

Day 7: Scale Strategies Transcript

0:00:00 Jason Drohn: *Hey, what's up? This is Jason Drone. Welcome to day seven. We are at the very last stage of the AI business boot camp, and let's just backtrack a little bit. You learned about AI. We showed you twelve or 15 AI tools that are cutting edge right now. It might not necessarily be cutting edge in a month or two months or three months, but we're gonna be making sure to update both the challenge and also update the courses inside.*

0:00:31 Jason Drohn: *Done with you with AI tools and tech that are going to help you launch high ticket products, do membership sites help you write sales copy more efficiently? So many different ways that AI can help. So all of that stuff is going to be done with you. So I wanted to make sure you knew that, but we talked about some tools that will help you start up fast. That was day one. In day two, we went through and talked about making money online. So we departed from AI to talk through some money making models online. We talked about coaching, consulting, affiliate offers, physical products, e comm stuff.*

0:01:08 Jason Drohn: *We talked about YouTube being an influencer. We talked about blogging as a money generation option. And then your homework was to pick one, right? So day three, we talked about your freedom number, because if your business and you know how much you want to make, then day four, we went into actually putting your offer together, figuring out the thing that we were going to sell using AI, figuring out target market demographics, offer package, all that stuff.*

0:01:41 Jason Drohn: *Then in day five, we built a website. Day six, yesterday, we showed you how to use AI to put social media content together to get your first sale. And that's where we are today. Now, in order to make a million dollars, you have to learn how to make a dollar, right? AI doesn't give you money. So AI doesn't, at least at the moment, it doesn't have any way of processing a payment to you. You cannot receive money from AI.*

0:02:13 Jason Drohn: *People give you money. And at the end of the day, that's what digital marketing is all about. It is about getting people to pay you money for things. And it's not you, and it's not people. It's about customers, clients who are receiving value for some amount of money that they're paying you. And that transaction is what fuels commerce. It's what fuels commerce offline. It's what fuels commerce. Online money, cash is just a means of transmission. That's all it is.*

0:02:52 Jason Drohn: *They exchange dollar bills. They exchange cash for something, for some benefit that they are receiving, that is a product or service or something, some benefit that they value in their life. That's what commerce is. That's what making money is all about. As an affiliate, you are connecting traffic to a product and you're getting paid as a middleman, right? So there's nothing too crazy about that. You are just the bridge or the gateway between the two.*

0:03:29 Jason Drohn: *If you are selling a service or a product, then you are finding the person who needs your product or service and you are giving them what they want in exchange for cash or credit card. In order to make a million dollars a year or a million dollars a month, you have to be able to go find a steady supply of customers coming into your world, coming into your life. And that's what building a scalable business is all about.*

0:04:00 Jason Drohn: *Now, scalable business, it doesn't really matter how big you want to scale. If you want to just make \$10,000 a month, and that is exactly where you want to be, and you have no aspiration for making more than \$120,000 a year, it's totally fine. You just need to find enough clients or customers that you're going to be receiving \$10,000 a month. If you want to make \$100,000 a month, you need to find enough clients or customers to be able to make \$100,000 a month.*

0:04:33 Jason Drohn: *So at that point, it's really just a numbers game. But the numbers have value, because in order to, let's say your goal is \$10,000 a month, we talked about your freedom number. So if your goal is \$10,000 a month and your offer is \$1,000, so let's say your goal is \$10,000 and your offer is \$1,000. It's not a month, just \$1,000, \$1,000 video course or something. You need to find ten new clients every month.*

0:05:06 Jason Drohn: *That's ten new clients in January and ten new clients in February and ten new clients in March, let's say now you want to scale to \$100,000 a month. Now you have to find 100 new clients every single month. So in order to find and onboard 100 new clients every month, you need to perfect your processes. And that's what scale is. That's making sure that you have your business dialed in enough that you're able to scale for the demand, both the demand of your clients and then your demand. Right? So if you demand \$100,000 that your business is making every month, what does that mean? What does that entail?*

0:05:46 Jason Drohn: *So today we're talking about scale strategies. We're talking about how to go from your first couple of sales, the sales that you generated from social media marketing, whether it was yesterday or whether you have to work at it a couple of days or whatever. We're talking about generating not just one sale or two sales or five sales, we're talking about generating ten sales a month, 100 sales a month, 100 sales a day, 1000 sales a month.*

