



## Webinar Replay & Chat Room Contents Jan 15th, 2021

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 Jan 15th 2021, we heard from Katrina Sawa on **"How to Jumpstart Yourself as a Speaker"**.

On this week's ISN call we talked a lot about how to jumpstart yourself as a speaker and what you need to really get booked these days, on virtual events and calls, how to prepare, what to create and where to look to get booked or what to do to create your OWN speaking opportunity.

And in case you didn't notice, the 1st Tuesday ISN webinars have moved from 5 pm to 4 pm PST so mark your calendar now for 2021 dates and join us! Info about events, how to speak, replays of this and other webinars and more at [www.iSpeakerNetwork.com](http://www.iSpeakerNetwork.com).

The ISN Presents...  
**Katrina Sawa**  
Jumpstart Yourself as a  
Speaker to Grow Your  
Business or Career  
Fri, Jan 15, 2021  
9:00-10:00 am PST

WEBINAR  
**International  
Speaker Network**  
www.iSpeakerNetwork.com

<http://www.iSpeakerNetwork.com> for all replays, getting to the meetup page, scheduling in the dates and events, applying to speak for 2021 - taking applications now!

Enjoy the replay and we'll see you on the next ISN Webinar on Tuesday, February 2, 2021 4:00 PM to 5:00 PM PST

For upcoming webinar dates and info about the Int'l Speaker Network go to <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.JumpstartYourbiznow.com>

## **1/15/21 CHAT ROOM CONTENTS:**

00:09:05 Mila Johansen: Mila Johansen From Pen to Published, The Nuts and Bolts of Writing and Publishing for Entrepreneurs and Writers. The short or long book. [www.milajohansen.com](http://www.milajohansen.com)

00:09:57 Veronica Lee: Good Morning! As an Intuitive and Mentor, I guide people back to their soul truth and empowerment so they can align with their purpose and joy:

<https://veronicalee.tv/index.html>

00:09:58 Ken Krell: OMG, Marilla is here!!

00:10:02 Frances W Greenspan: Frances W Greenspan, Animal Communicator and eBay consultant/teacher

[www.FrancesWGreenspan.com](http://www.FrancesWGreenspan.com)

[FrancesWGreenspan@gmail.com](mailto:FrancesWGreenspan@gmail.com)

My favorite clients are rescues assuring them they are in their forever home - this helps them to relieve anxieties and fears of being left, hungry or unloved.

I also love speaking with those pets that have crossed over – helping the client left behind who may be questioning if they are ok or if they did the right thing for them.

All my sessions are via phone and zoom - I am located in Orange County, California

00:10:27 Dr. Michelle Peticolas: Dr. Michelle Peticolas Founder. Second Chance Secrets and Secrets of Life and Death helping smart men and women to reinvent themselves after a loss, divorce or major life challenge. I show them how to use their loss as a doorway to more joy, satisfaction, purpose and meaning in life. I offer both private 1 on 1 and group programs, a free FB group, free newsletter and many free resources on how to create a life makeover. I have two virtual conferences coming up one in February about healing the Family Tree and another in March about Resilience Practices for Rising Women

<https://www.secondchancesecrets.com>

Face Book Group: Release Your Brilliance Trainings:

<https://www.facebook.com/groups/494164338028989/>

<https://www.linkedin.com/in/michellepetcolas/>

<https://www.youtube.com/channel/UCpLeJ9ZBjETCqcmVkrPBtCg>

Holiday Special: <https://www.secondchancesecrets.com/business-breakthrough>

00:12:25 Chuck Hooper: Chuck Hooper

email: [Chuck@SpeakerPresenter.com](mailto:Chuck@SpeakerPresenter.com)

Web: <https://www.SpeakerPresenter.com>

Speaker. Author. Speaker Coach.

NSA NorCal Speakers Academy: <https://www.nsanc.org/Academy>

00:12:59 Katrina Sawa: Here is the page to find the Int'l Speaker Network recordings, chat notes, place to apply to be a speaker, Facebook group link, etc.:

<http://www.iSpeakerNetwork.com>

Our Int'l Speaker Network Facebook group is here:

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

The meetup group for ISN is here (RSVP for events here):

<https://www.meetup.com/internationalspeakersnetwork>

00:13:20 Ken Krell: Want to speak more? On YOUR terms?

Want to do all of this on YOUR OWN STAGE? Come to the PRIDE Experience next weekend: Discover how to Produce Ridiculously Irresistible Digital Events...It's my acclaimed signature 3-day event that sold-out for \$1,997 in July...Want to come FREE?

