



## Webinar Replay & Chat Room Contents January 7, 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!

**January 2020, we heard from John Pyron, The Business Doctor, on How To 10X Your Referrals.**

On this month's Int'l Speaker Network webinar we heard from guest speaker John Pyron, The Business Doctor. We discussed How to 10X Your Referrals and had a member share in the hot spot. Katrina also covered a few events she has coming up!

**John Pyron**  
Presents  
How To 10X Your Referrals  
**Webinar**  
Thursday, February 6 2020  
5pm - 6pm

**Webinar**  
  
www.iSpeakerNetwork.com

You can also watch all the webinars from this group on this page: <https://jumpstartyourmarketing.com/sacspeakerwebinars/>

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](http://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

00:25:01 John Pyron: John Pyron "The Business Doctor"  
<https://johnpyron.com/>

00:25:33 Ariann Thomas: Congratulations John.

00:25:50 Rathna : congrats John! here's to a lifetime of happiness

00:26:00 John Pyron: Thank you

00:26:01 Rathna : grow with google partner. [www.smallbizunboxed.com](http://www.smallbizunboxed.com)

00:26:50 Art Taketa: Art Taketa, Uforia Science, leading authority on DNA Nutrition, customized just for you! <https://arttaketa.uforiascience.com>

00:28:34 Don: Don Franceschi--Hi everyone! My Website is FromAwfulToAwesome.com. Let's save the world--one presentation at a time!

00:29:09 Gary McKinsey: Gary McKinsey Email: [Gary@GaryMcKinsey.com](mailto:Gary@GaryMcKinsey.com). Work with individuals to use public speaking to accelerate the growth of their business.

00:29:35 Pat Knauer: Hi everyone. I'm Pat Knauer. Do you have an unfinished project that you're ready to get done? Schedule time with me at [bit.ly/COUCalendar](http://bit.ly/COUCalendar). My website is [cornerofficeuniversity.com](http://cornerofficeuniversity.com)

00:31:12 Barbara Ingrassia: [barb@managecopyright.com](mailto:barb@managecopyright.com) Manage

Copyright! Don't Let it Manage You! GUARD YOUR GOLDMINE Grab:  
"The 10 Biggest Copyright Mistakes Anyone Can Make...That Can Land  
You in Court" from [www.managecopyright.com](http://www.managecopyright.com) 508-277-0709

00:31:17 Ariann Thomas: I help people turn on their positive genes and turn off their negative genes and change generational family patterns. I'm having a Valentine's Day Love and Relationship Group Ancestral Lineage Clearing to clear blocks to blocks to love and clear relationship issues. Group Ancestral Lineage Clearing on February 10th at 6 pm PT on Zoom. <https://ancestrallineageclearing.com/product/valentine-group-ancestral-lineage-clearing-session/>. Use Coupon Code Love50 to receive a \$50 discount for the Group Session.

00:32:06 Katrina Sawa: I help entrepreneurs make a lot more money doing what you love. This includes helping you develop and tweak a LOT of things from your online presence, website, social media, all other marketing, being a speaker, author, knowing what your business models are, what you're selling, how to package and price yourself, developing your confidence to charge more, reach more, do more and learning everything you need to know to jumpstart your business and profits. You can find out all about me plus get a ton of free trainings, my newsletter and more at [www.JumpstartYourMarketing.com/freetrainings](http://www.JumpstartYourMarketing.com/freetrainings).

00:32:45 Gary McKinsey: If you are in the Sacramento area I invite you to attend a free workshop on Payroll Tax Reporting . time 9 am Thursday Veterans Business Outreach Center,4608 Duckhorn Drive Sacramento, CA 95834 3831 N. Freeway Blvd., Suite 105, Sacramento, CA

00:33:00 Sarah Binger: I help simplify your business finances by keeping your financial transactions up-to-date and compliant so you don't have to. It's tax season! When is the last time you reconciled your bank account or added up your expenses. [DREAMBUILDER BOOKKEEPER](#)

00:33:10 John Pyron: "The Business Doctor" is an International Business & Sales Expert who has trained thousands of people across 12 countries in business and sales principles. Through one-on-one coaching, consulting, and masterminds, he helps his clients gain clarity around their Vision, Mission, Objectives, Strategies, and Action Plans, and then provides the Accountability needed to get results FASTER and Eliminate the Frustrations of Owning a Business!

00:33:55 Pat Knauer: If you're in the Orlando area, I invite you to Friendship, Happiness, and Business networking on Valentines Day. Find the details on Evite.

00:37:20 Dara Connolly: working with women to prevent bullies, abusers & predators [www.DaraConnolly.com](http://www.DaraConnolly.com) new workbook launched today

00:38:05 Barbara Ingrassia: I'm also a DOT

00:50:23 Katrina Sawa: Anyone just joining us, we're in the speaker segment of the call, we'll be opening it up for Q&A about 5:43 PST, then doing a HOT Seat with someone live on the line.... be thinking about if or how we can support you and you might be chosen. You can post whatever you want in the chat room to share more about what you do and don't forget to "network" in there too and take conversations offline to follow up collaboration calls.

