



## Webinar Replay & Chat Room Contents May 22, 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 May 22nd 2020, we heard from Sarah Binger on Having a Strategy for Generosity**

On this webinar, Sarah, an expert in cloud-based bookkeeping services, gave a high-level and detailed practical example of having a strategy for generosity. She explained why to have this strategy, what needs to be considered, and how to get started!

The ISN Presents...  
**Sarah Binger**  
Having a Strategy  
for Generosity  
Fri, May 22, 2020  
9:00-10:00 am PST

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

We covered how to create a plan to stretch your dollar through time and other resources. Sarah challenged the attendees to come up with their own personal strategy to give away \$1 million. We topped off the meeting with a hot seat! Go listen back to this one if you're a speaker, author, or entrepreneur of any kind! 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:** <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

00:07:59 Bonnie: Hi Everyone,

00:09:43 Bonnie: I am Bonnie McVee I coach women in mid-life who have had a wake-up call through a unexpected circumstance that has them in a transition, so that they can know what they want next in life by following their heart and intuition.

00:10:03 Bonnie: [www.saltandpeppercoaching.com](http://www.saltandpeppercoaching.com)

00:10:22 Ilene Rein: Hi All  
I am a Professional Recruiter with Marketing & Sales Resources, Inc. and President of Pounding Pavement 101.

I share the inside secrets to writing a resume that generates calls, creating a digital presence that gets noticed and building confidence for your interview to get hired!

Ilene Rein

Recruiter/Partner | MARKETING & SALES RESOURCES, INC.  
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[ilene.rein@marketingsalesresources.com](mailto:ilene.rein@marketingsalesresources.com)

Coach/Speaker/Author | POUNDING PAVEMENT 101  
Professional Navigation through the Job Hunting Process

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Job Search | Resume Development | Interview Prep  
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llene.rein@poundingpavement101.com  
201-785-4422

00:10:54 Barbara Ellison:  
<https://thrivecart.com/affiliates/successjourneyacademy/vip-ticket/> Barbara  
Lunan Ellison Happiness Expert Personality Science Trainer [bit.ly/Barbcode](http://bit.ly/Barbcode)  
815-345-2555

00:14:18 Dagmar Fleming: Hello, Dagmar Fleming here. I'm Founder of Unlock Your Success mentorship programs for entrepreneurs who want to break through their blocks so that they can accelerate their growth, amplify their income and fulfill their life purpose. My signature workshops are Triple Your Money Mindset and Rock Your Sales [www.dagmarfleming.com](http://www.dagmarfleming.com) 414-801-5041  
[dfleming@dbfinternational.com](mailto:dfleming@dbfinternational.com)

00:14:55 Sarah Binger: Dreambuilder Bookkeeper! I am an online bookkeeper (i.e. I can work with anyone in the country!) and I love to work with people who have a mission to change the world. Did you start your coaching/speaking business in order to sit in front of the computer and do your books? No? Didn't think so. If that overwhelms you, I can help you build your dream. Sarah Binger, (541) 525-0380 [sarah@dreambuilderbookkeeper.com](mailto:sarah@dreambuilderbookkeeper.com)

00:18:58 Mila Johansen: My book From Cowgirl to Congress just published on Amazon about my famous suffragette grandmother who helped raise me. Jessie butler wa on the frontline of the suffrage movement in 1920. The book is to celebrate the 100th anniversary this August 18th. She was there and you get to be a fly on the wall.

00:22:49 Dagmar Fleming: Accounting will put nearly everyone to tears :)

00:23:59 Katrina Sawa, Biz Coach: 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 [www.JumpstartYourMarketing.com/freetrainings](http://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! I run the ISN and also:

00:24:05 Katrina Sawa, Biz Coach: The Int'l Entrepreneur Network has 3 zoom mastermind calls for just \$7/mo, info at [www.iEntrepreneurNetwork.com](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.

