Month 4

MO4: Permission 1: Inconsistent schedule

MO4: Clout 2: How will your business evolve

MO4: Training 3: Stop helping and start being impactful

MO4: Recommend 4: What should you be focusing on quiz

MO4: Ask 5: 4 courses

MO4: Feedback Loop 6: What are you doing on social media

MO4: Permission 7 Failing at life

MO4: Clout 8: Jenna Kutcher

MO4: Training 9: Boss Mom Flash Sales

MO4: Recommend 10: First tools for business

MO4: Flash Sale (morning 7am) 11: 40% off annual pass

MO4: Flash Sale (afternoon 2pm) 12 40% off annual pass

MO4: Flash Sale (evening 7pm) 13 40% off annual pass

MO4: Permission 1: Inconsistent schedule

Setup: Tell them about something they try to do to fix the part of themselves you are giving them permission not to fix.

Subject: Having trouble managing your (challenge) as a (ideal client)?

Hey [First Name],

I buy way too many planners. I keep trying new ways to manage my time and always assume that I am the problem. I mean these planners or apps work for everyone else, right?

No, no...I say it again no!!!!!!!!

(done more in a shaking head tone rather than a yelling tone btw)

NO BOSS MOM manages their time well...at least not all the time and in all areas of her life.

Anyone you look at and think how they have everything figured out ALWAYS has some part of their life they think is falling apart. We are all human and that's normal.

I remember my first Periscope (yep I'm old) where I ranted about a podcast John Lee Dumas did about his morning routine. We are friends and so, in jest, I talked about how only a non-parent with all the time in the world would be able to do everything he did in the morning and call his morning run 'non-negotiable'.

If you have ever woken up with a sick baby then you know when you are a mom every other priority is ALWAYS negotiable. When push comes to shove you would drop everything and pick up a car (superwoman style) if you needed to in order to keep your family safe.

It doesn't matter if you have the best partner ever or an amazing support system, it always falls on you and although we like to complain about that very fact, we also love that we are the nurturer of our family.

I tell you this because if you wake up every morning thinking that there is some solution out there that will make all the inconsistencies of your schedule go away and that you will be able to block your time, manage everything, and look just like those dreamy, yet frustrating, profiles on Instagram, then I want you to stop yourself.

THERE IS NOTHING WRONG WITH YOUR INCONSISTENT SCHEDULE!!!

Of course, we want to work on setting better priorities, saying no more often, being the best version of ourselves, growing our business, and all of those awesome (and sometimes hard) things.

If you are a Boss Mom thinking that in order to have those things you need more consistency then you are always going to feel like you fall short.

I want you to know that you will never be able to change the fact that your children love and need you and the most inconvenient times.

AND you need to know that you absolutely CAN create the life and success that you want even with the schedule that you have.

Part of why you are here, in this email community, is because it's important to hang around people that don't make you feel bad about your life and who you are, but tell you that you are with people who totally get you and what you are feeling and experiencing.

And I TOTALLY get you. I am just like you.

I constantly have to move things around because my kids need me, or I want to be a part of something that is more important than my business at that moment.

Both my family and my business are a priority and I love that I get to have two really important things in my life.

I won't get angry or feel guilty that I constantly have to make decisions about which one needs my attention.

So today don't try to figure out ways to make your schedule more consistent, start using a system that understands your life and doesn't make you feel guilty for being a Boss Mom.

Ok, that's my rant.

Dana

ps. ironically right as I was writing this email I got a call from school saying my daughter has a fever and she was home all week and I got half the work done I had planned. Luckily I have evergreen systems set up so I don't have to stress that my audience is growing and I am making sales. And we got to bake together and she napped on me (which never happens anymore) and those things I didn't get done...could wait. :)

pps. I will absolutely share my systems for growing your business in future emails, but for now, I want you to know that you are not alone and that you should embrace your beautifully inconsistent schedule...you don't need to change it to grow your business.

MO4: Clout 2: How will your business evolve

Hey [First Name],

The clarity you want can take a little time. The great news is that doesn't mean you can't make money along the way. In fact, there is a way to test out new ideas, grow your audience, and bring in great revenue all while figuring out how it all fits together in the long term.

