

“Where Are They Now” Series: Abbi Perets

Intro: This is the Work-At-Home Heroes podcast. Your host Caitlin Pyle digs deep with people from all over the world who make money from home. Get ready to wake up to a world of possibility for freedom, flexibility, and a life you'll love.

Caitlin: Well, hey everybody welcome back to another episode of the Work-At-Home Heroes podcast. We're back, but we decided to mix it up and bring you a series of 10 episodes each with a different topic all related to working at home. So, this series is called, “Where are they now?” where we're gonna re-interview previously featured guests, explore their progress, and hear their journey since we last spoke to them on the show. So, you're gonna find the links to their previous interview in the show notes. So, join us now as we follow up with our Work-At-Home Heroes. And I've got Abbi Perets with me here today. She's coming back after, I guess it's been about a year and a half, and she's worked as a freelance writer for 20 years in 2017. Which I think was a year before I interviewed her the first time. She founded a business called Successful Freelance Mom to help other moms to get started in freelance writing. And since then she's taken her own advice, niched down to offer a single service to clients, which is something we recommend on this podcast often. So, we'll talk about that a little bit. And she's writing killer email sequences for other course creators, and she's a course creator herself and she's living her best life. Welcome back to the show Abbi.

Abbi: Hi, thanks so much for having me.

Caitlin: Whoo and you are all the way in Israel, right?

Abbi: I am.

Caitlin: Yeah, so what was interesting about the first series of the show, or the first season I should say, is that we interviewed several people from Israel. And living all over the world -- that's the common myth that you have to live in the United States to be able to work at home, but there's so much stuff in the media that is specific to the U.S. And people think that we're just special snowflakes over here but we're not, really. We just need skills and the internet to be able to solve problems for people, right?

Abbi: It's so true, you really don't have to be. I live in this tiny little town, you know, on a hill and it doesn't make a difference to my business at all.

Caitlin: Same here, I mean I've traveled to South America for a year and had a lot happen. Some pretty crappy internet at times but somehow the business still grew and I just worked when I could. You have to be flexible with yourself and your surroundings but you live in a small town but it has the internet right?

Abbi: Exactly, that's all you need, it's really so true.

Caitlin: And you got a brain, and you know what a staghorn fern is, it's one of those giant air plants that you hang in trees or you can put in chairs?

Abbi: Oh sure, yeah.

Caitlin: They don't grow roots into the ground. I thought the other day, humans are like that you know, we have to, we exist independently and then we have so much possibility within us. And we just have to tap into that but we don't need an external, a specific external environment to thrive.

Abbi: No, we really don't; we can make it work where we are.

Caitlin: Exactly, and I think about Nelson Mandela. I was in South Africa last summer and visited the prison on the island off the coast of Cape Town where Nelson Mandela was and he was, they told the truth about how he was never broken even by that environment. And I saw his cell and it's really about inner strength and cultivating that. And sometimes it takes us going through some really trying situations as you have and we covered that in the last show. We'll probably touch on it again here to remind our audience but again, I just want to remind the audience to listen to that first episode to get more of Abbi's story. But you've been working at home now for 22 years right?

Abbi: Indeed, it's been a long time, I've never really, like I can barely remember the time before, having an actual job and a place that I had to go to every day. This really has been my entire adult life has been working from home.

Caitlin: That's amazing, and I can't remember what life was like when I was working in the office. Actually I lied, not intentionally but I was like, wait a second, yeah I can, it was horrible! And I never wanna do it again.

Abbi: Yeah.

Caitlin: And that's why no matter how hard this gets, it's still way better than what I could be doing, which is fighting for 10 days of vacation a year. And fighting for a chance to go to the dentist after work. And all this BS that I was just over so -- that's amazing. When we had you on the show back in 2018 I wanna say it was sometime in the early summer, your monthly income has skyrocketed since then. So, what was it a year and a half ago?

Abbi: I guess it was probably around, at that point, I feel like it was around \$3,000 a month, something like that. I had just launched a course, I had kinda scaled back on client work, and I was just starting to ramp up again with client work. I had just figured out really what I

wanted to be when I grew up. And I was just really starting out on the journey. And it's, getting focused really helped a lot.

Caitlin: So, it skyrocketed to over \$20,000 and you've done a few 30K months as well, right?

