



## Webinar Replay & Chat Room Contents

**Dec 7th, 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 December 7th 2021, we heard from Debra Eckerling on “Goal Setting Simplified”**

Very informative call today with Debra Eckerling about goal setting and how setting simple goals can help propel your business and your life forward!

**Enjoy the replay and we'll see you on the next ISN Webinar, Friday, 17th December 2021 9:00AM PDT**

For upcoming webinar dates and info about the Int'l Speaker Network go to <http://www.iSpeakerNetwork.com>, the meetup page here: <https://www.meetup.com/internationalspeakersnetwork> or the Facebook group here: <https://www.facebook.com/groups/ispeakernetwork>.

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](http://www.JumpstartYourBizNow.com)  
[www.JumpstartPublishing.net](http://www.JumpstartPublishing.net)

The ISN Presents...  
**Debra Eckerling**  
**Goal-Setting Simplified**  
Tue, Dec 7, 2021  
4:00-5:00 pm PST  
[www.iSpeakerNetwork.com](http://www.iSpeakerNetwork.com)

**WEBINAR**  
**International Speaker Network**  
[www.iSpeakerNetwork.com](http://www.iSpeakerNetwork.com)

# 12/7/21 CHAT ROOM CONTENTS:

00:06:19 Dean Hankey, FulFilled Events!:

Whoop! Whoop!

00:06:30 Debra Eckerling:

Whoo hoo

00:08:19 Carol Rudd:

4 pm 1st Tuesdays and Thursdays when?

00:08:54 Dean Hankey, FulFilled Events!:

I THINK I have... I filled out a form. - Is That Right?

00:09:34 Dean Hankey, FulFilled Events!:

I DID get the MeetUp List this Time Too - Whoo Hoo!

00:09:49 Dean Hankey, FulFilled Events!:

HEWRE To Serve If I Can Help!

00:11:09 Dean Hankey, FulFilled Events!:

I Also Typographically Impaired! - Ha!

00:11:19 Debra Eckerling:

:)

00:14:52 Katrina Sawa, JumpstartYourBizNow.com:

Here is the page to find the Int'l Speaker Network recordings, chat notes, place to apply to be a speaker, schedule of upcoming calls, etc.:

<https://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>

00:15:13 Katrina Sawa, JumpstartYourBizNow.com:

WEBINAR AGENDA:

=====

4:00 pm - Welcome from Katrina Sawa (host), reminders on upcoming events, member & group announcements PLUS a 5-7 Minute Quick Training!

4:15 pm - "Quick" introductions from those on live

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

00:16:37

Katrina Sawa, JumpstartYourBizNow.com:

Interested in finding out how to become a speaker on the Love Yourself Successful Summit Feb 15-16 (online) with host, Katrina Sawa, author of the book, Love Yourself Successful - Speakers pay to play but you get tons of benefits and exposure plus opportunity to sell your stuff! Apply here for info:

<https://www.mcssl.com/WebForms/WebForm.aspx?wid=28be5272-cdc5-4372-bbab-4fbc457046f0>

00:17:33 Debra Eckerling:

Creator of The D\*E\*B Method system of Goal-Setting Simplified

<http://TheDEBMethod.com/keep>

Corporate Consultant, Workshop Leader, Panel Moderator, and Award-winning author "Your Goal Guide: A Roadmap for Setting, Planning and Achieving Your Goals"

<https://www.amazon.com/Your-Goal-Guide-Planning-Achieving/dp/1642501506>

Host of the #GoalChat Twitter Chat, #GoalChatLive, and

<https://TheDEBShow.com> podcast

@TheDEBMethod everywhere on Social Media. Connect on LinkedIn

<http://LinkedIn.com/in//coastbunny>

or email [info@thedebmethod.com](mailto:info@thedebmethod.com)

00:18:41 Veronica Lee:

—

I'm Veronica Lee -

Transformational Visionary, Speaker, Writer, Mystic and Mentor

<https://veronicalee.tv>

[veronica@veronicalee.tv](mailto:veronica@veronicalee.tv)

A lifelong metaphysician, for the past 15+ years, I've been guiding people back to their soul truth, their inherent power and helping them align with their essential joy.

