

Free Masterclass Training

[00:00:00] Hello, welcome to my free masterclass about how to earn income on your own terms, working as a virtual assistant. I am so excited to have you here and I wanna give you a little insight into who I am and why you should trust me about this opportunity of making money from home as a va. So, hi, my name is Laura.

[00:00:25] I am a wife. I am a mom of one. Very strong-willed, little 6-year-old girl, a dog mom, and a full-time virtual assistant and virtual assistant coach living in Arizona, born and raised in the Midwest. Somehow we have ended up living in the desert. Don't ask me how. Okay. I have a master's degree in communication.

[00:00:47] I have been a full-time virtual assistant for five plus years at this point, and I have helped over a thousand women become successful. VAs inside of my signature program, the Superstar Assistant Academy. At the end of today's masterclass, you're going to walk away with some really helpful information, but also action steps that you can take.

[00:01:11] Okay? You're gonna have a better understanding of what a virtual assistant is and does. You are going to have created a list of five possible services that you can offer right now using skills you already have. You're gonna have clarity on if this route is a good one for you, is becoming a virtual assistant a good fit for your personality, your lifestyle, your income goals, and you're gonna have those three action steps to implement to begin your VA journey right now.

[00:01:40] And I know you are busy, mama. I get it. I, I live it every day too. So this masterclass will be kept to about 60 minutes, plus some q and A at the end. We are not about the fluff here. We like to get shit done, as I say. and I want you to feel free to listen whilst doing other things, okay? You do not have to sit and stare at me on this computer for the next 60 minutes.

[00:02:05] Pop an AirPods in, right? Listen while you walk the dog or fold some laundry or do the dishes, or get comfy on the couch with a coffee, right? Just know that you can, you can be multitasking while you take in this information, and at the end of this class, you will have the opportunity to work with me to become a successful income earning VA with an offer that you cannot get anywhere else but here.

[00:02:31] But we're not gonna get to those details until after the class that you signed up with your valuable time, because this masterclass alone is going to give you so much insight into the VA space. And I want you. To feel confident taking action because here's what happens when you do, right? These are some examples of moms inside of the superstar assistant academy who did take action, right?

[00:02:57] And here's their, some of their results. I have three new clients to work with. I just booked a 30 hour a week client at \$35 an hour. Could not have done this without you. I'm this close to being able to quit my corporate job, right? In just six months, I filled my client roster with three clients and made just shy of 10 K while still working my corporate job.

[00:03:17] Right? Taking action leads to actually adjusting your financial situation instead of continuing to wish and hope that maybe something might change. What would an additional \$10,000 in the next six months mean for you? Right? Just like Allison was able to achieve. I do have two quick but important notes for you before we dive in.

[00:03:40] Okay. Being a virtual assistant works. Regardless of what life situation you are in currently, if you're a stay at home mom wanting to add new income, if you have a job and you wanna supplement it, you wanna add some cushion cash, excuse me. also it turns out very allergic to the state of Arizona. We're new to it.

[00:03:59] so please just ignore the coughing. It's just kind of a way of life at the moment while we figure out how to make it better. But, or if you're looking to replace your current nine to five income, okay, any of those scenarios, this line of work, this way of making money works in all of them. And then important note number two is that virtual assistant work is just that, okay?

[00:04:24] It is work. This is not a get rich quick method. this is more of a marathon than a sprint. And as a va, you are an independent contractor working with small business owners to help them essentially with the backend, the behind the scenes of their business to keep it running smoothly. All right? You can absolutely build insane income as a virtual assistant, I have earned six figures for the past five years.

[00:04:52] But you are going to work for that income, right? This is not a, oh, work three hours a week and make \$10,000 a month. This is not that, right? It can do attitude. Having that, I'm gonna get shit done. Mentality and energy and

work ethic truly is important to being successful at this. I do have a fun free bonus for you just for hanging out with me today.

[00:05:17] This is going to come to your email inbox directly. It is 150 tasks that you can complete for your clients. Okay? So it is split across five main categories of service. You'll see that first one there is administrative support, but we have it split into five main categories of service. And then there's 30 examples of actual tasks you can complete for clients services you can offer inside of each of those five categories.

[00:05:45] This worksheet or this PDF. Is incredibly helpful for women because seeing that kind of bigger picture, right? If I were to sit here and list out for you 150 things you could do as a va, you would be so bored and you'd stop listening after the first 10, right? But being able to skim this list really helps provide that insight into kind of the, the nitty gritty, like the actuality of the types of things you do for clients when you're a va.

[00:06:11] All right? So what I suggest that you do is download this document and then go through and highlight all of the things that you either already know how to do or the things that you're like, oh yeah, I could learn that really easily. Right? Because a lot of times that's a big confidence booster for women is when they see this whole list and realize, oh my God, I can do so much of it, which boosts that confidence that, Hey, I actually could be successful at being a va.

[00:06:38] So I highly recommend downloading, and looking through this free bonus. I am gonna give y'all the very, cliff Notes version of my story. If you wanna hear any more details about it, please feel free to send me a DM over on Instagram. My handle is hey, like HEY. Hey, dot, Laura Nicole. And I'm an open book.

[00:07:00] I would love to chat through more of it with you, but I wanna keep it a little more succinct here. So, long story short, I went to undergrad and grad school for a communications degree after grad school. I did not finish my thesis. I didn't work on it at all while I was in grad school actually, and I worked at a Jason's Deli.

[00:07:19] That top left picture is my last day as a manager at Jason's Deli. I went into restaurant management for years because I didn't have my thesis done and I was good at my job. I was really good at my job in the restaurant industry. I got promotion after promotion and raise after raise, but it was not fulfilling, right?

[00:07:36] I did not find joy out of making people sandwiches, like I just didn't. And then, we moved back to Michigan. We had been in North Carolina. We moved back to Michigan, excuse me, and I finished my thesis. That bottom left picture is me holding lots of hours and frustration and words and pages, in my thesis as I went to defend it.

[00:07:59] As soon as I defended that thesis, I left the restaurant industry because we had just gotten married. I knew we were gonna have kids and I knew I did not wanna be in the restaurant industry when I had children. Okay. As soon as I defended my thesis, I left the restaurant industry. I went to teaching and I started teaching communication courses.

[00:08:18] at the university. I had gotten my degree from Fast Forward four years because getting pregnant was difficult for us and I was finally pregnant and I had that tiny little nugget. anytime nowadays I think like, God, I'm so tired. I look at pictures like this and I see how tired I really was. And I'm like, well, Laura, let's put this in perspective.