Abbi: I have, it's amazing to me too, like I look at the financials each month. And each month I sit down with my husband and I text him, here's the update for the month. And the first time I did it he was like, nu-uh, and I was like, yeah. And he was like, hold up, can we call up the bank account and we did and he was like, wow!

Caitlin: So, that was a big turning point.

Abbi: Yeah.

Caitlin: Yeah, how has that been? 'Cause I know your husband -- he works full time as well.

Abbi: He does.

Caitlin: He has his own career and he's doing his thing? How has that been, the dynamic between you guys as your business has grown so much.

Abbi: You know, it's very exciting. He is not at all threatened by it which is really nice.

Caitlin: That's amazing.

Abbi: Yeah.

Caitlin: Gotta love a secure man.

Abbi: He's totally not threatened by it and the conversations now have shifted. I mean, I'm literally on record in the past on podcasts saying things like, "I don't wanna have six figure business and I don't wanna retire my husband." And now I'm like, who was that girl? And I think it's part of a growth process, right? I'm 44 now and we're always growing and learning. And I'm certainly growing and learning and we're actively talking about what life will be like when he does not have to work for someone else anymore. He will be at home; he's really looking forward to it. And the kids are like, well what're you gonna do? And I'm like, he's gonna do the laundry. And he's like, yeah.

Caitlin: I love that he's all over it too. What does he do now?

Abbi: He works for SAP which is one of the largest software companies in the world. And he travels an enormous amount. When I say an enormous amount I mean 175 days a year.

Caitlin: Whoa!

Abbi: Yeah, he is a senior software architect in global banking structures. So, he goes to these very specific projects in various specific banks all over the world and helps them bring SAP systems online in their businesses.

Caitlin: Wow, I can imagine not wanting to do that forever.

Abbi: For sure.

Caitlin: I can see why he'd be excited about wanting to be home with the kids, and I can see, you know, I can see why all you guys -- you have quite a few children don't you?

Abbi: There's like a whole bunch of them; there's five actually.

Caitlin: Five wow! I think my other friend, which you might know Yael.

Abbi: Ah yes.

Caitlin: She's been on the show as well. She, I believe, has five.

Abbi: She has four with one on the... No, it's four with one on the way. There you go, four with one on the way. I have lunch with her every so often, so yes.

Caitlin: Oh good, that's so good. So yeah, between the two of you, you're gonna have a brood.

Abbi: Exactly, exactly.

Caitlin: And I'm sure all the kids are excited about having their dad home. Do you have a timeline for that?

Abbi: I feel like it's gonna be by the end of this year, very beginning of next year.

Caitlin: Whoa!

Abbi: Yeah, yeah, it's, I mean, you know, the thing is too, how much money do you really need, right?

Caitlin: Right.

Abbi: Like we're very much like that. We're not looking to buy private jets or things like that. Like we wanna take care of our children. You know we have one son who is developmentally disabled who needs extra care and who we wanna make sure that he is financially taken care of. But we have a very normal life -- we have one television. You know, like the things that we spend money on, or that I spend money on are like iPhones. You know, I like my technology but I'm not buying Teslas.

Caitlin: Yeah, yeah, I don't buy a Tesla; I lease one because it reduces my taxable income.

Abbi: For sure.

Caitlin: But it weighs on me sometimes, where I'm like, I don't really need this car but I love the fact that it has such a long range and that you don't have to use gas ever!

Abbi: That's very cool.

Caitlin: And I don't miss going to the gas station, although ironically, sometimes I have to charge at a gas station but it's kinda funny. I can listen to a podcast and read and watch t.v. like while I'm waiting for it to charge.

Abbi: That's cool.

Caitlin: Let's talk about, so your income has skyrocketed -- that's amazing. You're gonna be retiring your husband by the end of the year or early next year -- that's amazing. How did you get here? What has changed since we last interviewed you?

Abbi: Sure, so like I said, at the time I had really just launched my course, Writing for money and I had a lot of mindset stuff to work through on my own. So, I was charging a fairly low price for my course. Then I started easing back into client work so I got really, really focused on writing email sequences and sales pages for clients, and only doing that. And in the beginning I undercharged for that too, I had this client who was a good friend and when she hired me to do her email sequence I charged her like 1200 bucks. And I did not feel like I'm being underpaid; I'm being undervalued. This is what I said to her, oh 1200 bucks and she was like, great, done. I delivered that work to her, she turned around and turned that into a million bucks in sales with her course. Now, we're not gonna pretend like that's all on me; that's also the strength of her webinar and the amazing product that she sells and whatever. But it really made me take a good hard look at what I was charging and the value I was delivering for that money. And I was like, huh, I need to rethink some of this. So, I started bumping up the pricing a little bit on the one-to-one work. And gradually got to the point where I am now where I'm working with a handful of course creators whose work I really believe in and love. I'm getting paid a beautiful amount for the work that I do -- I feel really good about it. And then at the same