As we begin to get to know each other I want you to know that I see YOU as a Boss Mom!

And I understand exactly how you feel right now. And I don't mean that in a jargony way. I have had personal conversations with hundreds of women (yes I'm an extrovert) and I have heard so many stories that all confirm that we feel alone, we feel capable yet lost, we feel smart yet dumb, and we feel productive one minute and overwhelmed the next.

I can't take away the unpredictableness of your life as a parent and a woman, but I can offer you a system to grow your business that was designed with Boss Moms in mind.

I truly believe that the <u>Nurture to Convert Society</u> is the answer to every Boss Mom's business. The beauty of the system is that it allows you to simultaneously build buzz, market research, build, and

grow without adding a ton of extra work.

It knows that you don't always (or possibly ever) have back to back hours each day to work on your business and you can't use all that time trying to figure out HOW to run your business... you have to learn to run while you walk.

The Nurture to Convert Society helps you do that without just adding more time to your work schedule.

My goal isn't for you to work more, or have to ignore your kids to grow your business, my goal is to create a business that grows even while you are cuddling with your littles and watching one of the Frozen movies for the millionth time. And I don't want you to have to invest some crazy amount to get the business support you need so the Nurtur to Convert Society is only \$47 a month. If anything here has resonated with you then go check it out.

Yes you can join anytime, and yes it's always \$47, but every day that you wait you are most likely wasting time doing things you don't need to do, confusing the market, and missing out on sales. Go check out the Nurture to Convert Society HERE.

Here is what Kelly said...

"I used to spend hours pulling my hair out trying to respond to business questions and run it more effectively. But N2C has literally given me back days of my life. The practical resources, guidance and direct "here's how to do XYZ" approach have saved me time, energy and mindshare. I've been able to reallocate all of that extra to my family, my own care and rest, and the parts of my business that I love the most. Plus, the other moms in the group (including Dana, the founder) are actually active - they scan the forum, answer questions, offer support and ideas. They show up. It's been a wonderful asset and investment that provides not only clarity but community - and every woman balancing business and babies needs that."



Check it out and join...and if you have any questions just let me know. I always read my emails and I love to meet new people. :)

Dana

MO4: Training 3: Stop helping and start being impactful

Subject: Stop being helpful and start being impactful

Hey [First Name],

I want to address the elephant in the room.

Women tend to be too helpful. (I'm totally included in this group)

In a lot of ways that's a great quality, but for your business just being helpful doesn't help your business...it can actually really hurt everything you are trying to build.

This is what happens... we see the people that 'need' our help the most and we want oh so badly to be the change in their life.

The problem is that the people that need us the most are often not in a place to give the mental, emotional, or financial resources needed to make a change.

It's not that they don't want our help, but they are in survival mode and that is a hard place to be. (Believe me, I have been there after having each baby, after getting a divorce, and after my dad passed).

I don't tell you those things so you feel bad for me...I have an amazing support system... I say it because I don't want you to think this is a fluffy email where I tell you to charge more and get better clients.

This is about realizing who you can really IMPACT.

What do I mean by that?

Impact happens when people don't just listen to you...they act on what you say and teach.

You impact the people who take action.

I dig deep into this idea of being impactful and not just helpful in our businesses and lives in a solo show on the Boss Mom Podcast.

CLICK HERE TO LISTEN >>>

I have heard such wonderful feedback from women who say this episode changed the way they approach their ideal client, how they decide who to take on as clients, and helped them enjoy their work more. Go have a listen and let me know what you think.

CLICK HERE TO LISTEN >>>

Dana

ps. I will tell you about some of my favorite episodes from the Boss Mom podcast from time to time...remember that you can also go subscribe on iTunes or Stitcher so that you can check out any old episodes and see the new episodes as they come out. AND:) If you like the show please, please leave a review. I will heart your face forever.

MO4: Recommend 4: What should you be focusing on quiz

Subject: Take the 'what should I be focusing on' quiz

Hey [First Name],

Sometimes I think we put too much pressure on ourselves to be at a different point than we are in business. We look at all the amazing people around us that we admire, and we feel like we "should" be farther than we are, but here's the truth...You are where you are, and that's ok. AND, you can't move forward if you're trying to figure it all out without taking steps that make sense for where you're at.