[00:08:41] Okay. But I had this little nugget. I was a professor at the time. I was teaching all online classes for the semester she was born. 'cause she was due smack dab in the middle of a semester. So I opted to teach online courses so that I could finish out the semester. Um. Then she was about five months old when the next semester rolled around and I had to go back on campus.

[00:09:02] And now I had specific class times, I had office hours, I had administrative meetings, and I was having to leave my daughter just because my schedule said I had to leave my daughter, right? She was in good hands. She was with grandma or with daddy, but I hated it. Like I hated that my schedule now impacted not just me, but also her right, regardless of what was going on.

[00:09:26] So I decided. I really need to find a more flexible way to make money because I didn't want someone controlling my days anymore. But I also had to have an income. I had to, there was no way to just become a stay at home mom. We would drown without a dual income. And that was when a friend told me about virtual assistance.

[00:09:46] For the first time I was 33. I had never heard of it before, but my friend had been in the online business space for a few years, so she had become familiar with it and she really encouraged me like, you have the right personality for this. I had never been an admin of any kind, like it felt so far out of my comfort zone.

[00:10:06] Y'all, I wanna make that very clear, 'cause I'm sure some of you are feeling the same way. It felt out of my comfort zone, but I figured it was worth a shot, right? Because I knew I didn't wanna join an MLM. I knew I didn't wanna sell anything. I knew I didn't wanna build a team, all those things, but I needed something more flexible.

[00:10:24] So I dipped my toes in. I worked with two part-time clients for the first couple of months, very part-time, like a total of five hours a week. And then about five months in, I signed one client. I signed one singular client who was \$4,000 per month. That was our contract. That was more than what I was making as a professor, that one contract.

[00:10:46] And that was when I realized like this could be a full-time thing, right? This could actually replace teaching, not just be supplemental. and I've never looked back. I then doubled my college professor salary in just over a year. I tripled it in just over two years. And the change that it has made for myself and my family.

[00:11:08] Not just financially, but in our daily life, right? I have control over my days. I can prioritize my family, my daughter's needs, and then fit my work in around my life. I no longer feel like I'm living just a freaking work. I'm sure you have felt that way at times too, right? And it sucks and don't feel that way anymore.

[00:11:29] I get to live my life first and then say, okay, where does work fit in here? Right? And the work I'm doing is fun and fulfilling. I actually do find fulfillment and excitement in working on the projects I do with my clients because I'm aligned with my clients and I believe in their business and who they're impacting.

[00:11:48] The increased income gives us flexibility. It allowed us to buy a house. Do some work on the house. you know, but we just bought my husband's truck. When we moved to Arizona, we had to buy another house and we built a pool in the backyard. We've been able to travel more and actually just pay for it instead of putting it on a credit card, pay for Christmas in cash instead of putting that on a credit card.

[00:12:10] The increased income and time flexibility allows me to really live my life and enjoy it. And I want the same for you, which is why I now coach, right? I get to use that teaching side of my brain, but for a much better and more fun way and reason to help moms be able to make money from home instead of trying to convince 18 year olds to turn in their homework, right?

[00:12:35] But I want the same for you, so I wanna make sure we understand exactly what a virtual assistant is, okay? A va. As a va, you are the ultimate behind the scenes superstar for small business owners. You get to work from the comfort of your own home or wherever you choose to work. Honestly, as long as you have wifi, you are lightening your client's workload by taking over back like backend, behind the scenes tasks for them, like email calendar management, customer relations, reporting, data entry, community management.

[00:13:11] You are truly their right hand person while you also still have control over your schedule and how much you work and when you work and what your rate is. Because as of via, you're an independent contractor, you are a freelancer, you file taxes as 10 99. That means you are not their employee, which means that they are not your boss.

[00:13:32] Okay? Do people really need VAs? I hear this question a lot. People wonder, do they really need VAs? Is there really a market? Is it oversaturated? The short answer is that people absolutely need VAs. There are so many online business owners and solopreneurs starting new businesses daily that need affordable and effective options to run their business, which is where you as their virtual assistant comes into play.

[00:14:00] Okay? There are literally hundreds of thousands of these online businesses. Not only do they all need a va, a lot of small businesses have multiple people on their team too. So it's not even that. It's just like a one-to-one ratio. I have two VAs on my team working with me. I'm a VA for some people who, I'm their only person, I'm a VA with someone who, she has a team of nine, right?

[00:14:25] So the demand is there a hundred percent. The demand is there, and business owners hire. VA is because as a freelancer, it's cost effective for them because they just have to pay your rate. They don't have to pay unemployment and social security and Medicaid and all the things, right? So they want these small business owners want to work with a virtual assistant.

[00:14:49] Business owners across all industries need help. Okay? It is very common to work with online businesses. Obviously you can work with local small businesses too, but that limits your scope. But just some examples of online businesses that you can work with. Online course creators, coaches, people who do print on demand or have Amazon shops, people who do Etsy, photographers, event planners, real estate agents, MLM, network marketing people.

[00:15:15] People who are just straight up influencers, right? They across all industries too. Let's say you wanna work with someone who does coaching. That could be business coaching, marriage coaching, parenting coaching, baby led weaning coaching, weightlifting coaching, macro coaching, right? Like anything you can think of.

[00:15:36] There's a niche of businesses serving those people. Oh, I do wanna touch on, I actually don't have it on the slide, but I do wanna touch on, I also hear a lot of people who have this myth and this misconception that small business owners are just hiring \$5 VAs from the Philippines, right? I actually have an entire podcast episode on this, on my, the podcast called Your Virtual Assistant Coach.

[00:16:02] I have a whole episode on this busting that myth, okay? Because yes, there are \$5 VAs, there are international VAs, but small business owners use that subset of VAs for a very different reason than they'll hire a VA in the United States, and they're going to utilize both. Okay? So I just wanna make it very clear, yes, they exist.

[00:16:25] No, they're not taking all the clients, and yes, there are absolutely tons of business owners who will happily pay you 25 plus per hour in the US to work with them as well. So I just wanted to touch on that really quick.

[00:16:43] Okay. Virtual assistant insight number one, I want you to know that VA work fits into the nooks of your day, okay? Most VA tasks, again, look at that 150 tasks, PDF that I'm gonna email you. Most of those tasks can be completed in 10 to 15 minutes, okay? You do not need hours at a time to sit down and work uninterrupted.

[00:17:08] To be successful as a virtual assistant, you truly, truly can work in the pockets of your day. I did that. That's how I did this for the first. Three, almost four years before Little Miss hit three K. And I actually had like some time that she was in school, but she was home with me from five months until three K.