time, with my course I saw how much of myself I was giving to my students. And it took me a long time to understand that I wasn't putting in any less effort when I was charging 97 or 197 dollars for a course than today when I'm charging \$997 for that same course. I give a lot of myself to my students. I want them to, I want them to have skin in the game. I want them to think of Writing for Money as a premium course. I want them to think this is something that is valuable and that will bring a lot of value into my life. And I feel so good now, about what I'm charging for what I'm doing. I feel so good about the value I'm delivering to people. And it makes life so much nicer.

Caitlin: Everybody wins and that's amazing that you got a killer testimonial from your friend on the sales.

Abbi: It's more than that, I mean like she's an ongoing client; she refers the whole world to me. She introduced me to some very big people. Like, it really made a huge difference, yeah.

Caitlin: That's so good, that's the ripple effect and action too.

Abbi: Yes.

Caitlin: And we talked a lot about that on the show where you just double down and you do a good job for one client and it ripples out into other clients. And that's how your business basically builds itself. But you've got to double down and do the work and really pour yourself into it. And I know in my courses on Proofread Anywhere, I talk a lot about how it's smart to start with one skill, narrow down your niche, right? And if you wanna add things later you can but until you've mastered the one thing and created some good juju, so to speak, or offering those services to others, then it's really not wise to try to become a jack or jill of all trades, yeah?

Abbi: And when you get known for that one thing, I mean the thing that really started happening for me was people would ask in big Facebook groups, you know, "I'm a course creator and I need someone to help me with my email sequence or my sales page." And like seven people would tag me while I was sleeping. I'd wake up and I'd be like, oh I have eight million messages, you know.

Caitlin: Woo hoo.

Abbi: Yeah so, it just turned into this, I was very tag-able let's say and it was really easy for people to associate my name with that thing that I did. You know, "Oh you want an email sequence and a sales page? Great -- you need to talk to Abbi Perets."

Caitlin: Nice, so you're also doing sales pages, not just email sequences, right?

Abbi: Right, it's the sequence and the sales page often go together; I do mostly evergreen sequences because I don't like the stress of launches.

Caitlin: Me either, me either, yeah.

Abbi: So, like when people are, when you're writing email for a launch sequence, you have to be on call during the launch because things change on the fly. I don't need that in my life, so I went with people who were doing the evergreen stuff I wanted. Again, like, build a business around things that you love. I think that's a critical point that a lot of people miss. Like, don't do things that make you miserable.

Caitlin: Some people love the stress. They love that pressure -- they work well under it. It energizes them.

Abbi: And that's fine, yeah I have a good friend who does that and she thrives, that's what's exciting for her. I don't need that in my life, so I look for things that are calm, and you know I'm like the dermatologist right? Like there are no dermatology emergencies, right?

Caitlin: Yes, it's true, that's so true. And I can relate as well to the mindset issues around charging what you're worth and what value you're providing. And seeing what effort you put in and knowing that you're still offering a good deal. Like now, you are charging close to \$1000 for Writing for Money and students can make far more than that and the lifetime value of the skills they acquire, quickly too.

Abbi: Yeah.

Caitlin: One project can pay for the whole course.

Abbi: Exactly, and most of my students are able to make back their investment within a month or two. As long as they're doing the work, as long as they're implementing what they're learning. The course is six weeks; it's self-paced so they could do it in two days if they wanted to but I really advise them to take it over six weeks, the way I've built it out. And it can take a little bit longer too because a lot of my audience are moms with young kids at home. So, it's really not uncommon for them to have to take 12 weeks to have to finish the whole thing. But a lot of them in that first month or two are already able to sign a client, get a project that pays for the whole thing.

Caitlin: That's amazing and something that college cannot offer. I mean, think about all the people that go out of college with hundreds of thousands of dollars in debt. Even doctors and lawyers -- it takes them years to recoup their investment. And these people, writers, you're making more than most doctors and lawyers right now. And so am I, and I look at my college education, I have a degree from like 10 or 11 years ago. It was communication and I didn't learn really as much about communication in school as I did when I was out there trying to communicate with people.