0:06:12 Jason Drohn: *What does that look like? Because the questions that you are asking are different than the questions we started off with. The question we started off with was, who would buy this product? What product does this person buy? What is the demographic for this particular product? The questions from how to make \$100,000 a month are drastically different than something that is product market fit. And that's what we're going to talk about today.*

0:06:40 Jason Drohn: *So scale strategies for fast start businesses, and this is more conversational, more. It's more about supporting startups in a digital era, because online businesses scale differently than physical businesses. The means of traffic generation are different. The means of scale are different. It's instant on, instant off. You can spend \$10,000 today on ads. We don't need to place a budget with an ad person.*

0:07:13 Jason Drohn: *We don't need to wait for magazine ads or postcards. If we have product market fit and a good strategy, we can spend it today and we can also make that money back today. We can spend \$10,000 today and we can make \$20,000 back, which means you just put \$10,000 in your pocket. We can do it again tomorrow and the next day and the next day. But it's having the right systems and formula in place. And if there was one question, one thing that my company done for you does is we build automated sales and marketing systems to facilitate those goals.*

0:07:51 Jason Drohn: *But you have to have good operations, you have to have the systems in place inside of the business that can scale, because you might have a goal of selling 100 new clients a month going from ten. What does that mean operationally? Do you have more coaches? Do you have a digital product with fulfillment? Is there customer support needs? There's lots of those kinds of things that you'll end up asking, and that's really at the heart of what we're going to talk about today.*

0:08:16 Jason Drohn: *So there's a lot of uncertainty when it comes to revenue growth online. We put forecasts together and stuff for all of our clients that will say, if you're going to spend this much, we're going to sell this many products, and then this is going to be the output that we're receiving. With that comes operational output, too. So there's a lot of uncertainty when it comes to scaling a business that way.*

0:08:41 Jason Drohn: *And really, the thing is, you have to embrace Change Facebook anymore. You can spend \$100,000 a month on Facebook and they can ban your ad. They can just turn your ad account off. Now your business model is stunted. So if you don't have a secondary traffic source, then all of a sudden you're falling flat on your face. Payroll is not getting covered because your ad account has been turned off. And that's one of the reasons why having the right support, the right knowledge, the right community around you is so important in growing your business online.*

0:09:16 Jason Drohn: *Between sales funnels, paid traffic sources, search engine optimization, conversion rate optimization, email marketing and more, there is a lot that you need to know in order to grow a business online. We touched on some of the things and we used AI as a resource to help us supercharge those, right? But when you get into how does Google rank your page over the course of a year? Or how often do you need to be mailing your email list so that they don't burn out, but you also maximize revenue or what is the right upsell Downsell sales funnel for your \$1,000 coaching offer?*

0:10:03 Jason Drohn: *Those are very different questions. And AI can't come up with those. You can't go to a chat. It might be able to come up with them. But actually believing that and staking the fate of your business on an AI generated answer that you don't really know how to implement in your business, that's a gamble, right? And that's one of the things where experience comes in. AI doesn't have the experience that somebody like our team or our team at done with you does.*

0:10:36 Jason Drohn: *They can't look at something and say, oh, it may work, it may not work. This is the kind of sales funnel you need. This is exactly what you need to do from an email marketing standpoint or search engine optimization standpoint, AI doesn't do that, but the right coaching group does. And when it comes to building a business online, it's a journey. There's ups and downs. You're constantly making small pivots. So the backpack that we were talking about might not work. We might send it out to, it might work for your group of social friends, right? Or might work for your 300 friends on Facebook.*

0:11:10 Jason Drohn: *You might get twelve or 15 sales of that \$100 backpack. But if we go to send paid traffic to it, it might not work. So we might have to pivot to a different kind of a backpack or a travel sack or something with a different design or a different colorway or something, we might have to look at something different. And that's where the pivots come in. So knowing what to pivot to and being able to test those things is hugely important.*

0:11:36 Jason Drohn: *You want to make sure to adapt to market needs. The needs in the market change. Right now we have a lot of real estate clients, and right now we're battling inflation hard. The Federal Reserve is saying that, don't worry, inflation is starting to come down. Interest rates are starting to come down. Interest rates will start to come down, let's put it that way. But who knows? Who knows if they will or not? Because we're at a place where bitcoin is at an all time high, stocks are at an all time high. Silver and gold is at an all time high. Bonds are actually right up there, too.*

0:12:10 Jason Drohn: *Real estate is right up there. These are all things that actually have a corollary impact on each other. They work in reverse, but all of these things are high. That doesn't make sense. Especially when interest rates are where they are and inflation is where they are, it doesn't make sense. So for marketing and for the real estate space, it super doesn't make sense. So all of our real estate clients are just waiting until some sort of real estate correction happens.*