[00:17:27] And if you have little ones, you know, three K is only like three days a week, three hours a day. Like it's not much, right? You can work in the pockets of time you have throughout the day. A lot of tasks can be done from your phone. You could be sitting in Driveline, be 10 minutes early and pop in and check a client's email from your phone, right?

[00:17:47] Clients also do not care when you work. There are no set schedule, there's no set working hours in the VA space. So you can work when it fits in

your day and that could look the same every day, or it could look different every day. Whatever works best again for you. Are we seeing a trend here? Right? I have always, I'm a night owl, so I do a lot of my work from like nine to midnight.

[00:18:15] I have a lot of students who are morning people, so they like to wake up before going to work and before the kids get up and knock out a chunk of their work for the day. I have a lot of clients who are stay-at-home moms. I was a stay at home mom really once I started doing this, who utilize nap time and their kids like solo playtime or their tech time or their time with daddy and grandma, all the things right?

[00:18:38] You can fit this into the nooks of your day. You can take your computer while you're sitting at the 18th practice for the week for your kids and get some work done while watching them too, right? But time blocking your day to help find those nooks is super, super helpful. Again, anytime we can pull back and see big picture, it's going to be helpful, but you will have time, flexibility to live your life.

[00:19:03] First, this is a way to make money that does not take you away from your life. It actually allows you to be more present in your life while contributing financially. So the first action step, I wanna help you see how your time is currently spent. Okay? I usually get a mix of responses from women who are either sitting here thinking, Laura, my days are so freaking packed full.

[00:19:30] Like, when in the world would I do VA work? I am, I, I would love this, but I have no clue when the fuck I would do it. The good news is you have more time available in your days than you think at first glance. And then on the flip side, I hear a lot of women say, I have, I have all the time in the world.

[00:19:47] Like I absolutely have the time to do this, which is amazing. But to actually utilize your time effectively, we wanna identify what those times are so that you have a plan. So let's take a deeper look here. I wanna give you two different ways to identify. Where those little pockets of time are to work in your day.

[00:20:06] So first what I want you to do is go to the settings of your smartphone and click on screen time. Okay? It should be under your like general settings. Click on your screen time and take a look at your daily and weekly averages of screen time as well as your most used apps. What apps are you on the most in terms of frequency and length of time?

[00:20:30] Because there's a really good chance, like a really good chance that a lot of the time that is spent on screen time could be reallocated to earning income rather than scrolling, right? If we're being honest with ourselves. Now, I don't want this to get twisted here. I am not saying don't ever scroll right, like I do it too.

[00:20:53] It's a way to kind of decompress and check out. All good, right? But if we're being honest with ourselves, do I need the hour and 15 or hour and 30 minutes a day to do that on Instagram? Or could I give myself 15 or 20 minutes and use that other hour to make money, right? And to do work for clients.

[00:21:15] And then the second action step, to help you see how your time is currently spent and where we could be fitting in your VA work. I want you to grab a sheet of paper, okay? Grab a sheet of paper, write a line down the middle, pick one day of the week and write it on the left side. Pick a weekend day and write it on the right side.

[00:21:33] Okay? And then you're gonna write out, top to bottom on the page, your typical schedule for those days in detail. And then you are going to comb through it and highlight where you could work. Where are the pockets, right? And when I say write it in detail, I mean writing what time you wake up. You're in the shower, you're making breakfast, you're packing lunches, you're getting the kids in the car, you're doing school drop off, you're getting to your desk or you're getting home, right?

[00:22:00] Like all the way through, from the time you wake up to the time you close your eyes at night. Be detailed and then go through it. Grab your highliner and highlight any part in there where you have 10 minutes or 20 minutes or 30 minutes at a time, which are pockets of days that we could pop in and, and knock out a task for one of our VA clients.

[00:22:21] And once you do that highlighting, look at the whole page, there's probably going to be more on there than you anticipated. And that will show you like, oh, okay, I actually have X number of hours any given day, which leaves me x number of hours in a week, right? That I could be monetizing the skills I already have and doing those things and putting them to use for a virtual assistant client and making extra money for my family.

[00:22:51] Right. Hopefully that will be super helpful to see that. I think adding in the highlights really is that visual cue to our brains to be able to see how much time we have available. Virtual assistant insight number two, you get to

offer services to clients that you love working with. Okay. One of the biggest concerns I hear from women is I don't have any skills to offer as the va.

[00:23:20] I don't have any skills, Laura. I don't know what I would even offer. I don't bring anything to the table. My reply is always, yes, you do. Quite frankly, that's bullshit. Honestly. I am a firm believer that everyone already has skills that are transferrable to VA services. I have talked to, I can't even, I don't even know the number, thousands of women in the past three years about this opportunity, and I hear this all the time.

[00:23:50] And so we work through the conversation and talk about, you know, what is it that you do for work now? What do you do at home? Da, da, da. And within minutes, I can tell them five services they could offer, right? You have the services. We just need to help you see how your skills transfer and actually how they will work as services for clients, because you get to choose the services you wanna offer.

[00:24:16] Okay? Again, overarching theme here is that you are your own boss. You are the one in control of these decisions because you're a freelancer. So there is no more being told what's in your job description. You get to choose the services you wanna offer that are fun and that light you up that you will get fulfillment out of, right?

[00:24:38] And you can choose to either specialize in a specific niche where you offer like a very specific set of services and work for more clients to create your income. Or you can do, I've always been, I've gone this route, I'm kind of like a jack of all trades, right? I would rather work for one or two clients and do a wider range of work for them.

[00:25:00] Basically just kind of be there for whatever it is they need help with. But again, you get to choose the route you wanna take. You get to choose the services you wanna offer. If you're working with a client and they say, Hey, I'd love to hand this off to you. You can say yes or you can say no. You get to do work that you want to be doing, and you also get to work with the clients that you want to work with.

[00:25:26] You are not the one being interviewed, right? Again, this is different than a W2 type job. I don't even like the word interview in the space. We use discovery calls. I use interview here because I just know it's more people are familiar with that term, but when you hop on a discovery call with a potential client, it's not just them trying to figure out if you are a good fit.

[00:25:48] It's also you trying to figure out if the client is a good fit, because if they're not, you don't have to sign with them. Or if you do sign with them 'cause you are excited and you think they'll be a good fit, and then working together, you discover it's not, you don't have to keep working with them. You don't have to stay in that toxic situation.

[00:26:08] You can simply finish your contract time and then move on and not renew and not work with them anymore. But you get to build an enjoyable working relationship with your clients. The way that I coach women to find clients, we're not cold pitching, we're not selling the hell out of ourselves. We're not marketing like crazy.

