



Webinar Replay & Chat Room Contents August 3rd, 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 August 3rd 2021, we heard from Lisa Lieberman-Wang on "Mastery to Millions"

On this call Lisa Lieberman-Wang shared some massive tips on how to build and grow a 6-7 figure business in her Mastery to Millions talk.

You definitely want to watch the replay of this if you missed it and Lisa shared a link to get a copy of her book Brand You, free here: <https://brandyoubecometheexpert.com/>
"When you lead and you're successful, other people will follow" - Lisa Lieberman-Wang

The ISN Presents...
Lisa Lieberman-Wang
Mastery to Millions...
You're One
Conversation Away!
Tue, Aug 3, 2021
4:00-5:00 pm PST
www.iSpeakerNetwork.com

WEBINAR
International Speaker Network
www.iSpeakerNetwork.com

Thanks for showing up everyone, every call is different, keep showing up to get the most out of these events.

Enjoy the replay and we'll see you on the next ISN Webinar, Friday, August 20, 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! www.JumpstartYourBizNow.com
www.JumpstartPublishing.net

8/3/21 CHAT ROOM CONTENTS:

00:11:54

Katrina Sawa, JumpstartYourBizNow.com:

Hi, I'm Katrina Sawa... a Speaker, 7x Int'l Best-Selling Author with 13 books and known as the Jumpstart Your Biz Coach... 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. You can grab some free trainings on my website at <https://www.JumpstartYourBizNow.com/freetrainings>

I offer coaching, have a mastermind, live events, virtual trainings, author services, plus I run a free group for speakers too. The Int'l Speaker Network that I run, it has 2 monthly zoom calls for networking, masterminding and training, for free, including opportunities to be a speaker too. <http://www.iSpeakerNetwork.com>.

Contact me at katrina@jumpstartyourbiznow.com or 916-872-4000.

00:11:56 Katrina Sawa, JumpstartYourBizNow.com:

We have techy services like website design and Virtual Assistant services and you can find out more about that at <http://www.JumpstartYourTechyServices.com>

I also have a Publishing company where I help people author books, do compilation books, and learn how to write and publish books here: <https://jumpstartpublishing.net/>

Or if you REALLY want to move quickly in developing a consistent revenue generating business then come chat with me 1on1, sign up at <http://www.AskKat.biz>

00:12:12

Lisa DeToffol:

Lisa DeToffol

Certified Virtual Expert®

Specialization: Relationship Management & Follow Up

Business Name: Tiger Eye Solution

Email: lisa@tigereyesolution.com

Website: www.tigereyesolution.com

Phone: 864-274-3053

Facebook:

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

Instagram:

<https://www.instagram.com/lisadetoffol09>

LinkedIn:

<https://www.linkedin.com/in/lisa-detoffol-0a7413168>

Tagline: Outsource Your Business Needs.

Power Partners: Coaches, Speakers, & Solo- Professionals

00:12:32

Katrina Sawa, JumpstartYourBizNow.com:

Thinking about or in the process of writing a book? If so, you may want to attend this one-day “Finish Your Book Now” event Aug 30th where we will force you to get it done or more complete plus you’ll learn how you want to publish it, how to save money doing so and how to become a best seller too with your book. Get your book done now... please attend this and let me help you. I’m great at pulling your book out of you and helping you figure out how to monetize in the back of the room after people read your book. Learn more and register here - limited seating:

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

00:13:13 Desi Bolin:

Desiree Bolin

Founder & CEO Virtually Sourced Solutions LLC

Cell: 509-560-3770

Email: db@virtuallysourced.com

LinkedIn: <http://www.linkedin.com/in/virtuallysourced/>

Instagram: @virtuallysourced

Website: <http://www.virtuallysourced.com>

00:14:27 Barbara Ingrassia:

BARBARA INGRASSIA

<https://www.managecopyright.com>

barb@managecopyright.com

Content Security Strategist, Copyright Compliance Educator, Speaker,
Workshop Facilitator, Digital Content Licensor

Your GREATEST Business Asset is your Intellectual Property.

Your Website—the FRONT DOOR to your business.

Are you leaving that front door to your business UNLOCKED and
VULNERABLE?

Don't wait another minute!

