

# FREQUENTLY ASKED QUESTIONS

## **Q: What if I need to start making more money now?**

Perfect! This is an **earn-while-you-learn** program! At 6-Figure University, you will enroll in courses that facilitate the creation of everything you need **as you go**. You will be able to choose which skill gap you need to fill first (the one that is keeping you from getting clients right now), like your marketing materials or your sales pitch, your group program or your live speech. And if you don't know where to start, you can ask your Juicy Coach to help you create your plan of action. The courses take you through the exact steps to create each piece of your business just when you need it. And if you want to skip ahead to any of the sections or lessons, it's all there, available for you 24/7 in our Learning Hub.

## **Q: I'm already busy; I'm not sure I'll have time for being in a university.**

At 6-Figure University, we have tailored the entire program for busy people just like you. We've broken down all of the core components that you need to grow your business and get on track to making 6-figures or more. We recommend that you set aside a minimum of 4-6 hours per week, including the time on the course calls and group calls. That's all it will take to short cut your success! It's true that it DOES take time to build your business, but isn't your business worth it? Aren't you worth it? For every 1 hour invested now in getting clarity, it will save you 10 hours down the line!

## **Q: What if I don't need all 5 of the Deep Dive courses offered?**

No problem! The 6-Figure University investment is structured to deliver high value, even if you only utilize one of the Deep Dive Courses (a value of \$5000). When you take advantage of the private coaching, group Q&A and the mastermind time with Lisa you will far exceed the value of your investment. Some of our members also come in thinking that they only needed a couple of the courses, but end up getting more than they thought possible in the other courses that they thought they "didn't need." These courses are created out of real-life learning, testing, and tried-and-true practices that Lisa used to create a 7-figure business herself.

## **Q: How much time will I get with Lisa?**

You will get to work directly with Lisa weekly on the Deep Dive training calls, in the Mentorship & Mastermind calls, in the 6-Figure University Private Facebook group and personally at our Live Lab in California. And you will get the benefits of working with our masterful 6-Figure University faculty with over 100 years in combined business expertise

in everything from selling and marketing to all things online and techy. Lisa believes in a team approach so we can be certain all your needs are met, all your questions answered and all your results are maximized!

**Q: 6-Figure University sounds great but I think I want to try to implement all of this on my own before I enroll in a program. Is that the right thing to do?**

If you're really serious about building or growing your business quickly, the fastest way to move forward is to get support and guidance from a mentor who's already "been there & done that". If you've already tried going it alone for a while and you're ready to break out of the old habits that are keeping you stuck, OR if you're just getting started and want to do it right from the beginning, then 6-Figure University is for you.

There's no good reason to wait one more day to get the help you need. When you have the support of an expert faculty and seasoned coaches giving you step-by-step guidance, answering all your questions, getting you unstuck when you get stuck, holding you accountable along with the unconditional support of a community of peers who care about you, your implementation increases dramatically.

Without it, you tend to go back to your old ways of doing things and create slow results.

**Q: I'm in another mastermind/coaching program right now. Should I wait until that one is done before enrolling in 6-Figure University?**

If you are currently working with a coach or mentor or you belong to a mastermind group, congratulations! In order to know if your current program is all you need, we really recommend talking with one of our Juicy Coaches. Together you will come up with your Part-Time Profit Plan™ and see what skill gaps you have to be filled next. It's our experience that many other programs don't provide the rounded education that you get in 6-Figure University. That's why we have multiple faculty members and coaches to serve you with various forms of expertise in everything from sales to marketing to technology.

We have a few members that ended up enrolling in 6-Figure University while they were in another mastermind/coaching program because they weren't getting everything they needed. Don't delay getting the results you need now. Contact us to speak with a coach and see what the best approach for you would be.

**Q: I know I belong in 6-Figure University but I'm not sure I can afford it right now...**

When any opportunity for growth is presented to you, it's important to evaluate it based on the value and specific results you will receive from it, not from what it "costs".