[00:26:28] We are proactively networking and creating connections and building relationships and actually just having conversations with these ideal clients that we would love to support. Because that is actually how you find and create some steadiness and some stability in your income as a virtual assistant, is by working with clients who you align with on a human level.

[00:26:53] Excuse me. You align with them on a human level as well as believing in their business and who they're supporting so that you have that quality working relationship for the long term. I've had clients I've been with for five years, three years. I had a client I was with for a year and a half until I decided that we weren't a fit anymore and I decided to terminate our contract and move on.

[00:27:15] Right. I mentioned previously that I have two VAs on my team for my coaching business, and Caitlyn's been with me for two and a half years. Because she got, she picked a client who she knew she would wanna work with in the long term, right? The market is in such high demand, y'all, when I tell you, there's just like an infinite number of businesses that need our help.

[00:27:41] And yes, there's a rise in VAs available, but the amount of VAs is still very low compared to the amount of businesses, right? Like there is still this massive demand. So you can afford to be a little bit picky in what clients you decide to work with. So our action, step number two, okay, we're gonna find out what skills you already have.

[00:28:04] So when you work as a va, you bring two kinds of skills to the table. Your hard skills, your technical skills, things like being able to do data entry reporting, use Google Suite like sheets and docs and forms. being able to, you know, maneuver an email inbox, being able to set up a Zoom link, being able to create a graphic in Canva.

[00:28:24] Those are hard skills, okay? Then we also have our character traits, which are our soft skills. These are the intangible things, right? That you're responsible, you're hardworking, reliable, organized, all of those character traits, which I always like to say that truly you are your superpower when it comes to being a virtual assistant, because.

[00:28:46] In the big picture, the vast majority of clients who are hiring a va, they're only placing 30, maybe 40% of the weight of their decision on a VA's hard skills. The vast majority of what they're looking for is do your soft skills align with them and their culture and what they're looking for on their team?

[00:29:10] Because clients can teach you hard skills, right? They can and will train you and teach you their systems and their processes and all the hard skill stuff. But they cannot teach you to be reliable, right? Like you either are or you aren't. And so that is why I always say that you are your superpower. So the activity that I want you to do to help identify some of these skills, flip that sheet of paper over, okay?

[00:29:36] From action, step one, flip that page over, and we're going to identify five plus skills you could monetize. Write this fucking minute, okay? Write this minute. Without learning anything new, without getting some random certification, I want you to write a list of the jobs you've held for the past five to seven years, okay?

[00:29:55] And if you have been a stay at home mom, you best believe that that is a job. So we're gonna write down all the things you do to manage your household, okay? What responsibilities do you have? What tasks are you responsible for completing on a daily, a weekly, a monthly basis? What things aren't getting done if you don't do them?

[00:30:16] Both at work and at home. If you do have a job out of the home or you have a job or work from home, right? Do a do a section for both. Write out everything for work and then also write out everything for home, because those skills for managing a home also, very much so apply to the VA space. Okay? And then I want you to just be conscious of the two things that you just wrote down first, okay?

[00:30:43] Because typically we either write down our favorite things first or our least favorite things first. 'cause they're the first things that pop to mind in terms of our, our responsibilities. So obviously the first two things that pop to mind that you wrote down are things that you hate doing. Then we're not gonna wanna turn those into services, right?

[00:31:00] So I just want you to be cognizant of that. And then once you've written this all out, I want you to also list your top five, honestly, five to 10 character traits, your soft skills that you would use to describe yourself as a worker. Because those are truly so valuable in this space and what clients are looking for.

[00:31:20] Okay. Then final step here. Take your list of all your responsibilities, right? Those are all your skills, and go pull up again that 150 tasks, PD, F, okay? Cross-reference that bad boy, look and see what you already are doing and are responsible for compared to the all these different tasks that you could be offering as a va.

[00:31:47] And making that connection right, is gonna show you which of those skills are insanely valuable that you could be monetizing and offering to clients literally tomorrow. Our third and final virtual assistant insights, okay? You get to set your rates and get your value. You choose the rates that you charge.

[00:32:09] The average starting rate for a VA in the US is 25 an hour. The starting range is like 20 to 30. Most of the women I coach are starting somewhere between 25 and 35, excuse me, because you are not starting over when you become a va, okay? You are switching lanes. You're taking all of your skills and all of your past experience and using it in a new avenue.

[00:32:34] And so if you have 20 years of admin experience, you're not gonna charge the industry base rate, right? We're probably gonna be at 30 or 35 an hour. As you gain experience and as you learn more skill sets, the like top of the range for virtual assistants is about 80 an hour. But you get to decide how you structure your rate.

[00:32:57] You get to decide what that rate is. You get to choose, do you wanna charge hourly? Do you wanna sell bundles of hours where people pay to retain your time? Do you wanna sell packet services? Woo, do you wanna sell service packages? That's what I was trying to say. But you get to set the service and the rate terms in every single contract with every single client.

[00:33:22] Okay? So you will always feel good. There's not gonna be that, oh, I really feel like I'm due for a raise 'cause I've had X responsibilities added to my plate, but I have to wait six more months for my annual review. There's none of that shit anymore. Okay. You are in control of your rates and you'll agree on them with every single individual client, which means that you're never going to feel resentful like you're doing more than you should be for the money that you're making, et cetera.

[00:33:48] Like you always have control to open that conversations back up with your client, which is, again, very empowering. You also get to make this what you want it to be. It can be whatever you want. If you just wanna work five hours a week and bring in an extra thousand dollars a month so you have some cushion cash, amazing.

[00:34:11] That's amazing. If you wanna work 28, 25 hours a week, so you have several thousand rolling in because you have a goal to pay off debt or save for a trip, also amazing, right? If you wanna replace your nine to five income altogether because you are sick of that job or you just. Wanna be with your family more.

[00:34:31] Maybe your job is great and you love it, but you still just wanna be with your family more, then this can also be a full-time gig that replaces that income entirely. But again, you have the choice of what your goal is. You can also increase things gradually over time. I just recorded a podcast episode, about how you can do this gradually.

[00:34:54] You don't have to like quit your full-time job in order to pursue this, right? They can exist at the same time because you can work in the pockets of your day, right? And your workload commitment can change in different seasons of life. It's happened with me so many times over the last five years. If we had a really big financial goal of something in mind, then maybe I'd bring on another client for the next three months, right?

[00:35:19] And hustle a little bit more to meet that financial goal. Or we've had some pretty catastrophic shit happen in our family where I was able to scale back for a few months because other things took priority, right? But you can change your workload commitment and your contracts with clients in different seasons of life.

