



BLUEPRINT

HOW I MADE \$20K/MONTH FROM HOME

PREPARED FOR

B Academy Mentees

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THE JOURNEY

10 Steps to Success

STEP 1

Sign up to any of the following platforms: choose only one! Shopify, Wix, Webflow, Elementor (all the mentioned platforms don't require any coding skills).

STEP 2

Watch YouTube videos or find similar content that will help you learn the skills to build websites (remember no coding skills are required so anyone can do it) Don't give up! In the early stages it will be hard but once you learn the skills you'll feel unstoppable.

STEP 3

When you're ready and feel that you have the skills to build websites on your own, build 3-5 websites that you will add to your portfolio (it might sound like a lot but remember the platforms you are using are user-friendly so you can build them very fast. You can build dummy websites or actually go out and offer people a free website build. This is just so you have a portfolio/capabilities to show.

STEP 4

Now build your own website and add the showcase websites to it. You are all set!

STEP 5

Apply to different marketplaces: fiver, upworks, freelancer and most importantly to the marketplace created by the platform you are using. This will give you huge advantage in terms of leads.

STEP 6

The marketplace is your secondary income of leads so treat them as a bonus but go out and find your own leads (figure out what works for you). Cold call, cold email, contact friends and family and get the ball rolling.

STEP 7

Make sure you are charging a minimum of \$800 per website + revisions and upsells for other services. This will eliminate most of the competition because 90% of people think they need to be cheap to get a job. Think about it: what can you expect from a \$100 website? Nothing.

STEP 8

In my first month I managed to book 25 website builds at \$900-\$1000. Now the sweet part. When you get skilled you can literally complete 1 website build per day (easy / I do it all the time as a hobby).

STEP 9

If you have extra work outsource it. Guess what, now you can check the quality of the developments you outsource because you know the platform inside out. People get this wrong! They start outsourcing even before they learn the hard skills because they want fast money (there is no such thing as fast money / at least invest 2-3 months in yourself and get it done right).

STEP 10

Congratulations you are making \$20K a month. Now find a way to expand your business / partner up and 10x it.

Don't give up and don't skip steps. Good luck!

IF YOU HAVE ANY QUESTIONS FEEL FREE TO REACH OUT TO ME.
I LOOK FORWARD TO SEEING YOU IN THE 20K CLUB!