Details here— <http://JoinPride.com/Amazing>

(do it now and you might get your SWAG box delivered in time)

00:13:54 Katrina Sawa: Hi everyone, I'm Katrina Sawa, speaker, Int'l best selling author w/ 11 books plus 18+ year business coach... I live in the greater Sacramento CA area - I love motivating, educating and inspiring entrepreneurs on how to jumpstart their businesses, make more money, get more clients, tweak and shift what you're doing right now or how to do things differently so you can be more productive, profitable and impactful. I offer 1on1 coaching, my Live Big Mastermind, live events, virtual trainings and a bunch of FREE trainings for entrepreneurs here:

<https://www.JumpstartYourBizNow.com/freetrainings>

00:16:01 Rachel S. Heslin:Hi! My name is Rachel S. Heslin. I'm fascinated by how the stories we tell ourselves impact both our experience and our opportunities, and I love helping people \*change\* their stories so that they can live richer and more deeply fulfilling and successful lives. My company is The Fullness of Your Power, and you can find articles about how to identify and shift your stories at <http://www.thefullnessofyourpower.com/>

Some of the topics I speak on include:

Releasing Shoulds and Other People's Goals (coming soon as an online course!)

The Power of Self-Forgiveness

The Trifecta of Feminine Leadership: Agency, Action, and Attributes

I'm currently the author of two books:

Navigating Life: 8 Different Strategies to Guide Your Way (<http://navigatinglife8differentstrategies.com/>) (also available in Spanish, Italian, and Portuguese)

and

Rituals of Release: How to Make Room for Your New Life (<http://ritualsofrelease.com> (also available in Spanish and French)

00:16:03 Rachel S. Heslin:If either of those sound intriguing, I've included both my books in the giveaway I've curated of a handful of Personal Development books that you can access for FREE at <https://tinyurl.com/NewYearNewPossibilities>

In fact, if you'd like to share this link with your own communities, it can help bolster your engagement by providing useful (and did I mention FREE?) resources to kick off the new year. Note that, although many of the participating authors do have mailing lists you can join if you'd like to hear more from them, signing up is completely voluntary. You can still get copies of the books regardless.

Finally, I've recently started working with one-on-one clients again. My style is very co-creative: rather than having strict packages or fee schedules, I work with each client to determine how I can best help them (even if it's referring them elsewhere!) To find out more information, check out

<http://www.thefullnessofyourpower.com/apply-to-work-with-me>

Nice to meet everyone! I'm delighted to be here and

00:16:08 Katrina Sawa: I'd love to do connect calls or JV with anyone who has similar interests or entrepreneurial clients where we can possibly refer business to one another. Contact me: katrina@jumpstartyourbiznow.com 916-872-4000 or sign up for a collaboration call, here's my scheduler:

<https://go.oncehub.com/katsgquest>

If you want to talk about getting support to jumpstart YOUR BUSINESS, your marketing, monetizing more, etc., please go here instead: <http://www.AskKat.biz>

00:16:32 Rachel S. Heslin: Try that again: Nice to meet everyone! I'm delighted to be here and excited to see what new synergies and collaborations may arise. :)

00:16:41 Anna Felix: Hello everyone! I'm Anna Felix and I'm a Smart Money Strategist. I help people create the most abundant future possible. 209 613 9445 anna@calchoicefinancial.com

00:16:41 Frances W Greenspan: Animal Communication Demo Q & A Sunday January 24, 2021 at 2pm - \$25

<https://allevents.in/online/what-do-your-pets-want-you-to-know/80001796526399>

<https://www.meetup.com/South-OC-Animal-Communication-Meetup/>

00:17:38 Anna Felix: oops forgot this lol

<https://www.facebook.com/afelixsmartmoney>

00:18:09 Katrina Sawa: I'm looking for authors for the 2021, Jumpstart Your \_\_\_\_, Vol IV compilation book ... it's a collaboration of stories and chapters where each author writes about the topic and expertise that YOU have, so JSY Sales, Mindset, Health, Fitness, Gratitude, Social Media, Mindfulness - whatever you SELL you write about and then use the book as your marketing tool to get them to go to your website. If you know anyone who wants to become an author right now and find an EASY way to make this happen this year, then this could be a good option! Anyone know anyone who might be interested? I pay commission for referrals!

<https://jumpstartyourbiznow.com/jumpstartcompilation/>

00:18:22 Rachel S. Heslin: Oh, and if you'd like, come connect with me over on LinkedIn:

<https://www.linkedin.com/in/rachelsheslin>

00:19:18 Ken Krell: Want to speak more? On YOUR terms?

Want to do all of this on YOUR OWN STAGE? Come to the PRIDE Experience next weekend: Discover how to Produce Ridiculously Irresistible Digital Events...It's my acclaimed signature 3-day event that sold-out for \$1,997 in July...Want to come FREE?