0:12:44 Jason Drohn: *Because it will happen. Airbnbs are tying up a bunch of second, third and fourth homes for Airbnb properties, and those homes are not on the market, which means millions of people are renting when they could be buying a house. So there's a lot of weird stuff that is going on. Keeping your ears open and your eyes open and being able to react to those market needs. With your business as a vehicle, then you're able to shift in surrounding yourself with the right community, you're able to shift a lot faster.*

0:13:20 Jason Drohn: *You also want to make sure to learn from your mistakes and your setbacks. I said earlier in the training, I fail every day. I fail every single day. There's always an ad campaign, an email. Something goes out and it's not perfect. I make bad gambles, bad moves on an email subject line. It's not the end of the world. But I learn every single day about what me and our team are doing. And at the end of the day, every marketing campaign, every email, every ad, they're all at bats. And knowing what is going to work and what's not.*

0:14:01 Jason Drohn: *Having that experience is able to help propel you further, faster. You also want to be able to solve problems iteratively. It's funny, one of the questions I ask all of our clients in their onboarding is, do you want things fast? So every marketing campaign, every page, every website, they're all iterative. Version one is better, version two is better than version one, version three is better than version two, and so on and so forth.*

0:14:30 Jason Drohn: *Nothing is ever perfect. In fact, Mark Cuban has a great quote. I love it. Perfection is the enemy of profitability. It's because things are never perfect. You're going to spend 80% of the time trying to get 2% more perfect when you could just launch the thing and actually see what happens. Problem solving is real and the problems are what a lot of people bring to us inside of done with you. They bring the problems and then we can co create the solutions for them.*

0:15:07 Jason Drohn: *And then really startup opportunities and then finding new niche and then finding niche opportunities is so important for you when you grow. It's not even just a categoric need. It's following news cycles and knowing what is going to hit and when it's going to hit again. It's an iterative process, but it will help you grow that much faster. So here's the loop of learning and implementation. So this presentation is about scaling your business. But most often your business is going to grow because of what's in between your ears. It's going to grow because of the knowledge that you're able to.*

0:15:45 Jason Drohn: *I call it inputs and outputs. So all of the different inputs that are in your life, whether it's books, magazines, video, courses like this, people surrounding you, podcasts that you listen to, I take in a lot of information, and for me, all of those inputs, then focus on the gatekeeper of all of those inputs and I output what I need to my team, to my clients, to all of that, for courses like this, because I'm trying to level up literally everybody around me, my team, my client, everybody.*

0:16:17 Jason Drohn: *When I look at scaling the business, it's really about building a better entrepreneur, because a better entrepreneur can tackle these hurdles. \$100,000 problem is the same as a \$10,000 problem with a ten X multiple, right? And that's how you have to start thinking of it, because in order for you to go and have a million dollar company, you have to be comfortable with those kinds of decisions. I know it sounds really weird, but when I started.*

0:16:50 Jason Drohn: *When I started, I couldn't fathom making a 20,000 or \$30,000 business decision. Now it's just a Tuesday, and that's really weird to say and really weird to think about. And that level of responsibility is different. But if I hire somebody, then all of a sudden I just made a \$60,000 a year decision that I get to support. Yes, they have things that they're going to be able to do, right. But at the same time, still my decision when it's still something that I'm on the line for.*

0:17:23 Jason Drohn: *So I need to know myself how to be able to do that effectively, how to be able to make that decision, what that payoff is going to be. And you growing your business, you're going to run up to these things, right? You're going to run up. And it's not just can I make money online, it's can I build a business that has solid operations, solid cash flow, solid people, solid planning, solid all of it in order to actually build the business.*

0:17:48 Jason Drohn: *Everything online wise is tactical. I can teach you or build sales funnels for you. That part's easy. That part's all inside done with you. So is all of the building a BEtter entrepreneur. So is all the email marketing stuff. So it's really just about knowing that the path you're charting is not sequential. You're going to be all over the place, but it's faster and easier if you have a guide, a mentor, a person, a team, a group that you're able to trust in the process.*

0:18:19 Jason Drohn: *So the loop of learning and implementation for business growth, first of all, you start your journey. We already did that, right? So that was the first seven days. You have your initial implementation. We did that because you already launched. You should have already launched. We have the feedback and adaptation, which is what you're going through right now. So if somebody comes back on social media and says, if somebody comes back on social media and says, do you have that in green, do you have it in gray, do you have it in black?*