00:25:32 Katrina Sawa, Biz Coach: 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](http://www.iSpeakerNetwork.com)

00:26:07 Katrina Sawa, Biz Coach: you can be interactive.... just call us out

00:26:11 Cheryl Jackson: Hi all! Glad to be here. I am an industrial psychologist working with corporations and small businesses to help them run more efficiently from a change and talent management perspective. I am most passionate about making these principles accessible to small businesses and non-profits. I also encourage professional women to relentlessly pursue their purpose, guilt free. I have two published books on Amazon and Christian Faith Publishing: Strong. Brave. Powerful. and Family Business. I also blog at [www.ThePsychoMom.com](http://www.ThePsychoMom.com) [www.DrCherylLeJewellJackson.com](http://www.DrCherylLeJewellJackson.com)  
[Cheryl@CherylLeJewell.com](mailto:Cheryl@CherylLeJewell.com)

00:26:37 WellBEing Jill Bernard: hi all! sorry I was on the road earlier on mute.  


00:27:58 Katrina Sawa, Biz Coach: OH it was you Jill... maybe set up your zoom account so it says your full name and shows your photo if not on video. ;-)

00:29:17 Katrina Sawa, Biz Coach: this is why I typically will also tip 20% because it's 2 times 10% - easy math LOL

00:30:56 Yvonne A Jones, Relationship Marketing Strategist: Yvonne A Jones, 772.342.1034 email: [Yvonne@YvonneAJones.com](mailto:Yvonne@YvonneAJones.com). Websites: <https://50andWiserCoaching.com> and <https://YvonneAJones.com> I'd love to invite you to join me and my collaborative partner, Ellen Contreras for a Free Sales and Customer Service Masterclass on Thursday, May 28, 2020 at 6pm EST. Register <https://us02web.zoom.us/meeting/register/tZUtf-mhrz0qGtxfj38Xu2KNJakZJZ5NcEOw>

00:31:31 Katrina Sawa, Biz Coach: I love this because I don't want people to be budgeting what they have, I want them to think about what they truly WANT then create a budget and money goal for what they NEED to make or generate in their business.

00:31:42 Katrina Sawa, Biz Coach: it's constricting

- 00:32:58 Katrina Sawa, Biz Coach: love that!
- 00:33:43 Katrina Sawa, Biz Coach: live with contentment .... for now at least, then make goals to make more money to get where you WANT to be
- 00:35:08 Barbara Ellison: Mine is to give away 50% of my income.
- 00:35:55 Barbara Ellison: Start a bank to give money to struggling entrepreneurs.
- 00:36:23 Ilene Rein - Recruiter/Job Coach/Speaker: That is so wonderful Barbara!
- 00:36:33 Katrina Sawa, Biz Coach: love this visual because it doesn't have to be \$500 to ONE entity or place, never thought of it like that
- 00:37:04 Katrina Sawa, Biz Coach: Wow Barbara, great!
- 00:39:25 Dagmar Fleming: I lived in Milwaukee too back in 2008
- 00:41:04 Cheryl Jackson: Looks like your thought is pay down debt and save at the same time versus debt first. Can you expand on that?
- 00:41:31 WellBEing Jill Bernard: I find that when I give with love and joy and inspiration, for no other reason, it always comes back... magically
- 00:42:55 Ilene Rein - Recruiter/Job Coach/Speaker: I have been a Mentor for FIRST Robotics for 10 years inspiring the next generation into STEM fields.  
[www.firstinspires.org](http://www.firstinspires.org)
- 00:43:23 Ilene Rein - Recruiter/Job Coach/Speaker: Barbara, now you are the 'peanut butter lady'!
- 00:45:55 Ilene Rein - Recruiter/Job Coach/Speaker: To help the 38 million people out of work, I have a free resume coaching class coming up:  
FREE Coaching Call on RESUMES: Inside Secrets To Grab A Recruiter's Attention – Tips & Tricks  
Next event: Wednesday, May 27 at 10am EST  
CODE: MAY27  
<https://www.poundingpavement101.com/events>

Ilene Rein  
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00:46:47 Cheryl Jackson: It's so powerful to give people one, specific thing to do. It can feel overwhelming to just "raise money" or "donate food", like your one contribution won't make a difference. This avoids the bystander effect. Awesome idea!

