you with coaching and community and practical support as you build this flexible income.

214

00:39:12.629 --> 00:39:25.779

Laura Nicole: You're never, as long as you're in the income lab and you're in my world, you're never going to be stuck Googling, wondering if you're doing it right, or feeling just so overwhelmed with the guesswork ever again.

215

00:39:26.489 --> 00:39:35.449

Laura Nicole: So if you've loved this class, I would love for you to stick around. Would y'all like to see what is inside of the Income Lab?

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00:39:35.769 --> 00:39:39.519

Laura Nicole: I can show you really quick if you guys want to see the inside.

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00:39:40.109 --> 00:39:47.849

Laura Nicole: If I can figure out how to switch my screen again, because y'all know Zoom is giving me a day right now.

218

00:39:48.419 --> 00:39:52.599

Laura Nicole: Okay, let's see if I can... Switch it...

219

00:39:57.869 --> 00:40:04.309

Laura Nicole: Okay, we're just gonna stop the share, and we're gonna start over with the share.

220

00:40:05.129 --> 00:40:09.069

Laura Nicole: Zoom did an update, and it's just the biggest pain in the butt.

221

00:40:11.599 --> 00:40:12.799

Laura Nicole: Okay.

222

00:40:13.079 --> 00:40:16.319

Laura Nicole: Alright, tell me in the chat, can y'all see the Income Lab?

223

00:40:23.459 --> 00:40:25.389

Laura Nicole: We see it? Okay, perfect.

224

00:40:25.459 --> 00:40:38.139

Laura Nicole: Alright, I'm gonna give you a quick rundown, because I don't want to keep you guys much longer. We have this whole community. We have an Announcements tab. I was just letting people know today we had a guest speaker who we were live with.

225

00:40:38.159 --> 00:40:56.909

Laura Nicole: We have the starter sprint, so when you get into the Income Lab, the very first thing you're gonna do is the Starter Sprint. It's four trainings. You can get it done in the first week, and in that time, you're going to get really clear on what your actual skill sets are from your experience. You're going to turn them into services, get them into a resume.

226

00:40:56.909 --> 00:41:09.019

Laura Nicole: Boost the hell out of your confidence, and then you'll move into the Get Shit Done system. So each step of this starter sprint has a worksheet with it. You'll do it, turn it in here, and get coaching from myself and Coach Caitlin.

227

00:41:09.579 --> 00:41:18.179

Laura Nicole: We have the questions for coach chat. You guys, you can pop a question in here any day, anytime. You'll get an answer from a coach within 24 hours.

228

00:41:19.419 --> 00:41:27.339

Laura Nicole: Literally. And you're also gonna get answers from other women, look at this, 12 comments on this one, 15 comments here.

229

00:41:27.459 --> 00:41:45.289

Laura Nicole: It's not just myself and Coach Caitlin answering. 13 comments here, 8 comments, 15 comments, 8 comments, right? The community is an actual community. We have a 94% engagement rate, which is unheard of for a membership.

230

00:41:46.779 --> 00:42:07.649

Laura Nicole: We have all things brain, okay? We, this used to be just, like, a mindset space. We just hired, I just hired, we just brought in a, like, neurodivergence, I forgot the name she gave her, basically, like, an ADHD coach, kind of, because a lot of women in my world struggle with neurodivergent, issues.

231

00:42:07.649 --> 00:42:10.099

Laura Nicole: So she is helping to actually...

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00:42:10.099 --> 00:42:16.449

Laura Nicole: walk women through that process to become more productive and be more successful as VAs. It's so fucking cool.

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00:42:16.969 --> 00:42:18.369

Laura Nicole: we celebrate.

234

00:42:18.379 --> 00:42:32.209

Laura Nicole: all the wins, alright? All of them, and big or small. And again, you can post in here anytime, and your community is gonna show the fuck up for you, and celebrate. There's no judgment, that's what women tell me all the time, they love.

235

00:42:32.209 --> 00:42:41.429

Laura Nicole: About, hi, Kate! Welcome in, you guys, that's Coach Kate right there. The women love about this space, they're like, there's no judgment, there's no...

236

00:42:41.429 --> 00:42:52.969

Laura Nicole: like, jealousy, it's... genuinely, women are just so fucking happy for each other. And they use each other as motivation of seeing what's possible instead of, like, a comparison.