0:18:42 Jason Drohn: *Or what about this? What about that? What about this? Does your program offer this then now you're starting to get some feedback. Now you're starting to hear what people are saying and thinking before they actually do business with you. And really it's about refining and scaling, it's about taking that feedback and refining your offer, onboarding some new clients, refining your offer, bettering your offer because of the feedback that you're getting and having that ongoing iteration.*

0:19:09 Jason Drohn: *So for us, you can come in and I can give you the exact roadmap that you need to launch an EcoM company. But until you actually go and do that yourself, then you don't know what all is entailed for it. And that's what done with you is all about. So the benefits of having a guide or a mentor. I've had lots of guides and mentors through my career, very few of them actually in person, though. And that's one of the reasons why it took me so long to figure this process out.*

0:19:47 Jason Drohn: *So long. So I've been doing this for 18 years. It took me four years of being poverty level poor before I figured out Internet marketing. I could have supercharged it. I thought I could do it myself, you know what I mean? So I thought I could learn it on my own. And then I started investing in coaching programs and still going through figuring out that I didn't have a community around me that helped me get anywhere faster. And that was always, I know now, that was one of the biggest problems that I had.*

0:20:21 Jason Drohn: *I would buy a course, go through the course, implement the course, and then I go and buy another course and implement the course and go through the course. But I didn't have even the framework that I had inside this challenge. I didn't have write down your goal. Here's your freedom number. Now go build a business around that freedom number and just focus on that one thing. I didn't have that I had me, I was a little bit entrepreneurial add, so I was thing one, thing two, thing three, thing four. And I talked about that a little bit in the business. The make money online episode didn't have something that I could just go after, and it wasn't until nine. So 2009 and 2010 were both my breakout years, and I started making a shitload of money online affiliate offers. And once I found that thing, I just threw everything in. I was all out going for that thing and I was able to absolutely start crushing it.*

0:21:21 Jason Drohn: *Then it pivot, pivot into where I am now, where I'm working with other clients and doing our own digital courses and stuff. But at the end of the day, having a team, having a guide, having a mentor, somebody I can go and ask the question that I need that has already been there, that has already made hundreds of millions of dollars online for them and other people, having that person that I can go to and say, yeah, I don't know how to do this.*

0:21:46 Jason Drohn: *What's your advice for doing this? That is what I'm building inside, done with you. That's why we put done with you together. That's why it's different than done for you. Done for you is us doing all the work. But you don't learn shit right. You don't learn how to be a better entrepreneur. You don't learn how to be a better coach or how to be a better business owner on done for you. Because my team does it all, which has a time and a place right when you are at a certain level, you have your ops, your mission, your purpose, like you have your sales, you have your offers, all that dialed in, then my marketing team can fucking kill it for you.*

0:22:26 Jason Drohn: *But until then, there's a lot of prework that has to happen. And that is really what this course in this video and what done with you is all about. So there's a couple of things. First of all, accelerating growth with mentorship. Having a mentor provides strategic advice, industry connections, and emotional support for when you're growing. It also gives you the tactics, the tools and the strategies that you can use to get there much, much more quickly.*

0:22:52 Jason Drohn: *Startups can accelerate growth by leveraging your mentors guidance and success stories, their systems, their blueprints, their strategies, their sops, all of the shit*

that we have for blowing a business up, we have put inside done with you for you to use all stuff that we use actually for clients inside done for you. And really we have a structured support system. There's the group coaching, which is two weekly sessions. We do weekly training calls.

0:23:23 Jason Drohn: *One of those training calls, the Tuesday calls, are entirely focused on a strategy. So we have a funnel building workshop, a marketing automation workshop, an AI workshop, and a traffic workshop. Those are the four Tuesday workshops that we go through. Then every Thursday. So those are Tuesdays at twelve noon Eastern, and then on Thursday we go through. And at one eastern we have what are called office hours.*

0:23:51 Jason Drohn: *And us and our partners are there ready to take calls with you. So if you have a question, need some procedural help, need something, some help in your business, then come on those office hour calls and we're happy to help coach you up there. We look at a sales page, look at email, copy, whatever, and get you moving in the right direction. So that's eight calls a month. Eight calls a month that give you exactly what you need to move forward.*

