

More Than Doubled Annual Revenue, Secured First Six-Figure Deal while Doing More Fulfilling Work & Impact Than Ever



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BoldHaus Collective Member Since: 2015



LAURA A. DAVIS
& ASSOCIATES

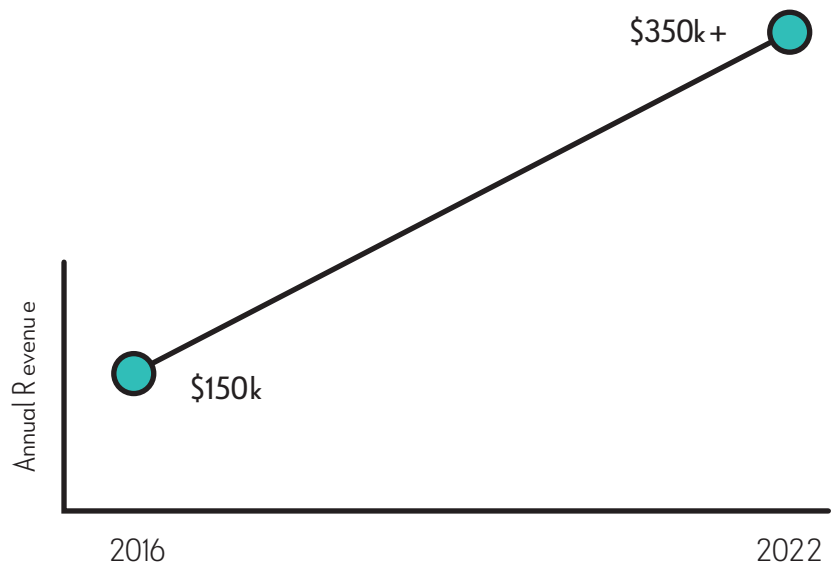


BOLDHAUS PROGRAMS:

- ➔ BoldHaus Collective
- ➔ BoldHaus Mastermind
- ➔ BoldHaus Virtual Trainings
- ➔ BoldHaus Annual Conference
- ➔ Workshop Sundae

RETURN ON INVESTMENT:

- ✓ Elevated CEO Mindset
- ✓ 2x+ Annual Revenue
- ✓ \$12k/mo. to \$30k/mo.
- ✓ First-ever 6-figure deal
- ✓ 3x Profit (instead of 70% contractor pay)
- ✓ Published frequently in industry publications
- ✓ More fulfilling work and positive impact



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

We work with mid-sized to large Fortune 100 companies and are experts in developing high-trust, high-performance cultures by building cohesive teams, developing emotionally intelligent leaders, and engaging passionate, committed associates. I am an ICF Master Certified Executive Coach and Master Facilitator and we are Diamond-Award winning partners for Wiley's Everything DiSC and Five Behaviors brands.

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

I can be the rainmaker, close business opportunities, and be very successful running my own business. I do not need to depend on what just comes to me or be concerned with downturns in the economy. **I have more initiative than ever and am more comfortable with shifting the way I look at my business.**

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

Two things - walking someone through a proposal before sending it to them and always getting another appointment on the calendar. These are the small things that have made a huge difference.

What was your BIGGEST breakthrough as a result of the BoldHaus program?

I have learned to think of myself as a business owner. **BoldHaus gave me more confidence in my ability to lead larger and more complex engagements.** Previously, I was more of a practitioner, and while I always had my own corporate clients, I did not have a business development mindset.

Now I see myself as the kind of leader I help others to be. I have a more confident mindset. I've gained the ability to actually turn down business, if necessary. Now I can say, "Our process is..." with ease and grace.



What advice would you offer to other small business owners?

Take the leap! You don't have to figure it all out yourself. One of my biggest 'aha' moments was you don't have to do everything Angelique says to see results. However, if you do even 10% of what Angelique and BoldHaus suggest, it can have a big impact. Some people think they aren't up to the task. They will ask, "what will this require of me?" and "Can I trust myself to follow through?" I've learned that trying even a few recommendations will make a huge difference so that you gain momentum to achieve more. You'd be surprised at how even little improvements can make a huge difference.