Twice a month, I offer intimate group sessions (3 max.), where you will receive "spot on" insights and personalized guidance, just for you. The next Soul-In-Formation group session is next Friday, 12/17 at 12:00 noon PST. Go to <https://veronicalee.as.me/soul-in-formation>

As a first time guest, you can use this Coupon Code to join for only \$45 (redeem at registration): 15OFF

—  
00:18:41 Chuck Hooper:

Chuck Hooper

email: [Chuck@SpeakerPresenter.com](mailto:Chuck@SpeakerPresenter.com)

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

Speaker Coach. Speaker. Author. +++++

00:18:47 Katrina Sawa, JumpstartYourBizNow.com:

I'm Katrina Sawa - Jumpstart Your Biz Coach, Int'l Speaker & Int'l Best Selling Author with 16 books... I help entrepreneurs make a lot more money doing what you love! Here's my website with a lot of FREE GIFTS & TRAININGS anyone can get access to including speaker training:

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

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 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/>

00:19:08 Katrina Sawa, JumpstartYourBizNow.com:

FEEL FREE TO POST YOUR INTRO IN THE CHAT AND ANY LINKS RIGHT AFTER YOU TALK.

00:22:42 Dean Hankey, FulFilled Events!:

I Work/Consult With Experienced Speakers Like YOU To 'Pay It Forward and PROFIT' With FulFilled (FULL & FILLED) Events, PACKED People & Profits So That You CAN Make Even More Money Doing What You LOVE) FAST!

Right Now We're Doing Our Annual "Not-So-Secret-Santa" Success GiveAway, Gifting Killer FREE Tools, Tips, Templates, Trainings and More... all 100% FREE To Grow Your Business Fast, FUN, Free & EZ-PZ! - <http://PayItForwardAndProfit.com>

00:23:42 Rhonda Liebig:

I'm Rhonda Liebig I am booking speakers for 2022 year for my show, the Fresh inspiration show.

- Mindset Transformation Entertainment

I have worked with over 100 speakers that are from the health and wellness, spiritual and heart centered business side. My number one priority in my life is to support speakers getting out there more as I believe that we get to change and transform lives with each motivational talk that we do. I believe we are all locking arms together and changing this world together as a team. After running this show for 4 years and seeing the changes in the world over the past two-ish years that we all need safety to be able to create at higher levels and change this world to love instead of shaming and should's. The fresh Inspiration Show is a monthly show with new experts each month that starts off with a LIVE virtual show, then goes to podcast and then into a professionally edited Global TV Show on FIRESTICK TV

<http://thefreshinspirationshow.com/>

00:23:57 Jackie Bailey Conversation Coach for Kids:

Jackie Bailey

Conversation Coach for Kids with The Speak Feed Lead Project (nonprofit)  
Life Mastery Radio – Be a guest on my live weekly radio show (authors, coaches, course creators)

Sponsor a child would-be author and get recognition in a compilation book filled with the voices of children

Contact me or set up a time to talk

425-503-5954

<mailto:Director@SpeakFeedLead.Org>

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

My gift to you – Love, confidence, & empowerment with a Positive Prime Session for speakers: <https://www.positiveprime.com/jackiebailey/>

10-day free trial – keep my gift permanently! MAKE YOUR OWN SESSION!

00:24:32 Yvonne A Jones, Client Relations Specialist:

Email: [Yvonne@YvonneAJones.com](mailto:Yvonne@YvonneAJones.com)

Phone: 772.237.0596

Coaching website - <https://50andWiserCoaching.com>

00:24:46 www.VeronicaLee.tv:

Welcome, Randy... what part of California are you in?