Abbi: Yeah, and I actually don't have a degree. I went to college for a lot of years but I transferred and switched programs and whatever and in the end I don't have a bachelors in anything.

Caitlin: I love that.

Abbi: And I still do this so yeah.

Caitlin: I love that so much. So you're basically proving that everything I wrote in my book, *Work at Home*, is true.

Abbi: Yes.

Caitlin: Thank you so much. You don't need a degree; that's just such a huge stumbling block for people. It's like, do I have to go back to school? Even with proofreading, like do I have to have an English degree?

Abbi: No.

Caitlin: Like, you don't know how bad I am at English? You have no idea how bad I am.

Abbi: I know I tell people, you're talking to a woman who says like and dude in most of her sentences and yet people pay me.

Caitlin: Yeah, because now communication has changed so much to where people read my blog email I used words like that too. And people want to talk to real people and written communication is important to convey personality just as important as it is in speaking. And so, I like to write the way I speak and if that includes some awkward pauses and putting a whole bunch of dot, dot, dots in there. I might say, like or you know, and abbreviate things and I've been called out for that. I mean, I promote proofreading and so if I don't spell something properly, people have been like, you lost me when you put 'em instead of them with like an apostrophe over it.

Abbi: Yeah.

Caitlin: And people get really miffed about that. I'm like, it's called style.

Abbi: You know, I sometimes feel jealous of people who, if everything in your life is so, like, if that's the thing that you have to call people out on, I want your life, you know.

Caitlin: Yeah, like how much time do you have to be thinking about that?

Abbi: Exactly.

Caitlin: And that's true, I mean, it's happened to me before where if I don't have enough to keep me occupied I start, like my brain starts looking for things to nitpick and I care less even, you know, I've always struggled with body images, a lot of women have. And I notice the busier I am, and I don't wanna promote being super busy and stress out or anything like that, but if I keep my mind occupied on something that is not the way I look then I care less about how I look and it bothers me less. And so, it's not an inescapable problem; it's just what are you putting in your mind and what are you using to occupy your time.

Abbi: Definitely, definitely.

Caitlin: Your business has changed a lot. It's obviously natural to grow and evolve. What has changed besides pricing in your business?

Abbi: Sure, so when I started Successful Freelance Mom, I taught people everything I knew about freelance writing. And I discovered, as I was writing email sequences for my own course and sales pages for my own course, I discovered how much I loved that and so then I began doing that for clients. I had these cohorts of people -- in the beginning I ran my course live and so I had cohorts who would go through the course at the same time. And those people were growing and maturing in their businesses and they needed a higher level thing. So, I wound up creating Double Your Freelance Income, because they wanted something that would take them to the next level. So, that was really where we focused on systems and processes and helped them work smarter so that they could really, truly double their income without having to double their workload. And then I had a bunch of people who were asking me, okay well this email sequence thing that you're doing for other people, you seem to be doing quite well with that, how do you do that? And so, I put together, I mean really it was a very last minute thing, I threw together this workshop. And I was like, all right I'll do a workshop, all right. So, I did a paid workshop on zoom -- I will never forget this night. I had a bunch of people who signed up for this workshop who showed up live, we're doing the zoom, it's all great, I'm teaching them how to do email sequencing. And really I teach my whole process in this workshop.

Caitlin: That's awesome.

Abbi: Yeah, how to work with clients, yeah from step one, from the moment the client reaches out and says, I'm interested in email sequences, all the way through to how I deliver the finished product. My youngest, who at the time was, I don't know, like eight, he starts pounding on my office door, and I freeze, I'm like, uh. So, then I'm like, all right just come in. So, he comes in and he's like, I wanna make Cup-A-Soup but I'm not allowed to use the kettle. And I'm like, literally I froze, I did not know what to do. I was like, I'm in the middle of a paid training. It was great.

Caitlin: Someone was understanding though because, you know, you're living the dream that they want.

Abbi: Yeah, yeah exactly.

Caitlin: And you're having to deal with it and they're seeing you do that with grace.

Abbi: They actually really loved it; it was a very highlighted moment in the replay of that training. People love it.

Caitlin: Oh good.

