

First-Ever 5-figure Month! Turned Annual Revenue into Avg. Quarterly Sales + Being a Family Role Model



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BoldHaus Collective Member Since: 2017

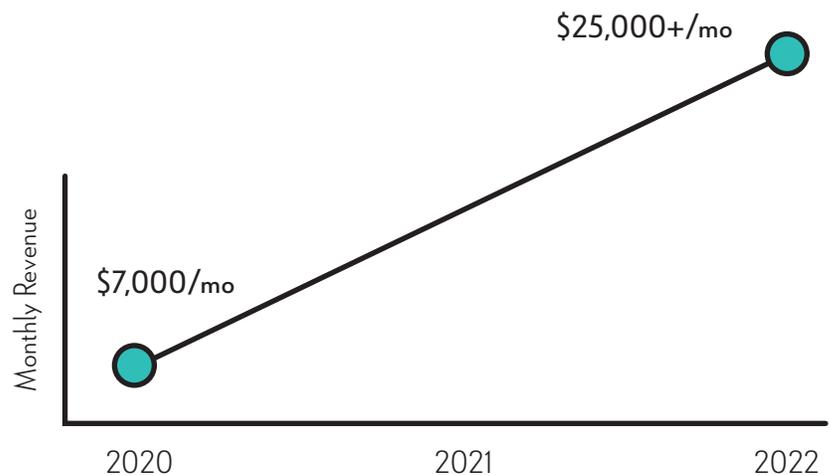


BOLDHAUS PROGRAMS:

- BoldHaus Collective
- BoldHaus Mastermind
- BoldHaus Virtual Trainings
- Workshop Sundae

RETURN ON INVESTMENT:

- ✓ Empowered mindset
- ✓ 4x annual revenue growth
- ✓ First-ever 6-figure client
- ✓ First-ever 5-figure month
- ✓ Increased revenue meant the family could dial back from competing distractions



What does your business do and what impact is it having in the world?

We provide executive coaching and consulting with executive leaders and teams on skills, and team strategic alignment. We help business executives take ownership and control over what happens in their work lives. Moreover, we help them make the kind of impact they can be proud of.

How has your mindset shifted being a part of BoldHaus Collective?

We learned how to view our business from the mindset of a CEO, instead of a business owner. Then we learned how to run our business like a CEO. We are making investments in ourselves and our business! We then discovered how to take our existing network of leads and prospects, and leverage them for future opportunities. **You must take whatever you have, and multiply the impact on your business. This was a huge 'aha' moment for us!**

Did you have any fears or resistance that you've now released?

So many. The thought that "I don't want to be too salesy," was one. Now I can help people and they can say "no." Phil's reinforcement that I am the expert. I thought I wasn't a strategic advisor, but now I do feel as though I am a strategic advisor. I see big things and point it out to people.

I also had a fear that if I'm too successful, I'll be too busy and won't enjoy life. Now I see that I can say "yes" to the work I want to do and say "no" to the work I don't.

What other achievements or successes have happened for you? And what have been the biggest noticeable changes for you — in business or life?

For one thing, my husband being able to dial back from his work because of what I'm bringing into the household. **Also, my daughter is always telling me what a great role model I am because of how I help people and can still be there for my family and my children.**

I am in control of my schedule and can make time for my family and children on my terms. I have respect in the world for having my own business. My daughter wrote me a letter saying I have taught her what a successful life means, not just the money, but the balance of work/life/home. She wrote I love how you go after what you want and never take no for an answer.



What BoldHaus strategy has made the biggest impact on your results?

Definitely the Credibility & Capabilities Briefing! Focus on results. Conversations create cash. I track my weekly conversations now. I can see and compare the weeks where I'm not converting new customers and course correct. BoldHaus made me super aware of whether I'm getting out there. Now I have weekly meetings where we track our metrics. If I'm not meeting my metrics, I'm forced to do something about it.

What advice would you offer to other small business owners?

The truth is we have a culture of bootstrapping where businesses try to figure things out on their own. You might figure it out, but it will likely cost you a great deal of unnecessary time and money. You may end up listening to hours of advice from people who don't know your business or industry half as well as you do.

If you're listening to free advice, it will always be generic. However, if are willing to invest in consulting, BoldHaus will give you advice tailored to you. From our experience, your business will leapfrog only when you get advice tailored to you.

No one is ever ready — whatever you're ready for now, BoldHaus will help you take the necessary steps to leapfrog. The next year you will be ready to leapfrog again.