237

00:42:53.779 --> 00:43:00.039

Laura Nicole: Coach is curious, this is when I just ask you guys random questions for fun, because why not?

238

00:43:00.179 --> 00:43:15.859

Laura Nicole: Reviews and feedback, you can post anything you want feedback on. If you choose to do a social media, then you can post that here and ask any questions. We do a challenge every month, again, to help with accountability. This month is around mindset.

239

00:43:16.399 --> 00:43:30.029

Laura Nicole: We have our classroom. So this is what it looks like. Like I said, when y'all get in, the first thing you're gonna do is this VA Starter Sprint, then you're gonna watch how to maximize your time in the income lab, and then you'll pop over to the Get Shit Done system.

240

00:43:30.029 --> 00:43:37.899

Laura Nicole: We will guide you all the way. Again, our whole point of being here is so that you're never sitting there thinking, like, what do I do next?

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00:43:37.979 --> 00:43:44.859

Laura Nicole: Okay? We want to avoid that completely. We want you to know what your next action step is... action step is.

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00:43:44.979 --> 00:43:47.019

Laura Nicole: Every single step of the process.

243

00:43:47.819 --> 00:44:00.249

Laura Nicole: And then the last thing I want to show y'all on here, we have a lot of calls, okay? And it might look like a lot, none of these are required. You can be completely successful without hopping on them, but we have them as a resource.

244

00:44:01.359 --> 00:44:02.589

Laura Nicole: Excuse me.

245

00:44:02.819 --> 00:44:12.919

Laura Nicole: You get two coaching calls a month, so you can post a question anytime, and then Caitlin hosts a coaching call, and I host a coaching call. We just had mine yesterday, it was great.

246

00:44:12.989 --> 00:44:25.199

Laura Nicole: And then, we have guest speakers coming in. So just today, we had Rebecca join us to teach about adding VIP days to your offer. Next week, we have Jen coming in to talk about the basics of Pinterest.

247

00:44:25.219 --> 00:44:35.299

Laura Nicole: We had Brittany come in last week to teach the basics of ClickUp. We had another girl come in to talk about podcast management as a service. My goal as your coach.

248

00:44:35.299 --> 00:44:46.209

Laura Nicole: is to give you a very, very well-rounded education so that you have every resource that you need. Truly. It's to set you up to be as successful as possible.

249

00:44:47.809 --> 00:44:50.919

Laura Nicole: Alright, let me switch back here...

250

00:44:54.359 --> 00:45:04.889

Laura Nicole: Let me know in the chat, you guys, if seeing that is exciting, if you're like, oh, yeah, like, that's sick, that has lots of things, or if you have any questions about anything inside there, feel free to ask as well.

251

00:45:05.969 --> 00:45:16.479

Laura Nicole: So, to get support inside of the Income Lab, you guys, normally it costs \$396 for an annual membership for the one year. Yeah, Jasmine, I love the energy girl.

252

00:45:16.849 --> 00:45:25.329

Laura Nicole: But for the next 48 hours, I'm giving y'all access to that year inside for \$197, which is 50% off.

253

00:45:26.089 --> 00:45:40.519

Laura Nicole: Your enrollment, is going to include that full year inside of the Income Lab. All of that coaching, community support, all the trainings, all the resources, all those guest speaker calls, everything I just showed you is included. And...

254

00:45:40.519 --> 00:45:54.269

Laura Nicole: you're gonna get the Get You Done system included for free for the whole time your membership is active. That program alone has a \$222 value, so y'all are saving over \$400.

255

00:45:58.159 --> 00:46:15.079

Laura Nicole: Okay, so a year from now, if you're like, I don't want to go anywhere, what do you mean I have to leave? You don't have to leave. You can stay if you want. And your rate will lock in, because I can guarantee you, a year inside, no one's going to be paying \$197 for that. A year from now, they're going to be paying more.

256

00:46:15.079 --> 00:46:22.909

Laura Nicole: But you get grandfathered in at this price point, and it will never go up for you, as long as you're... my voice keeps cracking today.

257

00:46:23.489 --> 00:46:25.409

Laura Nicole: As long as you're a member.

258

00:46:26.079 --> 00:46:38.399

Laura Nicole: And y'all can cancel anytime. Yes, really, no strings attached, okay? You don't even have to email us or talk to us about it. You can just go into your settings and click cancel, and that's it.

