

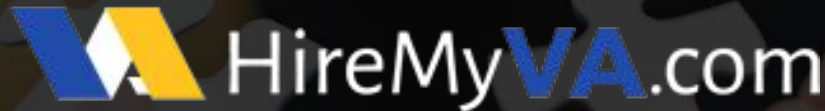
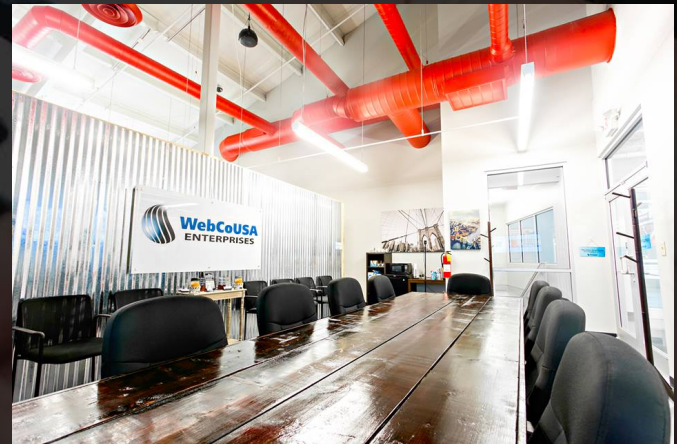
Outsourcing with WORDPRESS

OUTSOURCING

PRESENTED BY
MICKEY TRIVETT

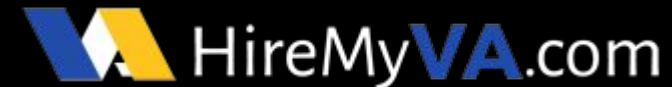
A LITTLE ABOUT ME...

HOWDY! I'M MICKEY



@mickeytrivett

#wcyall



A LITTLE ABOUT ME...

HOWDY! I'M MICKEY

OWNER OF WEBCOUSA ENTERPRISES

Website Design, Marketing and Training Agency located in Johnson City, TN since 2004

OUTSOURCING COACH FOR HIREMYVA.COM

Co-Founder of HireMyVA.com which specializes in helping businesses learn to outsource

CO-LEAD ORGANIZER FOR WORDPRESS JOHNSON CITY MEETUP

Very new meetup and just started this year to help the community

A LITTLE ABOUT ME...

HOWDY! I'M MICKEY

GOT QUESTIONS?

GREAT! I look forward to answering them at a few different points of my talk and at the end if time allows.

SLIDES AND RESOURCES

I will give you links and resources at the end.

A LITTLE ABOUT ME...

WordCamp Karma



JUST A FEW QUESTIONS...

- Do you have too much work to do and not enough time?
- Do you have more clients than you can serve, and even sometimes have to turn down work?
- Are you working 7 days a week, practically 24 hours a day, almost living on caffeine, and feeling like a slave to what's supposed to actually give you freedom?
- Do you want to hire quality help, yet you don't know how or can't afford it?
- Have you tried outsourcing, yet found it's more hassle than it's worth? Or heard horror stories about wasted money, time, and effort?
- And even if you do have some type of VA, are they performing the way you want?

NOW IMAGINE...

- having the systems in place and a team you can rely on to help you grow your business!
- that your team is performing on all cylinders!
- having someone that can strengthen your weaker spots!
- doing more of what you love and almost eliminating the part you hate about web design!
- taking an actual stress-free vacation, spending time with your family, while work is still getting done!
- taking a full day off or being able to enjoy a hobby!

How? OUTSOURCE!

HOW TO PREPARE YOURSELF, THINK ABOUT...

STUFF YOU DON'T
LIKE TO DO

EVERYTHING THAT
YOU HATE DOING

WHAT CAN SOMEONE
ELSE DO FASTER?

WHAT DRIVES YOU NUTS?

WHAT SHOULD
I NOT BE DOING?

HOW TO PREPARE YOURSELF, THINK ABOUT...

WHAT DO YOU LIKE TO DO?

WHAT GIVES YOU ENERGY OR PUTS YOU IN THE "ZONE"?

WHAT ARE YOU GOOD AT?

WHAT SHOULD YOU FOCUS MORE ON?

WHAT SHOULD YOU BE DOING AS A BUSINESS OWNER?

AVERAGE VA SALARIES ACROSS THE WORLD...



ONLINEJOBS.PH



NO WONDER THE PHILIPPINES ARE DOWNRIGHT COMPELLING!

WHY SHOULD YOU HIRE A FILIPINO?

“No person will make a great business who wants to do it all himself or get all the credit.”

- Andrew Carnegie



- Loyal, Dedicated and Hardworking...
- Stay up-to Date with Trends...
- Small Communication Barrier...
- Family Oriented
- Cost Effective Alternative
- Free Up Your Time
- FOCUS On Your Business
- TAX EXEMPT - Form W-8BEN

YOU HAVE HEARD THE PROS, HERE IS THE CONS...



Confusion / Understanding



Exclusivity Clause



Slow Pace



Trust



Storms / Power Outages



Upfront Cash Advances / Request

AVERAGE MONTHLY JOBS ON ONLINEJOBS.PH

SEO SPECIALIST /
CUSTOMER SUPPORT /
COPYRIGHTER - \$400

WEB DESIGNER /
WEBMASTER - \$482.50

LINK BUILDER - \$350

GRAPHIC DESIGNER /
VIRTUAL ASSISTANT - \$375

SOFTWARE / WEB / APP
PROGRAMMER - \$650

WHY IS THEIR PAY SO AFFORDABLE?