Lisa spent many years (too many years, really) building her business from scratch without support. She laughs when she says, "I'm a 10-year overnight success!" It was when she finally invested in a mentor that she "couldn't afford" that her income tripled, doubled again the next year, and doubled again the year after that. Last year she crossed the 7-figure mark ... working part-time hours!

6-Figure U is an investment in yourself, your business, and your vision for your life. What would be the cost to your life if you kept going the way you've been going? If your answer is that you can't keep going this way, then you've got something to consider. 6-Figure U members are thrilled to report that the program pays for itself in the form of new clients quickly, and then some, with many students making back their investment in a matter of weeks, if not months. The vast curriculum, mentorship and mastermind calls, faculty support, vibrant community and 1:1 coaching ensure that you take action very quickly and consistently. This results in new clients that basically pay for the program.

Obviously, if this investment is going to bring financial hardship to you and your family, then this may not be the time. But realize that if it IS within your grasp, then investing in yourself is the BEST investment there is because you get results that pay for the coaching and then some, and you can use all that you learn for the rest of your career.

**Q: I want to join but I'm not so sure my spouse will be ok with the investment. How do I get my spouse to support me in this decision?**

In our experience, spouses who don't learn about 6-Figure University first hand through one of our calls or live events, typically don't initially understand the investment. Sometimes the spouse is skeptical and just wants to be reassured that this isn't another "bright shiny object" for the entrepreneur, but rather something that is going to produce real results and provide a substantial return on investment. We understand and honor that.

When presenting the opportunity to get results in 6-Figure University, it's important that you share with your spouse, 1) what the program specifically entails, 2) what solutions it provides, 3) what makes it different from other programs you've experienced, 4) the credentials of Lisa and the team, and 5) the success stories from others who've gone through it and gotten results. Be sure to refer them to the [www.6FigureUniversity.com](http://www.6FigureUniversity.com) page with the video testimonials and success stories.

Your spouse simply wants the best for you. When you describe what you'll get and what the return on investment will be, you will likely have full support. Please also invite your spouse to watch the replay of the simulcast of the event later in the week.

**Q: I'm interested in 6-Figure University but what if I can't travel to attend the Live Lab?**

We place a very high value on our special Live Lab, and we know that **coming together in one room at the same time to do this important work promotes magical breakthroughs that simply can't happen any other way.** Therefore, we strongly encourage you to move out of your comfort zone, and push beyond scarcity thinking about time or money or childcare issues to find a way to be here in person. In our experience, your effort will be returned to you hundreds of times over!

However, we also recognize that some of our dear 6-Figure U members simply can't attend the live event because of **serious health or life issues.** We now offer a virtual attendance option for these situations. There is a small fee to defray our substantial costs to offer this fully staffed option. (However, the fee is far, far less than your investment in hotel, airfare and food would be if you traveled.) In addition to this, we audio record every session during the Live Lab and post them along with all of the handouts and slides in our 6-Figure University Learning Hub for you to access after the event.

**Q: I've noticed some students of 6-Figure University are coaches. What if I'm not a coach and I sell products, instead of a service or a program?**

Yes, regardless of the type of business you have, 6-Figure University will help you grow your business to the next level. Whether you're looking for more clients or more customers, whether you have an online business or are a service provider, the Deep Dive Courses in 6-Figure U will get you there through our proprietary marketing, sales, lead generation and business-growth strategies. The program will help you create a Part-Time Profit Path™ to success, no matter what kind of business you have.

**Q: How many students are in the 6-Figure University and Inner Circle, total?**

It's difficult to say with certainty exactly how many members will be in both programs at any given time. However, we've noticed that the group is large enough to support collaboration, fantastic networking and joint-venture opportunities with your peers, and small enough to create a close bond and direct access to Lisa and the faculty during your Deep Dive Courses, Mentorship & Mastermind Calls, Office Hours Calls, and 1:1 Coaching Calls. Rest assured, the programs have been created for your success.

**Q: Is 6-months enough time to do all 5 courses?**

You will have time to take 2 courses live and likely a 3<sup>rd</sup> course via self-paced study. In our experience very few members immediately need all the content of all 5 courses. Whatever you don't consume during your 6-months can be downloaded to utilize later.