



Webinar Replay & Chat Room Contents April 6th, 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 April 6th 2021, we heard from Steve Brossman on "**3 Steps to create 'Buying Energy' before sales calls**".

We had a really great event this week, Steve Brossman gave some really unique tips around getting people to WANT to talk with you more in the lead generation process... you need to listen to this replay for sure!

We also got to do 2 hot seats with members, Marilla Arguellas and Rhonda Liebig! (Oh and yes, it was my birthday so that was fun too.)

Enjoy the replay and we'll see you on the next ISN Webinar Friday, April 16, 2021 9:00 AM to 10:00 AM 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...
Steve Brossman
3 Steps to create
'Buying Energy' before
sales calls
Tue, April 6, 2021
4:00-5:00 pm PST
www.iSpeakerNetwork.com

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

4/6/21 CHAT ROOM CONTENTS:

00:14:25 Laura Cobb: cake?

00:15:05 Katrina Sawa: WEBINAR AGENDA:

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

15 min - Member "quick" introductions

15 min speaker + 5 min Q&A

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

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

00:15:51 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>

00:16:48 Steve Brossman: Hi Y'all I'll tell you more about this later .. <https://bit.ly/BPGSelfSelling>

How to attract high quality people and have them ask to buy. or connect steve@stevebrossman.com

00:17:18 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/mary-scott-businessriff/60min?back=1>

00:17:36 Heather Abbott: Heather C Abbott BBA, CPA

Digby Nova Scotia, Canada

Wealth coach and speaker

heather.cga@gmail.com

<https://calendly.com/hcabbott/30min>

<https://www.hcabbott.ca/>

I work with women to help them make sense of their numbers so they can feel empowered with their money and safe about their retirement.

I am looking for:

I need women to do market research with me for a course I am creating

I am looking for volunteers to do 15-20 minute market research with me on zoom.

If you are interested, or know someone else who may be, please contact me via email or book a call using this calendar link:

https://calendly.com/hcabbott/market_research_questions

You can get my freebie “\$\$\$ Clarity” booklet on my website. It will give you an actionable overview of how to get clarity with where you money is going and calculate your means level.

<https://www.hcabbott.ca/>

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

<https://www.youtube.com/channel/UCoGWCcVhjj1f15Tc6FzcXA>

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

00:19:51 Laura Cobb: I'm Laura Cobb. I'm happy to show up here as 5 years ago I had no where to go. I was homeless.

Today I have a place where I feel most at home and that's

networking, collaborating, and empowering women to feel empowered. I started a thread on LinkedIn called Phenomenal Women which grew from 5 to 50 within two weeks. I'm starting a new thread---I would absolutely LOVE to connect with ya'll

00:21:04 Andrea Scott Brown/AudaciousPath.com: So great to see you today!

Hello! I'm Rev. Andrea Scott Brown, creator and founder of the AudaciousPath.com and the M.O.N.E.Y. Course! I'm a certified Empowerment Coach as well as an Ordained Metaphysical Minister. I help entrepreneurs be courageous and continue on their Audacious Path! We work together to be clear on your authentic self and what you truly want. Then you get to create your future self/business NOW!

Check out my free Audacious Path Compass, so you can continue on YOUR Audacious Path!

<https://www.audaciouspath.com/compass>

Ask me about the Audacious Path Show.

Ask me about my anthology book—tell your Audacious Path story!

Email: andrea@audaciouspath.com

<https://www.AudaciousPath.com>

Phone: 414.368.0820

00:22:51 Dr. Grace Gwitira: Dr. Grace Gwitira (author, speaker, trainer and coach).

I help leaders, experts, and entrepreneurs

Provide coaching in leadership, emotional intelligence, & book-writing

support@drgracegwitira.com

Free Resource: How entrepreneurs self-sabotage

<https://dr-grace-gwitira.ck.page/130e6ab271>

<https://calendly.com/drgracegwitira/30-minute-connection-call>

Open to Joint Venture partnerships & Speaking opportunities.

