



Webinar Replay & Chat Room Contents August 21, 2020

A free benefit of being a member in the International Speaker Network is to be able to attend these monthly webinars - including getting to hear expert speakers from around the world!

On our call for August 21st 2020, we heard from Leisa Reid on how to “Attract Clients Through Speaking (Yes, Even Now!)”

Leisa shared her 7 step system to make more money from speaking. We had a great discussion about getting speaking gigs... monetizing them, getting prepared to book them in the first place and even doing virtual speaker reels!

Leisa Reid
Presents
Attract Clients Through
Speaking (Yes, Even
Now!)
Webinar
Fri, Aug 21 2020
9am - 10am PST

Webinar
International Speaker Network
www.iSpeakerNetwork.com

Enjoy the replay and we'll see you on the next ISN Webinar! For upcoming webinar dates and info about the Int'l Speaker Network go to <http://www.iSpeakerNetwork.com>.

You can also watch all the webinars from this group on this page: www.iSpeakerNetwork.com

Join the next live webinar yourself and get YOUR MESSAGE out to thousands on the replay too!

Learn more about the meetup group here and RSVP to an upcoming webinar or in person lunch or mixer!

*** www.iSpeakerNetwork.com ***

See you all on the next one!! ~ Katrina Sawa, The Jumpstart Your Biz Coach, Speaker and International Best-Selling Author of *Jumpstart Your New Business Now* and author of *Love Yourself Successful* PLUS your meetup organizer! <http://www.JumpstartYourMarketing.com>

Chat Room Contents

00:11:36 Dianne: Real Estate Maven- <http://www.DianneSellsHouses.com>. 860.233.3079. For over 2 Decades I have been helping people with devotion, diligence and determination to get them the best Deal. If your friend, neighbor or Daughter is looking to make a move, send them to [DianneSellsHouses.com](http://www.DianneSellsHouses.com) In addition. I run several networking groups. Wonderful one for women: <http://www.westhartfordwomeninnetworking.com>

00:12:37 Amber Trail: My name is Amber Trail. I am the Founder and Consultant of The HR Trail. We specialize in Human Resources for small businesses with under 75 employees. We customize and tailor each of our services to fit the needs of our clients and pride ourselves on creating the best possible HR experience!

Whether you want someone who can consult with you on a part time or as needed basis or you want me as your Outsourced HR Director - we can work with you, your specific needs, and your budget and grow with you even as YOU grow! Let's just have a call to see where you're at and what makes sense for you. Book a call now easily online: <https://AmberTrail.YouCanBook.me>

Check out our website and sign up to receive your free e-book on HR Tips & Tricks when you become a subscriber at www.thehrtrail.com!

00:13:04 Leisa Reid: Leisa Reid, Award Winning Speaker & Speaker Coach,

Author

Founder, Get Speaking Gigs Now

Founder, OC Speakers Network

Host, Rock Your Talk Show

Website: <https://www.GetSpeakingGigsNow.com>

Phone: 949-229-2380

Email: Leisa@GetSpeakingGigsNow.com

Subscribe on YouTube: <http://youtube.com/c/LeisaReid>

00:13:23 Dara Connolly: Hi I'm Dara!

Speaker | Author | Coach

I've been leading a women's movement since 2004— I help women speak up to be heard, get paid what we deserve and kick fear to the curb!

510-847-2400; dara@daracnolly.com

To get my FREE 52 Badass Confidence Tips or for a complimentary visit to my "Make More Money" Mastermind Click here:

<https://www.DaraConnolly.com/mastermind>

Life-Changing Book:

Flip Your Fear; 2020

https://www.amazon.com/Flip-Your-Fear-Crack-Code/dp/0998034665/ref=sr_1_1?crid=RZOT9YS03M1J&dchild=1&keywords=flip+your+fear+book+dara+connolly&qid=1597344320&srefix=flip+your+fear+by+dara%2Caps%2C230&sr=8-1

00:13:48 Katrina Sawa: Hi, I'm Katrina Sawa... speaker, author and biz coach... I love motivating, educating and inspiring entrepreneurs on how to jumpstart their businesses, make more money, tweak and shift what they're doing right now or how to do things differently so they can be more productive, profitable and impactful. You can grab some free trainings on my website at <https://www.JumpstartYourMarketing.com/freetrainings>

I offer coaching, have a mastermind, live events, virtual trainings, plus I run two groups that have monthly zoom calls for networking, training and masterminding that you can join here. It's soooo important to say in the conversation like this OFTEN with other highly motivated, amazing entrepreneurs like you to push you, lift you up, hold you accountable and also to find people to collaborate with and even find clients too!

