

There's no right way for growing an online business. And honestly, me and my guests are more than fine with that.

I'm Hailey Thomas. And this is the podcast that lets you be a fly on the wall for candid conversations and many lessons through a variety of online entrepreneurs who are growing their businesses based on their own visions. We're on a mission to normalize and laugh about the behind the scenes truth of achieving a new level of success in your business. This is one year from now.

Welcome to this episode of one year from now, you all I have a really exciting gas, which I know I say every single week. This is so exciting. But it really is because I have Melissa Gardner, who is a digital marketing extraordinaire, and she focuses her a lot of her work on social action and social justice organizations and nonprofits. She and I've been working together for the last six months, and we have a ton to share about it. So I wanted to hit record so we can just kind of get into it. So Melissa, welcome to the show. Thank you for coming on.

Thank you so much, Haley for having me. I'm excited. Yeah.

So is there anything from your title that I missed, or anything else like you want to introduce, as we introduce you to the listeners,

I love the extraordinary part because that speaks to that multi passionate nature that I have. It's a comprehensive look at what a business has, and what is needed, and then how we're going to get there. So yeah, it's how my brain works. My brain likes that variety and likes to look at all of those pieces to strategize and come up with solutions that fits a particular business. Yeah.

So tell me a little bit because we're talking about you being kind of as extraordinary, which you are because you bring us so much marketing strategy, just as well as it is implementation and execution, marketing assets. But this is not where you started. So I want to sit back the story up one year. So right now we're recording in early October, but I think you and I became acquainted in like September of 2020. So about a year ago, what were you doing at that point,

I was not doing enough, I guess. I was a virtual assistant. generalizing I did have kind of leaning towards specialization in social media marketing and email marketing, but I didn't recognize it as such, it was just under the umbrella of being a virtual assistant being a VA. So there wasn't any particular niche that I was focused on. I was just doing it for whomever, whomever came. Yeah.

What was your client load like back then? And about what were you charging? client load was

maybe two to three main clients per month, and then a bunch of different smaller projects. So I put it under the umbrella of my brain likes to do different things. So you know, I was able to kind of home different scales, just saying Yeah, I'll do that. Yeah, I can do that. because everything's figured out about Sure. I was running I was hustling I was doing way too much but not enough for me. And for my business. Yeah.

So at that point I'm hearing you say like, you were kind of a generalized VA and you kind of like you said everything was figure out about which means you were doing a lot but it felt different than you doing a lot now. Like those things I think you do a lot of things but they are cohesive and they go together and support your clients in that way versus before when you're like doing a lot It felt like scrapping like okay fine. I need a little bit of a tiny little bit of that to like make the money that I want to make.

Exactly Yeah, yeah, it was piecing it together, not packaging not putting what I really want it to do together and say that's what my zone of genius is. So I'm able to support others where they are as well. So yeah, it was just okay I can do that. So it was kind of a here's a spoke in that we'll here's the spoken that we'll you know that wheel that wheel, but I wasn't working on one wheel at a time and completing that wheel.

Tell me about what your business income was like at that point. When you felt like you were kind of like piecing things together, what was like that an average month for you?

Probably around 2000 was an average month. And it was, wow, just too much trying to get there. I'm thinking that I had to do what everyone says that you have to do on social media, you have to be there you have to. So I'm trying to do mine and everyone else's, and not have time for anything outside of that. So it was a lot of work. A lot of pressure that I put on myself for very, very little compared to today. Yeah, yes,

that there is a happy ending to this. But yeah, that's kind of where you were fall of 2020. We met about that time, and then started working together in March, April of 2021.

Yeah, March, April, end of March. Yeah.

So talk to me a little bit about that last half of 2020, early 2021. What made you want to hire a coach? Why were you like, this, ain't it?

I think your questions. So it was group coaching at that time, and I missed that first session. And so I went back towards it and listen to the replay. And I thought, you know, I was like, What is she talking about? one year from now, you know, she's just sounds crazy, you know, when the world is bad. But September is my reflective month, my birthday month, it's like a transition month for me. So it was perfect timing to hear those things, because it made me go into myself as I was already headed. And so it kept nagging at me, and then there were more, you know, after more sessions and more questions, and more journaling, more digging deep. I was right where I needed to be. It was right at the time that I needed it to be. And it was something that I just knew that I wanted. So it was going into 2021. This year, you had asked a question, and I think it was also it was like the last session, or one of the sessions that I missed, second to the last, and you had said that you'll reach your revenue goals when you become the person to do it, pretty much. And so that I think was the tipping point of everything else, because I was