[00:35:41] And ultimately, this is so cool because you get to make your workload and your hours fit your life as it looks now and fit your financial goals, whatever they may be. So action step number three. I wanna help you see how much income you can generate starting right now, right? So you can see like in the next month, how much income could I generate by using my custom income calculator.

[00:36:09] you can click that link. We'll also put it in the email for you, I believe. I believe it's in the email. but this custom calculator, it's gonna help you. So when you fill it out, okay, look at your action. Step number two, where you did the, the time blocking of the days and highlighted, look at that and do

the math to see how many hours per week you currently have available to be making money as a va.

[00:36:35] Okay? Because you're gonna need that number to put in the calculator. You're gonna put in how many hours per week you can be working. Um. It'll calculate then for you how many hours that is per month, and you'll put in the rate that you wanna charge and it will show you how much you can be making in a month.

[00:36:51] Okay. The cool thing is you can do this over and over again. So I always recommend doing one initially that is very realistic for like here and now, right? So maybe it's starting with five hours a week at \$25 an hour, just to be, you know, on the conservative side, do that math through the calculator and see what that would be.

[00:37:10] But then play around with it and say, okay, in six months, I'm sure I could, I'd be more familiar with my routine, I'd be more comfortable with the work. I could probably do 10 or 15 hours a week, and I'd probably have raised my rate to 30 an hour. Right. And then do that math, and then do it for a year from now.

[00:37:27] Let it show you kind of what this progression can look like to see where you could be or how long it would take you to reach whatever income goal it is that you have. Okay, question time for you. Now that we have done our three action steps, do you feel like you have a good idea if virtual assistant work will be a good fit for your lifestyle and your goals?

[00:37:51] If you are like most women going through this masterclass, you're realizing things like, whoa, I have way more, like so many more skills to offer than I thought I did. Or, dang, I really can work whenever and work in the pockets of my day. This will be such a good fit for my busy schedule because becoming a VA allows you so many amazing benefits, like feeling less stressed about your finances 'cause you have more money coming in the door, having something for you to pour into.

[00:38:22] That's not just being a mom, right? Getting to be present with your loved ones because you control when you're present and when you're working. Getting to feel valued by your clients and also fulfilled in the work that you're doing. Living your life first while earning income, right? Being able to make money that doesn't take you away from your life.

[00:38:46] Being able to pay off debt, save for a trip for us, at first, it was saving for a down payment on a house. But the most important thing, the most valuable thing that you get to experience as a result of working as a VA is time freedom. So if you are ready to make this a reality, I am here to help you inside of the Superstar Assistant Academy.

[00:39:13] All right. This is my proven step-by-step system that will turn you into an income earning virtual assistant. The superstar assistant academy, or SAA as I refer to it, in short 'cause that's kind of a mouthful. SAA is a self-paced online course. Okay. Designed to take the guesswork out of the process for you.

[00:39:37] I am sure you found me here because you probably spend more time than you wanna admit Googling. How do I make money from home work, from home options, how to make money from home without being on the phone. Right. How to find clients as a virtual assistant. There's probably a gajillion questions that you have Googled.

[00:39:57] Because you're still in the guessing phase, the research phase, this program takes that guesswork out. It eliminates all of those questions because we give you all of the answers and all of the resources you need in one place designed in a step-by-step system. You literally just follow it all the way through to get you signing clients to work with and be making money with.

[00:40:23] Right? ASAP. We walk you through all of the decisions that you need to make in order to build a solid foundation to be successful in this, for years to come. Okay. SAA is going to teach you how and where to find your ideal clients, how to pick your services, price, those services, structure your rates, how to network with clients, how to get on discovery calls and host them successfully.

[00:40:51] How to prep for those calls, how to get your contracts sent out. We have a contract template for you amongst a ton of other templates, how to onboard your clients, how to communicate with those clients, what systems you can use to manage your projects, how to actually get paid, like how does the money actually change hands, prepping you for taxes, giving you information on LLC and business insurance, and so much more, like literally every possible piece of the puzzle that I can think of that would, is something you would need to be successful in this space, is in this program.

[00:41:30] And if it's not in the program and I realize it's not, I add it and you get that upgrade and that addition to the program for free. We also covered

mindset. This is one of those pieces that I realized we needed more of in this program. For the past year or so, we have had a, building belief in mastering Your Mindset workshop that was hosted by a good friend of mine who is a mindset and growth coach, and women love it.

[00:41:58] It is so helpful, but I realized it wasn't enough. Right? I have been doing this for years and helped hundreds of women through this process at this point, and one thing I see over and over and over and over again is that mindset and the mental blocks that pop up for women are what caused them to not be successful in this space, causes them to give up.

[00:42:22] It's the imposter syndrome. It's all the things right. Has nothing to do with their ability. They absolutely have the skills they need and the work ethic they need to become a va. But the mindsets, our brains are powerful. They are strong. And if we're not using them for us, they're gonna work against us.

[00:42:42] Right. And I've seen it too many times. And so I went and I hired, my friend Jess, who did the workshop for us, and she recorded these mindset minutes that are now a part of each and every module of SAA. And each of them speak to something different that our mental mindset, things I have seen pop up for women at different phases of the process.

[00:43:06] Right? So that's just an example. I saw a gap. We filled it, everyone in the program got all of those videos for free, just added right into their system. Okay? But we cover all the bases. All of the lessons are mom sized, so you can listen in the pockets of your day or even on the go. We do have an app available if you prefer to listen, like podcast style, and it is set up as self-paced intentionally because everyone's schedule is crazy, right?

[00:43:39] Everyone's schedule is different. I want you to be able to fit this in just like you'll fit in your VA work right in the pockets of your day. So it's designed this way very intentionally, again, for your success. It comes with immediate access. You as soon as you enroll, you get access to everything at once, lifetime access to the program and the upgrades.

[00:44:02] and on average, members are signing their first client within four to six weeks of joining the academy. They're also recouping their investment within 90 days, which is wild. Within 90 days, they've made back their enrollment and then everything for the rest of time. If you ever watch Shark Tank, I always think of saying, doctor or Mr.

[00:44:24] Wonderfals in perpetuity, right? Everything they make in perpetuity from that point is profit. That's crazy. That is so freaking cool. It makes me so excited every time I think about that. 'cause it's like, how many doors will open? How much money can these women, how much money can you be bringing in the door for years to come going this avenue?

[00:44:49] I want y'all to meet Juliana. Juliana is a mama of two who went from feeling so stuck at home when her daughters were really small. She went from feeling stuck to contributing financially. Okay. Juliana had fully convinced herself that there was absolutely no way she could make money until both of her girlies were in school.

