

# Increased Revenue a whopping 913%! Expanded Bench & Created a Multi-Six-Figure+ Consulting Business



## Yanyn San Luis

CEO & Founder, The Win Woman

[thewinwoman.com](http://thewinwoman.com)

Miami, FL



**BoldHaus Collective Member Since: 2020**



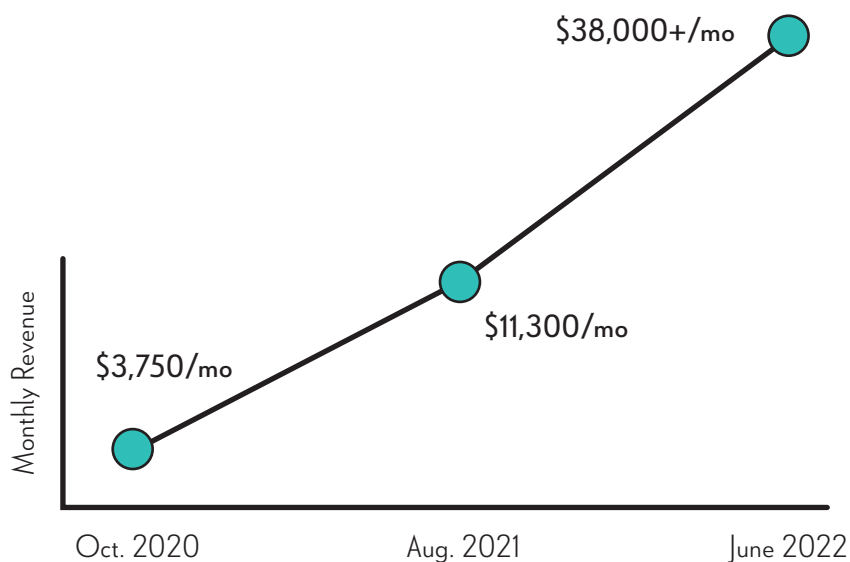
the WIN  
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### BOLDHAUS PROGRAMS:

- ➔ BoldHaus Collective
- ➔ BoldHaus Mastermind
- ➔ BoldHaus Annual Conference

### RETURN ON INVESTMENT:

- ✓ Elevated CEO mindset
- ✓ Increased revenue 913%
- ✓ First-ever multi-5-figure client
- ✓ First-ever 5-figure month
- ✓ Turned annual revenue into average quarterly revenue
- ✓ Added bench members



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

We help forward-thinking nonprofits and corporate foundations to maximize their revenue, impact, and effectiveness. We do this through turn-key fundraising campaigns, strategic partnership development, reorganizations, and CRM optimization.

Our mission is to increase the status of women of color and place them in positions of power and influence in public and private sectors globally. We pride ourselves on being the go-to social impact consulting firm and ensuring that the impact being made is metrics-driven and sustainable.

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

I'm truly thinking and operating as a CEO now. I'm building strategically in my strengths and the things that come naturally and easily to me. Furthermore, I'm operating from a place of abundance, so if an opportunity isn't the right fit, we move on.

## What advice would you offer to other small business owners?

Being a part of a BoldHaus mastermind allows you to get 1:1 personalized consulting while regularly exchanging best practices with other members. Strategic introductions have been my secret sauce! They are the best thing we have and often all we need to do is ask.



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

There are so many! Here are some of the best things I've learned and implemented:

- How much to pay my bench members using the Bench Member Calculator. I realized I was overpaying, and also we needed to increase what we were charging our clients.
- Establishing the process of how clients buy from us and gaining their agreement at the outset that they'll follow our process.
- Also, we use the BoldHaus framework to always be in a constant cycle of ensuring our clients know exactly what our capabilities are, and bridging seamlessly into the next engagement with them, which has increased the lifetime value of our clients.
- We also have implemented the network activation strategies. They are some of the best things we have, and we just need to ask.

**At the end of the day, it's really about it ALL coming together! I'm mastering the art of creating one integrated picture in how I grow and run my business.**

That only happens when you're thinking like a CEO and taking a cohesive, unified and authentic approach in all you do.

## What advice would you give to others who are stuck?

All of the common success saboteurs mentioned coming from a scarcity mindset. Don't do it! Make a commitment to yourself and secure funding if you need to. **If you can't invest in yourself, how are you going to ask others to invest in you? Trust me, you are "worth" investing in.**