Details here— <http://JoinPride.com/Amazing> (do it now and you might get your SWAG box delivered in time)

00:21:08 Frances W Greenspan: Sell on eBay or Etsy or Both? Q&A- Virtual via Zoom

Free Q & A Saturday, January 16, 2021 10:00am-11:00am PST

<https://www.eventbrite.com/e/sell-on-ebay-or-etsy-or-both-q-a-virtual-via-zoom-free-tickets-134455928301>

00:23:53 Jessica Summers: I'm so excited to have meet you all. I want to pick everyone's brilliant brain! please reach out if anything I said resonates.

00:24:34 Jessica Summers: Jessica Summers  
summersjessica2018@gmail.com 916 926-2124

00:26:45 Ken Krell: You guys are amazing! :) Would be terrific if I can help you reach more people...make a bigger impact..have more fun...and make more money, too ;)

00:26:53 Susan De Robertis: Susan De Robertis, here. How is Your Bottom Line? Money Flowing? I'm a Business Coach & Strategist, Former CFO, and Money Coach. I'm offering complimentary calls, every person will come away with value, get your questions answered, Here's the link to schedule your call - <https://www.vcita.com/v/susanderobertis>

00:27:13 Susan De Robertis: Let's have a Connection Call!

00:27:30 Toni Gitles: There are 65+ million people in the US taking care of a loved one. There is stress, isolation and depression at high levels in this population. [tonigitles@gmail.com](mailto:tonigitles@gmail.com)  
<https://www.mycaregiverconsultant.com> 407-304-6534 I consult with businesses and health care facilities on the impact of caregiving, supporting caregivers and consult with their employees

or individuals. I am a speaker, author and educator

00:27:38 Susan De Robertis: [www.susanderobertis.com](http://www.susanderobertis.com)  
914.450.9292

00:28:15 Susan De Robertis:  
ooppss....<https://www.susanderobertis.com>

00:28:37 Dr. Michelle Peticolas: Love what your doing Marilla.

00:28:49 Ken Krell: Marilla is AMAZEBALLS

00:32:16 Katrina Sawa: Here is the page to find the Int'l  
Speaker Network recordings, chat notes, place to apply to be a  
speaker, Facebook group link, etc.:  
<http://www.iSpeakerNetwork.com>

Our Int'l Speaker Network Facebook group is here:  
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The meetup group for ISN is here (RSVP for events here):  
<https://www.meetup.com/internationalspeakersnetwork>

00:33:01 Marilla Arguelles: People can sign up for a copy of my  
Free Strategy Report for Teens on my website at  
<http://www.WholeNewTake.com>

That's where they can also find my blogs, including one on "5  
Ways to Crush Stage-Fright." which is one of the chapters in my  
forthcoming guide book for teens, "How To Matter Now!"

00:35:25 Anna Felix: YES!!

00:35:28 Mila Johansen: YES!

00:35:41 Jessica Summers: yes yes and yes

00:35:53 Susan De Robertis: Yes!

00:36:00 Rachel S. Heslin: My "big money goal" needs to expand  
because I'm still trying to wrap my head around making more  
money. :D

00:36:12 Leah Carr: YES! 💰

00:37:23 Mila Johansen: From all these workshops and others,  
I am finally ready and believe in unlimited abundance.

00:37:27 Ken Krell: Big money goal? How about GIANT money  
goal? :) Yea, baby!

00:37:53 Ken Krell: How can you help others if you're not strong  
enough yourself?

00:38:01 Susan De Robertis: Double my income and help

more people

00:38:18 ruthdeutsch: \$150K is my goal, because I can see that if I can get all my projects going and thriving, it's definitely possible!

00:38:27 Susan De Robertis: Yeah Baby!! Easy Peasy!!!

00:39:00 Jessica Summers: this is Jessica... money goal is to never have to worry about money goals. Yes , I have come a long way and I want to show others that they can too!

00:39:22 Ken Krell: Hey, Ruth-what if we made \$150k just a starting point for you? :)

00:40:20 Ken Krell: FREE speaking all day long. You'll make FAR more money! And get on more stages easily

00:46:10 Ken Krell: Katrina is totally right. That's what I do...That's what I help you guys do. ;)

00:46:13 Ken Krell: Want to speak more? On YOUR terms?

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00:50:38 Ken Krell: "EASY YES" offer...YES!

00:51:27 Susan De Robertis: I need to create a Speaker Page

00:55:29 Ken Krell: Take a screen shot of this slide. It's GOLD for you.

00:55:48 Rachel S. Heslin:Already did. :D

00:58:30 Frances W Greenspan: can we do the call at 11am instead?

00:58:46 Katrina Sawa: There's NO time like the present to get some advice from me that can help you make a LOT more MONEY in 2021 and beyond! Sign up here: <http://www.AskKat.biz>

00:59:08 Veronica Lee: Thanks, Katrina! I took screen shots and got some GEMS! :-)

00:59:36 Mila Johansen: Have to jump to another meeting. Thank you.

