



Webinar Replay & Chat Room Contents

October 4th, 2022

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 October 4th 2022, we heard from Debbie Allen "Become an Expert Who Speaks Professionally"

Debbie gave an insightful and strategic sales presentation on how to turn more prospects into hot buyers by going the extra mile, becoming a better listener, and how important it is to give a VIP customer service experience.

Lots of great questions were asked in the Q & A session and we also had hot seat!

Make sure you plot out the times and dates for the ISN call in your calendar so you can make as many as possible. 1st Tues 4 pm PST and 3rd Fri 9 am PST every month!

Enjoy the replay and we'll see you on the next ISN Webinar, Friday October 14th, 2022 9AM PST

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

www.JumpstartPublishing.net

The ISN Presents...
Debbie Allen
Become an Expert Who Speaks Professionally
Tue, Oct 4 2022
4:00-5:00 pm PST
www.iSpeakerNetwork.com

WEBINAR
International Speaker Network
www.iSpeakerNetwork.com

10/4/22 CHAT ROOM CONTENTS:

00:07:54 Tracy Pohlmann:

I had a hard time getting in.

00:08:01 Dea Irby:

Dea (pronounced like idea) from Durham, NC

00:08:13

Veronica Lee: 45 sec. intros first...

00:08:29

Veronica Lee: Then speaker offers presentation

00:08:35 Mel AKA Katrina Sawa, JumpstartYourBizNow.com & JumpstartPublish:

OMG it's October!!! Who's ready for the holiday

00:08:38 Milind Padki:

Milind PADKI from NJ here. Medical writer. milindpadki@gmail.com

00:08:42 Veronica Lee:

Then, Q&A...

00:09:04 Veronica Lee:

Then, if time, she offers a "hot seat" to see if anyone has a question they need support with.

00:09:40

The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

Debbie is da' Bomb-Diggity!

00:10:07 Delphine Ang:

Hi Debbie, so happy to be here.

00:10:51 Tracy Pohlmann:

Not me Mel. Hard to believe it is almost here.

00:12:22 Mel AKA Katrina Sawa, JumpstartYourBizNow.com & JumpstartPublish:

ahhh ;) @Tracy

00:12:25 Delphine Ang:

Sorry, I am unable to turn on the camera. Calling in from Singapore - 7 am here and need to drop off soon.

00:13:45 The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

Dean Hankey; The DEAN of Success! VIP, 'Care-Is-Magic' Marketing & Events!

Socials, Contact, Info and GIFTS: <http://ContactDean.com>

PACKED & Profitable Events - FulFilled Events: Events That Are FULL of The RIGHT People & FILLED With REAL Profits Fast, Fun & EZ-PZ Without a PreExisting Leads, List, Experience or Expense.

00:16:43 Christine Campbell Rapin:

Christine Campbell Rapin

CLEAR Acceleration Inc.

Get Clear. Gain Confidence See Results

Helping service based business owners scale a 6+ figure business through high ticket offers.

Tel: (+1) 587-434-9944

Contact@christinecampbellrapin.com

<http://www.linkedin.com/in/christinecampbell1>

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

Looking for speakers for the next CLIENT GROWTH DELIVERED MASTERCLASS happening October 26/27th (speakers on day 1). Topics focused around helping clients learn how to build an audience that wants what you offer and is willing to pay for it (community, branding, storytelling, podcasts, PR etc). <https://form.jotform.com/221648039888268>

00:17:28 Paula F. Casey:

Paula F. Casey - pfcasey@bellsouth.net - co-founder, TN Woman Suffrage Heritage Trail - www.tnwomansuffrageheritagetrail.com

00:18:47 Marcy McDonald, Mindset Expert:

Marcy McDonald: Book a connecting call:

<https://marcymcdonald.as.me/connecting>

Connect with me on LI:

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

Email me:

<mailto:marcy@marcymcdonald.com>

Speaker One Sheet:

<https://bit.ly/MarcyOneSheet>

Website: <https://SelfMasteryTransformation.com>

Free virtual Master Class “Recession-Proof Your Mindset,” 10/12/22, 10 am PST/1 pm EST: <https://bit.ly/mindset101222>

00:20:14 Tracy Pohlmann:

Tracy Pohlmann Tracy@tracywithstyle.com

<https://tracywithstyle.com/>

Does your image align with your business brand? I love to help professional women create a personal image that helps them attract their ideal clients to generate more income. <https://tracywithstyle.com/simplestylesession/>

Want to appear 10-20 lbs slimmer for your next presentation w/o diet or exercise, check out my tips: <https://tracywithstyle.com/lookslimmer/>

00:20:42 Jackie Maclean - Energy Innovator | Clinical Hypnotherapist:

Jackie Maclean

Energy Innovator | Clinical Hypnotherapist

1 604 551 4986 (Vancouver, Canada)

<https://www.ThePowerWithin.ca>

<https://www.linkedin.com/in/jackiemaclean1/>

<https://calendly.com/jackiemaclean/compcconversation>

I create breakthroughs for Female Entrepreneurs in ways that cannot be explained.

I help them boost their confidence, enhance their performance, enjoy business success and live a joy-filled life.

MY ASK:

I would love the opportunity to speak on Podcasts, Summits and Organizations/Associations.

SIGNATURE TALK:

•

Doing Business from the Inside Out

00:21:12 www.VeronicaLee.tv:

—

Hi Everyone!

I'm Veronica Lee -

Transformational Visionary, Speaker, Writer, Mystic and Mentor

<https://veronicalee.tv>

Email: veronicalee@veronicalee.tv

Find on Social @VeronicaLeeTV

Are you feeling disconnected from your soul purpose or direction? Is your soul calling you to step more into alignment with your gifts? What is the reason for your un-ease and lack of clarity?

For over 17 years I have been guiding people back to their soul truth, inherent power and essential joy so that they may live the life they envision.

Let's connect and learn more about each other and whether you'd be interested in learning what your soul is asking of you:

<https://veronicalee.as.me/complimentary15mins>

Also, I offer TWO FREE GIFTS when you sign up for my email list:

~ Awaken Your Intuition e-booklet, and

~ Access Your Akashic Records guided meditation audio

Text VERONICA to 228-28 to join quickly and receive a simple affirmation to open your own Akashic Records.

—

00:21:25

Jackie Maclean - Energy Innovator | Clinical Hypnotherapist:

Jackie Maclean

Energy Innovator | Clinical Hypnotherapist

You may access my FREE Business Empowerment package here:

<https://thepowerwithin.ca/product/business-empowerment-package/>

Coupon code: POWERWITHIN

Name: Business Empowerment Package

Value: US\$397

HYPNOSIS AUDIOS:

How to Release Your Business Brilliance

How to Attract More Money

How to Visualize Your Future Ideal Self

E-REPORTS

1. 15 Thoughts that will lead you to Success!
2. 20 Daily Habits that will make you successful!
3. 15 Traits of Successful People

00:22:17 Tracy Pohlmann:

Judith what is the age range for your program?

00:22:31 Dea Irby:

Dea (pronounced like “idea” without the “i”) Irby

Name: Dea Irby

Talk Title: Stop Your People and Your Money from Walking out the Door

Audience: Influential Business Leaders

Contact info:

Email: dea@deairby.com

deairby@gmail.com

Cell- 1+706-248-0160 USA

Facebook: <https://www.facebook.com/deairby/>

Substack site - <https://deairby.substack.com/>

Instagram: <https://www.instagram.com/magicofthemeal/>

Twitter: <https://twitter.com/deairby>

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

TEDx talk: <https://youtu.be/DP57ic9QQzo>

Amazon author page: <https://amzn.to/3C4fhYn>

Skillshare course: <https://skl.sh/3JJwHMH>

00:22:50 Judith McLean:

SKILLS for SUCCESS, beta testing in CRITICAL THINKING SKILLS

<https://hiqtraining.ca>

mcleanjudith5@gmail.com

00:30:48 Twiana Armstrong, Leadership Coach:

Twiana Armstrong

twiana@itspersonal.enterprises

It's Personal Enterprises – Your leadership journey is personal to us!
Leadership training, development and Results Conversations Coaching

<https://itspersonal.enterprises/>

seeMYchild – Ensuring that every child is seen, heard and loved!

