

YOUR WELCOME PACKET

Welcome! Welcome! Welcome! I couldn't be more thrilled and honored to be working with you and so excited for you that you have taken such an incredible step to create a fabulous income, doing what you love.

By completing this Welcome Packet, my intention is to help you gain invaluable insight what is absolutely possible for you and prepare yourself for the next 6 months.

I want you to step into the best version of yourself in deliberately creating a meaningful business and life that you deeply desire. To consistently feel the fulfillment and purpose of sharing and contributing at your highest levels while making your special difference in the world. Not to mention making great money doing what you love.

It's what you truly deserve!

Anytime you pursue the next level of success in your business and life, it is essential that you prepare your mind, body, spirit and open up the inner space and well as the outer space for it. *When you've been there with the mind, you will go there with your body.*

Each week you have a new opportunity to create empowering beliefs, to make new choices, to receive information, and to take inspired action. It's up to you to get out of me, our trainings, and this course and community, what you came here for.

Please read this packet thoroughly as you go through each question. In our online community, ask any questions, share any insights, and continue to build community and support.

I believe in you and support your desires. I can't wait to jump in with you and help you create a life and business that thrives!

With so much Love and Belief in YOU!

Yelena

YOUR GOALS

What are your specific goals for this group coaching program and for taking your life and business to the next level? Be Specific.

What are the strengths and weaknesses of YOUR BUSINESS?
Be Specific.

What specifically do you want to accomplish by the end of this program?

What has kept you from accomplishing these goals in the past? Be Specific.

How committed are you to achieving and completing your stated goals?
How many hours are you per week? Be Specific.

What are you willing to change about yourself or your business to accomplish your goals? Be Specific.

What is going to be the most difficult part, or the biggest obstacle to success for you? What can you do to overcome these obstacles? Be Specific.

What are YOUR strengths and weaknesses? Be Specific.

If you could change three things in your life or business, what would they be?

YOUR MONEY STORY

Describe your family's blueprint around money—their thoughts, beliefs, habits and mentality around it.

Describe your own relationship with money.

What is your money story?

Who is your target market—meaning the people you ideally want to work with and serve? Narrow it down as much as you can.

What is your target market's biggest problem, fear or frustration?

What products or services can you offer to heal your target market's wound or solve their problem? Be Specific.

What is your monthly income goal?

Why did you choose this monthly income goal? Why is this your goal? Please be specific.

How will this money change your life?

Who else's life will it change, and how?

What is your current financial status? (Are you in debt? Are you living paycheck-to-paycheck? Do you have capital to invest to develop your business?)

Who are your main competitors? This isn't about creating a competitive business model, this is more for you to gain mastery about your field and industry.

What is the unique value of your product/services? i.e. How are you different from others in your industry?

OUT WITH THE OLD, IN WITH THE NEW

There's nothing that can take you out of the game faster than having bright shiny object syndrome, and trying to do everything all at once. In order to receive what you desire, you've got to create an environment that supports you actually receiving it.

More is not better. We're here to produce a refined, efficient, business savvy version of you. This does **not** look like spreading yourself too thin, doing it all on your own, or being "busy" all of the time, especially with tasks that aren't making you money.

It's time to be a super smart woman in business. Every choice you make, will align with your ultimate goal and vision, or it's just simply not a part of the plan and process. Period.

To support you in this journey, it's crucial to helping you simplify your life both on an inner level as well as outer level.

Take time to reflect on what you may be able to clear out, and what might be helpful to welcome in!

CREATING A HIGH VIBE WORKSPACE

Are there things in your environment that need to be cleared out? How do you feel about the level of organization in your workspace? Are you clear of clutter that is organized, inspiring, and encouraging of your creativity?

In terms of being organized and having a clear physical space for your business, how on top of that are you? Do you have a maintainable filing system whether physical space or digitally on your computer?

What are ways you might clear your workspace and create an inspiring environment for yourself?

Improvements to My Work Space

OLD OR UNFINISHED COURSES/PROJECTS

What are other projects or courses that you have yet to complete that might become a distraction during our time together, unless you become conscious of it and make a plan that determines where and when to put your focus?