00:13:49 Katrina Sawa: 1) The Int'l Entrepreneur Network has 3 zoom mastermind calls for just \$7/mo, info at <http://www.iEntrepreneurNetwork.com> - all laser coaching and hot seats for an hour 3+x/mo. All topics and all levels of business owners are welcome, we cover new and advanced topics on all calls. 2) The Int'l Speaker Network has 2 monthly zoom calls for networking, masterminding and training, for free, including a facebook group, webinar replays,

and opportunities to be a speaker too. Sign up and get the calls on your calendar now, plus get a free audio on how to get started speaking!

<http://www.iSpeakerNetwork.com>.

00:15:06 Katrina Sawa: that's awesome Leisa!!

00:15:28 burcuonaranel: Burcu Onaranel

Founder of Joyy!, Marketing Strategist, Inspirational Coach,
International Speaker, NLP Master Practitioner

joyy!

Marketing and Coaching

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joyyburcu.com

323 557 5889

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<https://mailchi.mp/6d2a9cf82761/05bnhfk1k>

00:15:54 Sarah Binger: sarah@dreambuilderbookkeeper.com (541)
525-0380 You build your dream business; I'll keep your books. Have peace of
mind that someone is keeping a close eye on your finances.

00:16:47 Katrina Sawa: Our Int'l Speaker Network Facebook group is here:
<https://www.facebook.com/groups/ispeakernetwork>

00:17:06 Chuck Hooper: Chuck Hooper
email: Chuck@SpeakerPresenter.com
Web: <http://www.SpeakerPresenter.com>
Speaker. Author. Speaker Coach.

00:18:04 Otisa Eads: Otisa Eads | 720 435 1454 |
otisa.eadsbiz@gmail.com

00:18:06 Otisa Eads: <https://otisaeads.com>

00:18:24 Otisa Eads: HR & Operations Consultant, Strategist

00:18:25 Leisa Reid: Congratulations on all those downloads, Rus!

00:18:30 Russ Mathews: Russ Mathews, CEO Mathews Capital Management
LLC, (916)582-2823. Russ@MathewsCapitalManagement.com. We are an RIA

(Registered Investment Advisor) which means we manage money using our strategies, Author: Stock & Options Trading For Life; Podcast Host: The Modern Stock & Options Trading Show w/ Russ Mathews.

00:19:10 Katrina Sawa: Here is the page to find the ISN recordings, chat notes, place to apply to be a speaker, Facebook group link, etc.:
www.iSpeakerNetwork.com

00:19:29 Katrina Sawa: <http://www.iSpeakerNetwork.com>

00:21:53 Kathy Servoss: Kathy Servoss
Servoss Virtual Services
(607)351-4465
kathy@servossvirtualseervices.com
<http://servossvirtualseervices.com>
Executive Assistant... Virtually, working with small businesses

00:22:32 Leisa Reid: Burcu is my social media manager - love working with her!

00:23:05 Gary McKinsey: Gary McKinsey Professional Speaker and Marketing Coach
<https://GaryMcKinsey.com>
Email: Gary@GaryMcKinsey.com
Today I am presenting a 30-minute seminar at 11 am Pacific time.
The seminar focuses on the top three mistakes business owners make.
Here is the link.
<https://calendly.com/garymckinseybusinesscoach/seven-mistakes-business>

00:23:42 Jennifer L Huber: Jennifer L Huber / Jennifer@HuberLegacy.com/
702-201-5206 huberlegacy.petclub247.com Treating pets and their
pawrents better

00:26:18 Veronica Lee: <http://veronicalee.tv/you.html>

00:26:43 Veronica Lee: Spiritual Mentor and Intuitive, supporting people in stepping into their truth, power and joy.

00:31:33 Marty Ward: Hi Everyone - Good to see you! So many talented people To Kiss Anxiety or Procrastination Goodbye from a fresh perspective, contact me and find out more marty@martyward.com 321-848-4997.
<https://martyward.com>

00:35:10 Marty Ward: My @TAGTalkMindfulParentingQuickTips Group weekly online call starts at 12:45 today. I will be hopping off soon.

00:35:57 Katrina Sawa: If you're NEW to speaking, go grab this free audio training please, you'll learn a lot:

<https://jumpstartyourmarketing.com/speakeraudio>

00:37:46 Katrina Sawa: "fail forward" yes

00:38:15 Katrina Sawa: that's a great pic of you in the blue Leisa

00:39:16 Katrina Sawa: yes I've seen it!

00:39:33 Sarah Binger: I'm doing just that! Gotta get my talk ready :-)

00:39:39 Katrina Sawa: have your talk ready or at least the outline of what you'll speak about so you can confidently go get yourself booked!

00:39:50 Katrina Sawa: faster

00:40:33 Katrina Sawa: get your "prospect list" ready so you can "work it"!