00:59:40 Katrina Sawa: Jumpstart Your Networking 3-week Training Feb 3, 10, 17 from 1:00 - 2:30 pm PST each week. Learn how to properly, authentically and effectively "work the room" at live events and virtual, zoom calls, events and presentations. Sign

up with one payment for \$297 here: <https://tinyurl.com/y5hmsbzy>  
2 payments of \$165 each here: <https://tinyurl.com/yy6jdo23>

00:59:48 Ken Krell: Want to speak more? On YOUR terms?

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00:59:55 Katrina Sawa: Jumpstart Speaker Sheet Checklist: <https://jumpstartyourbiznow.com/wp-content/uploads/Downloads/SpeakerChecklist-singlesheet.pdf>

Book a 1on1 call with me, let's chat about your "next steps", no pressure, just potential: <http://www.AskKat.biz>

01:00:03 Ken Krell: "FREE" speaking doesn't mean that you don't make any money.

01:00:14 Katrina Sawa: 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 (or virtual Zoom set up too) so you LOOK like an expert and you come off like a trusted professional. (even if you're still really new) 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! Speaking is the #1 marketing strategy all entrepreneurs should be utilizing. You want to master this strategy and use it always - it's the fastest path to cash! Take \$500 OFF the price using coupon code: 500OFF at <https://jumpstartyourbiznow.com/speakertraining/>

01:00:24 Veronica Lee: Great group, everyone! Here is what I have coming up: Twice a month I offer Group Mentoring sessions where I intuitively bring you information from your soul - helping you clarify what is going on in your life, and offer guidance to support your journey and self empowerment. It's a crazy affordable introductory way to see yourself, understand what is going on in your system and walk away with practical steps to take. My next session is Friday 1/22 at 12:00 noon PST:

<https://veronicalee.as.me/?appointmentType=14285276>

01:02:06 Katrina Sawa: Those who are here for the LBMM, we're wrapping up the speaker network

01:02:52 Katrina Sawa: Those who are here for the LBMM, we're wrapping up the speaker network

01:03:21 Toni Gitles: GET THE FREE DOWNLOADABLE CAREGIVING GUIDEBOOK: THE 21 MISTAKES CAREGIVERS MAKE AND HOW TO AVOID THEM.

Jumpstart your caregiving experience with more ease. The free guide includes details about:

Prepare to Care Pre-Planning Checklist

Caregiver Assessment

Resources for Caregivers

<https://www.mycaregiverconsultant.com/newsletter>

01:03:28 Ken Krell: You've got to have INTEGRITY with all you do.

01:03:56 Ken Krell: Your sponsors are CLIENTS, too....

01:04:50 Ken Krell: I've paid up to \$20k to pay to play

01:06:05 Ken Krell: INVITATION ONLY—really important!

01:06:19 Ken Krell: Hope to see you guys next weekend for PRIDE :)

01:06:43 Leah Carr: Have a great weekend everyone

# ADDITIONAL RESOURCES YOU MAY WANT OR NEED:

**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://jumpstartyourbiznow.com/publishingwebinar/>

## **KATRINA'S WEBSITE DESIGN OR TECHY VIRTUAL ASSISTANT SERVICES**

(with her and her team): <https://jumpstartyourbiznow.com/techyservices> - 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)

## **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://jumpstartyourbiznow.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://jumpstartyourbiznow.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.jumpstartyourbiznow.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 screensharing what to do, using real client examples too and is just \$25. You will get instant access to it when you sign up here: <http://www.jumpstartyourbiznow.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://jumpstartyourbiznow.com/speakertraining/>

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

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

**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: [biwww.JumpstartYourbizNow.com/jsymarketing](http://www.JumpstartYourbizNow.com/jsymarketing)



## Katrina Sawa

Your Meetup  
Organizer, Award  
Winning Speaker,  
Jumpstart Your Biz  
Coach &  
International Best Selling Author  
with 8 books 916-872-4000  
[katrina@jumpstartyourbiznow.com](mailto:katrina@jumpstartyourbiznow.com)

PS: Get your Free Jumpstart Your  
Biz Kit now at  
[www.JumpstartYourBizNow.com!](http://www.JumpstartYourBizNow.com)

A promotional banner for 'Live B.I.G. Events'. On the left is a red heart with 'LIVE BIG' written inside. The center features the text 'Katrina Sawa &amp; JUMPSTART YOUR MARKETING PRESENTS Live B.I.G. Events'. Below this are logos for 'JumpStart Your Biz In a Weekend.com', 'Katrina Sawa's Speaker Success Bootcamp', and 'Love &amp; MONEY Live!'. On the right is a smaller portrait of Katrina Sawa. At the bottom, the website 'www.LiveBigEvents.com' is displayed. The background is decorated with falling dollar bills.