right there ready to become that person. And so when I heard that, it was like everything in the city. Yes. Yeah. And that's who we want to be to reach these goals. And so it was a no brainer after that. Yeah. So

when she talks about group coaching, I had a contract with a community for vas, that you were a part of. And so I would do like monthly coaching calls. And I remember coaching you a couple times. Yeah. And like I could tell, like, every time we came back, you were one of the few people that had like, gone away and done some homework and come back and like, okay, here's this new thing, or like, I heard what you said, but I still like it's still not clicking Tell me more and like you were like ready to do the work. And I could tell you kept coming back and kept listening and kept like, Okay, let me try this or let helped me understand that or, or this is not working, what the hell is she talking about? Let me get help for that.

Because it was just revolutionary. You know, one of those moments in life where you're interrupted, you know, your daily thoughts, your daily Monday, your the way that you do things, when you know that there's a different way, there's something else, there's something that you're missing, and then you get it. And it's like, is that it? You know, and me with my inquisitive, curious nature, I was like, okay, we're gonna go down this rabbit hole, we're going, you know, we're doing this.

And so I think a lot of what we were talking about, and you can tell me what you pulled out from those early days, a lot of what we were talking about was this concept of like, it's not actually about, like the packaging and the pricing. And all of that is almost purely a reflection of what you actually believe your value and the work of the value of your work is, those things are so easy to sort or at least like much, much easier to sort. When you're like, you will feel good and whole and you value your work, then those things become fairly easy, but when you try to do it the other way around, like I'm gonna get my pricing and packaging to bolster myself up to make me feel good. That's when it's hard. That's when you can't sell it. That's when you're piecing shit together.

Thanks. Yeah, yeah.

So you're part of that group did some kind of group coaching sessions, you came to the call, and I remember I love Moses so much, you offer multi For reasons, but one thing I love, especially is her willingness to be in discomfort to get where she's going. So I remember at the time, my one on one was \$7,000, it was 7k for six months. And I remember saying 7k and was real quiet on the other end. But it wasn't, it wasn't like, checked out. You were like, I could hear the wheels in your brains like, okay, okay, okay, hold on. Okay, right. What is trying to like, click it into place. So tell me about even just the growth that you experience because I think you experienced some growth, even just committing to yourself and committing to this next level of you. Tell us about that,

huh? Yeah, I did commit. Yeah, I was quiet. Because it was more than what I had expected it to be. I had never done coaching. I mean, I'm a first generation entrepreneur, I did think about coaching, I didn't even know I needed coaching, you know, getting on this journey. So not knowing that or just kind of giving my highest to what I think estimation would be, maybe was over that. So I was like, okay, but I

think the place where I was, was that, Okay, come hell or high water, I was going to do this, I was going to find it, I was going to move forward because it was a do or die. For me. You know, I was at that point where I needed this coaching to move forward in the way that I wanted to, otherwise it was gonna take me way longer. And yeah, I guess I'm a glutton for punishment. Yeah, it's, it's so uncomfortable. But I do know that that discomfort leads to greater is leads to better. It leads to me being able to impact more people in a better way. So that's the goal. So if I have to go through a little bit of discomfort to get there, then that's what I'll do. Yeah. Because the other side is so much better.

Right? So like, that's another thing that I want everyone to take from Melissa is just this like, connectedness to the ultimate goal like this. Our coaching was never about me. I mean, I think I'm great. But really, Melissa was just like one of the things. But really, your thoughts were like, Okay, what do I need to kind of get over this hump and get out of this place where I'm doing so many hours of work for like two grand a month? How do I get over this hump and into something else? And to your point, you could have done it by yourself. But it's like somebody showed you like a, like a cheat code, or like a cheat path and a video game? And it's like, Huh, can I put together the coins to get there further and faster with less strife. And that was a choice that you made to be in that discomfort. So what I want folks to hear is like, when you're making these investments, you're not like, Oh, my gosh, I need Haley specifically to save me and she's gonna have all the answers for my life. You already had a plan. This was a tool that you use on your journey. Absolutely. Absolutely. And I love I love the honesty of that thought of like, you know, first generation entrepreneurs, like, I don't even need coaching. Like Who me? I don't need who needs that? What is that for?

Exactly? I mean, I'm brilliant. I don't need coaching. I just, I've got Google, I've got videos, YouTube, and yeah.