259

00:46:38.909 --> 00:46:45.819

Laura Nicole: Caitlin just dropped the link in the chat, y'all, if you are like, hell yeah, I'm in, I'm so ready to get going with this.

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00:46:45.979 --> 00:46:52.679

Laura Nicole: Use that link in the chat, and that goes directly to that 197 offer for y'all.

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00:46:52.949 --> 00:47:10.649

Laura Nicole: The only way to get the Get Shit Done system is through this specific link, okay? So make sure to use this one. And if paying the \$197 at once just doesn't work for you, we do have Klarna and Afterpay available on there. They'll give you, like, payment plan options.

262

00:47:12.009 --> 00:47:25.519

Laura Nicole: To see those, you just need to click where it says Cards and More, and the credit card, screen is going to open up. Just look below that, okay? They love to make it tricky. Look below the credit card space, and you'll see Klarna and Afterpay there.

263

00:47:26.709 --> 00:47:30.039

Laura Nicole: And I want y'all to meet Lisa, she's in the Income Lab.

264

00:47:31.389 --> 00:47:42.159

Laura Nicole: And she was brand new fresh when she joined us. She hadn't done anything to get ready or launch her business. She chose the business track inside of Get Shit Done and got to work.

265

00:47:42.739 --> 00:48:02.219

Laura Nicole: So she was in the community, leaning into our coaching calls, our hot seats, getting feedback, but she didn't wait until everything was perfect and complete and polished to start networking. She shared what she was building on her personal Facebook page, and her ideal client reached out to her that same day.

266

00:48:02.389 --> 00:48:10.799

Laura Nicole: And a week later, they had signed the contract. So the day that her business officially launched, she was signing a contract already.

267

00:48:12.929 --> 00:48:26.269

Laura Nicole: client. Because GSD gave her the system, and the income lab gave her the support. And Lisa used both. That's the whole thing. We want you using both together to be as successful as possible.

268

00:48:26.679 --> 00:48:37.549

Laura Nicole: But Lisa's not the only one. Far from it, actually. Like I said, y'all, we have only been in this membership in... with this Get Shit Done system for, like, three and a half months.

269

00:48:37.909 --> 00:48:40.849

Laura Nicole: But we have an entire wall of winds.

270

00:48:41.249 --> 00:48:41.949

Laura Nicole: Bye.

271

00:48:53.759 --> 00:48:54.459

Laura Nicole: Nope.

272

00:48:55.589 --> 00:48:56.419

Laura Nicole: Even...

273

00:48:57.119 --> 00:49:06.329

Laura Nicole: Y'all here. And if you're anything like me, you love yourself some reviews, you love to be able to research and look and see what other women are saying.

274

00:49:06.389 --> 00:49:19.139

Laura Nicole: So I even broke this wall of wind down... wall of winds down into categories for you guys, in case there's something specific that you want to read more about. You can click when you go to the website, Kate just dropped that in the chat as well.

275

00:49:19.139 --> 00:49:27.499

Laura Nicole: When you're on there, you can click into any of those tabs, and it will take you right to the section that has the wins related to that topic.

276

00:49:28.049 --> 00:49:42.739

Laura Nicole: Okay, if y'all have any questions about anything we covered today, anything just on the VA side, anything with the shift method, or anything about these... this opportunity to join the Income Lab and get the Get Shit Done system for just \$197,

277

00:49:42.859 --> 00:49:45.259

Laura Nicole: Please drop it in the chat now.

278

00:49:45.449 --> 00:49:49.809

Laura Nicole: I'm gonna answer a couple FAQs, and then...

279

00:49:49.909 --> 00:50:06.279

Laura Nicole: Yes, Jasmine, the replay will be coming out. And I don't think I put it on here, but if anybody joins us tonight by midnight, you're going to get a free one-on-one call with me, a 20-minute one-on-one call with me, alright?

280

00:50:22.559 --> 00:50:23.859

Laura Nicole: Am I frozen?

281

00:50:24.829 --> 00:50:26.769

Laura Nicole: Did I freeze? Am I back?

282

00:50:27.379 --> 00:50:33.519

Laura Nicole: Okay. Did y'all hear me say if you get in by midnight tonight, what you'll get? Okay, great.