[00:45:10] Okay? And her daughters, I think at the time were like one and a half and three maybe. Like they were really little, and she had years ahead of her that she was just convinced I can't do anything because she hadn't found something that. Was time or like had, was flexible enough of an option, right? Until she discovered the superstar assistant Academy and she realized when she was implementing module three, which is all about turning your skills into services, that all of her past customer service experience was actually freaking gold to small business owners looking to hire a virtual assistant.

[00:45:51] And her confidence skyrocketed at this realization, which built her momentum which propelled her through the program, building out her VA business. And within one month, she signed an absolute dream client who she is still working with now, two plus years later, she's still working with that same client that she found right from the get go after implementing our system.

[00:46:17] For hanging out with me on this class, y'all are going to get a hundred dollars off discount. Okay? So typically the program is six, or sorry is 7 97. Normally we're 7 97 for the full price, but y'all are getting a hundred dollars off, so it is only 6 97. And again, women are recouping that 6 97 within 90 days.

[00:46:40] It is so common that I see women go through the program, get out there and start networking, and they sign their first client and typically their first client is somewhere between 600 and a thousand dollars per month for a contract, right? So we're not talking, oh, maybe in six months or a year you'll have earned your money back, literally with your first client and possibly in your first month.

[00:47:03] With that first client, you could be recouping this entire investment. just to give you a little bit of. Perspective Right on. Truly the risk is actually not

as high as it might feel when we see this number, because of the return on investment that you'll get literally with probably one client right out the shoot.

[00:47:23] Okay? so 697, if you choose to pay in full, excuse me, which is a one-time payment, no, like annual anything, right? It's one and done. Or I have a three month payment plan option for you. That is 233 per month. So it'd be 233 today and then two more payments, each month to round out that payment plan.

[00:47:49] If you want a payment plan, but you need something more extended. If you're like, Laura, yes, a payment plan sounds amazing, but 233 a month just isn't doable on the budget right now. I get it wholeheartedly. I completely understand. So we offer Klarna an Afterpay to give you some more extended payment plan options.

[00:48:08] Okay. I have seen them offer payment plans as low as like \$55 a month. you can always pay them off early, right? Let's say you do the payment plan and then within two months you have a thousand dollars a month client and you're like, I just wanna pay that off so it's not lingering over my head. Cool.

[00:48:26] You can do that, right? They do not hit your credit with a hard pull. I would not offer it if they did a hard pull. Okay. They do a soft pull just to give you your term options. Excuse me. And they're individualized to each person. So if you wanna look at them, there's absolutely no risk, no harm in clicking through and just seeing what they offer you.

[00:48:48] And then you can choose if you wanna go that route or not. But to see those options, what you wanna do is click through to the \$697, checkout the pay in full option, and then under payment methods, you're gonna click on cards and more. Okay. And when you click on cards and more, it's gonna drop down that credit card entry spot automatically.

[00:49:10] Just scroll below it, right below the credit card entry. You'll see Afterpay and then Klarna again, you can click into both of them, see what they would offer. It doesn't affect you or your credit in any way, shape, or form until you actually commit to one of those payments. so I highly recommend that if you wanna go the payment plan route, but you want something that is less per month than the payment plan that I offer through me directly.

[00:49:38] And we have a fun bonus for those of you who opt to do the \$697 pay in full option. You are going to get an additional bonus, which is a free 30 minute one-on-one zoom call with me. I have not offered one-on-one calls as a

bonus in over a year. I also haven't had them available for people to purchase in over a year.

[00:50:03] currently as it stands, the only way to get on a one-on-one call with me is to be in my VIP one-on-one mentorship space. But I wanted to offer y'all something here that's not accessible anywhere else. And so I decided to offer this free 30 minute coaching call with me directly if you choose to pay in full.

[00:50:24] That also includes if you do Klar now or Afterpay, right? But if it comes through as the pay in full 6 97, you get this bonus. You can use your coaching call anytime you want to get coaching on any topic you want. I have women who use it right up front to make like a game plan moving forward. I have women who go through half of the program and then wanna use it to, you know, confirm their prices and their services and all the things.

[00:50:49] I have women who save it until they have a discovery call on the books and they wanna prep for that discovery call. You can use it anytime you want and we can cover so much ground in a 30 minute call. It's actually kind of insane. so again, this bonus only applies to pay in full enrollments, including if you use Klarna or Afterpay.

[00:51:10] It does not apply to the three month, \$233 a month payment plan. I do have four other bonuses included with enrollment, regardless of what payment option you go with. So I'll share those in just a minute. But I want you to meet Alana. She is a mom of three who replaced her teaching income to homeschool her kiddos.

[00:51:32] Alana was teaching online while homeschooling her three young kids, as you see in the picture there. And she felt so lucky to work from home, but she hated that when it was time to teach class, she had to set her kids up with something to work on, and then go in the other room, close the door, ask her kids to be quiet, right?

[00:51:51] She felt like she was living the saying close, but no cigar, right? She was almost there, but it wasn't the freedom and the flexibility that she really craved when she joined SAA in February. Her goal was to leave teaching by December and be fully at home with her kids homeschooling and making money as a va.

[00:52:13] But spoiler alert, she went above and beyond. She replaced her income and was able to leave her teaching position in May. Her goal was December. She accomplished it by May. Her school sent her the contract over

for the next year. And she just replied with, no thanks, I'm good. I'm out. And that night, this made me cry.

[00:52:36] Literally, when she sent me the message that night, her kids threw her a party and her youngest little girl in that picture told her that she was so proud of her and she's been homeschooling her kids and in control of their daily schedules for two years now, while she still makes money and supports her family and contributes financially as a virtual assistant.

[00:52:57] And because I really want you to succeed, I've got more for you. These are the four free bonuses that you get. Automatically when you enroll, regardless of payment, pay in full or a payment plan, okay? You are going to get our superstar community. This is our one of a kind members only Facebook group where you can get support, feedback, answers, and motivation from other academy members and need to update that picture.

[00:53:23] We have more than 600 in there now, myself. I am in there. I will answer anything you post in that group. And our coach, Caitlyn, who is my VA who's been with me for two and a half years, and she'll be in there as well. So you can get answers from all of us inside the group, which is so cool. 'cause you can hear so many different perspectives, right?

[00:53:45] Women who are doing it right there with you, from me, who can coach you from the perspective of having these five years of experience. it's just a really cool way. To continue to stay in touch and have support. Because just because this course is self-paced doesn't mean you're doing it alone. Okay? You are not off on an island left to fend for yourself.