And that's, and that's okay. The way that I think about it is that all of my clients really are smart, you super intelligent. And this is also just a tool that's available to you. But it's rapid growth, basically, it's like a it's I keep using Mario references, but like, it's like, you know, a Mario gets the like the star, and then he's like, glowing and going like, Yep, absolutely. You could finish the level without ever using one of those. Or you can use one and move a little faster and move

faster. And I think that was a part of the attraction. I knew about mentorship, I've been there. So I connected kind of the two and said, okay, it's giving me knowledge that I don't have faster than I would have had it. Had I learned it on my own, because I would have had to go through so much more. So going through a little bit of discomfort in that expansion and contracting is totally fine, because it cut down, you know, years of a lot of stuff that I don't have to deal with. So, yeah, it's a no brainer.

Yeah, it's like you did like two years worth of expansion. Then like six months?

Yeah. Recovery like I still go back to that. acclamation. Yes, you know, it's not it's not over because it's continuing but I've recognized it for what it is. Yeah.

And so working with you has allowed me to make the space to be able to have the time to acclimate and still serve my clients well, so I'm serving myself, Well, I'm serving my family. Well, I'm serving my clients well, which is your win win win. Yeah. So let's talk

about that process of growth, contraction and acclimation because right y'all, I mean again, I love Melissa so much because watching her grow through this process and experience not only the mental shifts she was making but the physiological stuff that it brought up and every not every week, but there was like two or three weeks in a row that you were just like, I feel terrible. I hate this. I hate everyone I don't want to do it. Nothing

is working.

Oh my gosh, yeah. So I felt like shit. Yeah,

so let's talk about like one of your first so one of the things we did was fundamentally work on that identity shift of I am an entrepreneur and not just an entrepreneur, because you were really connected to the idea of being this administrative person but your brain had connected that to secondary like administrative I'm a beta I'm secondary whatever. But when we were looking at all of your skills and all of your offerings and the results oh my god y'all the results that you created for clients not right time it took but like Oh, they gave me money and then I made them three times four times more money right with the marketing assets and the ads that I do and the ideas that I have in the strategy like they handed you money and then you handed the money back

like money bags for yep right yeah. effortlessly.

Yeah, no, for real seriously. So when we were looking at that work and I had to do one of the exercises like capture the results that you have created for your last clients, and we're like you're printing money for people this is not \$25 an hour work right? You're not a VA This is and so we kind of worked through there's no shame in being a virtual assistant and most certainly it's where I started my online career but I kind of had this like little box it's like you're wearing clothes that were too small for you know, like didn't have the bigger size clothes to put on Yes. Oh no. Yeah, you're actually a size this now and you're literally printing money for your clients in really specific ways. Oh, you're a digital marketing expert. Yeah, so that exercise and that expansion like what did that feel like? At first when we were like yeah, you're this over here because at first your brain was very resistant to making that switch.

It really was it didn't believe even though the results were there even though it prompted me to look for even more results my brain was still like but no this is what we know. This is what we do. Yeah you know that familiar? And you know this new thing was you know it's been there you been doing it you just not put it out there it's been more just behind the scenes subdued, discreet, but yeah, and so I guess my brain felt like those types of things are not as significant and so there was that shift that no you create not only created this for your clients, but it changes the trajectory of your clients businesses. It is significant it's life changing in a way

you know, and even though for you It's seems easy, it seems effortless it makes a huge impact in your clients businesses so there was a hump you know that I had to get over with that like wrestling with myself. You are not insignificant you are magnificent, actually. So there was all of this wrestling going on with these results and with what my brain considered very safe for me to do and to be and so I was breaking out of that shell that mold and so yeah, it hurt a lot. Yeah. So

like we literally I remember you and I had this whole conversation where you were like, why is this hurt so bad? Like why is it physically hurt? Why am I mentally tired and we Have a conversation like when you are changing, you have neural pathways that say I am this way, here are the thoughts I have about myself, my work my value in the world, what people will pay for or not, we basically just said, EFF you to all those well worn paths, building new paths, literally, peptides that build our neural pathways, we diverted from there and started building a new identity. And not only were the old routes, like, basically, not only is that old tissue like dying off, you're changing that identity, you're not feeding those neural pathways anymore. So that's dying off. And when they do that, like they freak out, it's what all living things do, when they think they're threatened is to freak out. So they get very loud, and work really hard to convince you of like, No, no, no, you're this other way, while you're fighting for this new way, and fighting for this new identity. And when I say fighting, I mean, actively practicing thoughts about who I am and what I do, looking at value, making my lists of results I've created, like actively creating a new identity. And then on top of all of that, you have to deal with the external factors of people who know you the old way are expecting you to act the old way and want to pay you the old way. I remember how many how many people you said no to how much money you said no to

