

# Audacious Faith Mentoring and Mastermind Session - 01/11/2021

## Part 2 - Mentoring

Questions Submitted This Month

### 1. Question: Shemeka Brathwaite

- a. Last month I mentioned that I had a discovery call that lasted 90 minutes. I made some improvements and my last discovery call was 60 minutes. I would like to have my call to be 30-45 minutes. I would like to improve my outline and time frame.

Mastermind Input and Support:

- (Lethia Owens - xyz)
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- Kathleen - I love having a format to follow. I have one and follow it faithfully to help me stay on task and bring a clear direction/closure for our call. Really agree with all the women's input - especially resonating with Suzan's comment about (what I call) creating the vision of who they can be - what is the vision they have within them if they are working fully in the glory of who they are in Christ? I lean into that vision and highlight how my work can help them accomplish that, and then invite them to work with me. (Yes, I can share that offline. Reach out to me via [Kathleen@KathleenFischerCoaching.com](mailto:Kathleen@KathleenFischerCoaching.com))

### 2. Question: Shemeka Brathwaite

- a. I am in love with the new app Clubhouse. So far I have been listening in on rooms and have reserved the name of two clubs that I would like to start. I hope to start a room soon before the end of the month and would like to receive any tips.

Mastermind Input and Support:

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### 3. Question: Shemeka Brathwaite

- a. I am working on building out my funnels. As a peak performance strategist I help professionals to achieve more at work, so they exceed their goals, and increase their influence.

I have one funnel for professional individuals. I have a variety of lead magnets that would funnel them to an evergreen webinar. The goal of the webinar is going to make an offer for them to sign up for a \$197 or a \$97 e-Course.

The second funnel is for corporations and associations. I currently I am planning on creating a Free 3-Part mini-course, so they can get a sample of my training abilities and then invite me to train their staff. Currently this is what I have listed:

Title: Work Performance Mastery.

Module 1: 7 Benefits of Achieving More in Less Time.

Module 2: 5 Biggest Mistakes in Creating Performance Goals.

Module 3: 3 Myths and 3 Truths About Employee Motivation.

Please provide feedback on the title of the mini-course and modules.

Mastermind Input and Support:

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4. **Question: Collette Desroches**

- a. If you are running your business out of your home what is the best practice for tax deductions for home office, internet, phone etc. Is this something to consider? Does it affect anything if you choose to later sell your home. Do I have to first establish as an LLC to do this if we choose.

Mastermind Input and Support:

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