[00:54:10] You absolutely will have support and the ability to get coaching if you utilize this group, which I truly cannot encourage you enough to utilize this group, which is honestly invaluable. The coaching and feedback you can get there. We also have another bonus, the five steps to Building Belief and Mastering Your Mindset Workshop.

[00:54:31] This is a workshop I referenced earlier. It is the first thing I have you watch after you watch the intro, like the overview to the program, kind of telling you how you know how to walk through the program, because getting your mindset right from the beginning. Is so crucial. Stepping out of your comfort zone is uncomfortable, right?

[00:54:52] So this bonus workshop helps you build your belief in yourself to help catapult your success as a virtual assistant. And especially now that this

workshop is then paired with the mindset minutes in each module of the program. I cannot wait. I literally cannot wait to see how insanely helpful This is for y'all to be able to tap into the mindset as you go through the entire process of becoming a virtual assistant.

[00:55:20] We also have our pitch email tips and templates for you. Excuse me. So one method of reaching out to potential clients is via email. Whether you're simply pitching them or they had posted on their Instagram or threads that they were looking to hire and asked people to email, right? We're gonna give you templates because it can feel really intimidating when you go to send an email and then you're just staring at the blank screen and you're like, hI don't what to write.

[00:55:46] I dunno what to write. Okay. So having these templates, having this starting point that you can take, and then personalize is so helpful. I'm a big proponent of working smarter, not harder. In this template pack, in addition to the contract template and the one sheet resume template and the invoice templates and all the other templates you get inside of the program, okay?

[00:56:09] It's so that you can work smarter, not harder, so that we're not reinventing the wheel all the time. You can just plug and play and get it done. so these specific templates, the email ones cover initial reach out, discovery call, follow up, excuse me, a non reply, follow up, a referral request a rate increase request.

[00:56:30] All of the basics. All right. And then we also have our 28 days to VA challenge. This is a self-paced challenge that you can implement if you realize that you need a little bit more structure, right? Again, SAA is self-paced so that you can fit it in your days when it works for you. But if you find that you need a little bit more of a plan, implementing this challenge is going to be the best option for you.

[00:56:58] Okay? Because everyone learns differently. I know that from my time teaching in the classroom and from my years of coaching women in this space as well. But this challenge is really cool because it tells you essentially which lessons to go through each day, like which video to watch. It gives you a space for notes, and it walks you through.

[00:57:18] If you follow this challenge, you will have completed the entire program. In 28 days. All right, so let's recap and do some FAQs. You can get started today for just 2 33 with that three month payment plan through me. And you can likely get started for somewhere in like the 60 ish dollars range if you

utilize Klarna or Afterpay, and get immediate and lifetime access to the entire superstar Assistant Academy streamlined step-by-step process to turn you into an income earning VA plus \$1,400 in those free bonuses.

[00:58:01] You'll also get a course workbook and a time blocking planner, printable PDF to help you with your time management. Saving you a total of \$1,500. All right? And don't forget, we have the pay in full bonus. So if you check out through the 6 97 checkout page, whether you pay it on a card or with your PayPal, or you choose to go Klarna or Afterpay, you are going to get this free bonus of a free 30 minute one-on-one call with me on Zoom, which is literally not available.

[00:58:35] Anywhere else. And I want you to meet Stephanie. I don't have a good pic, I don't have a picture of Stephanie. 'cause I was impatient. Didn't wait for her to reply and send me one, but I wanted to get her story in here because it's so cool. She went from having a career in education to 5K VA months in less than a year.

[00:58:57] All right. So Stephanie is one of our Canadian superstars. We have a lot of women from Canada in the program who is feeling the time just ticking as her kids get older, right? She really wanted to optimize the years that she still has them all in her house. But she also needs to have an income. She can't just quit her job 'cause she wants to hang out with her kids, right?

[00:59:18] So she chose to spend two months building a solid AF foundation of her business using the proven SAA system before implementing our networking strategy inside of Facebook groups. Okay? This is a, Stephanie is a prime example of the fact that you get to do this your way. She knew that she wanted to devote X amount of time to setting everything up so that she didn't feel rushed, she didn't feel this pressure.

[00:59:46] She could still live her life and do all the things right. And then she had a deadline for herself for when she would go public, she would start networking. She would like really be out there doing the thing right to get clients. And just nine months later, she has a full client roster and is making just shy of \$5,000 a month.

[01:00:08] You can see in that screenshot, this is from my Instagram message with her, that she now has four clients for a total of 35 hours per week. So she has filled her client roster and she's making \$4,600 per month now. In nine months that, that's wild. It's so freaking cool to see. It makes me so happy to see

this system working when it's implemented, but more important than the money, right?

[01:00:40] The money is great. Obviously, we, we work and we do jobs to make money, but more important than that, she has gained time, freedom and flexibility. And now she gets to make the absolute most out of her remaining years, having all of her kiddos under their roof instead of looking back when she's 70 and thinking, damn, I wish I'd had more time.

[01:01:04] I wish I had had more time with my kids. She's not gonna have that feeling. All right. I have some common FAQs. You guys, I'm so proud of myself. I said, this call would be 60 minutes plus FAQs, and we are at 61 minutes and we're hitting FAQs. All right? So make sure you click the button below this video in order to get access to your a hundred dollars off discount.

[01:01:31] Excuse me. And these are just a couple more of the hundreds of screenshots I have from, superstar members. If you see that bottom left, that is Jess, who actually lives in New York City. She's an actress. I live vicariously through her all the time. Excuse me. She said, when I look at the fact that I've brought in \$1,500 since starting the academy two months ago, it's like, why was I stressed about the investment?

[01:02:01] Right. She said it's clearly beyond paying off. She had doubled her investment in two months. In two months. That is amazing. And it's not even that she is like the outlier, right? That happens all the time. And the bottom right. this was a different, Alison, she said, I acquired my first client just a month after starting your program.

[01:02:25] I'm currently charging 35 an hour and my total build services for my first six months as a VA is \$8,000. And I'm about to sign my third client too. It's wild, y'all, there is so much money to be made out there in this industry, but you have to take action to get out there and claim some of it, right? Or someone else is just gonna claim that money.

[01:02:50] So some common FAQs and then I will get y'all on your way. How long do I have to complete the program? You have lifetime access. Okay. So forever and ever. Amen. You have lifetime access to this program. It is self-paced. You can fit it in whenever it works for you, and you'll also receive all updates to the core program, SA, a for free.

[01:03:13] For, anytime we add in new things, you will see them in your, in your program for free. Will this teach me where and how to find clients? Yes.

We absolutely will teach you how to find clients, how to determine who your idle client is, how to network, how to host discovery calls. We are going to help you figure out first and foremost, who that idle client is, because then your networking strategy and all of that will kind of be tailored to who the idle client is.