that hurt. That hurt, too. Because there was the old Melissa saying, What are you doing? You know, are you crazy? And then the new Melissa is saying, Go sit down. I told you I got this. I'll take care of you. You did your part. And you did it well, but now it's my turn. And we got this. And yeah, that her I told you when you told me about the peptides and pathways and all that I said oh, okay, because I had the vision of me new dragging myself. Like you got to come, come. Come see what we're creating here. Yeah,

there's so much self trust that you built up during that time. You had to do it consistently. Like we said, offers are coming in of like, Can you do this low offer thing? Can you do this one offer thing and you having to be like no, or clients, we're putting making proposals, putting them out there and clients being like, I thought it was like half as much nevermind, or having to be in that rejection and not turn around and go back. Again, I feel like you move so quickly, because you were willing to be in that discomfort. You're willing to be like, well, this sucks ass and I would very much like to eat Oreos and sit on the couch. And sometimes we did like sometimes that was your whole from coaching was like yeah, go feel bad. Yeah. Oh, feel as it was fully necessary for you to just like, like you said, it's almost like you're having this conversation with yourself of like, Just trust me. Just trust me and keep walking with me. Because on the other side, it's like magic. Yeah, it sucks. Because as your coach, I'm like, Oh, it's fine. You just keep going. It's fine. You're doing it perfectly. Right? And I think I said to you multiple times, growth feels really good and fun until it doesn't, until it feels hard and

terrible. Yeah. So there was like a growth because we you know, did the basics of switching around your package packaging and your pricing in line with this new identity. And then there was a contraction that felt really hard and horrible. And then there was acclamation. So talk to me about like, when I talk about acclamation. It's like you've gotten over this hump. That's when you started signing these \$1,000 a month, 1500 a month, you're up to like two grand a month. Right? clients, right? So that's for a client and you keep three or four of them on your roster. So you've gotten over the hump, but then you have to like acclimate. Talk to me about what that felt like, what does acclamation feel like

acclamation feels like, envisioning kind of reflecting, but then really looking forward to what can be because this is now you know, like settling into this reality of what is and then saying, Okay, so what else can be, you know, what can I do? What else can I create, and then also looking forward, but also just being, so there's the excitement of what can be, but there's also the excitement of just being in it. And thinking about what I did to get here and being proud of myself and celebrate myself and realizing that hey, you're creating the life that you want. And you are doing this you are leaving a legacy. So then all of those things that used to be hard, start to come a little easier. And then I'm putting those so what do we call them? The protocols, self care protocols. Yeah, me utilizing those and realizing that I've got so many tools in my tool belt now to move forward and that it is okay, where I am. It's great. And so then, you know, there's that, you know, back and forth like, Oh, I like it here. And then oh, where can I go? What's next? And then Oh, just stay right here a little bit. Yeah, and revel in it and celebrate, and then it's like, Okay, let's go. Let's, let's see what else. Exactly, Michael? Yeah,

it's a cycle right? And like, you got to be with yourself. I think you so beautifully demonstrated. Being with yourself and using the tools you have to manage your mind and manage your emotions and physically feel the sensations of feelings, like you pulled those tools out that damn backpack so many times, and you were just like, nope, we're going again. We're going again. Yeah, yeah. Right. And didn't make it a problem. Like you didn't make it wrong. That some days you felt bad. And some days you felt amazing. Yeah, that's okay. To me, acclamation is when you were no longer surprised by results, is when you're acclimated in that, like, you feel like you said, you can look forward and it gets you excited. And you don't feel that like, Oh, I don't know, is it all gonna crumble underneath me? Like, not like you're acclimating? Oh, yeah, yeah. When you're not surprised anymore about where you're at?

And I think it's also where you realize you're trusting yourself. Yeah, trust yourself. I've realized that I trust my both the planning and strategy that I am creating that I think, you know, seeing that path, but I'm also trusting my intuition. Yeah. And how I feel about this particular project plan, or even just in my business, I'm learning that it's okay to take my hands off for a while and just allow things to do what they do. Because I've already started the magic. planted those seeds. Yeah, yeah. And so sometimes you just have to take your hands off and allow things to do. And then you intuitively know when to get back in it. And, you know, plant some more and do a little bit more attending and nurturing. And then, you know, you kind of step back and just allow it to keep going. So that's the acclamation that I'm in now. Yes. So it feels really good.