0:24:18 Jason Drohn: *Then we have, and inside that accelerator program, you get tailored guidance and support because we know you, we know your business and all that stuff. There's opportunities for networking and collaboration between our students, between the mentees, there is focused resources for business growth. So I'm going to walk you through this at the end of this video. But there are 22 and more, 22 individual programs that you can go through depending on what phase of the business you're in. So if you need a sales funnel, there's a sales funnel course, automated webinar funnel for coaches.*

0:24:50 Jason Drohn: *There's a high ticket sales, there's a membership program. There's all of the things necessary for you to grow your business online. And really it's about establishing a cycle of learning, feedback, improvement and education so that you're never caught blindsided by what is coming online because we are in the thick of it because of what we're doing with our clients. So we're facilitating their businesses, their sales and marketing over on the done for you side.*

0:25:22 Jason Drohn: *Done with you is where we step back and we help you with yours. So we don't actually click the buttons right because that's done for you, but we help you grow your business fast. You also get email and slack support. In addition to the coaching calls, you get email and slack support. Inside email and slack we're able to help with most problems between the coaching calls. It's really meant for the quick stuff, coaching calls, the office hour calls are meant for some of the longer form discussion and strategy training. And then in some of those calls we're going to say, okay, you're ready for an automated webinar funnel, go to this course and start kicking through it and let us know what kind of questions you have.*

0:26:01 Jason Drohn: *That's one of the reasons why we have so much structured education inside the platform, layered below the support calls. And those are the core programs. Those are the digital education and core programs. And like I said, we're now to the point with AI that we're making those programs better with AI. So how do you do the same thing but you facilitate it with AI software. So in the webinar program we're talking about how to create automated webinar decks with AI. In the copywriting program, how do you write email marketing copy? How do you write sales copy with AI? Because those are the things that are going to magnify your impact without spending a whole lot more money on payroll or team.*

0:26:43 Jason Drohn: *So you might have a team member, but they're able to turbocharge their output because they're AI enabled. What I want to do is I want to kick over to done with you and actually go through and talk through the programs themselves. All right, so this is our done with you group coaching edition. And if we scroll down we are going to see you have, there's copywriting optimization, scaling and all that stuff.*

0:27:09 Jason Drohn: *We have group coaching calls which I already talked about. We have a funnel building workshop and AI tools and tactics workshop, marketing automation and traffic workshop. So those are coaching calls with the replays. And then these are our programs that you can access. So you get 100% included access on all of these programs and each of these programs sold individually anywhere between \$297 and 1997 for you as a done with you member you get access to all of them.*

0:27:39 Jason Drohn: *So inside funnel flow made simple is a simple course that helps you understand all of the things that you need inside of a sales funnel. So for instance, and they all come directly out of this book. You get a digital copy of this book with that course if you look here. So there is sales funnel process and then there's a checkmark. So what pages do you need? What email copy do you need? What are your tips for maximum conversion?*

0:28:08 Jason Drohn: *What sales copy do you need? Do you need a webinar presentation with a lead magnet? So those are the types of things that are inside this course. Then what do you need to do to actually be able to pull it off? Now the nice thing about this is when we say you need an automated webinar, we actually have an entire course on how to build an automated webinar, how to write an automated webinar, and the email copy and the sales copy that goes along with it. So I'm going to point that out in a minute.*

0:28:35 Jason Drohn: *So affiliate marketing is how to make money with affiliate marketing. So this is email marketing, blogging, how to set up your affiliate accounts, like all of that stuff. There's a high ticket sales accelerator and this is how to maximize sales from a coaching standpoint. There are lead generation funnels. So this is a lead magnet comes in, they download something and then they're on your email list forever or until they unsubscribe and what to do with them. There's the coaching and consulting master class. There's content marketing 101, how to blog and how to make money blogging.*

0:29:08 Jason Drohn: *There is six figure startups, tools and technology websites 101, copywriting 101 and this is where you would learn how to write email copy and sales copy. There's automated webinar funnels, how to build automated webinar funnels for coaching, consulting, high ticket sales. There's an email marketing course. There is a video sales funnel course, a specialty sales funnel course. I like this for survey sales funnels. They're not like real mainstream but you see them every once in a while. So this is survey funnels, quiz funnels, affiliate funnels and more.*

0:29:42 Jason Drohn: *Stuff that we don't build a lot of, but they're just specialty funnels that you might use depending on what you're building, what you're doing. There is meta advertising, Facebook and Instagram, Google, PPC, ads 101 Information Product Blueprint how to create and sell digital products there is membership mastery, how to build membership sites how to run events and workshops and make money. There is how to build a SaaS startup, professional blogging, conversion rate optimization mastering your mindset search engine optimization and we're adding courses as we go and we're adding to those courses a lot of content that is a lot of content that's AI based. So AI based stuff.*