Grab my free guide: 5 Steps to GUARD YOUR GOLDMINE

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

00:14:38 Chuck Hooper:

Chuck Hooper

email: Chuck@SpeakerPresenter.com

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

Speaker Coach. Speaker. Author.

Dean of the NSA NorCal Speakers Academy!

00:14:49 Anna Felix:

Anna Felix Smart Money Strategist Tax Free Retirement Specialist 209 613
9445 anna@modfinancial.com

<https://www.linkedin.com/in/annafelix-smartmoney/>

00:15:13 Lisa Lieberman-Wang:

Lisa Lieberman-Wang

www.LisaLiebermanWang.com

973-208-7740

Help entrepreneurs create multiple 6 & 7 figure businesses with a proven plan
called Mastery to Millions....You're One Conversation Away!

www.CallwithLisa.com

00:15:27 Kimberly Koste:

Kimberly Koste, Heart of the Matter coaching. hearttothematter.com

I'm a speaker and relationship, mindset and confidence coach. I partner with professional women who are frustrated with their relationships, to figure out exactly what's been standing in their way so that they can have peace in all of their relationships and be happier in general.

To keep up with all my shenanigans, join us in the FB Group - Professional Women Ready to Create Success in Love!

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

If you are a single professional woman, Grab the FREE guide: The Top 10 Places Single Men are Hiding in Plain Sight (and How You Can Meet Them There without Spending a Ton of Time or Money) @ kk-coaching.com

00:15:34 Lisa Lieberman-Wang

<https://www.LisaLiebermanWang.com>

973-208-7740

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00:16:09 Katrina Sawa, JumpstartYourBizNow.com:

WEBINAR AGENDA:

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4:00 pm - Welcome from Katrina Sawa (host) and "quick" introductions from those on live

4:20 pm - Reminders from Katrina on upcoming events, member & group announcements

4:30 pm - 15 min speaker with Q&A

4:50 pm - 5 minutes in the spotlight hot seat for one member on the call

4:55 pm - Last minute shout out for free gifts, links, events and more

00:18:22

Katrina Sawa, JumpstartYourBizNow.com:

Yeah, let's go!

00:19:50

Katrina Sawa, JumpstartYourBizNow.com:

Here is the page to find the ISN recordings, chat notes, place to apply to be a speaker, Facebook group link, etc.: <http://www.iSpeakerNetwork.com>

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>

00:22:06 Katrina Sawa, JumpstartYourBizNow.com:

good enough is good enough ;-)

00:22:14 Katrina Sawa, JumpstartYourBizNow.com:

serve, serve, serve

00:22:35 Katrina Sawa, JumpstartYourBizNow.com:

don't sell, just tell

00:22:48

Katrina Sawa, JumpstartYourBizNow.com:

yes! knowing your why is soooo important

00:23:02 Katrina Sawa, JumpstartYourBizNow.com:

you're good

00:23:46

Katrina Sawa, JumpstartYourBizNow.com:

OMG I say that to people all the time but no one has ever said that to me (double it)!

00:30:41

Yvonne A Jones, Client Relations Specialist:

I am Yvonne A Jones, Personal Business Coach/The Client Relations Specialist/int'l Speaker/Best Selling Author. I work with individuals and organizations to grow profitable businesses. I also partner with a 49 year old company to provide ID Theft protection to individuals & small businesses with protection against Identity Theft and CyberAttacks in the United States.

<https://50andWiserCoaching.com>

email: Yvonne@YvonneAJones.com

772.342.1034

I work with leaders and decision-makers to grow their business by building profitable client relationships. I LOVE working with highly-motivated women 50 and Wiser who want to combine the wisdom and knowledge they've acquired with their passion to grow a profitable business. I do this because I'm passionate about helping organizations and entrepreneurs grow through profitable client relationships, as well as helping women 50 and wiser be confident, inspired, and motivated to achieve their goals. Looking for women 50 and wiser. Serve people

00:31:37 Katrina Sawa, JumpstartYourBizNow.com:

People say no up to 1600 times a day!