That's so good. Because I think the other thing that allows you to do again, that self trust that you worked so hard to cultivate, now allows you to say no to projects, and I want to talk about one in particular that I just, Oh, girl, it was so fun, but allows you to say no to projects. And like, you know, there's always a little twinge of like, ah, sucks for them. Yeah, but you're not like brokenhearted over it. Like when you were going through that first cycle of discomfort, where it was like, Oh, no, money is not coming. You're just like, oh, okay, well, that didn't work out. Doesn't feel great. But no problem.

Next, next. Yep. Yeah. So there's more.

Yeah. So there's one in particular that I really want to just like, touch on briefly, there was a client that you're meeting with that is a big name in his industry, and the cannabis industry and as well known, and I remember you, initially having conversations with him and being like, you know, I'm not sure if he's really if he's really serious, or he's really, and he's been a little vague. And this is our third call, and I'm not sure. And then one day, you just came to a call. And you were just like, so I cut them loose. And I was like, Whoa, okay, right. Tell me about it. But I just remember that being like, Oh, this is how she handles this is who she allows in her queendom in her circle. Now, she's like, she's no longer is available for clients that are dilly dallying and aren't sure. Even if they have the money, even if they're industry experts are well known. You're like unavailable for that now. And then, immediately after that, two or 315 102k a month clients showed up. And you were like, Great, thank you.

I loved it. And I still look back at that every now and then because I still see little stuff here and there. And I'm like, Yeah, I would have done that better. But okay. So, I look back now, and I'm like, why did you even entertain, but I also understand where I was at the time. So you're in that transition phase. And yeah, it was Wow, I've wanted this. I really did. I was like, okay, it's going through, it's solidified. And then it was just like something else. Yeah. And I'm just like, you know what? No, just now, yeah, doing this, I'm not gonna be a puppet on a string, I'm not going to go back and forth back and forth about something else, something different. I don't do well with people who don't have focus, who don't have those pillars, those things that they are really working towards, and they know, or are open to listening to somebody who has the expertise and how to get there. So if you don't know, then let me tell you, and let me show you how we're going to get there in the easiest way possible, the most efficient way and he wasn't about efficiency. You know, he wanted to do this. He wanted to do that. And so but yeah, it was just fine. But I can't help you.

Yes, it was that thought it wasn't, I think a year ago this time, or that time a year ago, that time you would have been like, No, I have to help him because yes, all this is good money. And I need to be a helper and I need to support him. Versus you at that point had built up the self identity of I'm an expert, what I do, I help my clients make money, but for me to be able to support them. This is how they need this. These are my standards for clients. Now. I don't do unfocused, I don't do this, like inefficiency. And this kind of uncertainty and this kind of like lolly like, Ah, that's not how we do things at my house, which show to me, it was such a

dramatic example of how you had learned to like, really hold your boundaries and really hold your priorities. And it be totally fine. To walk away walk away. Yeah. And I think the same nose to the lowball offers,

were those stepping stones to get to the point where I'm able to say, I have to continue to make room for those who are for me, for those who find me Those who are led to me, those who see me who are a good fit for me. So it is no longer time to just wait. Yeah, let's do it or not. There's no more no more of that. washy.

So good. Okay. Tell me a little bit about where your business is now. And what your one year from now vision is. We just talked before we hit record, you just signed a what's going to be \$24,000? Yeah, package with a new client.

Yeah, yeah. And I've realized that, you know, when you talk about who you serve, I had to think about who I am. And then also who my clients have been, who the majority of my clients have been. And so I realized that there's always been a nonprofit, or nonprofits or businesses who serve nonprofits and those businesses and organizations always have a service, social justice, social action component, which is me going through personality tests and things like that. I've realized that that's who I am as well that and so those are where I envision myself as being in both regular industries and the cannabis industry and then also moving that is also my one year from now vision to

Central Illinois. Oh, I

know I'm just getting up where nearest city Yeah,

that's fair. Okay, fine, that's fair

trips here and there. But as introverted as I am, I do like being able to pop in, you know, to city life every now and then. And then, uh, probably doubling my income. Because so far this year, I'm on track. I'm at like 40% over last year. So I want to be even more next year. So is still coming together, still creating opportunities, but you know, that picture is becoming clearer as to who I want to work with whom I'm, you know, serving where my business will be going in the coming year expansion in many ways, not just for me, but also you know, for the business. And, yeah, traveling. Definitely.