I believe it's super important to honestly assess where we are in our journey, and figure out the next right step. As much as you may want to jump 10 steps ahead, that just doesn't work, and you're going to need to take step 1 and step 2, and on up, which will actually get you to step 10 more quickly than if you keep trying to scan the steps in your mind to figure out how to jump.

Now, what am I getting at here? Well, I have an awesome tool for you to figure out what your next right step should be:

Go take the Where to Focus Quiz I created to help you determine what stage your business is at, and what you need to focus on to start taking strategic steps to get to the next level, step by step. CLICK HERE or click the image below to take the quiz.

What's so cool about figuring out what to focus on now is that it gets you moving forward, and while it may seem slower than you want, you will start to see momentum more quickly than you expect, all from smaller, consistent steps. Yay!

So if you're trying to figure out what your next focus should be, make sure you go take the <u>quiz now.</u> Ok, I think that covers it for now. :)

I would love to hear where you're at after you take the quiz, and if you want some direction, reply to this email and I can help you determine what your next right step will be. I want you to find your place in this amazing world of online business, so you can create the freedom you dream of for you and your family while making a difference in the world the way you want to be.

Let's get you there together.

Hugs,Dana

MO4: Ask 5: 4 courses

Subject: Four great resources under \$47

Hey [First Name],

It is very important to me that I provide a lot of value with my content, both free and paid.

I am so passionate about helping moms find a way to pursue their passions in business and motherhood, and I know as you do, it is not an easy feat. We need our businesses to work in a way that is simple because our lives are complex.

And we also need to surround ourselves with others who get it..... who get why we just have to do both these things at once.... who get that we love our babies more than anything in the world, AND we love our businesses too.... who get that we are still individual human women who want to make an impact in the world and feel aligned with our purpose, beyond just being a mother.

If any of this sounds true to you, I want to tell you... you've found your people. Welcome. We are so happy to have you.

I also want to introduce you to some of what we offer because a lot of heart and late nights and coffee went into building all this over the last 6 years, so that you may not have to take quite as long as I did to figure it all out.

Depending on what your current needs or goals are in your business, we have a few options that can support you on your journey, and I want to tell you about them now.

- **1.** If you are looking to start or grow your community and create an engaged space where you can grow your relationships with your people, go check out our <u>Start and Grow Your Own Facebook Group course</u> for only \$47.
- 2. If you have a group and want to start to get more engagement and **learn how to strategically create buzz** around what you have to offer, then go grab our <u>Buzz Plan</u> for only \$27.
- 3. **If you want an evergreen email nurture system** and you are ready to stop the monotony of writing weekly newsletters that aren't doing much to help your business grow, you'll definitely want to grab our <u>90 Day Email</u>

Nurture System for only \$47.

4. And finally... **if you are the boss mom who is totally committed to making your business work**, in a way that doesn't leave you burnt out and understands your complex life, you want to go check out our <u>Nurture to Convert Society</u>, where you'll get access to all of the above, AND so much more, to help you create your entire business with the only system designed for mom entrepreneurs for only \$47/month. (hint - this is the best option)

I hope you find just the program you need here to help you reach that next step in your business and I look forward to getting to know you more. So it's always good to share. That's it from me...I hope you have an amazing rest of your day.

Talk soon,

Dana

MO4: Feedback Loop 6: What are you doing on social media

Subject: What you're doing on social media each week?

Hey [Name],

I am so passionate about all the amazing women that I have the honor of supporting in the work that I do. My guess is that if you're here, reading this email, you probably have some amazing, world-changing idea in your big beautiful brain, and you want to get better at sharing that idea with those who need it most. That's where I come in... I love helping you to confidently share what lights you up, so that you aren't stuck spinning your wheels, getting frustrated, and low on revenue.

But I need your help so that I can be sure to give you what you want and need most.

I want to hear from you about what you're doing on social media, and how you feel it's working for your business...

You would be doing me (and hopeful you) a huge favor if you took a moment to reply to this email to share with me what you're doing to share your message on social media, and what you feel is working, or not working.