00:40:43 Katrina Sawa: create a pipeline

00:41:32 Katrina Sawa: access your "magic" and have a "strategy"

00:41:40 Katrina Sawa: have a monetization vision

00:44:56 Russ Mathews: Good advice! I don't have a shopping cart on my website, I don't have a place for people to sign up, I don't have speaking snippet videos of me speaking. Lots of work to do!

00:45:17 Katrina Sawa: you MUST have systems!!!

00:45:45 Katrina Sawa: you also need places for people to BUY or sign up for stuff and get "into your world" from your website....

00:46:14 Katrina Sawa: @Russ, make sure you ask about which types of tech or carts you might need or would be best for YOU... hot seat?

00:47:09 Katrina Sawa: These days, even if you have virtual snippets it can be good enough to get booked (due to covid)!! That's good news because you don't have to find a big stage of 100+ people you can speak in front of AND videotape to have that footage!!

00:49:31 Marty Ward: OFF TO MY PARENT CALL!

00:51:34 Katrina Sawa: Here is the page to find the ISN recordings, chat notes, place to apply to be a speaker, Facebook group link, etc.:

<http://www.iSpeakerNetwork.com>

00:54:28 Russ Mathews: How many sample video's should a speaker have? Maybe a 1-2 minute and a 5 minute?

00:55:06 Katrina Sawa: @Russ don't overthink... as many as you can get is my thought

00:56:01 Katrina Sawa: Everyone, if you have any speaking gigs or programs coming up that you want to share or invite us to, please put those in the chat now.

00:59:03 Dara Connolly: Upcoming Event for Women: Tuesday 12-1PST "Badass Make More Money Mastermind" to register for it Click here:

<https://www.DaraConnolly.com/mastermind>

01:01:22 Dianne: Women invited Thursday 7:30AM EDT. Networking and LinkedIn, www.westhartfordwomeninnetworking.com

01:01:54 Katrina Sawa: I'm looking for connections to or with people who:

- Need help with marketing
- Are trying to create online programs
- Want to become an author
- Want to get more clients from Zoom events
- Want to monetize speaking opportunities
- Are starting up new businesses or shifting, needing a plan/direction

I'd love to do connect calls with anyone who has similar interests or clients where we can potentially refer business to one another. Email me:

katrina@jumpstartyourmarketing.com

01:02:15 Veronica Lee: I offer a "Spiritual Evolution" Group Mentoring session (with just 4 people) a few times per month in which I focus on each participant and offer "what is going on with you" - soul, personal life, etc. - with my spot-on intuitive skills and offer you tools to support you. I have one spot left for tomorrow morning at 8:30 am PDT. Learn/register here:

<http://veronicalee.tv/groups--classes.html>

01:02:45 Katrina Sawa: Jumpstart Your ONLINE COURSE 3-Week DIY program - This course will help you change up your business and develop, market, sell and run an online course, membership program, online virtual workshop, mastermind or any type of online/virtual training or calls you can SELL to continue working and making money doing what you love during this quarantine (and beyond). Check out the video and webpage about this asap - you guys can

use coupon code 50OFF to get \$50 OFF, it's only \$147 then, come and get something in place THIS WEEK that you can sell and promote right now.

<https://jumpstartyourmarketing.com/jsycourse/>

01:03:31 Sarah Binger: I started a FB Group to discuss various aspects of spirituality (it's evolving as a group!). Would love your input there:

<https://www.facebook.com/groups/933397420473986>

01:03:36 Katrina Sawa: I help people publish books too and have a ton of author resources and contacts for everything you need to publish your book the most affordable way possible - graphic designers, editors, interior layout designers, etc. Free Call About how to become an author and get published:

<https://jumpstartyourmarketing.com/webinar-publishingcall/>

01:05:21 Katrina Sawa: I gave a Free Jumpstart Your Marketing Webinar recently and its up on replay right now... we talked a lot about how to maximize zoom calls, engage more on social media, get more visibility in your biz and more... go here to get access for free:

<https://jumpstartyourmarketing.com/events-webinar-jsymarketing> (a lot of you have asked about effective marketing strategies so I wanted to share)

01:06:21 Leisa Reid: Leisa Reid

Speaker Strategy Session: <https://www.GetSpeakingGigsNow.com/chat>

Free Guide ⇒ 5 Top Tips to Get More Speaking Gigs Now:

<https://www.GetSpeakingGigsNow.com>

OC Speakers Network: <https://getspeakinggigsnow.com/network>

Get Speaking Gigs Now the Book:

<https://getspeakinggigsnow.com/get-speaking-gigs-now-book/>

01:06:45 Katrina Sawa: The Int'l Entrepreneur Network has 3-4 zoom mastermind calls for just \$7/mo, info at <http://www.iEntrepreneurNetwork.com> - all laser coaching and hot seats for an hour each mo. All topics and all levels of business owners are welcome, we cover new and advanced topics on all calls.