0:30:28 Jason Drohn: *These are the kinds of sales funnels that you're going to end up learning how to build. Automated webinars VSL Video Sales Letter funnels upsell funnels free plush shipping funnels affiliate sales funnels ecommerce sales funnels product launch sales funnels survey sales funnels plus you get those coaching calls. And every Thursday at 01:00 p.m., eastern you get access to the done with you office hours.*

0:30:57 Jason Drohn: *Now the program price is \$297 a month and you get access to all of it or 29 97 a year. Now, \$297 a month is much less than two of those programs that we showed you. If you go through one or two of them, then you will have already made your money back, especially some of those programs. The automated webinar funnel program, the search engine optimization program, we sold that for 997 in 1997, respectively.*

0:31:32 Jason Drohn: *Those programs are worth their weight in gold. But because you are going through this boot camp with me, I'm going to knock \$1,000 off of the annual price. So it's 29 97 a year. You get twelve months worth of access. That already gives you basically two months for free of all of the coaching and everything else. So it gives you two months for free. But I'm going to take \$1,000 off. So your price to enroll is \$1,997 1997.*

0:32:06 Jason Drohn: *It is only available for the next five days. And the link is down below and this is a special link and the button will go away in five days. So it will just be a page that will redirect to this page. You still have your option. You can just do the 297 a month if you'd like, do the \$1,997 and get yourself a year and it will renew every year for \$1,997 1997. So you get all the courses, all of the coaching, but you get the reduced price.*

0:32:39 Jason Drohn: *So that is what done with you is all about. Now, I am not a high pressure sales guy, not in the slightest. So this is one of those offers that I wish that I had when I was starting. There was actually a course that when I was first, starting off, it was a niche profits course, like a niche how to make money online with little tiny niche websites. It was the same price as this. So it was one of those things that if I could only spend my money on one thing that would help me grow as an entrepreneur.*

0:33:19 Jason Drohn: *So that course is no longer around. The founders split up and they started doing something else and it taught me how to make money, it taught me how to create products, taught me how to build websites. So that was one of the first big successes that I had and I want this to be one of the first big successes that you have. I want to help scale your business from where you are right now. Whether it's a startup, whether you're making some money and you're looking to grow, I want to help you go to the next level.*

0:33:48 Jason Drohn: *So inside done with you, you will learn and get all of the support strategies and tactics that you need in order to grow your business online. There's no doubt about that. There's so much in here that you won't ever go through at all. You don't need to ever go through it all because if you're selling backpacks, you shouldn't also learn how to be doing coaching and consulting. But if you're selling backpacks, then the traffic, the SEO, the content marketing, all of those modules will make sense for you.*

0:34:19 Jason Drohn: *Or it's something that you can give your team so you can give your team that to grow. And then once you get to the point where you have a steady supply of traffic, you have your operations figured out, you have your sales figured out, you have all your product market fit and all that is running up and running with you. I want to be how you grow into the million dollar a month level. I want to help you over on the done for you side. I want to help serve as your marketing team in order to grow.*

0:34:47 Jason Drohn: *This is also self serving in that way. You get to learn all of our strategies and you can hire all of that stuff internally and that's totally fine. If that's your path or if you want to grow. You want to learn what we do and you want to learn our strategies so that you can then ascend into our done for you program where we just run all your sales and marketing for you, then I welcome that too. There isn't a bad answer.*

0:35:15 Jason Drohn: *But if you want to grow your business from where it is right now to something that is five times, ten times, 100 times bigger, then take advantage of the discount, jump into done with you and see what it's all about. There's 100% money back guarantee, so you can't go wrong. If you jump in and you don't like it, it's totally fine. There's 30 day 100% money back guarantee. We'll send you your money back. No love lost, but it's an opportunity that I don't think you can pass up if you want to grow.*

0:35:44 Jason Drohn: *So click the button below. Sign up for done with you tomorrow. We have some q and a stuff. So q and a wrap up of the seven day challenge. We're going to be talking about just some scale things that we have come up to in the past, and some of it is business, some of it's fundamentals, some of it is just scaling businesses. So check out tomorrow's video. Click below to sign up for either the monthly or the annual version. I've done with you and I'll talk to you soon. Thanks, bye.*