Just hit reply and share as much or as little as you'd like.

I can't wait to hear more about you and what you need, and I'm so grateful for you taking the time to respond.

Thanks,

Dana

ps. Don't forget to tell me what your area of expertise is and what you sell

MO4: Permission 7 Failing at life

Subject: I'm having a failing at life kinda day

Hey [First Name],

Here at Boss Mom we believe that you have a big beautiful brain that can change the world.

We also believe that life has a funny way of making us feel like we are never going to reach our dreams and that we are failing at life.

We tend to DO a lot for everyone else and we are left deflated and overwhelmed and that keeps us from moving forward.

The Boss Mom community is about helping you see that all the parts of yourself that you are scared to share are wonderful and that there are women inside this community that are feeling the same way you feel right now... no matter what that feeling is... YOU ARE NOT ALONE.

When we decided to really ramp up the Nurture to Convert Society Membership my team agreed that it had to be more than just a place to get great content to grow your online business.

The NTCS had to be a think tank, a sanctuary, a support system, and a guide all at the same time. It had to be a place that helped you make decisions and also empowered you to realize that you ALREADY make good decisions and to trust yourself more.

And the awesome part is that we have done just that. I love the NTCS and we get amazing testimonials all the time...and yet...

Today when I woke up I was a bit sad. I couldn't put my finger on it, but I had this feeling like I am behind on reaching my goals. That there are so many women out there that are younger than me and are farther along than me in their business growth or accomplishments.

And then I grabbed my phone and saw some of my favorite people (most of whom I met through the Boss Mom community) that were saying wonderful things about who I am and what I have accomplished. It made me feel a little better, but that feeling still lingered there...and that's ok.

I realized that we all feel the same feeling sometimes... we all feel behind, less than, frustrated, isolated, or confused. Tomorrow will be great again...and then I can look forward to another random day where I feel behind and not enough.

Such is life, especially as a woman.

It doesn't matter where you are in your business or life...these feelings are going to happen and if you don't want those feeling to cause you to stop pushing forward then I suggest you just let them exist. Surround

yourself with people that get you and will give you a hug, watch The Notebook, cry and just let yourself be bummed for the day.

On days like this just tell your friends that you need support and love, not answers and solutions. Be sad, then take a deep breath and wake up tomorrow knowing that it's a new day with new emotions and new ideas, and being sad every so often doesn't mean you aren't going to be successful.

Ok that's my rant.:)

Dana

ps. As my disclaimer, if you notice that you feel sad more often than you would like, then make sure you reach out and talk to someone. There are a lot of amazing ladies who can help. I am always happy to make a recommendation if you like too. I felt the need to mention this since sometimes a bad day turns into a tough year and I ALWAYS have a life coach or counselor (depending on what I'm going through) and if you need that too know that you are not alone.

MO4: Clout 8: Jenna Kutcher

Subject: I got to audit Jenna Kutcher's Facebook group!!!

Hey [First Name],

If you've known me for a while, then you probably know that I believe that a nurtured and engaged community can change the world.

I know it's a bold statement, but it's true. When we are a part of something where we feel like we belong, it builds our confidence, we connect more, open up more, give more, receive more.... and it goes on and on. I started by building my own community...Boss Moms which, as it should, grew into an ecosystem that sustains itself (for the most part) and lifts everyone up.

Then I started getting asked to speak on stage and get interviewed on my personal strategies and tactics for growing a FBG community.

So when Jenna Kutcher asked me to do an audit of her Goal Digger Podcast Insiders Facebook group and share my honest thoughts on the Goal Digger podcast I was sweating through my shirt kinda nervous.

I was nervous because I was about to tell her a ton of things she was doing in her group that I would change.

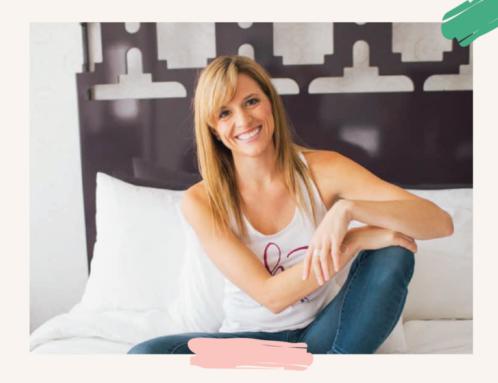
We had groups that were both about 50k and my posts were getting between 100 and 1,000 comments and hers were getting 25 on average.