Abbi: Yeah, it really grew out of like, my students wanted to know, how do you do this? So I created this workshop for them and now that's one of my biggest sellers. And then I started working with, or I started coming into a contact with a lot of people who aren't writers, and they are course creators and they need those email sequences and they can't quite afford the, done-for-you process, but they want something that's more than what they can do on their own. So, you know, you wind up creating products that meet these needs for people. For me, that's how my business has grown and evolved. It's been almost organic in growth, if we can say that, and it's been a lot of fun. I've been really trying to focus on creating things that my audience actually needs.

Caitlin: I think that's super, super important and you've hit the nail on the head in terms of how to be successful in general. It's just solving a problem and meeting a need. And we talk about that all the time on this show. It's not about making money; money will follow if you're focusing on the people and the problems that you're trying to solve or the people with the problems that you're trying to solve, I should say. Focus on the people and meeting their needs instead of, oh my gosh, the self consciousness that a lot of us struggle with when we're lacking confidence in what we're doing. And I think it's normal to be kind of like, turned in on yourself and worried about what they're gonna think, and getting rejected and getting negative feedback and things like that. Let's talk about that, have you had any of that come up? The stress, fear, any kind of annoyances that you've had to deal with over the last year and a half and as you've really skyrocketed and grown your business?

Abbi: Yeah, so as the business started growing I was like, I was doing everything myself, you know. There's that fear around, well can I afford to hire somebody, like what if I stop making money tomorrow. So, it's irrational but I feel like it's a phase that most entrepreneurs go through. And so, for me, to make myself feel safe I keep like within my bank account I can like earmark sub accounts for different funds, for different things I wanna apply the money to. And so I had this like little sub account that was, outsourced work. And when I had enough in there to cover a couple of months then I felt okay about bringing the first person onto my team and she's been incredible. And then I just recently brought on a second person and it's like, it's life changing.

Caitlin: Yes, I love that, I love that strategy too about setting money aside until you feel comfortable. And meeting yourself where you're at instead of feeling like, okay I'm jumping off the deep end.

Abbi: I know, I'm not that person.

Caitlin: You know you can get your feet wet and help yourself. And I can definitely relate as well to, especially having gone through extremely expensive divorce last year, and that fear of, oh my gosh, one of these days I'm gonna be homeless because my business is going to crash. And your mind goes there -- it's completely irrational fear. Completely irrational fear that can take over your life if you let it but yeah, I can absolutely relate to that.

Abbi: Yeah I need to feel safe when I'm doing things. And you know, that for me was key, just setting that money aside and knowing okay, I'm covered. If nothing else comes in, in the next four months I can at least pay. And then it's just been so good because it frees up so much of my time and head space to focus on the bigger picture stuff. And make sure I'm moving the business forward where it needs to go. So, that's been, it just pays for itself so many times over.

Caitlin: Yeah, and you're helping someone else out. And it's a test for us to be able to let go of the things that maybe we're not as good at as we thought or things that we just don't enjoy and they're taking up a lot of our time. So, where are you goin' next? You're done having kids, right?

Abbi: Oh, yes.

Caitlin: And you're trying to retire your husband within a year. What's next for you?

Abbi: What's next for me? I wanna have more of an impact in the world. I wanna have a bigger impact on more people. So, I'm working towards getting more speaking gigs, being on stages in front of larger audiences because there's something important that I need to tell them. Like, I want, women in particular -- I want them to understand that they can have more than they think they can have. They don't have to give up either children or career; they can have both. I'm very into my whole both/and philosophy. I want people to understand that the only limit on their lives, they're the only limit on their lives. Like, you are the only limit on your business. And when you realize that it's so liberating. So, I'm really going after being around very successful people, being in high level masterminds, being around people who are doing the things that I wanna be doing. That's what I'm goin' for.

Caitlin: And you're already doing a bunch of cool stuff. And so, you've gotta remember as well, that people are around you who is doing a whole bunch of cool stuff. You had told me that in August you went to Hong Kong and Japan with your husband and three of your kids, what?

And you still made money, how much money did you make that month? Well, first tell me how much you worked every day to make that money?

Abbi: Yeah, so we were on a cruise, fortunately this was pre-coronavirus so we did not get trapped anywhere.

Caitlin: Awesome, yay!

Abbi: We were on a cruise, so I was working probably about an hour a day. I was checking in, just checking in my Facebook group, making sure that things were happening there. And replying to emails that my team sent me to make sure if things were weird with billing, or if a student needed help and they didn't quite know what the answer was, that kind of thing. I put in about an hour a day, probably five days a week while we were on vacation. And I wound up making \$15,000 dollars in August and it was like mind blowing. I was like, how did this even happen?

