

There's a whole world out there of people that need you to start them. You are now investing your time and your energy, and you are stepping up to be that person and that woman who makes investments like this, who takes her business seriously, who's willing to go on, who is driven, who is ambitious, who is going to make happen no matter what.

This is the million dollar business podcast. Here's your host, Jenna Faith.

Hello, and welcome to the million dollar business podcast for entrepreneurs who want to create wealth and freedom with their business. I am your host. Jenna Faith success in mindset strategies for entrepreneurs who want to start a movement, leave a legacy and build a seven figure business and brand. If you are looking for not only the mindset, but also the strategy to get seen, known and paid online, you are absolutely in the right place. In today's episode, I'm going to be sharing with you. The three things that could be stopping you from hitting those consistent five figure months. I'm also going to be sharing how you can correct or shift or pivot those things so that you can easily begin to make five figures every single month, hopefully starting before the end of the year, but definitely into next year. So let's go ahead and dive right in to today's episode.

So three things that could be stopping you from hitting that infamous 10 K mark in your business. So in my business, I talked to dozens, if not hundreds of people, every single month on what their struggles are, why aren't they reaching their goals? Why aren't they hitting this 10 K months? And I remember when I first started how difficult I thought it was going to be to hit 10 K months. I thought it was so far away. I thought that it required so much. And then when I actually did it, I realized how simple it actually was. And I was just like, wow. I was really making this complicated when it really is simple. And that once I actually hit my first 10 K a month was actually was a 12 K month. I decided that I would never have less than a 10 K month because I knew mentally.

I knew physically. I knew emotionally. I knew internally what needed to happen in order for me to create consistent five figure months. So what I want to do in today's episode is talk about the three things that I've seen and the solutions to why certain people it's so easy for them to hit 10 K five figure months, and even, you know, multiple five figure months and even six figure months. And then other people just consistently struggle to even get to that one 10 K month. You would think that it would be complicated, right? You think that each person has their own unique problems and their own unique reason for why they are where they are. But what I've discovered is that it really only comes down to three things. So number one is that you don't have an offer that people want, it's getting more difficult to sell and not in a bad way.

It's really something that we have to pay attention to what our people want. I think that before a few years ago, 2013, 2015, 2016, it was easier to sell. And it was easier to like story sell right, to really get people into our world and then sell them based on that. Whereas now people actually want to know what they're buying. People actually want to know that if I'm giving you 2000, 3,005,000, \$10,000, what am I actually getting in return? Right? So it's not just about having a sexy offer with a good name and awesome format. Although those things could be important, but we're really is, is how are we relieving our prospects problem, right? If we can create an offer that relieves their problem, that solves their problem, it's an instant yes. For them. So clarity in what you offer clarity and the results, clarity in the outcome is what's really going to help people say yes.

So here's the solution. If you feel like you have an offer that people just don't want, or maybe you don't actually feel like they don't want it, but people aren't actually buying it, the solution would be to create a hell yes, offer that your audience is starving for not what you think they want. So more often than not, these are two very different things, right? The offer has to see new and exciting, and it has to relieve them of an existing pain in their life, their business, their relationship, whatever it is that you help with people be solution oriented, be clear about what the outcome is of the offer. If you're finding that

people aren't buying, then you're going to want to tweak this section. So maybe have a really good offer, but people simply aren't buying because not enough people are seeing it back to a numbers game.

So you're either not making enough offers or you don't have enough people to make the offer to I've witnessed people, just literally not even selling which this boggles my mind. Because if you think about any other business in the entire world, they're selling all the time every day. So that's one thing, right? It's like, you're either literally like not selling at all, not asking for the sale, not making offers and, or it's very few and far between. So you might have just one offer or you might just be launching twice a year. Here's my solution. The solution is start making offers every day, start selling every day. You should always have something to sell. And you can go back to some of the previous podcast episodes where we talk about offers. But the reality is like, we've got to have something for people to sell.

Could you imagine if you went and you were looking for a car and you walked into the dealership and they had no cars and they told you to come back in two months because that's when they're going to have cars. Well, you're probably not going to do that. Where you're going to probably do is look for dealership that has cars. So when people buy something, especially in the personal development world, especially in the business coaching world, they're looking for a solution to their problem. So if you don't have that readily available, if you don't have enough offers, if you don't have the, that, they need to solve their problem, they're just gonna move on to another coach. They're just going to move on to someone else. So we've got to make an offer every day. I realized that some of you launch some of your programs.

So there are certain times that the programs are being launched, but things like your one-on-ones, your masterminds. Those can be open enrollment. Those are things that people can always buy from you. I also highly recommend having something that's a little bit more automated or DIY. So basically people can buy something. It requires nothing of you, but they can still purchase from you. The solution start making offers every single day. And we do have an a podcast episode where I talk about selling every single day. So you can go back and listen to that as well. I'll make sure that I tag that in the show notes. So number one is that you actually just don't have an offer that people want. So you're going to have to reconstruct that, tweak it, get it to a place where people want it. Number two is you're just not making enough offers.

So you either only have one offer. And it's one that people don't want, or you're just not selling every day. And you're not giving people ways to pay you every day, which is something that you should be doing as a business owner. And then number three is that you're blending in. This is something that has become more prevalent because the coaching industry has become more saturated. Right? And I say this all the time. I don't think that this is necessarily a bad thing. It just challenges you to do things differently, to show up differently, to have more clarity and to have more confidence around what you're doing, what you're putting out there. If your message isn't clear, if your branding or your personality is not strong enough, you're going to get lost in a sea of coaches. You're going to get lost in the sea of new entrepreneurs that are popping up every day.

So my solution to this, if you feel like people are just scrolling right by you're blending in, you don't have anything to stand out, stand for something, have a clear and strong message and be consistent as. Now, I'm sure that you could figure out how to solve these problems over the next year or two. But if you'd like my help, the cashflow queen is actually open. This is my signature program where I take you on a 10 week intensive and together, the goal is to get your business to create 10 K months by 2022. So this is something that is personalized. It's customized. Everyone gets their own personalized plan to hit 10 K months over and over and over again. And I know that if you had that plan, if you knew the right offer, if you had structured your business and business model, the way that it should be, that 10 K months would be easy.

Like I said, when I first started, I thought it was very difficult. I thought that it was something that I would never, ever reach, but then once I reached it, it was just like, oh, okay, this is actually easier. So I can take you hold your hand and walk you through that process of creating kick-ass offers, offers that people actually want offers that people are actually going to want to buy, get those in front of the right people and create a system for cashflow so that you are consistently and always hitting 10 K months, no matter what. So you can actually get the link for the cashflow queen in today's show notes@jenscalia.com forward slash E one to one. That is the letter E and the number 1 21. So that's it for today's episode, just a quick recap, three reasons why you may be not hitting your 10 K months is you have an offer that people don't want, or you're unclear about your offer and the solution that it gives.

Number two, you're just not making enough offers my solution for that start making offers every single day. And number three is that you're just blending in your messaging, unclear your branding and your personality is not strong enough to stand out. So fix those things. And I guarantee you that hitting those time came months are going to be with ease. And don't forget to subscribe to the million dollar business podcast so that you don't miss an episode. If you haven't already, I would love for you to leave a positive review on iTunes. This really just helps us get in front of more people who want to not only create income with their online business, but who also want to make an impact. And I'm really excited for that. Make sure that you join us next week for another quick bite training to build your business from the inside out.

Let's keep this conversation going. Join us in the private discussion group meant for millions. We're ambitious driven online entrepreneurs go to get the mindset and strategy to grow and scale. Their online empires joined meant for millions@jennscalialia.com slash tribe.