She was getting about 100 posts each month and I was getting 5,000.

I don't tell you this to look cool (not sure why I imagined myself popping my collar while I said that). I mention it because she has a much bigger brand than I do and offers great content. Jenna is great, and even she made the same mistakes so many Facebook Group admins make.

So I took a deep breath and with a smile on my face started to tell her all the things I would change. It was actually a blast and she was excited to hear what I had to share. (I always respect someone who is willing to listen with an open heart and mind to critiques - I hope I am always that way)

<u>CLICK TO LISTEN TO SEE THE SHOW NOTES AND LISTEN</u> Or <u>CLICK TO GO STRAIGHT TO ITUNES TO LISTEN</u>



Episode 329

HOW TO OPTIMIZE YOUR FACEBOOK GROUP STRATEGY

WITH DANA MALSTAFF



I share some of the strategies behind how you can build a Facebook group that is engaged and vibrant, without feeling like you have to be in it all the time.

Make sure you go check out the episode and let me know what you think. I'd love to hear if you end up implementing any of the strategies and if you have a group, how it helps your group's engagement.

Talk soon,

Dana

Ps. If you have a group (or want to start one) then you might want to go grab my Facebook Group course that will show you how to grow a highly engaged group. it's only \$47 and is a step by step process you can follow. www.boss-mom.com/facebookgroup

MO4: Training 9: Boss Mom Flash Sales

Subject: Walkthrough of how Boss Mom was built on flash sales

Hey [First Name],

You know what I think makes building an online business even harder than it needs to be?

Trying to figure out your big signature program and put that all together before you've even started making money.

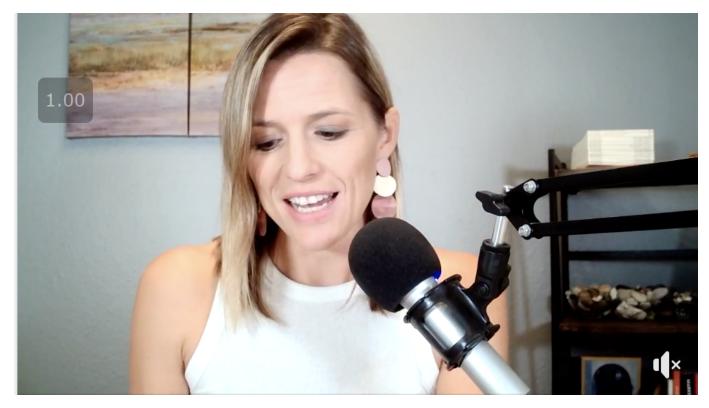
Boss Mom was built on flash sales in the beginning, and it was in creating those small products, or an "easy yes" as I like to call them, that I gained the clarity necessary to build my bigger programs. And I made some great revenue along the way.

You don't need high ticket offers and a big audience to build a successful business.

When you start to create small offers that solve one specific problem, you give your audience an easy way to say yes to what you are sharing, and this starts to build trust.

I go into greater depth on this in this Facebook live, and share how this process works, and what to aim for conversions. (I walk you through it step by step)

Go check out the video here, or click on the image below



This practice can be just what your audience is looking for, a bite-sized option that makes their life easier, and is at a price point that feels doable to them in the early stages of your relationship.

Now go watch the <u>video</u> so you can start to brainstorm what you could offer your audience that will make it easy for them to say yes.

Talk soon,

Dana

Ps. If you want support with all the ins and outs of creating a simple free to paid journey, build authority, and get better engagement on social media then make sure you go join the Nurture to Convert Society. Remember that it's only \$47 a month (no-commitment) and we show you step by step how to run a flash sale (that's just one of so many other things we show you how to do). www.nurturetoconvert.com

MO4: Recommend 10: First tools for business

Subject: The first tools I recommend you buy for your online business

Hey [First Name],

When it comes to starting out in business, there is no shortage of products and tools that we see and immediately think we have to have them in order to be successful.

