



Webinar Replay & Chat Room Contents July 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!

On our call for July 7th 2020, we heard from Jackie Lapin on “BookedUp! The Easy Way to Get Booked to Speak All Over Town!”

On last night’s call we had a full house because everyone wanted to get Jackie Lapin’s tips on how to Get Booked more as a speaker! Jackie covered how to get a booker to pay attention, make a speaker one-sheet, how to pick the right opportunity so to not waste your time, and how to effectively sell yourself to a booker over the phone.

The ISN Presents...
Jackie Lapin
BookedUp! The Easy Way to Get Booked to Speak All Over Town!
Tue, July 7, 2020
5:00-6:00 pm PST

WEBINAR
International Speaker Network
www.iSpeakerNetwork.com

It was a great discussion, lots of ideas were flying plus we were able to do a hot seat with Ilene Rein about her new online program AND we had two INTERNATIONAL MEMBERS joining us tonight - whoo hoo!! See you on the next ISN webinar on Friday July 17th, 9-10 am PDT - please RSVP on meetup here now! <https://www.facebook.com/groups/ispeakernetwork/>. For replays, 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

00:07:19 Mila Johansen: Speaking all over the world about my book, *From Cowgirl to Congress*, about my famous grandmother who was a public speaker sharing the podium several times with Bernard Shaw, then with Eleanor Roosevelt and then in her 90s with Gloria Steinam and Marlo Thomas. Available on Amazon in and in local bookstores. Every woman's story of winning the right to vote.

00:07:57 Chuck Hooper: Chuck Hooper
email: Chuck@SpeakerPresenter.com
Web: <http://www.SpeakerPresenter.com>
Speaker. Author. Speaker Coach.

00:08:14 Ilene Rein: I am a Professional Recruiter with Marketing & Sales Resources, Inc. and President of Pounding Pavement 101.

Marketing & Sales Resources is a niche search firm focused on the recruitment of sales and marketing professionals.

At Pounding Pavement 101, I share the inside secrets from the view of the Recruiter to writing a resume that generates calls, creating a digital presence that gets noticed (or creates trust in businesses) and building confidence for your interview to get hired!

I work with Professionals, College Students and High School Students.

ILENE REIN
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MARKETING & SALES RESOURCES, INC.

Executive Recruitment

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www.marketingsalesresources.com

POUNDING PAVEMENT 101

Professional Navigation through the Job Search Process

ilene.rein@poundingpavement101.com

www.poundingpavement101.com

00:08:46 Keith Groshans: Keith Groshans, Rocket Juiced Studio Full Service creative and advertising studio based in NY. Keith@rocketjuiced.com

00:09:23 Jackie Lapin Get Booked Leads & Strategies: Want to get booked for more speaking, podcast, radio or virtual summits? See me! Jackie Lapin...

<https://www.SpeakerTunity.com> & <http://www.SpeakerTunityCities.com>

For radio/podcast tours with 30 interviews or more

<https://www.ConsciousMediaRelations.com>.

Reach me at Jackie@jackielapin.com, 818 707 1473 calendar link:

www.schedule.jackielapin.com

00:10:44 Barbara Ingrassia: BARBARA INGRASSIA

<https://www.managecopyright.com>

barb@managecopyright.com

508-277-0709

Speaker, Workshop Facilitator, Digital Content Licensor

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00:10:53 Katrina Sawa: =====

Hi everyone, I'm Katrina Sawa, speaker, author and 18 year business coach, author and speaker in the Sacramento, CA area... I love motivating, educating and inspiring entrepreneurs on how to jumpstart their businesses, make more money, 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, plus I run the Int'l Entrepreneur Network <http://www.iEntrepreneurNetwork.com> in addition to the Int'l Speaker Network which also has multiple zoom calls every month you can join. Access a TON of free trainings from me at

<https://www.jumpstartyourmarketing.com/freetrainings> - all things that will help you get more visibility and uplevel yourself as a bigger influencer. Reach out if you want to connect! katrina@jumpstartyourmarketing.com or 916-872-4000

=====

00:11:15 Gary McKinsey: My name is Gary McKinsey.

I am a marketing and communication coach.

I primarily coach Entrepreneurs and Business Leaders.

Who want to get past their fear of public speaking and improve their sales conversations.

So that they can increase their income.

Gary@GaryMcKinsey.com

<https://GaryMcKinsey.com>

Modesto, California

00:11:15 Ilene Rein: To help the 40 million people out of work, I have a resume coaching class Thursday, July 9:

FREE Webinar on RESUMES: Inside Secrets To Grab A Recruiter's Attention – Tips & Tricks

Next event: Thursday, July 9 at 7pm EST

<https://www.poundingpavement101.com/events>

Ilene Rein

POUNDING PAVEMENT 101

Professional Navigation through the Job Hunting Process

00:12:05 Ariann: Join me on the Universal Communication Adventure Summit beginning July 7th at

https://app.virtualsummits.com/membership/1133?access_token=9QUbwT1h8vFGyUx2vo8xvxCbG7tST1wtgVNdCSu5G_Y. I speak on communicating with your ancestors to help you clear generational family patterns. You can find me at <https://ancestrallineageclearing.com/>. I also do Shamanic work and Akashic Readings.