00:52:42 Katrina Sawa: Our FB group for the Int'l Speaker Network group, the replays of all the webinars and a link to the calendar of upcoming events so you can RSVP to an upcoming webinar or apply to speak too... is all here: [www.iSpeakerNetwork.com](http://www.iSpeakerNetwork.com).

00:52:50 Pat Knauer: I agree

00:52:53 Rich Greene: I agree

00:52:54 Katrina Sawa: i agree

00:52:55 Michelle Althiser: I agree

00:52:56 Sarah Binger: I agree

00:52:59 Michelle Althiser: I agree!

00:53:02 Ariann Thomas: I agree

00:53:03 Pat Knauer: Agree

00:53:04 Rich Greene: agree

00:53:05 Katrina Sawa: i agree

00:53:06 Ariann Thomas: Agree

00:53:06 Don: Agree

00:53:08 Sarah Binger: agree!

00:55:21 Katrina Sawa: no idea... and I've heard you speak before John!! grrrr

00:59:05 Sarah Binger: Amen, John... preach it! :-)

01:00:49 Katrina Sawa: nope

01:00:52 Ariann Thomas: No

01:00:52 Katrina Sawa: lol

01:00:56 Chuck Hooper: MO! order me a chai latte.

01:01:02 Art Taketa: 90% of them I would.

01:05:14 Sarah Binger: Wow, I am loving this idea. Thanks!

01:07:22 Katrina Sawa: good stuff! you totally want to do this you guys... I have done it a couple times but not consistently OMG. Connect with John at [www.JohnPyron.com](http://www.JohnPyron.com). Who wants a HOT SEAT? Have a question that we can help you brainstorm around or give you quick feedback about?? Post your QUESTIONS for John asap cuz we'll have to move on soon... I now you'll want more of him so post and comment.

01:12:47 Sarah Binger: What was the number to text?

01:14:47 John Pyron: Get the 10x Referral Systems: Text the Following: NAME & EMAIL ADDRESS. 916-741-0596

01:15:28 Katrina Sawa: A few things I have upcoming:

1) Fri 2/7 & 2/19 - Int'l Entrepreneur Network zoom mastermind calls - join for \$7/mo and get access to 3 calls every month at [www.iEntrepreneurNetwork.com](http://www.iEntrepreneurNetwork.com)

2) Mon 2/10 - Jumpstart Yourself as an Author Training - 5-week program - want to learn how to publish your own book, get your book done, market it, and sooooo much more? I'm teaching everything I know LIVE - 10 seats open. You guys can get \$200 OFF the \$497 investment if you hurry and register, use coupon code 200OFF at <https://jumpstartyourmarketing.com/jsyauthor/>

3) Wed 2/12 in Vacaville - I'm speaking for the Empower Hour on my book topic: Love Yourself Successful, learn more: [www.facebook.com/groups/EmpowerHour.Sac/events/](http://www.facebook.com/groups/EmpowerHour.Sac/events/)

4) My next event is Love & Money Live, April 20-22 in Sacramento, CA 3 days of working ON your business, yourself, making money, marketing, strategic partnerships, building community, social media, doing videos, creating funnels and online systems for lead generation, marketing, follow up and sales. \*\*\* Sponsors and Vendor Opportunities Available (some include speaking slots too) \*\*\* Info at [www.LoveandMoneyLive.com](http://www.LoveandMoneyLive.com)

5) I'm looking for authors for the 2020, Jumpstart Your \_\_\_\_, Vol III compilation book - anyone know anyone who might be interested?  
<https://jumpstartyourmarketing.com/jumpstartcompilation/>

01:15:58 Ariann Thomas: Hot wife academy

01:15:59 Sarah Binger: Hot Wife Academy!

01:16:03 Katrina Sawa: 3

01:16:05 Chuck Hooper: Hot Wife Academy

01:16:11 Don: hot wife academy

01:16:25 John Pyron: Hot Wife Academy

01:18:21 Chuck Hooper: NSA NorCal this Saturday. [www.NSANC.org](http://www.NSANC.org) to register

01:18:54 Barbara Ingrassia: Innovation Women is a speaker organization, based in MA, but international.

01:21:55 John Pyron: <https://johnpyron.com/book-appointment/>

# ADDITIONAL RESOURCES YOU MAY WANT OR NEED:

## **Kat's next event is Love & Money Live, April 20-22 in Sacramento, CA**

3 days of working ON your business, yourself, making money, marketing, strategic partnerships, building community, social media, doing videos, creating funnels and online systems for lead generation, marketing, follow up and sales. \*\*\* Sponsors and Vendor Opportunities Available (some include speaking slots too) \*\*\* Info at <https://jumpstartyourmarketing.com/loveandmoneylive2020/>

## **RESOURCES FOR TECHNOLOGY & OTHER BUSINESS BUILDING FREE GIFTS**

**AND TRAININGS ON KAT'S SITE** like for example, how to get started speaking, love yourself successful, living a big life, marketing basics, jumpstarting your biz! <https://jumpstartyourmarketing.com/RESOURCES/>

## **KAT'S UPCOMING LIVE EVENT SCHEDULE IS HERE: [www.LiveBigEvents.com](http://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](http://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](http://www.AskKat.biz)



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