It can be overwhelming, and we want to be smart about our investments, especially when we are just starting because we need to know that we aren't spending more than we will be earning.

In online business, having good audio and good lighting are the keys to sprucing up any space and making you look professional and like the influencer (and thought leader) and mom entrepreneur that you want to be. With lighting and a good mic you can have your office at the kitchen table or in your closet and you still look awesome.

The two investments we recommend are the mic and the ring light. Here are the ones that we like best. The boomstick is optional but I like it because it gives me more flexibility to record wherever I want to and still has great quality sound.

I know how it is, trying to build a business while having young kids taking over all the space, and I want to give you permission to still feel (and look and sound) like a professional, even when you've got toys spread all across the floor and your "office" is the only tiny corner in your home that you have to yourself, with a camera facing just away from the mess that is only just out of view. (I am still right there with you)

We do what we gotta do as boss moms, and I don't want you feeling like you don't have everything it takes, just because your space looks a little chaotic at the moment.

And that's why I recommend starting with <u>these products</u> as one of your first investments in your business. They aren't too much and completely worth it.

They will help you feel confident when it comes to getting on client calls, interviews, and taking fun "on the job" photos of your workspace.

There will be plenty of time to get all the latest and greatest in technology and tools, but when you're just starting out, you have to choose the most essential, and that's why I am recommending these options. If you end up grabbing them, I'd love for you to let me know what you think, and how they make you feel in your new workspace.

Cheers to feeling like a legit entrepreneur,

Dana

ps. I have been around for a long time and love to help with decision support so if you need help deciding what tool to use or what to buy, and whether you need it, just reply and ask. I bet I have an answer...or at least an opinion. :)

MO4: Flash Sale (morning 7am) 11: 40% off annual pass

Subject: This will get you the freedom you want (3 day sale) Hey [First Name],

I've been working on having better focus lately. Over the last 6 years I have come to realize that reaching my goals rarely has anything to do with starting something new.

In fact, I keep going back to the same strategies and methods that I started with, then float away from, then come back to time and time again.

The real success and progress happens when we take one strategy and we live and breath it until it works. There is so much proof that this is the case for everyone.

The reason we made the <u>Nurture to Convert Society</u> an ongoing membership is because staying focused can be hard...and since we know that progress is iterative, we know that we have to stick with it to really see the results...and watch those results grow.

When you join you are not just getting the system, you also get the community and we have one super engaged, mega awesome group. And support that will help you actually implement the system (a system that we know works).

The thing about focus is that it doesn't work if you keep bouncing around to different strategies and buying different programs. You have to stick with one thing, and the <u>Nurture to Convert Society</u> should be that one thing.

Right now, until the timer runs out, you can get the NTCS annual pass for 40% off. That means you save 5 months, almost half.

You get all the NTCS goodness for just \$337 and a full year of access.

Go grab it here!

The Nurture to Convert Society is more than just content you learn.

We have created an interactive space where you can...

- Earn points for learning and implementing
- Turn in points for hot seats (so you can get real coaching when you actually need it)
- Get templates every step of the way to make your life easier
- Get step by step instructions (instead of broad training) that will tell you exactly what to do
- Get video feedback from me and our progress coach
- Get thought joggers to help you work through your messaging and sales content so you create content that actually converts.

And NTCS works like software so we are constantly making it better...not adding more (although sometimes we do)...but making it work better for you.

For instance we are working on releasing an internal (an external) directory so you can get to know other members easier AND so that the outside world will be able to see you as well.

Our goal is to send Boss Mom Facebook group members to the directory when they are looking to hire so our members get the extra visibility.

And we have a ton more planned that are all centered around you getting better results with the NTC system.

So if you are sick of looking around for the right marketing and sales strategy and you want one that was designed for moms (especially ones who love what they do but won't want to be a marketing expert in order to make sales) then grab the Annual Pass now.

Go grab the annual pass for 40% off. That's only \$337 for a whole year.