00:23:38 Barbara Ingrassia: BARBARA INGRASSIA

<https://www.managecopyright.com>

barb@managecopyright.com

508-277-0709

Speaker, Workshop Facilitator, Digital Content Licensor

YOU have a Goldmine!

Grab my free guide: 5 Steps to GUARD YOUR GOLDMINE

<https://GuardYourGoldmine.com/5steps>

LinkedIn: <https://www.linkedin.com/in/BarbaraIngrassia>

00:25:41 Yvonne A Jones: I am Yvonne A Jones, Client Relationship Specialist/Personal Business Coach/International Speaker/Best Selling Author. I help business owners grow their business by building strong relationships and retaining their clients. email: Yvonne@YvonneAJones.com Website:

<https://50andWiserCoaching.com>

and <https://YvonneAJones.com>

772.342.1034

00:25:58 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>

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

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00:26:12 Katrina Sawa: WEBINAR AGENDA:

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

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15 min speaker + 5 min Q&A

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

00:27:45 Dr. Laura Cobb, LPC, CFLE: How about jumpstart your hope?

00:28:04 Heather Abbott: jumpstart your finances?

00:28:15 Dr. Laura Cobb, LPC, CFLE: @heather--yes!

00:28:38 Katrina Sawa: WEBINAR AGENDA:

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00:28:54 Katrina Sawa: Anyone want to write a chapter in my compilation book this year? OR... know someone who wants to become a published author?? I'm looking for authors for the Jumpstart Your _____ (blank) 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 - whatever you offer or do you write about and then use the book as your marketing tool to get them to go to your website. info here -> <https://jumpstartyourbiznow.com/jumpstartcompilation/>

00:29:26 Katrina Sawa: Hi everyone, I'm Katrina Sawa, speaker, author and 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, tweak and shift what they're doing right now or how to do things differently so they can be more productive, profitable and impactful.

I have a bunch of FREE trainings for entrepreneurs here: <https://www.JumpstartYourBizNow.com/freetrainings>

Connect with me at katrina@jumpstartyourmarketing.com
or 916-872-4000.

My free Facebook Community is here:
<https://www.facebook.com/groups/jumpstartyourbiz>

00:30:00 Esther Shelley: =====

Esther Shelley
Social Content Strategist
I help SOLOpreneurs, Coaches, and Wellness practitioners
Position their Page for Profit!

What your page is actually FOR...

What your page is actually FOR...
Not in a position to do ads?
Need know what to say?
#what2post, Hot Topic Test
Sign up for my free event on Eventbrite (link below!)

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

Free Event: Friday Apr 23rd at 2pm Eastern Time.
The Power of the Page: What your Facebook Page is REALLY
for!

<https://www.eventbrite.com/e/the-power-of-the-page-what-your-facebook-page-is-really-for-tickets-149744063525>

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00:30:08 Katrina Sawa: The Jumpstart Your Biz virtual event happens April 28, 29 & 30, 9-2 pm PDT. 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>

00:30:11 Andrea Scott Brown/AudaciousPath.com: So great to see you today!

Hello! I'm Rev. Andrea Scott Brown, creator and founder of the AudaciousPath.com and the M.O.N.E.Y. Course! I'm a certified Empowerment Coach as well as an Ordained Metaphysical Minister. I help entrepreneurs be courageous and continue on their Audacious Path! We work together to be clear on your authentic self and what you truly want. Then you get to create your future self/business NOW!

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<https://www.audaciouspath.com/compass>

Ask me about the Audacious Path Show.

Ask me about my anthology book—tell your Audacious Path story!

Email: andrea@audaciouspath.com

<https://www.AudaciousPath.com>

Phone: 414.368.0820

00:30:22 Mary Scott: Or, when we save the chat, someone can email the text file to Marilla and Amber

00:30:24 Katrina Sawa: If you have any questions about your marketing, technology, websites, systems, pricing, offers, speaking, books, funnels and so much more, I'm hosting a bunch of FREE Trainings during April and you can attend by registering here: <https://jumpstartyourbiznow.com/jsybrainingseries>

00:30:35 Audrey Dendy-Hightower: I would love to connect with each of you. I am a certified coach and speaker. I coach from a self-care perspective because it is OK to make it about you. You can learn more about me at www.Youunlimitedly.com You can also connect with me on social media by looking for YOUunlimitedly. Happy to meet each of you.

