

finger toward his phone to hit a button. A few minutes later an assistant walked in with a check for \$15,000.

~~The CEO signed it, taking Steve to a new level.~~

A few months after finishing the construction project, Steve finally let go of his hourly rate completely, charging fixed prices based on value for everything he did. It was a milestone that signified he had a high-quality clientele. Most importantly, his business was highly profitable, his income was a healthy six figures and growing, and he loved his work.

He discovered something else he loved—paying it forward during coffees he shared with aspiring young business owners.