I can't wait to see more of you,

Dana

ps. Check out the page to see all our awesome testimonials.

pps. About 30% of our members joined because a friend recommended it...if that tells you the kind of membership we have created

Check it out here.

MO4: Flash Sale (afternoon 2pm) 12 40% off annual pass

Subject: I wish I had been there for you

Hey [First Name],

Most of the ladies that end up in the <u>Nurture to Convert Society</u> have already spent a fair amount of cash on other programs.

And usually they haven't seen results, even though it was a large investment. If you are shaking your head with your eye closed thinking about that sunken ROI then you are not alone. I have been there, and so many other Boss Moms too.

I wish I had been there to be your first investment, but alas, I don't have the market spend that the big dogs do, and that's ok.

We have structured <u>Nurture to Convert Society</u> the way we did because we KNOW you have already tried other things and they haven't worked.

We want to continue to be the kind of program that's worth 10k that you can get for a fraction of the cost.

Did you know that almost almost a third of those who join NTCS are because a friend told them about it?

That's because it's the kind of place that you will want to be your <u>home. You</u> might have already had your eye on NTCS, and if so, then make sure you jump on the annual pass sale.

You can get a whole year for just \$337, that's 40% off.

Get the annual pass now!

If you aren't sure if it's the right program for you then this might help...

- If you love what you do and offering up value...but when it comes to marketing and sales to grow your business you are stumped...this is for you
- If you don't like asking people to pay you all the time and wish you had a system that did that for you in an authentic nurturing way (without it being a hassle to create)...then is for you
- If you love to connect with people, but don't want to be on social media all the time. In fact, you aren't even sure how to make social media work for you....then this is for you
- If you don't know how to set yourself apart in your market, and haven't gotten a ton of features or built a ton of authority...but you want to...this is for you
- And if you don't want to work a million hours a week...in fact 15-20 sounds good to you...then this is for you.

The Nurture to Convert Society is built around the Nurture to Convert System and you are going to love it.

I designed it specifically for Boss Moms who has unpredictable schedules and multiples priorities (aka your littles).

The system is all about helping free up your time over time...no more adding more.And we templatize as much as possible and provide ongoing support (we do video reviews to walk through your content in the group every week).

We want to make your life easier.

Get the annual pass now!

In fact, I don't want you to become a marketing expert...leave that to me...I have created a system that you can use without being a marketer...you can be the expert you were meant to be in your own field...and use the

system to grow your business.

So if that sounds good to you then grab the annual pass for 40% now.

Once the timer runs out the sales is over. And if you don't like it in the first two weeks then let us know and we will give you a refund.

If you have any questions always feel free to reply and let me know.

We always want you to make an excited investment instead of a scary one.

Dana

MO4: Flash Sale (evening 7pm) 13 40% off annual pass

Subject: Last day to grab the NTCS Annual pass for 40% offI

Hey [First Name],

In the car the other day someone cut me off only to stop two seconds later in traffic.

I said, "well she was in a hurry to get nowhere" and my son asked what that meant.

When I explained it made me realize that a lot of what we do in our business can make us feel that same way.

We feel like we HAVE to get things done NOW, but we end up rushing all the things that aren't important and putting off the things that are.

If you have ever felt like you work so hard and it's just not getting you the results you want... you aren't alone.

The key isn't to speed up.

Social media makes you think you need to spend all your time engaging, but people keep telling you they love you, but never buy.

When you become a <u>Nurture to Convert Society</u> member you have access to a system that helps you focus on the things that matter.

My pilates instructor (ok it was totally just a class I got a Groupon for) told me, "I don't need your momentum, I just need your control."

I have run my business by that rule.

Stop trying to go faster than you can. Stop trying to do things that MIGHT get you a short term win, and put a system in place that will give you long term success.

I know that the <u>Nurture to Convert Society</u> is that long term success kinda system. And it works best if you stick around.

If you haven't gotten the Annual Pass yet then jump on it now.

It's 40% off, that's 5 months free. Image what you can accomplish in 5 months with this system...and it would all be a ROI because those 5 months are free.

You know you wanna stick around so grab the annual pass for 40% off now.

The sale ends tomorrow.

Get the annual pass for just \$337 now.

Dana