- TRANSPORTATION: \$0
- INTERNET CONNECTION: \$35 - \$83
- RENT: \$95 - \$142
- ELECTRICITY: \$23 - \$100
- FOOD: \$83 - \$146

TOTAL MONTHLY EXPENSES

\$281 - \$554

This chart only includes the basic utilities. Please keep in mind that there are other costs one requires in order to live, like clothes, mobile devices, and anything that allows them to go about their actual lives.

SOME EXTRA BENEFITS YOU CAN PROVIDE...

Offer your Virtual Assistants extras such as health insurance (PhilHealth) and/or SSS (Social Security).

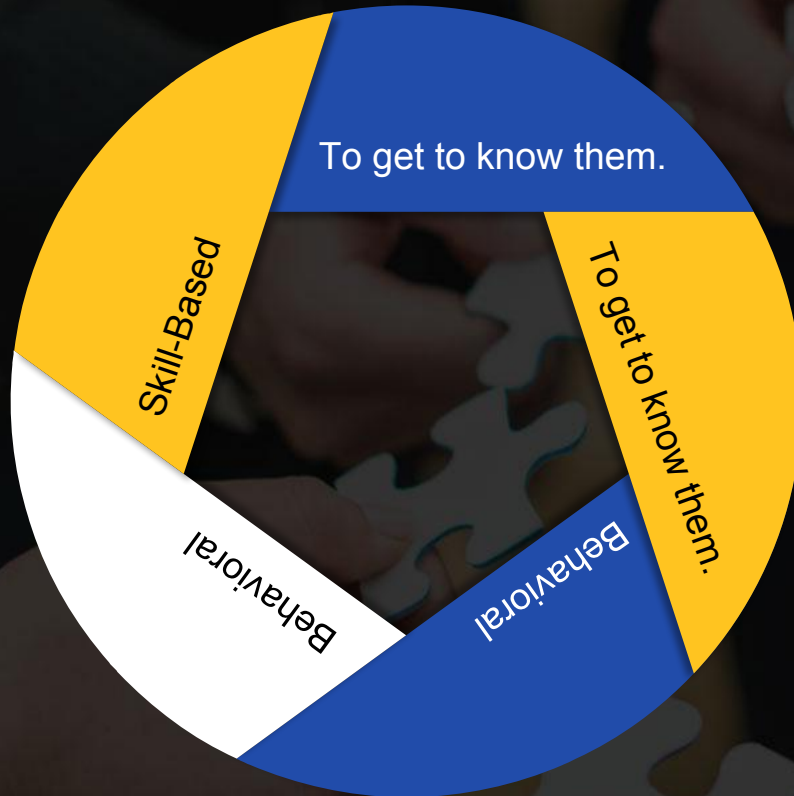
Monthly Salary:

\$400 - \$499 PhilHealth: \$12.21 SSS: \$41.63

\$500 - \$599 PhilHealth: \$14.50 SSS: \$41.63

You don't have to BREAK THE BANK to give these highly skilled workers a living wage. It may be a small amount to you but a HUGE BLESSING for them.

JOB INTERVIEW QUESTIONS...



Why do you think you are perfect for this job?
(assessing their confidence)

What are your goals for the next 6 months?
(seeing if they are strategic and understand their “why”)

Tell me about a time when you faced a really tough problem and the steps you took to solve it
(you’re figuring out if they are a good problem solver)

What would you do if I setup a process, tell you at the beginning we need to follow up, and a month later I tell you let’s skip it for this one project.
What would you say to me? (see if they will challenge you)

How would you secure a Wordpress site?
Set a time limit for a skillset to see if they can complete it!

VA HIRING PROCESS..

Once you've hired your VA & are communicating with, do the following:

- Agree on normal working hours
(my VA's work same time as me)
- Agree on the final salary with them
- Agree on when you'll pay
(suggestion is 2x/month - I pay weekly)
- Agree on Evaluation times
(also Bonuses / Vacation Days)
- Pay with PayPal & PAY THEIR FEES!

YOU'RE HIRED!!!

HELPFUL TIPS!

“Deciding what not to do is as important as deciding what to do”

- Jessica Jackley



ALWAYS Manage YOUR VA's like they are a true team member, because they are!

- Communicate clearly on a DAILY BASIS
- Understand what they really want (**income stability quite often**)
- Give them extra money on occasion or paid days off
- Use a system like Trello or Basecamp
- Be patient and don't expect perfection on day one. Give it time!
- Stay involved and be active with your VA
- Try to meet via Skype or Zoom weekly for meetings
- Use Slack or Skype for communications - email is too slow.
- Realize that often they work for people in the USA that don't care about them
- Keep it simple... Hire for one job at first!
- SLOW DOWN - Allow your V.A. to enhance their knowledge and skill
- Set the ground rules for your VA, let them know what your expectations are

ANY QUESTIONS?

Remember, you can always earn more money, but the only way you can earn more time is to have someone else do the work for you.

THANKS!

Grab the Slides: hiremyva.com/wcyall

Stay in touch:

Join My Facebook Group: <https://goo.gl/fe2Sj2>

facebook.com/webcousa | twitter.com/mickeytrivett