00:14:24 Ilene Rein: Keith is great! I connected with him last week. Highly recommend reaching out to him as a design contact.

00:14:48 Keith Groshans: thanks Irene....you aint so bad yourself lol

00:18:13 Keith Groshans: Bambi

00:18:53 Yvonne A Jones, Relationship Marketing Strategist: Yvonne A Jones - Relationship Marketing Strategist/Personal Business Coach/Int'l Speaker/Best Selling Author. 772.342.1034 email: Yvonne@YvonneAJones.com Founder of <https://50andWiserCoaching.com> and the 50 and Wiser Community on Facebook.

Learn more about my Group Coaching
<https://50andWiserCoaching.com/profit-circle>. I also offer a free ebook:
<https://50andwisercoaching.com/smallbizsuccess/>

00:21:19 Toni Gitles: Hi Everyone, I'm Toni Gitles. tonigitles@gmail.com
www.heartlightenterprises.com 407-304-6534.

People hire me to reduce the stress and overwhelm that accompanies taking care of an aging or ill parent or spouse, to help them make the hard decisions, to feel better when they have no where else to turn and feel frustrated and isolated.

I coach family caregivers in the areas of Preparation, Education, Organization and Planning from the beginning of the caregiving journey to after caregiving a loved one ends. I am a Certified Caregiving Consultant, Educator, support group facilitator and Dementia Care Practitioner.

I am a ballroom dance competitor and love gardening and playing with my 9-year-old Maltese, Jasmine. I took a bucket list trip to New Zealand in February and saw the Northern Lights! Whoo Hoo

I offer a free 30-minute get-to-know you call at
www.heartlightenterprises.com/booknow

00:21:46 Haim O: Haim@inmotioncoach.com Holistic Alternative Psychology Master. 516-424-6289.

00:23:10 Katrina Sawa: Ryan and anyone new to speaking... go get access to a free speaker audio training I did to get started somewhere:
<http://www.jumpstartspeakertraining.com/> it can be very helpful!

00:23:57 Ilene Rein: <https://www.poundingpavement101.com/shop>

POUNDING PAVEMENT 101
Professional Navigation through the Job Search Process
Speaker/Author/Consultant
ilene.rein@poundingpavement101.com
www.poundingpavement101.com

BOOKS & TEMPLATES

RESUMES: Inside Secrets To Grab A Recruiter's Attention

INTERVIEWS: Inside Secrets To Grab A Recruiter's Attention

High School Resumes for College Applications

Resumes for College Students

Interview Preparation for College Students

00:24:04 Ryan Flynn: thank you Katrina!

00:25:09 Ilene Rein: Yes, it is a great group!

00:25:37 Dara Connolly: I work with women to live Confident, Fearless & Safe. Speak up to be heard (even when your wifi isn't working 😊) Get paid what you deserve & repel sexism, bullying or harassment.

00:26:08 Dianne: Real Estate Maven- DianneSellsHouses.com. Working with buyers and sellers for 20+ years. Also a professional church musician enhancing spiritual lives. Run several networking groups. Wonderful one for women: www.westhartfordwomeninnetworking.com

00:26:14 Mailys: Hello, I'm sorry I couldn't find the password to get in the meeting!

00:26:26 Barbara Ellison: Barbara Lunan-Ellison CuttingEdge Revitalization Blueprint 5 simple steps for mid-life widows who are ready to move on mentally, emotionally and financially.

00:26:44 Mailys: And my connection is unstable 😞

00:27:09 Barbara Ellison: Barbara Lunan-Ellison text 815-345-2555 to connect

00:28:37 Dara Connolly: Confidence Mastermind- for women all around the world. www.DaraConnolly.com

00:29:54 Katrina Sawa: Michele and anyone interested in writing a book and either knows what type of book you want to write or you don't, either way... 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/>

00:30:25 Katrina Sawa: Rockstar Speaker Booker!!!

00:34:05 Mailys: My expertise is in developing Leadership Skills and Sales & Negotiation skills : Sell more in less time 😊

00:34:38 Katrina Sawa: What's your last name Mailys? how can we connect with you?

00:34:40 Mailys: My talk is about Happiness at Work

00:34:57 Katrina Sawa: Access a TON of free trainings from me at <https://www.jumpstartyourmarketing.com/freetrainings> - all things that will help you

get more visibility and uplevel yourself as a bigger influencer.