00:31:32 La Wanna Parker: La Wanna G. Parker, Motivational Speaker, Podcaster, Blogger & Int'l Best-Selling, Award-Winning Author with 9 Bookslawanna@LaWannaSpeaks.com

916 246 8731

916-698-0839 Blog: www.LaWannasBlog.com

Book Appointment at:

<https://calendly.com/lawannasbooking/interview15min>

P.S. I am looking for speaking opportunities.

00:31:36 Dr. Laura Cobb, LPC, CFLE: happy to connect:

<https://www.linkedin.com/in/laura-a-cobb>

00:34:06 Dr. Laura Cobb, LPC, CFLE: I'm a hope maker

00:35:53 Mary Scott: I incite change in positively fun ways

00:36:15 Katrina Sawa: FREE Trainings during April and you can attend by registering here:

<https://jumpstartyourbiznow.com/jsybtrainingseries>

00:36:47 Katrina Sawa: buying energy of a brown box is pretty low, yes, I agree....

00:36:59 Katrina Sawa: good point

00:37:03 Andrea Scott Brown/AudaciousPath.com: I walk people through and/or discuss their experience with the Audacious Path Compass:

<https://www.audaciouspath.com/compass>

"Discover Your Audacious Path" session

00:38:58 Katrina Sawa: speaking is the fastest path to cash~

00:39:48 Katrina Sawa: so funny Steve... no one would dare think you are an idiot LOL

00:40:08 Katrina Sawa: it's them, not us

00:40:26 Katrina Sawa: authority = leader

00:40:38 Katrina Sawa: hi value outcome call

00:40:53 Kimberly Koste: Heart of the Matter coaching
hearttothematter.com

I work with professional women to find, fix or finalize love in such a way that their next (or current) relationship is their BEST and LAST relationship. No more broken picker. No more settling. No more hating dating.

Fake Date Night! April 25th 5p pacific

Tell your (men) friends!

<https://www.eventbrite.com/e/fake-date-night-for-singles-who-like-to-have-fun-tickets-149104630965>

Let's connect! linktr.ee/kimberlykoste

click on LinkedIn connect call

00:40:54 Katrina Sawa: ooooh like with videoask.com or ???

00:41:15 Katrina Sawa: what system are you using for that Steve???

00:41:21 Katrina Sawa: love that

00:41:38 Esther Shelley: Do you post it as a personal directed post on Facebook?

00:42:21 Katrina Sawa: we can do voicemail too like the day before the appt by connecting to our calendar system like it sends email reminders... I'll bet there is a way to send something or automate something like this, love it

00:42:37 Katrina Sawa: oh FB messenger, could be good...

00:43:01 Katrina Sawa: you're good Steve

00:46:50 Katrina Sawa: sell the system not yourself

00:46:52 Katrina Sawa: ;-)

00:47:48 Katrina Sawa: Remember, that we can put ONE of you at least into the "hot seat" to mastermind on something you might want feedback on... towards the end of tonight's call... after Q&A so be READY to raise your hand quick!

00:50:08 Mary Scott: Send them to a video of you first

00:51:42 Katrina Sawa: bombbomb.com bomjournos??

00:52:12 Mary Scott: If you create a video of 1 min or less on your phone, you can share with text message or email IMMEDIATELY

00:55:08 Yvonne A Jones: Client relationship audit?

00:57:34 Heather Abbott: audit and budget are not friendly feeling words

00:57:35 Mary Scott: A Makeover is better than an audit

00:58:28 Dr. Laura Cobb, LPC, CFLE: I love doing the videos. I can create the same message for 50 people,i would love to have anyone's email here tonight and send you a video tonight as an example.

00:58:44 Dr. Laura Cobb, LPC, CFLE: makeover---mary you are all over it tonight.