00:32:56

Yvonne A Jones, Client Relations Specialist:

Per Lisa #1 Mindset

#2 Take Massive Action

00:33:04 Katrina Sawa, JumpstartYourBizNow.com:

Conversations Creating Cash - love it

00:33:54 Yvonne A Jones, Client Relations Specialist:

Use Other People's People

00:34:23 Katrina Sawa, JumpstartYourBizNow.com:

Other people's stages is how I get the most of my clients too

00:34:27 Yvonne A Jones, Client Relations Specialist:

Take advantage of Other People's Stages

00:35:11 Yvonne A Jones, Client Relations Specialist:

#3 Model Success

00:35:14 Katrina Sawa, JumpstartYourBizNow.com:

"When you lead and you're successful, other people will follow" - Lisa Lieberman-Wang

00:36:09 Katrina Sawa, JumpstartYourBizNow.com:

great example of a speak to sell presentation Lisa!

00:36:31 Desi Bolin:

Great presentation

00:37:49 Katrina Sawa, JumpstartYourBizNow.com:

very cool!

00:38:04 Lisa DeToffol:

Great Presentation!

00:39:06 Yvonne A Jones, Client Relations Specialist:

Fantastic presentation, Lisa. Thank you!

00:39:47 Desi Bolin: I love TONY

00:39:49 Anna Felix: Great Presentation

00:40:29 La Wanna Parker, DTM-Journal Coach:

Wonderful presentation!

00:40:36 Katrina Sawa, JumpstartYourBizNow.com:

Yes, eliminate, delegate and automate! And you VAs can raise your rates too!!
Xoxo

00:41:01 Desi Bolin:

I'm at \$60 per hour minimum depending on the level of service requested.

00:41:16 Lisa DeToffol:

@Kat just raised my rates

00:41:26 Katrina Sawa, JumpstartYourBizNow.com:

I have an assistant who is \$125 Desi... go for more!

00:41:42

Katrina Sawa, JumpstartYourBizNow.com: good for you Lisa

00:41:50 Katrina Sawa, JumpstartYourBizNow.com: yes I also have someone
for \$7/hour

00:42:14

La Wanna Parker, DTM-Journal Coach: La Wanna - Journal Coach &
Proofreader - lwrepark@gmail.com - 916 698 0839

00:42:40 Lisa DeToffol: I now have a team of Vas

00:45:29

Katrina Sawa, JumpstartYourBizNow.com:

yes, La Wanna, that's good.... you do more than just help people journal girl

00:47:47 Katrina Sawa, JumpstartYourBizNow.com:

truth bomb La Wanna

00:48:07 Kimberly Koste: so sorry I must go.

00:53:13 Katrina Sawa, JumpstartYourBizNow.com:

Lisa Lieberman-Wang

<https://www.LisaLiebermanWang.com>

973-208-7740

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<https://www.CallwithLisa.com>

00:54:37 Katrina Sawa, JumpstartYourBizNow.com:

Get Lisa's book free here: <https://brandyoubecometheexpert.com/>

00:58:30 Katrina Sawa, JumpstartYourBizNow.com:

“When you lead and you're successful, other people will follow” - Lisa Lieberman-Wang

ADDITIONAL RESOURCES YOU MAY WANT OR NEED:

KAT'S UPCOMING LIVE EVENT SCHEDULE IS HERE:

www.JumpstartEvents.net

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!

www.JumpstartPublishing.net

Want to be an author this year? I'm looking for authors for the 2021, Jumpstart Your ____, Vol IV 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, Mindfulness - whatever you SELL you write about and then use the book as your marketing tool to get them to go to your website. If you know anyone who wants to become an author right now and find an EASY way to make this happen this year, then this could be a good option! Anyone know anyone who might be interested?

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

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/>

Jumpstart Your Events 3-week training - Are you ready 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!!! I have a 4-week training all about "Jumpstarting Your Events – In Person or Virtual – How to Build Your Community, Grow Your Influence and Rock Your Profits!" It's just \$197 and you can go through it at your own pace. Come learn a TON of stuff I know about all types of events, calls, etc.

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

Jumpstart Your Sales Training - Learn how to close more sales in one-on-one conversations as well as on your website, more authentically and with ease. In this 3-week pre-recorded training Katrina reviews all of the most common objections prospects have and how to "dance" with those to have people trust you more and want to do business with you.

www.JumpstartYourBizNow.com/jsysales

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 Training.... 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!