00:24:47 Chuck Hooper:

IF you speak to colleges/universities, email me at [Chuck@EDUSpeakers.com](mailto:Chuck@EDUSpeakers.com)

Let's discuss my site advertising you to the Higher-EDU market!

00:25:26 Rhonda Liebig:

I'm Rhonda Liebig The Fresh Inspiration Show is growing our community. Come in for Mindset Transformation Entertainment as I bring one to five new experts to speak into our community weekly. The Facebook group is The Fresh Inspiration Show - Mindset Transformation Entertainment link:

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

00:25:27 randyconnell:

Veronica im in Central Valley Bakersfield area

00:25:46 randyconnell:

What about you

00:26:10 Carol Rudd:

Hi Everyone, I'm Carol Rudd, I'm the owner of Healing Choices Oasis, a licensed massage therapist, lung health specialist and Qigong instructor. I love to connect, my calendar link: <http://bit.ly/HCOConnect>

Do you know someone struggling with COPD? My FIT2Breathe program combines eastern and western medicine and is an education and exercise program for adults with breathing problems. My next class is starting in

February! I offer a lung health consultation where you can get your questions answered at <https://bit.ly/36fZLsW>

My website: [www.healingchoicesoasis.com](http://www.healingchoicesoasis.com)

Did I say I love to connect?

00:27:04 www.VeronicaLee.tv:

I'm in Northern CA, as are several of us since Katrina is in this area... but there are people from all around who join this group.

00:27:32 Rhonda Liebig:

Carol Rudd I would love to connect with you. I love to connect too:

[rhonda@rhondaliebig.com](mailto:rhonda@rhondaliebig.com)

916.402.8184

00:32:21 Yvonne A Jones, Client Relations Specialist:

Deb: Achieving your goals starts with you.

00:35:39 Carol Rudd:

my motto "Healing Choices"

00:36:24 Yvonne A Jones, Client Relations Specialist:

My motto is "Focus On Relationships..."

00:36:51 Katrina Sawa, JumpstartYourBizNow.com:

"Make More Money Doing What You Love

00:36:52 www.VeronicaLee.tv:

My foundational aspects (motto): Truth, Power, Joy

00:39:58 www.VeronicaLee.tv:

Some mornings (when I'm feeling overwhelmed) I literally have these types of things on my ToDo List: Take shower, get dressed, pack lunch... LOL (Of course I have more significant ToDo's and this is such a helpful way to get

things done.)

00:41:03 Yvonne A Jones, Client Relations Specialist:

Great points, Deb. We often forget to put those things on the Calendar - work we do on ourselves - which is why they often get pushed aside.

00:47:11 Katrina Sawa, JumpstartYourBizNow.com:

Yes Veronica... that's interesting

00:50:32 Debra Eckerling:

Learn about Deb's:

Coaching: <http://DEBcember.com>

Book: <https://www.amazon.com/Your-Goal-Guide-Planning-Achieving/dp/1642501506>

Next Workshop: <https://www.milibrary.org/events/goal-setting-simplified-2022-dec-08-2021>

Grab The DEB Method Mission & Motto Worksheet:

<http://thedebmethod.com/mmw>

Vision Board Virtual Scavenger Hunt: <http://thedebmethod.com/vsh>

00:50:50 Debra Eckerling:

Connect with Deb:

Email: [Info@TheDEBMethod.com](mailto:Info@TheDEBMethod.com)

GoalChatLive Recaps: <http://TheDEBMethod.com/blog>

<http://Facebook.com/groups/WriteOnOnline>

Follow @TheDEBMethod on Facebook, Twitter & Insta

Connect on LinkedIn

00:52:58 www.VeronicaLee.tv:

To remind you...

00:53:00 www.VeronicaLee.tv:

—  
I'm Veronica Lee -

Transformational Visionary, Speaker, Writer, Mystic and Mentor

<https://veronicalee.tv>

[veronica@veronicalee.tv](mailto:veronica@veronicalee.tv)

A lifelong metaphysician, for the past 15+ years, I've been guiding people back to their soul truth, their inherent power and helping them align with their essential joy.