00:47:56 Barbara Ingrassia: Barbara Ingrassia  
<https://www.Managecopyright.com>  
barb@managecopyright.com  
5082770709  
Grab my new free ebook:  
5 Steps to Guard Your Goldmine

00:48:08 Ilene Rein - Recruiter/Job Coach/Speaker: I had helped a first generation college graduate from Haiti with his resume and prepared him for an interview. Within 2 weeks he was employed in an IT career!

00:48:39 Yvonne A Jones, Relationship Marketing Strategist: Have a great day and weekend, Everyone! Thanks Katrina.

00:49:13 Katrina Sawa, Biz Coach: Hi Barbara Ingrassia - introduce yourself in the chat!

00:49:28 Katrina Sawa, Biz Coach: Awesome Ilene!!

00:49:33 Barbara Ingrassia: Barbara Ingrassia  
<https://www.Managecopyright.com>  
barb@managecopyright.com  
5082770709  
Grab my new free ebook:  
5 Steps to Guard Your Goldmine

00:49:52 Dagmar Fleming: I seem to be experiencing issues with zoom - I don't hear full sentences. Is anyone else experiencing this?

00:50:10 Cheryl Jackson: It's smooth for me.

00:50:18 Ilene Rein - Recruiter/Job Coach/Speaker: all good here

00:50:36 Cheryl Jackson: Try turning your video off. Your bandwidth may not be able to do both well.

00:50:36 Katrina Sawa, Biz Coach: no Dagmar

00:50:43 Gary McKinsey: Speaking & Presentations Coach: No, sound is good.

00:51:04 Barbara Ellison: I have to go. I have another zoom. Great information. Sarah I would love to connect with you.

00:51:18 Ilene Rein - Recruiter/Job Coach/Speaker: by Barbara! Have a great weekend!

00:51:45 Sarah Binger: [sarah@dreambuilderbookkeeper.com](mailto:sarah@dreambuilderbookkeeper.com)

00:51:56 Sarah Binger: 541-525-0380

00:51:59 WellBEing Jill Bernard: I live below my means and save. I'd like to learn how to have a budget even though I have no debt.

00:52:06 Sarah Binger: Sarah Patchouli Binger

00:52:09 WellBEing Jill Bernard: so I can live more fully and intentionally

00:52:23 Ilene Rein - Recruiter/Job Coach/Speaker: Great presentation Sarah! :)

00:52:34 Mila Johansen: Thank you, everyone. Have to run to another meeting.

00:52:46 Katrina Sawa, Biz Coach: Here is a great tool that I have, it's a worksheet to really figure out how much you truly need to make every month in your business... it adds in line items for the fun and other things you may not be paying for now but NEED to help you grow your business. It's free and you can get access to it here: <https://jumpstartyourmarketing.com/neednumber/>

00:52:54 Bonnie McVee: I have to go I have another call, Thank you!

01:06:42 Dagmar Fleming: This was GREAT! Thank you Katrina and Sarah. I've got another training starting now so am going to jump off

01:06:54 Ilene Rein - Recruiter/Job Coach/Speaker: To help the 38 million people out of work, I have a free resume coaching class coming up:

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

Next event: Wednesday, May 27 at 10am EST

CODE: MAY27

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

Ilene Rein

POUNDING PAVEMENT 101

## Professional Navigation through the Job Hunting Process

01:07:02 WellBEing Jill Bernard: thanks everyone! I'm @ilovewellbeing on all social

01:07:30 Ilene Rein - Recruiter/Job Coach/Speaker: As a Recruiter, Speaker and Author, I have published books with resume, cover letter and email templates.

### 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

I work with Professionals, College Students and High School Students

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01:08:13 Ilene Rein - Recruiter/Job Coach/Speaker: Wonderful!

# ADDITIONAL RESOURCES YOU MAY WANT OR NEED:

**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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