



Webinar Replay & Chat Room Contents March 19th, 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 March 19th 2021, we heard from Wanda Allen on "**Follow Up Strategies That Will Get You More Clients & Close More Sales**".

On today's call Wanda Allen shared a ton of tips on how to do better follow up so you could get a lot more clients, then a very lively discussion followed about CRMs and so much more.

Definitely check this webinar out if you are NOT paying much attention to your followers, subscribers, prospects or clients - **YOU NEED TO FIX THAT**. We also got to give Toni Gitles a hot seat about her upcoming book ideas. Join us next time to get the hot seat featured on you!

Enjoy the replay and we'll see you on the next ISN Webinar Tuesday, April 6, 2021 4:00 PM to 5:00 PM PDT

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>

The ISN Presents...
Wanda Allen
Follow Up Strategies
That Will Get More Clients
& Close More Sales
Fri, March 19, 2021
9:00-10:00 am PST
www.iSpeakerNetwork.com

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

3/19/21 CHAT ROOM CONTENTS:

00:44:37 Chuck Hooper: Chuck Hooper

email: Chuck@SpeakerPresenter.com

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

Speaker Coach. Speaker. Author.

00:47:09 Toni Gitles: Looking to speak to family and professional caregivers, health care professionals and physician groups such as neurologists, general practice, etc

00:48:08 Mary Scott:

Mary Scott, consultant. Business Riff

Mary.scott@makebelievetv.com

917-628-6322

<http://MSbusinessriff.com>

<https://www.linkedin.com/in/mary-scott-stl/>

Using IMPROV to IMPROVe your Business

Book a Consult & PAY ME WHAT YOU WANT

Really! No fees discussed.

<https://calendly.com/makebelieveoffice/of-mary-scott>

00:49:32 Mary Scott: Sorry, that

<https://calendly.com/makebelieveoffice/15min?month=2021-03nk> wasn't good. Here's the good one

00:49:57 Mary Scott:

<https://calendly.com/makebelieveoffice/15min?month=2021-03>

00:53:00 Katrina Sawa: Hi everyone, I'm Katrina Sawa, speaker, 7x 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>

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

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>

00:53:06 Toni Gitles: Jackie - please put your contact info in the chat. love to oconnect

00:53:17 Katrina Sawa: I'm looking for connections to or with people who:

- Need help with marketing, getting clients, promotion or growing your biz
- Are trying to create online programs, high-end programs, events, website
- Want to become an author - I have the Jumpstart Your _____ book, compilation opportunity every year

<https://jumpstartyourbiznow.com/jumpstartcompilation>

- Want to get more clients from Zoom events - I show people how to effectively network, work the room and make easy yes offers, the program I'm starting this month is Jumpstart Your Networking, info here:

<https://jumpstartyourbiznow.com/jsynetworking>

- Want to monetize speaking opportunities or get started speaking more or even applying TO SPEAK, I run the Int'l Speaker Network <http://www.iSpeakerNetwork.com>

00:54:10 Katrina Sawa: The Jumpstart Your Biz virtual event happens April 28, 29 & 30, 9-2 pm PDT

<https://jumpstartyourbiznow.com/jumpstartvirtual2021>

- In this training, Katrina Sawa helps you jumpstart your business and plot out your entire 3-year entrepreneurial roadmap for a consistent moneymaking business doing what you love. It's a very interactive business, sales and marketing training. Tickets

range from \$147 - \$297 and you get the printed workbook in the mail plus a bunch of other goodies! You also will get the recordings of the whole thing plus a couple bonuses and 14 additional business/marketing templates you can use to save time. Go here to sign up now:

<https://jumpstartyourbiznow.com/jumpstartvirtual2021>

00:54:17 Jackie Bailey: Jackie Bailey

Director@SpeakFeedLead.Org

Speak with Power, Feed in Word, Lead with Influence

<https://calendly.com/speakfeedlead/collaborative-conversation>

00:54:44 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>

00:54:48 Krista Giannak: I can't make that event next week, will you be repeating it?

00:55:01 Dr. Michelle Peticolas: Hi everyone, I'm Dr. Michelle Peticolas, speaker, author, and life transformation coach based in the San Francisco Bay Area. I love helping women to create a better relationship with their body and brain so they can have more joy and success in health, wealth and love life. I offer both private 1 on 1 coaching and small group programs, a free FB group, newsletter and other free resources on how to create a great life makeover. <https://www.secondchancesecrets.com>

I'm giving a cost-free workshop next Tuesday called BodySpeak for women struggling with overwhelm, stress, physical or emotional challenges. I will be sharing my most powerful tool for emotional release and healing. Register: <https://bit.ly/3b7rclQ>

00:55:56 Mila Johansen Pen to Published: From Pen to Published <https://milajohansen.com>

00:56:02 Dr. Michelle Peticolas: Hi Krista, my event will be

recording and I will send the recorded link to all those who register.