[01:03:45] One important thing I do always wanna note here is that I do not give you clients, okay? I am not an agency. I am not a lead source. What I do is I teach you how to curate clients for yourself, okay? We have all heard the saying, if you give a man fish, he'll eat for a day. If you teach a man to fish, he will eat for life, right?

[01:04:06] I'm gonna teach you how to fish. I do not want you reliant on me for finding and signing clients. Again, we've had over a thousand women go through this program. If I was giving everyone clients, that would be my full-time job, right? And I don't want you relying on me or anyone else to be able to add a client to your roster when you decide that you want to add a client to your roster.

[01:04:30] So I'm going to teach you how to curate and find and sign aligned that all rhymed. Wow. Clients whenever you want to. Okay. Will this teach me specific skills and softwares to use? No, I will not. I am not going to teach you notion or, you know, whatever specific, like cap cut or whatever program. I'm not gonna teach you.

[01:04:57] Specific softwares, and I actually discourage you from spending a lot of time and energy and effort or finances, learning specific computer programs and softwares because there are so many options out there that there's a really good chance, whatever you put your time and into learning, your client might not even use that, right?

[01:05:17] And then you're kind of just shit out of block. Also, your clients are going to teach you what they need you to know about their systems and processes, right? You are going to learn so much just by being a VA and working with clients. They're gonna train you, they're gonna teach you and show you. You don't need to know a bunch of things in different programs and softwares.

[01:05:40] The one caveat to this is that I do have a, design and drive duo that is available to add onto your enrollment. If you need help getting familiar with the basics of Canva and Google Workspace. Okay. The only reason I have a

resource for y'all, if, and, and a lot of you are familiar with those, and if you are phenomenal, but if you're like, Laura, I have no clue how to use Canva.

[01:06:04] I'd love to learn, then adding this duo was really smart. but the only reason I teach you these two programs is because they're universally used by small business owners, right? So I, I mean, I don't know a specific percentage. I would say probably like 90% of online businesses are using Google Sheets.

[01:06:23] Google Forms, Google Docs, Gmail, and using Canva for their graphic design stuff. So they're very universally used. So at least being familiar with the basics of them is a smart thing to do. Are there a lot of startup costs to becoming a va? There's really not. There's really not simply said, you need a computer, a smartphone, and wifi.

[01:06:46] That's it. That's the whole list. You don't have to have an LLC, you don't have to get business insurance. You don't have to get coaching, right? I think it's smart if you do so. We can make this process a lot faster for you and less frustrating by taking out that guesswork. But truly the tools that you need to do this work is a computer, a smartphone, and wifi, which are things that the majority of us already have.

[01:07:11] So we're not going out and and spending money on anything new. I work full time. Can I still do this? Hopefully this has already been made abundantly clear through our call. But you certainly can, right? VA work is so flexible because of the fact that you can choose how much you work and when you work and you can fit it in the pockets of your day, that it is such a good supplemental form of income to work around whatever nine to five you have.

[01:07:40] Or honestly, if you're a stay at home mom, working it around your responsibilities of the home, this is one of the best ways that you can be making money because of that. And are you sure this will work for me, Laura? Are you sure? There's no guarantees in life, right? There are no guarantees. I have seen honestly, a lot of women purchase this program and then simply just never use it, right?

[01:08:05] Which makes me sad. But it also is kind of just the nature of the beast of the online course space is that that's sadly pretty common. But if you trust in this process and you implement this process fully, I am confident that it will work for you. Right. Again, there's no guarantee. There's no financial guarantee.

[01:08:24] It's up to you. I give you the resources and then you have to implement them to get the result right. But at this point, we really have two options. We either stay stuck where you are wondering when or if your financial situation will get better, when it will become less stressful, when you'll finally have some flex money, or you choose to take action, to take control and to decide that it will get better, because you are going to make that happen as a virtual assistant, and you're gonna make it happen quicker, faster, more efficiently, and more successfully by implementing the system inside of SAA and getting coaching support.

[01:09:13] Okay, I am in. If you're in, welcome. I'm so excited to have you and so excited to support you on this journey and see you flourish in this space. But what happens after I join? I'm nervous. It is totally normal to be nervous. Okay. Totally normal. There's usually that adrenaline, but hopefully it's also excitement.

[01:09:35] Right? I know. I'm excited for you doing something new and taking a step toward improving your life can feel intimidating, but taking action is what's required, and I'm so proud of you for doing that. So when you have clicked the button below this video and you have enrolled in the Superstar Assistant Academy, you will receive an email.

[01:09:57] It's going to come from hello@laurajtraining.com with instructions on how and where to log into your account, access your course library, join our Facebook community, and you can log in. To the program on, your computer, on a browser, on the browser, on your phone, or you can download the Kajabi app, K-A-J-A-B-I, the Kajabi app if you wanna listen to it on your phone.

[01:10:24] More podcast style, and I highly encourage you to get in, watch the welcome video, watch the Building Belief and Mastering Your Mindset Workshop, ASAP, right? Again, I mentioned there's a lot of people who sadly get in and then they just don't use it. But what I have seen is that women who get in and get started within like the first 24 to 48 hours are way more likely to stick with it, right?

[01:10:51] Instead of getting in and then saying, oh, next week, or I'll start this in, you know, two weeks after X event is done, or whatever reason we might have, right? The welcome video and building way from meshing our mindset is a total of like 45 minutes. And all of the rest of the lessons in the program are like seven to 17 minutes.

[01:11:14] So I highly, highly encourage you if you are in, get in the Facebook group, introduce yourself in there, and then take 45 minutes over the next 48 hours and watch those two things to help ensure that your momentum is getting kickstarted, because it will help you move through this process. Okay. Thank you so much for hanging out with me.

[01:11:38] If you have any other questions, please feel free to send an email to hello@lauradaytraining.com. I will get back to you as quickly as I possibly can. You have 72 hours to utilize this a hundred dollars off discount, and you can also always DM me on Instagram. I probably should have put my handle on this slide, but I did not.

[01:12:00] if you want to just chat through anything or follow on Instagram just to get more information about VA stuff in general, please feel free to contact me there. My handle is, Hey again, HEY Hey dot, Laura Nicole. Whether it's Instagram or email, I would love to chat with you. I'm an open book. I'll never pressure you into a damn thing, but I can help offer some perspective, and insights and help you make a decision on if this is a smart move and the right next move for you and your family.

[01:12:35] So I look forward to helping y'all become superstars, and again, thank you for spending your time with me. I will chat with you soon.