Twice a month, I offer intimate group sessions (3 max.), where you will receive "spot on" insights and personalized guidance, just for you. The next Soul-In-Formation group session is next Friday, 12/17 at 12:00 noon PST. Go to <https://veronicalee.as.me/soul-in-formation>

As a first time guest, you can use this Coupon Code to join for only \$45 (redeem at registration): 15OFF

—  
00:53:16 Carol Rudd:

Rhonda Liebig I would love that!

00:53:47 Debra Eckerling:

Thanks so much for having me!

00:54:30 Katrina Sawa, JumpstartYourBizNow.com:

Re goal setting and more.... check out my 8 Secrets to a Consistent Money-making Business Free Masterclass

On this training, I walk you through the 8 key areas to focus on in your business, your life and even your love life so that you can have less stress, less overwhelm, and massive impact and revenue.

I'm also going to reveal:

- 

The 3 types of marketing to plot out annually on your marketing calendar.

- 

The 12+ types of business models you may want to have in your funnel for

maximum profit.

- 

And how to build all this without working so hard you never have a life.

Get access here:

<https://jumpstartyourbiznow.com/masterclass-8secrets/>

00:54:57 Jackie Bailey Conversation Coach for Kids:

If you have clients who are parents, let them know the dynamics of their home will change when their kids are empowered with communication skills. Class for children begin in January

<https://www.speakfeedlead.org/public-speaking-courses.html>

00:55:07 Rhonda Liebig:

I asked for you to be my friend on Facebook. Also you have my number and email now. Carol Rudd

00:55:20 Katrina Sawa, JumpstartYourBizNow.com:

re social media marketing and more.... my Live Big Mastermind client, Bonnie Chomica is hosting a Masterclass on December 16:

“Content Creation Essentials”

In this class, you’ll discover the 3Ps to consistently create client-attracting content.

Content marketing is made up of a bunch of different things. And if you’re missing pieces or don’t know how they all fit together, you end up spinning your wheels, or just plain stalling.

Without consistent content, you’ll remain invisible and people won’t find you to buy from you.

This class will help you get your own 2022 content planning under your belt (or at least into your thought process) before the holidays, so you can take time for YOU.

Learn more and register here: <https://www.bonniechomica.com/content-masterclass>

00:55:41 Dean Hankey, FulFilled Events!:

Hi, I'm Dean.

I Work/Consult/Mentor With Experienced & Established Speakers Like YOU To 'Pay It Forward and PROFIT' With FulFilled (FULL & FILLED) Events, PACKED With People & Profits So That You CAN Make Even More Money Doing What You LOVE!

Right Now We're Doing Our Annual "Not-So-Secret-Santa" Success GiveAway! Gifting Killer FREE Tools, Tips, Tools, Templates, Trainings and More... all 100% FREE To Grow Your Business Fast, FUN, Free & EZ-PZ! - <http://PayItForwardAndProfit.com>

01:03:07 randyconnell:

Here's my email everyone [rconll11@yahoo.com](mailto:rconll11@yahoo.com)

01:03:55 Carol Rudd:

love blurbing!

# ADDITIONAL RESOURCES YOU MAY WANT OR NEED:

## KAT'S UPCOMING LIVE EVENT SCHEDULE IS HERE:

[www.JumpstartEvents.net](http://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](http://www.JumpstartPublishing.net)

**Want to be an author this year?** I'm looking for authors for the 2022, 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](http://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](http://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 16 books

916-872-4000

[katrina@jumpstartyourbiznow.com](mailto:katrina@jumpstartyourbiznow.com)

PS: Get your Free Jumpstart Your Biz Kit now at

[www.JumpstartYourBizNow.com!](http://www.JumpstartYourBizNow.com!)