00:56:54 Roshel Merriweather: Hi! I'm Author Roshel Merriweather. I'm the author of the bestselling children's book Karson Goes to School and the upcoming book Karson Goes to the Flea Market. It's based on a child with ADHD. I have a passion for bringing a voice to children with ADHD and also to people who have had challenging beginnings. You can reach me at: <https://roshelmerriweather.com> or roshelmerriweather@gmail.com

00:57:04 Toni Gitles: Looking for author of children's books on dementia, current books out or willing to work on a project. Rochelle would like to connect.

00:57:17 Katrina Sawa: love that, lighting fires

00:58:01 Krista Giannak: Interested, Mary.

00:58:24 Amber DeAnn: I'm Amber DeAnn, life coach, writer, speaker, hypnotherapist at <https://coachingbyamber.com>
I help people break out of stuck and break relationships patterns to shift mindset and self image.

00:58:31 Norine Brown: My name is Jeffrey

00:58:52 Heather Tucker, PhD: Aloha, I'm Dr. Heather Tucker CEO/Life Harmony Coach, Speaker, and Trainer for Another Level Living, Inc. We support entrepreneurs in achieving success in Business/Life Harmony. We are the only professional training and coaching company that produces powerful transformations for entrepreneurs who want to overcome great challenges and stand fully in their power, unshakable, so that they can master communication and relationships in both business and life with ease and grace. Learn more at

<https://www.AnotherLevelLiving.com>

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

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

<https://www.instagram.com/anotherlevelliv/>

01:00:08 Heather Tucker, PhD: Free 4-Part Biz/Life Harmony Masterclass happening now. See details and register now.
www.AnotherLevelLiving.com/MasterClass

01:01:00 Krista Giannak: Webinar - Knowledge with Purpose:
Succeeding as a Blogger or Content Creator:

<https://is.gd/kwp0303>

Krista Giannak, Wise Words That Matter.

Sharing your knowledge and your stories.

www.WiseWordsThatMatter.com

Krista@WiseWordsThatMatter.com |

www.linkedin.com/in/KristaGiannak

01:03:58 Veronica Lee: Veronica Lee, Transformational
Visionary, Speaker, Writer, Mystic, Intuitive and Spiritual Mentor

<https://veronicalee.tv>

veronica@veronicalee.tv

I guide people back to reclaiming their soul truth, inherent power
and essential joy through mentoring, intuitive readings, speaking
and writing.

Twice a month, I offer a group mentoring session called Soul-In-
Formation... and today at noon I still have two spots left! \$44-\$60
to join: <https://veronicalee.as.me/?appointmentType=14285276>

01:05:22 Katrina Sawa: I believe it!!

01:05:33 Katrina Sawa: I used to!!

01:05:59 Mary Scott: If you can't followup within 48 hours, do
even go to the event!

01:06:13 Katrina Sawa: right Mary...

01:06:53 Katrina Sawa: stick around and I'll take a photo of
the group when Wanda is done, remind me!

01:09:44 Katrina Sawa: WEBINAR AGENDA:

=====

10 min - Welcome from Katrina Sawa (host) and Reminders on
upcoming events, member & group announcements

15 min - Member "quick" introductions

15 min speaker + Q&A

10 min - 5 minutes in the spotlight hot seat for one or two members on the call

2 min - Last-minute shout out for free gifts, links, events and more (to be placed in chat room for easy access for all)

01:10:01 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.:

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Our Int'l Speaker Network Facebook group is here:

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

01:11:22 Krista Giannak: More role models of people I don't want to be than of people I do want to be, in terms of follow-up.

01:12:16 Mary Scott: Death by a thousand "maybes"

01:12:20 Krista Giannak: "No" is way better than when they enter the witness protection program LOL.

01:12:24 Mila Johansen Pen to Published: I needed to hear this exact message today. Thank you.

01:12:26 Katrina Sawa: Wanda's website with some free stuff on it: <https://followupsalesstrategies.com/>

01:12:39 Katrina Sawa: oh good Mila!

01:12:57 Mary Scott: LACRM. \$15/month BEST customer service EVER

01:13:28 Katrina Sawa: I just switched to a CRM that allows an automatic voice mail to go out as soon as someone signs up for something and they give me their phone number!!! OMG I have been waiting for this for a long time... working on moving things in there now.

01:13:31 Dr. Michelle Peticolas: Thanks you Mary.

01:13:54 Dr. Michelle Peticolas: What is it Katrina?

01:13:59 Katrina Sawa: I'll bet she recommends a particular CRM too....