00:35:28 Mailys Gatimel: Mailys Gatimel

00:36:04 Mailys Gatimel: [linkedin.com/in/mailysgatimel](https://www.linkedin.com/in/mailysgatimel)

00:36:06 Katrina Sawa: Yes, building a prospect list from looking on LinkedIn is a great strategy... call, send direct mail package, call again and a little private messaging... but I wouldn't email them until they say it is ok.

00:37:29 Katrina Sawa: Do event and conference producers really list their big conf on [eventsinamerica.com](https://www.eventsinamerica.com) and [allconferences.com](https://www.allconferences.com)?

00:37:30 Yvonne A Jones, Relationship Marketing Strategist: LinkedIn: <https://www.linkedin.com/in/YvonneAJones>. I welcome invitations to connect.

00:46:20 Barbara Ellison: text me 815-345-2555 leave your name and this group and I'll get back to you

00:48:13 Marilla Arguelles: Jackie, what suggestions do you have for speaking internationally?

00:48:28 Jackie Lapin Get Booked Leads & Strategies: www.speakertunitycities.com ...fill in the bottom form!

00:50:40 Jackie Lapin Get Booked Leads & Strategies: www.relevantstrategysheet.com

00:51:42 Katrina Sawa: The other way to get booked you guys is to HOST YOUR OWN EVENT! ;-) I would love to help you get that going - live or virtually... I'm really good at doing them AND monetizing them!!! Reach out if you want to talk about doing ANY kind of event. Mark your calendar for a free webinar I'm doing about this topic on July 30th from 4:00-5:00 pm PDT! (right before my Int'l Entrepreneur Network call that day) Register here now!
<https://www.mcssl.com/WebForms/WebForm.aspx?wid=a365f4ea-e220-4d0b-b6ae-05ec3ed83dd1>

00:56:35 Jackie Lapin Get Booked Leads & Strategies: www.speakertunity.com/seduce

00:56:41 Dianne: Thank you- stay well, everyone!

00:57:01 Mailys Gatimel: Thank you!!

00:57:37 Jackie Lapin Get Booked Leads & Strategies: <https://www.speakertunity.com/seduce>

00:58:13 Jackie Lapin Get Booked Leads & Strategies:
<https://www.speakertunitycities.com> (fill in the form to request your market

00:58:41 Jackie Lapin Get Booked Leads & Strategies:
<https://www.relevantstrategysheet.com>

01:00:15 Marilla Arguelles: Ilene, have you connected with Nancy Juetten about this? Sounds like something right up her alley to network about.

01:02:11 Marilla Arguelles: Nancy has lots of ways you can seque with her or solo following her Bye-Bye Boring Bio strategies.

01:03:45 Katrina Sawa: Go ahead and post your events and what you have coming up in the chat!!

01:03:49 Chuck Hooper: Got to run. Thanks!

01:04:02 Michelle Althiser: Michelle & Roger provide sexuality and playful-life coaching to happy couples wanting to maximize their fun, flirtation, and sexuality in and beyond the bedroom.

Book Michelle for after-lunch speeches that will energize your women's or couples' retreats. Or book Michelle AND Roger for ½ day or all day workshops to dip-your-toes into our Get Your Sexy Back Program.

michelle@playwifeplan.com

01:04:46 Michele iPhone: Thanks!

01:04:53 Ilene Rein: To help the 40 million people out of work, I have a resume coaching class Thursday, July 9:

FREE Webinar on RESUMES: Inside Secrets To Grab A Recruiter's Attention – Tips & Tricks

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Ilene Rein

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Would love to chat with you to see how we can support each other!

<https://calendly.com/ilene-rein/letschat>

01:05:07 Ada Lloyd: Download The 7 Pillars of a Happy & Successful Life at adalloyd.com/7pillars

01:05:52 Katrina Sawa: On July 18th I'll be sharing money making tips on my friend Tim Gillette's Blog & Video Con Virtual event - join us FREE inside his FB group, it will stream there live OR pay a few bucks and come to the zoom call and interact with speakers and Tim live.

FB group: <https://lnkd.in/gda42n6>

Event webpage for live virtual participation: Register at www.SimpleEasyEvents.com It's just \$20 and \$10 of each ticket sold will be donated to this months featured charity partner.

01:06:35 Barbara Ellison: gift give away Bit.ly/GiftGiveAway2020

01:07:12 Barbara Ellison: collaboration event. Bit.ly/Collaborate2020

01:07:42 Jackie Lapin Get Booked Leads & Strategies: Talent JV Mastermind: www.TopTalentJV.com Hosted by David Fagan

01:08:13 Ilene Rein: Thank you Katrina!

01:08:51 Katrina Sawa: <http://ispeakernetwork.com>

01:08:53 Ada Lloyd: Thanks

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,
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