



**International** Speaker, Author &  
**Entrepreneur Network**  
www.iSpeakerNetwork.com

## Webinar Replay & Chat Room Contents February 5, 2019

A free benefit of being a member in the now International Speaker, Author & Entrepreneur Network (formerly the Sac Speaker Network) is to be able to attend these monthly webinars - including getting to hear expert speakers from around the world!

### **FEBRUARY 2019 we heard from, Linda Hollander on the Top 5 Ways to Attract Corporate Sponsors**

Watch the replay of this talk plus get to know a few of our members, what they're up to AND... everyone who showed up live got the opportunity to share their free offers, gifts and websites so you might want to take a look and see what goodies you can glean from them!

Here is the **REPLAY LINK** from this webinar: <https://youtu.be/ggYZ4rLiwR4>

But you can also check out 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!**

\*\*\* <https://www.meetup.com/sacramentospeakersnetwork> \*\*\*

**Linda Hollander**  
Presents  
"Top 5 Ways to Attract Corporate Sponsors"  
Tuesday, February 5th, 2019  
5:00pm - 6:00pm PST

Free Webinar

**International** Speaker, Author &  
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www.iEntrepreneurNetwork.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

17:03:13 From Michele Mariscal : hey everyone! i'm in the middle of my book launch today! the book is Growing Through Grief and here is the link for the Kindle Best Seller campaign copy today at 99 cents!!  
<https://amzn.to/2TtWVZL>

17:03:22 From Linda : Hi Everyone, Looking forward to sharing information about how to get funding from sponsors.

17:06:51 From Barbara Ingrassia : Barbara Ingrassia  
[www.ManageCopyright.com](http://www.ManageCopyright.com) barb@managecopyright.com 508-277-0709  
GUARD YOUR GOLDMINE

17:08:16 From Barbara Ellison : Barbara Ellison - Timed Partner Media -  
[www.timedpartner.com/your-website-builder-buddy](http://www.timedpartner.com/your-website-builder-buddy)

17:08:34 From Cindy Sharp : Are you living - The Self-Loved Life?

17:08:52 From Cindy Sharp : [www.thesefflovedlife.com](http://www.thesefflovedlife.com)

17:09:48 From Patrice Lynn : Patrice Lynn, RISE to Success - Brain Training Expert. Speaker - Author - Coach with 25 years experience. Saturday, March 2nd Workshop. [www.patricelynn.com](http://www.patricelynn.com)

17:15:23 From Carrie : Do you know a nonprofit cause that needs more money? I'm Carrie Purkepile the Fundraising Writer. I specialize in raising more money for nonprofit organizations around the country.  
[www.fundraisingwriter.life](http://www.fundraisingwriter.life)

17:18:00 From Carrie : Yay Michelle!

17:20:29 From Katrina Sawa : Hey everyone this is being recorded and will be available on this page along with the other webinars:  
<https://jumpstartyourmarketing.com/sacspeakerwebinars>

17:21:10 From Katrina Sawa : So many people start events and DON'T put themselves on stage - good for you!

17:21:31 From Gary McKinsey : Gary McKinsey . I work with individuals that want to use public speaking to market their business and increase sales. E Mail [Gary@GaryMcKinsey.com](mailto:Gary@GaryMcKinsey.com)

17:22:30 From rich\_ : Would love it if Webinar attendees would help me get my book on the Amazon sales charts. Parker's Story: Essays on Autism and Awesometism. [https://www.amazon.com/Parkers-Story-Essays-Autism-Awesometism/dp/1542553334/ref=sr\\_1\\_1?ie=UTF8&qid=1549416056&sr=8-1&keywords=rich+seiber](https://www.amazon.com/Parkers-Story-Essays-Autism-Awesometism/dp/1542553334/ref=sr_1_1?ie=UTF8&qid=1549416056&sr=8-1&keywords=rich+seiber)

17:23:31 From Patrice Lynn : How do you get sponsors????

17:24:51 From Katrina Sawa : Rich, is it launching on Amazon today??? If not you can share it on the FB group when you are ready. Michele is promoting hers today because it's her "launch day" so the 24 hour period is critical for a #1 best seller launch

17:25:25 From rich\_ : No, it is not launch day. Thanks for the insight.

17:28:00 From Patrice Lynn : Do you have to have a big social media following ??

17:28:06 From Carrie : More information about pricing appropriately

17:29:15 From Katrina Sawa :

### **Top 5 Ways to Get Corporate Sponsors:**

- 1) Be clear about your demographics
- 2) You want an amazing sponsor proposal
- 3) Promise Deliverables (what will you give them specifically?)
- 4) Don't sell yourself short (some things matter to others for certain sponsors, know what matters most to them and ask for a lot more than you think they'll give - \$10,000 - \$100,000 per sponsor each year!!! OMG) Get renewable agreements!
- 5) Whenever possible make appointments and LISTEN - don't just go in and pitch, ask them questions, make a fact finding mission, what are their marketing goals, submission process, which sponsorships have they done before, how do they measure success.... go get em!!

17:30:48 From rich\_ : What percentage of your sponsors renew from year to year?

