VaVa VIRTUAL ASSISTANTS

A VAVA CASE STUDY

LION LEADERSHIP:
SEAMLESS SUPPORT = INCREASED REVENUE

COMPANY OVERVIEW

Dr. Natasha Ganem is a renowned Organizational Psychologist who helps leaders transform company culture and achieve business results.

She is the founder of Lion Leadership, an **executive education coaching and consulting firm** in Athens, GA with the mission *to connect ambitious company leaders with coaches, trainers, and facilitators to help them overcome challenges and achieve their goals*.

LION LEADERSHIP

www.LionLeadership.com
Athens, Georgia
@lionleadership.atl

HER CHALLENGE

Dr. Natasha found herself **bogged down with administrative tasks** that she wasn't good at or fast with, and **she struggled to keep up**. These tasks were critical to her business success, but they took energy away from more valuable tasks that only she could do to grow the business.

What she was currently doing wasn't working. Natasha heard about VaVa and wanted to try something new and delegate administrative work to free her time for income-generating tasks.

OUR SOLUTION

STAGE 1

VaVa Virtual Assistants used their pairing process to set her up with an experienced Virtual Assistant who had the specific skills she needed for her coaching business to thrive and grow.

STAGE 2

Her VA began assisting with **scheduling**, **calendaring**, **email management**, **client communications**, and **other administrative functions**.

STAGE 3

Her VA created task processes and systems that provided Natasha with **immediate relief** within the first few months. She produced work at 3X Natasha's speed and handled all the things she didn't enjoy or wasn't skilled at.

STAGE 4

Her VA consistently delivered great results, **trust** grew, and Natasha delegated additional responsibilities such as bookkeeping, invoicing and client-facing duties. The VA quickly became an **instrumental part of the Lion Leadership team**.

STAGE 5

Natasha opted to **buy-out her VA.** Because of the trust they had developed, she knew she would lean on her services for the foreseeable future and she wanted her VA to earn the full amount paid.

OUR RESULTS

Over the 3+ years they've worked together, the VA has been impactful in helping the business run smoothly and efficiently.

Here are some direct benefits:

- Natasha has been able to **increase her annual revenue from up to $250K to up to $500K.**
- By delegating, she has **received 50% of her time back** that was previously monopolized by non-revenue generating activities. She can now use that time to **focus more on her clients and growing her business.**
- She saw **a return on her investment in a VA within the first 3 months** of working with VaVa Virtual.
- Natasha has been able to **bring more value to her clientele** by spending more time in coaching sessions.

> **"VaVa's gonna solve it! Try it now. You are really losing out until you do. The ROI won't take long, and you will know in 3 months if this is for you."**
>
> **Dr. Natasha Ganem**

- Natasha has **gained peace of mind** with continued, consistent VA support. Her VA is invested her business and works independently to manage tasks that Natasha doesn't have the bandwidth or desire to do.
- Natasha and **her business thrived** at a boutique agency that offers customized services and personalized strategies.

THE VA EXPERIENCE

ONBOARDING

VaVa will guide you through the setup process, including agreements, tools, and communication channels to maximize your VA experience.

VaVa and the client will align on specific goals and desired outcomes to be achieved through the VA's support.

DELEGATION

The client assigns tasks to the VA, clearly defining priorities and deadlines.

The VA works with the client to establish the necessary procedures, workflows and check-in meeting schedules.

EXECUTION

The VA maintains open communication, provides progress reports, seeks clarifications, and offers suggestions or alternatives.

Both parties exchange feedback to assess progress, discuss improvements, and address any concerns.

MOMENTUM

The VA and the client build a strong, collaborative partnership that benefits both parties in achieving their specific goals and outcomes.

With professionalism, clear communication, and delivering value, your VA will help you reach the next level!

SCAN OR CLICK TO
SCHEDULE
A CALL TODAY
Our job is to make your job easier!

VaVa VIRTUAL ASSISTANTS

www.vavavirtual.com
info@vavavirtual.com
888.603.9997