What I love is that you now have all of the tools you need, because all you're going to do is just literally redo what you just did this last six months. It's literally the same of like okay, who is that person that creates those results, and then you start to edit everything to me. This person and you become the person and then the results come out of that. And so what I love so much about our work together is that like, you could repeat this process for the rest of your life all the way to a million dollars if you want it to or pass that, yeah, it's the same thing, which to me is why coaching is so valuable and not like at no point in time that I hand you a business blueprint, and you just do what I did. And don't think about it, you now have the skill set not only to set goals, but to achieve goals, and to manage your mind and your emotions and your body's response while you're doing it. No one can take that from you, you can literally do anything, build anything you want for the

rest of your life.

That's the most valuable thing. I think, other than my faith in Christ, I think this has been one of the most valuable things in my life to learn self coaching, to learn that I can run this business with discomfort, you know, physical discomfort, mental discomfort is, you know, financial discomfort, I can still do it, I'm still great, I'm still awesome. I'm still brilliant, even in all of that. And that it's messy, and it's okay, all of these things, the self care protocols, the understanding of how my brain is working, and how it's expanding and contracting, and how I am creating these opportunities and can do it over and over again. It's invaluable. It's so good,

so good. I love this so much. Like I said, You're such an example. And I was always so just proud of you just proud of how you showed up to calls whether you were like, Yes, I just signed a new client or you were like, I hate you. And I hate this. Like, no problem. You stayed in the process, like you stayed in it and you stayed committed to who you were becoming no matter what, in the ups and downs. And there are multiple weeks, I was just like normal. Like, we're talking right now about the very highs and the very lows, but then they're also just some weeks versus whatever, it's fine. It's a rainy day, and who cares? Right? But like, I'm so proud of how you met yourself at each of those places, and learn how to not make up down or indifferent problem. Those are all a part of what it is to run and grow a business.

Thank you. Yeah, invaluable. Yeah.

Okay. Couple things. Do you have any final advice, or anything final, you want to share with people about finding a coach hiring a coach, or even just like making an investment because that when you invested in it was 7k. That was like three months worth of revenue for you at the time. Now it's like a third of the contracts. But at the time at the time, it was like yeah, revenue. So what is your advice? Yeah, that's my question. What is your advice for people who are making an investment aren't gonna invest in a tool like coaching?

If your gut says, Go, Go? Because definitely, that was for me. Our clarity call was a gut check. It wasn't a Oh, am I gonna do this or not? It was already I'm doing this. Is this the one is my gut check here. congrats. So I think when it comes to it, you have to be ready, you have to be committed, have done your research totally, totally on whomever you're going to be investing in. I have had the six months with you. So with group coaching, I already knew you spoke my brains language. You already knew there was transformation happening just in once a month, not even coaching me and coaching others and doing the work. So the calls should be? This is a yes or no moment, because I'm already at a yes. So investing wasn't anything looking back now. nothing compared to what the results have been what I've gotten out of it personally and professionally. So I love that

I love thinking about it, like just thought you're deciding ahead of time, and then a clarity call or like a consultation or whatever is like a gut check. Right? Your brain, your brain might have some noise going on. But you have already decided the journey you're going on. And this is just a gut check of is it this person or do I need to find someone else? Yeah, absolutely. So good. Melissa, you have been

amazing. Where can people find you online? If they want to work with you or just follow your miraculous ascent? How do they find you?

All right, yeah, you can find me online. My website is [www dot admin concierge services.com](http://www.adminconcierge.com). And I'm on Instagram Facebook and LinkedIn at [admin concierge s v as in victory](#) see so just my name business name abbreviated A little bit, yeah on each of those platforms

and we will link up to all those things in the show notes as well thank you so much Melissa. Again I'm so encouraged by your work and just like how your reach has developed in the world and will continue to be amplified because of the work that you did for yourself. So well done.

Thank you for your guidance. It's been amazing. life changing.

No thank you. Thank you for listening to this episode of one year from now you can find the show notes and all the links we mentioned at [brain space optimized comm slash podcast](#) if you want to chat me up about all things entrepreneurship, then head to [brain space optimized comm](#) and join my email list. This is where we have rich conversations about the experience of business ownership is thoughtful, it's funny, I like getting responses and chatting with you all it's a good time. Lastly, you can find me on Instagram at [brainspace optimized](#) We will see you in the next episode.