

Broke 6-Figures in Revenue By Embracing CEO Mindset & Benching for Other Businesses While Building His Own



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BoldHaus Collective Member Since: 2020



BOLDHAUS PROGRAMS:

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

RETURN ON INVESTMENT:

- ✓ Broke 6-figures in revenue
- ✓ Became bench member for other businesses
- ✓ Onboarded several bench members for Nicholas Harvey Consulting
- ✓ Broke CEO mindset barriers

What are you most proud of?

Me. I'm most proud of me. First of all, because I had to make a shift in my mindset about service. Serving others doesn't have to be free. I was able to build my business and ultimately break 6 figures during a pandemic. Moreover, I learned what being a CEO really means to me, and the value of participating in a community of like-minded people.

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

We are a management consulting practice devoted to providing practical strategies, positive tools and personalized training to assist corporate, non-profit and individual clients to achieve their highest potential. Often called a Social Impact Coach and Inclusion Instigator, I serve as a voice committed to creating an infrastructure for diversity, equity, inclusion, belonging, and justice through leadership development and policy change. As a Coach, Consultant, and Strategic Adviser I use my nonprofit and public policy expertise to help social purpose leaders, across sectors, to achieve their unique missions for positive change and justice.

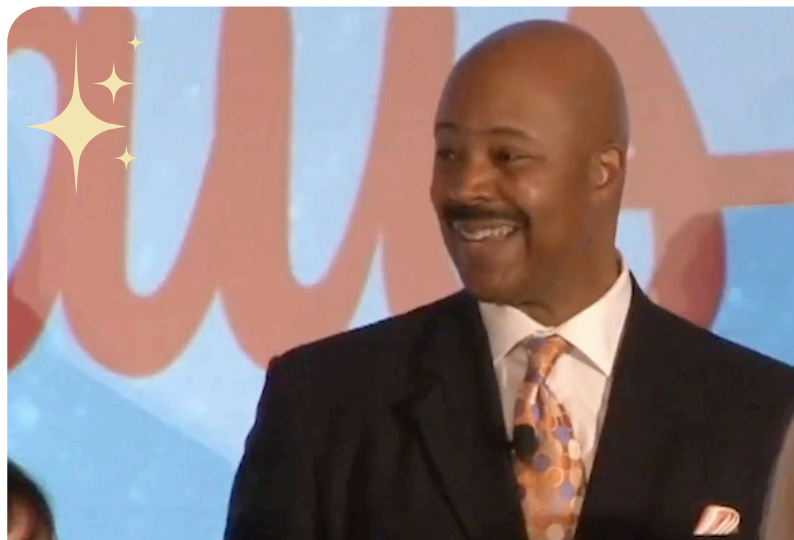
What was your biggest breakthrough as a result of the BoldHaus program?

My biggest breakthrough of all was going from simply having a business — to BEING a CEO. I

released all the narratives that no longer serve me about what I “should” do or how I “should” act. I now know that I am not just creating a job, a hobby, or being a business owner. I am a CEO. That shift makes all of the difference in how I show up. Some things you simply have to go through. We often want to avoid things. However, sometimes we have to break down in order to break through. Plus, being a part of the BoldHaus community has brought me opportunities to be a bench member for other people.

By following proven BoldHaus approaches, I...

- Know what it takes to be “the expert who comes to mind.” I reach out to decision makers with reasons for them to speak with me rather than hoping they will.
- Executing the BoldHaus approaches has opened and continues to open doors to decision makers and organizations.
- “Benching before you’re ready” opens up more opportunities to work with and for other experts.



Is there a particular mindset shift you had to make?

Yes! That I am a worthy investment — whether that means I am investing in myself or someone is investing in me. I turned research into intentional conversations with leaders, which turned into speaking opportunities, which turned into training and contract consulting with repeat clients.