Caitlin: That's amazing, so how long were you gone to Hong Kong and Japan then, on the cruise and stuff?

Abbi: Gosh, it must have been 16 or 17 days all told.

Caitlin: So cool!

Abbi: Yeah, yeah it was very cool. August, we try to go on vacation every August because it's the month that my son who's in special education, his program doesn't run in August. So, he's off his routine anyways, so it's a good time for us to go completely off the routine, and completely change everything for him. It's a good time for us to recharge before the school year starts up again.

Caitlin: I think that's so, so good. And do you, I'm curious to know whether you, I've dealt with this myself and I know a lot of other people have, any guilt about making money while not technically working.

Abbi: Yeah, you know, there's a lot that goes into it and that is, in general I think we have a lot of guilt around making money. Like, is it bad to make money? Like, my daughter, my 20 year old, she's like, I think all billionaires should be shot. And I'm like, well that seems a little extreme.

Caitlin: Ouch.

Abbi: Yeah, right? She's like, nobody needs a billion dollars. And I agree with that but I don't think you've necessarily done something wrong if you have a billion dollars. And maybe you have a billion dollars and you're trying to give a lot of it away, right?

Caitlin: Right.

Abbi: We are certainly people who try to give a significant portion of our income to charitable causes. And that's something that's important to us and I like that having money allows me to do those things, so, that's important. Do I feel guilty about earning money for not quite doing the work? I mean, yes and no, but less. So now I'm really working on that because it's not that I'm not doing the work; it's that I built the systems and created the processes so that the business can continue to run even when I'm not physically there doing all the things. You know, I'm paying the people who are doing the things. And the courses are still delivering value, my students are still being served and finding the answers that they need. So, I definitely have more mindset work to do on that but I'm doing that work actively.

Caitlin: Yeah, that's good and that's encouraging for me to hear as well 'cause I've taken a sabbatical over the last year and I think this is my third episode of the podcast of this new season. And it was hard, it was hard to go through everything with the divorce and settling assets and losing tons of money, and looking at the shambles of my life and realizing like, nobody can rebuild this but me. And then taking painful step by painful step to actually do it. I don't think I could've done it without doing systems, like you spoke of systems. Systems and processes and people, most definitely not without the people, and just to have people that support me no matter what, in my corner. I've just never experienced anything like it. And it blows my mind!

Abbi: It's crazy.

Caitlin: Yeah, it is crazy. Crazy what you've been through, wrapping up here, and I'm so glad to have had you back on the show. It's really exciting to see where you were, where you're going, and how happy you are. And how optimistic you are and that you're actively growing, right? 'Cause the worst thing we can do is to think we're done, right? We're never gonna be done.

Abbi: Oh no, I'm not done.

Caitlin: If you think you're done, you're dead. And sometimes it can be tempting to wanna be done. Like, I've struggled with that my whole life, like I just wanna be done. Like it all kinda feels like this hamster wheel and I don't like it. So, that's where intentionality comes into play and searching out things that give your life meaning other than just work. And you've got an amazing family that I think that I think makes that a whole lot easier. And I definitely look up to you, and your balance in your life, and I'm excited for you. Thank you so much for coming onto the show.

Abbi: Thank you, oh my goodness. Thank you so much for having me. I love talking to you. I come away feeling so energized.

Caitlin: Me too, me too, and so I know we'll definitely stay in touch and I'm curious to know more about what writing you do. So, we'll be in touch about that as well. And folks listening at home, we mentioned my book, *Work At Home*. You can get the first five chapters of my book for free by going to workathomeschool.com/book. And if you like and follow this podcast, please leave us a review on your preferred podcast platform. It helps us reach more people and bring you more great content. And you can find more episodes, including Abbi's first episode at workathomeschool.com/podcast. Abbi where can people find you on the internet? I know that we're gonna have your episode posted and we're gonna be over here on Facebook groups. So, if you listening at home are not in that group, go get in that group now.

Abbi: Get in that group.

Caillin: Yeah, and we'll talk to Abbi there. And where can we find you online, Abbi?

Abbi: Sure, I'm at successfulfreelancemom.com and all the links to everything are right there on the homepage -- you will find everything you need.

Caitlin: Very simple, very easy, like your style Abbi. Thanks again so much for being on *Work-At-Home Heroes*.

Abbi: Thanks for having me.