283

00:50:34.049 --> 00:50:41.459

Laura Nicole: If you have any questions outside of these, please ask in the chat, you guys. I'm an open book, alright? So these are gonna be quick.

284

00:50:41.669 --> 00:50:53.619

Laura Nicole: I'm brand new, is the lab for me. Abso-fucking-lutely, okay? This is where you want to get into that starter sprint and hit the ground running before you get into the GSD system.

285

00:50:53.879 --> 00:51:09.269

Laura Nicole: What if I don't know which track I want? If you're hearing, like, freelancer track, business track, I don't know. That's fine! It's fine that you don't know yet. That's why we have the track finder, is to walk you through the decisions and the important pieces to help you decide the best fit for you.

286

00:51:09.789 --> 00:51:28.989

Laura Nicole: When will the GSD system be finished, right? I am actively working on building out this program. There's not an end date, because it is actively being built out. At least a new lesson will drop weekly in both of the tracks, but like I said last week, I dropped 5 lessons into both of the tracks.

287

00:51:29.139 --> 00:51:33.259

Laura Nicole: But while it's being built, you have...

288

00:51:33.379 --> 00:51:46.179

Laura Nicole: so much in the lab that you can tap into. Like, you're not gonna be stuck. If you're like, oh, I'm at this point, but there's not another lesson, that's fine. Post in Coach is curious, and we'll tell you what your next step is, and we'll walk you through it.

289

00:51:47.439 --> 00:51:57.609

Laura Nicole: Am I locked into the Income Lab membership? Never. - nope. Since you're joining with an annual membership, you have the full year, but you don't have to renew after that year is up.

290

00:51:58.189 --> 00:52:10.149

Laura Nicole: Do I get the GSD system if I do a monthly plan? No. Okay, like I said, y'all, you have to go through the link that Caitlin just shared in the chat. That is going to come via email as well.

291

00:52:10.149 --> 00:52:23.859

Laura Nicole: If y'all happen to go online and find this membership just in the wild, and you do the monthly option, that does not count for this offer, okay? So it has to be done through this link.

292

00:52:25.509 --> 00:52:44.299

Laura Nicole: And what if I can't pay the \$197 today? If I'm so in, but I just literally can't do that right this second, you have access to this offer for the next 48 hours. And I also highly, highly recommend checking out the payment plan options from Klarna and Afterpay, because on a \$200

293

00:52:44.489 --> 00:52:46.349

Laura Nicole: Price that you're putting in...

294

00:52:57.649 --> 00:52:58.409

Laura Nicole: Right.

295

00:52:58.809 --> 00:53:13.009

Laura Nicole: So just a reminder, I don't see any questions in the chat, you guys. If you have any, please drop them. So your final reminder here, that for the next 48 hours, you get 50% off of an entire year inside of the income lab, so it's just \$197.

296

00:53:13.039 --> 00:53:21.759

Laura Nicole: For a full year of coaching from me and Coach Kate, community, and wild levels of support from other women in this with you.

297

00:53:21.829 --> 00:53:39.539

Laura Nicole: the GSD system beta included for as long as you're a member. You get to lock in this rate for life, and you can cancel anytime, y'all. And getting the 50% off plus the GSD system for free, that's over \$400 saved.

298

00:53:39.679 --> 00:53:45.409

Laura Nicole: \$400 saved. So my only question left for you is if you're ready to get shit done.

299

00:53:46.459 --> 00:53:51.529

Laura Nicole: What materials would you say we would need to start? In terms of, like, equipment, Jasmine?

300

00:53:52.269 --> 00:53:54.209

Laura Nicole: Is that what you mean by materials?

301

00:53:55.259 --> 00:53:58.269

Laura Nicole: A computer, a smartphone, and Wi-Fi.

302

00:53:59.189 --> 00:54:00.259

Laura Nicole: That's it.

303

00:54:01.639 --> 00:54:03.089

Laura Nicole: That is all.

304

00:54:06.819 --> 00:54:09.539

Laura Nicole: And nothing fancy. We don't need, like.

305

00:54:09.969 --> 00:54:14.119

Laura Nicole: some uber fan, like, I have always done my work on just my MacBook.

306

00:54:14.329 --> 00:54:17.169

Laura Nicole: Always and forever. That's what Kate uses, too.

307

00:54:18.959 --> 00:54:20.059

Laura Nicole: Okay.