00:59:12 Steve Brossman: hi yall THANKS you were awesome. Here is the link <https://bit.ly/BPGSelfSelling> or reach out steve@stevebrossman.com

00:59:50 Mary Scott: Big Brothers / Big Sisters

01:00:17 Mary Scott: This is the stuff teens would get from a favorite uncle or aunt, not their parents

01:01:26 Mary Scott: Marilla, the book would be "College isn't for everyone"

01:02:05 Mary Scott: Jobs You Never Heard Of could be a PBS series

01:02:21 Dr. Laura Cobb, LPC, CFLE: that was amazing

01:03:12 Mary Scott: "What 5 things do you want to be / do when you grow up?"

01:03:12 Dr. Laura Cobb, LPC, CFLE: there is a difference between schooling, education, knowledge and wisdom----one student at a time

01:06:51 Katrina Sawa: the best and biggest groups on facebook are grown by true connecting and sharing inside the group... no links, no pitches, all content, rare promo and only by you ideally

01:07:32 Esther Shelley: I have to jump out to join another call! Lovely being here! Check out my free event about What your Facebook Page is REALLY for (above)! Have a great week!
<https://www.eventbrite.com/e/the-power-of-the-page-what-your-facebook-page-is-really-for-tickets-149744063525>

01:08:16 Katrina Sawa: This group is run by my friend Serena and she rocks it with the engagement and growth, go do what she's doing!
<https://www.facebook.com/groups/amazingwomenentrepreneurs>

01:09:07 Katrina Sawa: great idea Yvonne!

01:09:08 Dr. Laura Cobb, LPC, CFLE: i don't have a freebee and no one else does. it's a linkedin thread and no one is

leaving. I've had to start up new threads as LinkedIn only allows for 50 individuals in a thread. I'm moving towards Beekconnected for networking yet

01:10:34 Colleen Feaster: Thank you Katrina and everyone.

01:10:45 Jossette Lee: I do need to leave. Thank you everyone for being here and to Steve for his time and insight! Have a wonderful evening.

01:11:37 Mary Scott: Do a LinkedIn Group, too

01:11:42 Dr. Laura Cobb, LPC, CFLE: that's the same with LinkedIn. there's no outside sharing.

01:12:09 Mary Scott: You can also ask group members to share the link with their friends #lowhangingfruit

01:12:10 Dr. Laura Cobb, LPC, CFLE: with threads it goes directly to people's inmail. with a linkedin group--people have to go to it.

01:13:07 Yvonne A Jones: Great suggestion, Steve!!

01:13:30 Dr. Laura Cobb, LPC, CFLE: katrina--that's what i emailed you about earlier today--there may be 20 women who come along because of what you said to me today

01:14:24 Dr. Laura Cobb, LPC, CFLE: WAIT!!1 WHEN'S YOUR PARTY??

01:15:16 Andrea Scott Brown/AudaciousPath.com

Rhonda—do you want to share your group here?

01:15:32 Yvonne A Jones: This was a great call, Everyone! Bye!

01:16:18 Katrina Sawa:

<https://jumpstartyourbiznow.com/jumpstartvirtual2021/>

01:16:26 Steve Brossman: How to Attract More High value clients who ask to buy. <https://bit.ly/BPGSelfSelling>

01:18:22 Katrina Sawa: Check out my friend Katrina Sawa's Jumpstart Your Biz virtual event which is coming up this April. She's an 18 year biz coach and helps people jumpstart your business and plot out your entire roadmap for a consistent moneymaking business doing what you love. She teaches

relationship marketing strategies and systems that work no matter what type of business you have. Her event is a very interactive business and marketing workshop and if you want to make a lot more money doing what you love, then I highly recommend you attend! It starts at just \$147 and she's mailing an awesome swag box plus you get one of her \$197 business trainings as a bonus too, it really is the best deal out there... but there are only 100 seats! Go here to sign up now, you'll be glad you did! <https://jumpstartyourbiznow.com/jumpstartvirtual2021>

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/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,
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katrina@jumpstartyourbiznow.com

PS: Get your Free Jumpstart Your
Biz Kit now at
www.JumpstartYourBizNow.com!

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Speaker
Success Bootcamp

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MONEY
Live!

www.LiveBigEvents.com