Perhaps it's time for you to get out your calendar and mark a date that you'd like to complete any other courses either *before* or *after* this program. Either way, focusing in one area is what I've found gets the best results.

I highly recommend putting your all into this program, and finishing others either before we begin, or putting other distractions aside until a later date. There will be plenty going on during our time together to keep your schedule efficiently full (in other words, "busy" = broke).

Other Projects/Courses To Release/Complete In Order To Get The Most Out Of This Course

WHO ELSE CAN DO THIS?

As your business grows and develops, there will come a time when you may be ready to delegate some things and not others. The most limiting situation is when your business growth slows because you are doing everything yourself.

Having an ongoing list, “Who Else Can Do This?” with things you would rather not do and can delegate. Now, it doesn’t mean you have to delegate it right away, but it’s important to be clear on what can be taken off your “to-do” list as you plan ahead for the future.

The important thing to remember is that although some support may initially seem expensive, but the amount of time and money it’s costing you, is more likely than not, a much bigger expense than it would be for you to hire someone, and free up your time to kick ass in your business.

Here are some examples:

BUSINESS

- Scheduling
- Bookkeeping
- Accounting and Taxes
- Payments and Payment Issues of any kind
- Leadpages design
- Follow Up Sequences
- Website Design
- Launch Management
- Social Media (NOT right at the beginning)
- Any backend items when it comes to the automation of your business

What to delegate

Who to hire

When

LIFE

- Grocery Shopping
- Cooking
- Cleaning
- Laundry
- Scheduling my personal appointments
- Dishwashing
- Household tasks

What to delegate

Who to hire

When

BEING SMART AND PREPARED

Attorney: Have all your legal agreements in place that protect you, your website, your business and your intellectual property.

Accountant: Have separate business and personal accounts is a must so that once tax season comes, you're not stressed or wasting hours of your time.

If you do not have either, set a date on when you plan to hire one.

IT'S TIME TO START TALKING

It is so important to surround yourself with people who absolutely believe in you and support you in your endeavors. This isn't always an easy thing to do, and sometimes takes time.

For those who are close to you, if you think something needs to be said, or you need to have a conversation around the kind of support you're looking for, have the conversation.

Be clear about what you believe would be helpful for you during this journey. They can't read your mind. Unless you open up the dialogue, your loved ones may not know how to best support you. So ask.

MY REFLECTIONS:

As your Coach, my role is to:

- Come to all Group Training Calls prepared
- Be on time for all Group Training Calls
- Be fully present with you during the Calls and listen to you wholeheartedly
- Serve as your leader and accountability partner
- Stretch you to perform on a higher level
- Offer honest feedback
- Help you develop an Action Plan
- Offer support, encouragement, feedback and guidance throughout the
- Program

As a Member of the High Performance Incubator, it is your responsibility to:

- Show up for the Group Training Calls on time and without any distractions
- Give 100% of your effort during the entirety of the Program.
- Follow a “no excuses” policy
- Take 100% responsibility for your success or failure to achieve your goals
- Take responsibility for completing your Welcome Packet & Materials prior the program start if you intend to get the most out of this program
- Come to each Training Call prepared to ask questions and receive new information
- Take the action that is advised and intuitively felt by you.
- Be open and coachable
- Be willing to look at things in a new frame of mind
- Make all payments on time, and honor all policies
- Ask any questions you may have as they arise

Remember, I want you to feel empowered that you hold the key to creating everything you want in your business and life.

YOUR VIDEO COMMITMENT

One last FUN thing!

You'll see in our FB Group that I've post my video commitment to all of you! It's a super fun, empowering, inspiring, and great thing to do to prepare yourself once you've gone through the orientation and welcome packets.

It's also a great way to be seen and visible and allow the rest of us in the group to get to know you and hear your story. As we post our videos in the group, we'll get to celebrate each other and welcome each other into this community. I highly encourage you to take part in this.

When you make your video, follow this structure, if you'd like:

1. Your Name
2. What You're Committed To Getting Out Of This Program
3. Your Strengths
4. Your Weaknesses
5. What You Desire In Terms Of Community
6. What You're Most Excited About During Our Time Together
7. Ending Gratitude