ADDITIONAL RESOURCES YOU MAY WANT OR NEED:

The Int'l Entrepreneur Network has 3-4 zoom mastermind calls for just \$7/mo, info at www.iEntrepreneurNetwork.com - all laser coaching and hot seats for an hour each mo. All topics and all levels of business owners are welcome, we cover new and advanced topics on all calls.

KAT'S UPCOMING LIVE EVENT SCHEDULE IS HERE:

www.LiveBigEvents.com

They are all designed specifically to help speakers and entrepreneurs with your business, marketing, program development, pricing, mindset, systems, delegating, online marketing, networking, speaking and so much more!

PUBLISHING AND BOOK WRITING RESOURCES:

For those interested in writing a book, becoming an author in any way or just to learn what it would take and what they COULD do now to get the ball running, here's a free info call I did all about all of this, go get access! <https://jumpstartyourmarketing.com/webinar-publishingcall/>

KATRINA'S WEBSITE DESIGN OR TECHY VIRTUAL ASSISTANT SERVICES

(with her and her team): www.JumpstartYourTechyServices.com - we can update your site, hook up to a shopping cart or pay pal, design a new site to showcase you as the expert you are plus we can help you manage your social media, email marketing and anything technology related. Come to a call with Katrina to discuss: www.AskKat.biz

Jumpstart Yourself as an AUTHOR TRAINING 5-Week DIY program - This course is all about how to become an author and publish a book yourself or where to get options and how it all works. You'll learn what you need to know before, during and after you finish writing the book, how to find affordable editors, cover designers, and how to plan for an Amazon best-seller launch. You'll learn what you need to do to get a publisher, what to do about publicity, book signings, marketing and selling your book and more!

<https://jumpstartyourmarketing.com/jsyauthor/> - Get access for just \$297 when you use this coupon code at checkout: 200OFF

Jumpstart Your ONLINE COURSE 3-Week DIY program - This course will help you change up your business and develop, market, sell and run an online course, membership program, online virtual workshop, mastermind or any type of online/virtual training or calls you can SELL to continue working and making money doing what you love during this quarantine (and beyond). Check out the video and webpage about this asap - you guys can use coupon code 50OFF to get \$50 OFF, it's only \$147 then, come and get something in place THIS WEEK that you can sell and promote right now.

<https://jumpstartyourmarketing.com/jsycourse/>

Facebook Groups 90-min tutorial on how to start, run and manage your own groups. Developing groups and communities to grow your business is critical right now so come learn how to get started doing this, what to do, post, how to engage and get members, plus some other FB tips and tricks (like how to stay out of FB jail!) It's just \$25 to get access here now:

<http://www.jumpstartyourmarketing.com/facebook>

Create Images & More on Canva 90-min Tutorial! [Canva.com](https://www.canva.com) is such a great resource for us at this time, whether you're graphically creative or inclined or not, it has hundreds of templates anyone can use and most are all free. Many of my clients though still needed a short tutorial or training on how to utilize this tool quickly and easily to create their images, flyers, postcards, and presentations. This tutorial has been recorded via zoom with screen sharing what to do, using real client examples too and is just \$25. You will get instant access to it when you sign up here: www.JumpstartYourMarketing.com/canva

Learn the business of speaking with Katrina Sawa's Jumpstart Yourself as a Speaker 6-Week Training. Learn how to design your talk, create your marketing materials and back of the room set up so you LOOK like an expert and professional. Learn how to make offers, what to sell, when to make offers and when not to plus so much more in preparing yourself to become a more sought after speaker AND one who monetizes what you're doing too! Find out more here and get 50%OFF when you use coupon code 500OFF!

<https://jumpstartyourmarketing.com/speakertraining/>

OR... go get access to the \$27 Get Booked! Speaker eBook, Audio and Speaker Sheet Checklist to get started somewhere:

<http://www.jumpstartspeakertraining.com/>

Jumpstart Your Marketing 30 day Course.... teaching how to effectively use SOCIAL MEDIA for lead generation and sales, DEVELOPING CONTENT and REPURPOSING it too, Email marketing and database marketing to your followers, list, clients, even things like doing direct mail, making phone calls, doing videos via FB live or on YouTube, mastering sales conversations and copywriting too for your website, emails, webpages. Sign up right away to get more marketing in place today: www.JumpstartYourMarketing.com/jsymarketing



Katrina Sawa

Your Meetup Organizer,
Award Winning Speaker,
Jumpstart Your Biz Coach &
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PS: Get your Free Jumpstart Your Biz Kit now
at www.JumpstartYourMarketing.com!

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