01:14:06 amber DeAnn: what is CRM again

01:14:13 Krista Giannak: customer relationship management

01:14:39 amber DeAnn: thanks , I got it

01:16:24 Katrina Sawa: a system is just a process for how you do something

01:16:44 Katrina Sawa: yes bad, stop it

01:17:30 Katrina Sawa: Hey everyone, I didn't want to forget to mention this event... I highly recommend attending this 3-day event in a couple weeks... best networking with potential JVs I've seen in a LONG time!! It's only by invitation only so please mention my name to attend next event, it's free and really good marketing! <https://toptalentjv.com/>

01:18:01 Mila Johansen Pen to Published: I signed up for your event. Excited.

01:18:06 Katrina Sawa: NOT doing your follow up is for sure costing you lost business... probably to the tune of \$1,000's of dollars!!

01:18:35 Katrina Sawa: Oh cool Mila!! Can't wait for it <https://jumpstartyourbiznow.com/jumpstartvirtual2021/>

01:19:07 Katrina Sawa: text FOLLOWUP to 22828 for Wanda's free guide

01:19:18 Katrina Sawa: Wanda's website with some free stuff on it: <https://followupsalesstrategies.com/products>

01:19:59 Katrina Sawa: her calendar to book a call: <https://calendly.com/wandaallen>

01:20:02 Ann Andrews: Wanda, thank you!! That was a superb 15 minutes!! I'll be connecting with you.

01:20:05 Toni Gitles: Thank you Wanda. Excellent!!!

01:20:41 www.VeronicaLee.tv: I just clicked on Wanda's website link about, and it gives a Page Not Found message.

01:21:24 Wanda Allen: www.followupsalesstrategies.com
www.calendly.com/wandaallen
Wanda Allen, wanda@followupsalesstrategies.com
858-382-1952

01:21:34 Yvonne A Jones, Client Relationship Strategist:
Excellent information, Wanda!

01:22:09 Mary Scott: Book a time in your calendar to actually
get back to them

01:22:56 Katrina Sawa: Wanda's website with some free
stuff on it: <https://followupsalesstrategies.com/products>

01:23:08 Krista Giannak: Do you actually find that, more often
than not, people are just too busy to follow up with us? Or are
they secretly wanting us to stop and trying to be polite?
Somewhere in between?

01:23:21 Krista Giannak: just too

01:23:37 www.VeronicaLee.tv: That link works, Katrina...
thanks!

01:23:44 Katrina Sawa: My new CRM is
<https://www.roserevenue.com/?fpr=katrina34>

we looked at a LOT of them and sorted based on MY follow up
systems

01:24:52 Roshel Merriweather: Authors please check out this
site. They have affordable advertising <https://bookadvizor.com>

01:24:54 Katrina Sawa: Also you don't want a CRM AND a
shopping cart, you want an all in one solution IF you also need to
have people click and buy stuff on your website

01:25:23 Mary Scott: Less annoying is customizable with
excellent tech folks, based in St. Louis, who talk you through
whatever

01:25:40 Krista Giannak: I love the name, *less* annoying!

01:25:55 Mary Scott: First month is free

01:29:12 www.VeronicaLee.tv: My screen keeps freezing...
but thank you for clarifying the CRM.

01:30:45 Katrina Sawa: <https://www.pipedrive.com/>

01:32:03 www.VeronicaLee.tv: I recently started using
ClickUp and LOVE it as an organizational tool, which can easily

be used as a CRM: <https://docs.clickup.com/en/articles/2327627-how-to-use-clickup-as-a-crm>

01:32:26 Mila Johansen Pen to Published: Is Kartra a CRM?

01:34:14 www.VeronicaLee.tv: Join TODAY at 12 noon PDT!
ONLY TWO SPOTS & TWO COUPONS for \$15 OFF!

Looking for deep insights and needing spot-on intuitive guidance? Veronica Lee's Soul-In-Formation Group Mentoring is a must! A semi-private session (max. 4), you will receive a personalized "reading" - information about your life that emanates from your soul. Understand what is going on in your system and walk away with practical next steps. Drop-in's are \$60, but here is a Coupon Code for \$15 off TODAY only. Sign up at <https://veronicalee.as.me/?appointmentType=14285276>

and enter the Code: 15OFF

01:34:19 Katrina Sawa: Kartra is a shopping cart/website platform all in one however I have no idea if it has reminders for sales/prospects

01:36:21 www.VeronicaLee.tv: I took care of my husband who had ALS, you can reach out to me: veronica@veronicalee.tv

01:37:33 www.VeronicaLee.tv: I think it's best to stay in the niche of caregiving only.

01:40:29 www.VeronicaLee.tv: Screen shot??

01:40:58 Ann Andrews: Thank you, Katrina!! Excellent!

ADDITIONAL RESOURCES YOU MAY WANT OR NEED:

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://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

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/jscourse/>

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

PS: Get your Free Jumpstart Your
Biz Kit now at
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 & 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 & MONEY Live!'. On the right is a smaller portrait of Katrina Sawa. The bottom of the banner is a dark red bar with the website 'www.LiveBigEvents.com' in white text.