17:33:16 From Katrina Sawa : Linda says about pricing, you can do in levels: Visibility Level - Connection Level - Media (Traditional) - Naming Rights

17:35:49 From Carrie : I didn't understand what you said about proprietary email address

17:39:55 From Katrina Sawa : 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/>

17:44:22 From rich\_ : [www.sponsorconcierge.com](http://www.sponsorconcierge.com)

17:47:47 From Carrie : what was the term for this type of sponsor?

17:48:59 From Katrina Sawa : If you want to do what I do... come to one of my events so you can learn about all that I actually do and how I do it (and/or delegate it!) ;-). Seriously, my events are full of action oriented tactical things you can do to grow your business, get clients and make more money. So many little things get lost when you get distracted with so many ideas and opportunities... you can't let that happen. I help you find the holes and opportunities to create more of a consistent revenue generating business and I show you HOW. There are 3 upcoming events - two specifically about being a speaker or making money from speaking and then the March 6-8 event, Love & Money LIVE! is more of an all encompassing event for business owners - new and seasoned. You just have to trust me that they will be JUST WHAT YOU NEED! Go find out about all of them at [www.LiveBigEvents.com](http://www.LiveBigEvents.com)

17:49:37 From Katrina Sawa : Coupon code for Love & Money Live to come for \$97 is : 200OFF

17:49:49 From Katrina Sawa : [www.LoveandMoneyLive.com](http://www.LoveandMoneyLive.com)

17:50:13 From Patrice Lynn : wonderful info!!!!

17:50:23 From Patrice Lynn : Thank you LINDA!!!

17:50:35 From Johnny Lujan : outstanding!!!!

17:50:58 From Linda : Linda Hollander web site is

17:51:08 From Linda : [www.SponsorConcierge.com](http://www.SponsorConcierge.com)

17:51:39 From Linda : Click on Free Class for the webinar on February 6 and you can also get the #1 Secret for Getting Sponsors.

17:52:00 From Patrice Lynn : Thank you Katrina!!!  
17:52:34 From Cindy Sharp : Thank you  
17:52:38 From Cindy Sharp : !!  
17:54:55 From Patrice Lynn : Michelle - CONGRATULATIONS!!!  
17:54:59 From Linda : I love the theme "Think Beyond"

17:55:13 From Katrina Sawa : check out Public Speakers Assoc online summit this week: <http://publicspeakersassociation.com/psa-events/summits-3/thinking-beyond-summit-feb-7th/>

17:55:16 From Patrice Lynn : Michelle - YOU ARE A BESTSELLING AUTHOR!

17:55:16 From Tina : Tina Marsan - [www.SoulInPower.com](http://www.SoulInPower.com) I am in the beginning phase of launching my business full force! My new website will be replacing the current one early next week. Destiny Talks will be publishing this month on February 28th! Our launch party will feature John Shin in April!

17:57:56 From Gary McKinsey : Using Public Speaking to Market Your Business is the topic I am presenting 2/14/2019 Business Women's Center from 9:30 to 12:30 . This is a free event. Address 1792 Tribute Drive , Sacramneto

17:58:46 From Michele Mariscal : thanks everyone for your support :-)  
book launch day is exciting.....but now i'm sleepy LOL

17:58:51 From Carrie to Katrina Sawa (Privately) : Will I see you Thursday at the 100+ Women's group? Thank you sooo much for connecting me there!

18:02:33 From Katrina Sawa : Don't forget to grab some free trainings on my site at [www.Jumpstartyourmarketing.com/freetrainings](http://www.Jumpstartyourmarketing.com/freetrainings)

18:02:36 From Linda : Thank you everyone for your kind words.

18:03:41 From Patrice Lynn : Linda, would love private call  
18:03:48 From Carrie : I'd love a private call Linda! Let's talk.  
carrie.purkeypile@gmail.com  
18:03:50 From Patrice Lynn : patrice Lynn  
18:04:20 From Patrice Lynn : Linda, private call.  
[plynn22911@gmail.com](mailto:plynn22911@gmail.com)

## **FREE TRAININGS AND RESOURCES OR EVENTS FROM KATRINA:**

17:45:32 From Katrina Sawa : Get your free speaker audio training online at [www.JumpstartSpeakerTraining.com](http://www.JumpstartSpeakerTraining.com)

17:49:22 From Katrina Sawa : here's our FB group for the meetup Speaker, Author group: <https://www.facebook.com/groups/sacspeaker> everyone join if you're not a part of it yet

17:50:37 From Katrina Sawa : Learn more about the meetup group here and RSVP to an upcoming webinar or in person lunch!

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17:54:45 From Katrina Sawa : Learn the business of speaking at Katrina Sawa's Get Started Speaking one day seminar, Friday, February 22nd in Roseville, CA. 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

<https://jumpstartyourmarketing.com/getstartedspeakingfeb2019/>

17:43:19 From Katrina Sawa : I also have a \*pre-recorded\* 2/5 hour big picture business planning webinar - sign up for \$57 here and do it at your own pace this month! <https://jumpstartyourmarketing.com/coaching-bizplanwebinar/>

17:45:18 From Katrina Sawa : I help entrepreneurs make a lot more money doing what you love. This includes 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](http://www.JumpstartYourMarketing.com).

# ADDITIONAL RESOURCES I THOUGHT 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!

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