<https://www.seemychild.org/>

00:30:58 Delphine Ang:

Hello all, I am Delphine Ang from Singapore. Other than being a speaker, author, certified brain health professional and youth leadership & mentor coach, I have more than 25 years in events industry.

I met Debbie about 20 years ago when I invited her to Singapore to conduct a seminar here and later on in Middle East.

www.teencoach.com

I am also owner of Partners Conference & Event Management Pte Ltd

00:31:06 Barbara Ingrassia:

©©©©©©©©©©©©©©©©

YOU have a GOLDMINE! Your website content is YOUR INTELLECTUAL PROPERTY

I'm BARBARA INGRASSIA

I want to give you the tools to GUARD YOUR GOLDMINE

GRAB: 5 Steps to GUARD YOUR GOLDMINE

<https://bit.ly/GoldmineGuide>

barb@managecopyright.com

<https://managecopyright.com>

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

Instagram <https://www.instagram.com/managecopyright/>

Let's connect! <https://managecopyrightwebsiterevdec.as.me/G2KY30>

©©©©©©©©©©©©©©©©

00:32:33 Delphine Ang:

My email is <mailto:Delphine@teencoach.com> if you like to connect :D

Thanks Debbie for the shout-out. Glad to be here.

00:32:43 Twiana Armstrong, Leadership Coach:

Gift - 30 minute exploratory conversation, please reach out.

00:34:14 Agnes Loughlin:

Agnes Loughlin—I am a Bad Habit Breaker --MiraclesinWellness.com I have been in the health care field my whole life including 20 years as a nurse.

Are you concerned about weight gain, beliefs that limit your self-worth, relationships, money, health challenges? I empower professional women to create more confidence, release limiting beliefs, and create proven, powerful habits that change your outcomes.

<https://MiraclesinWellness.com/Jumpstart/>

for the Top Ten Ways to Create More Joy and Connection today.

agnes@miraclesinwellness.com

Phone 773 791 9590

00:36:59 The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

PuuuhReach It Sister Debbie!! Bring The Heat!

00:37:41 The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

CREATE (Not Wait To 'Find') The Opportunities!

00:43:09 The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

Speaaaaak It!

00:45:40 The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

50%

00:45:50 Judith McLean, Critical Thinker, Canada:

40K

00:45:51 Tracy Pohlmann:

Is your event in person? Who

00:45:54 www.VeronicaLee.tv:

50K

00:45:58 Dea Irby:

250k

00:52:02 Delphine Ang:

www.expertpositioningsuccess.com

00:52:11 Marcy McDonald, Mindset Expert:

Thanks Delphine!

00:52:19 The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

<http://www.expertpositioningsuccess.com>

00:52:52 Mel AKA Katrina Sawa, JumpstartYourBizNow.com & JumpstartPublish:

Listen up, ladies! As a woman, we're faced with so many challenges and self-doubt. No matter what walk of life you're on right now I know that we can all relate to some extent or another.

Join the Women Empowerment Webinar October 10th-13th and hear from an awesome lineup of talented, empowering, and successful women! - Katrina will be one of the fantastic females!!

<https://www.linkedin.com/events/womenempowermentwebinar6982735332991475712/comments/>

00:53:42 The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

<http://ExpertPositioningSuccess.com>

00:53:44 Mel AKA Katrina Sawa, JumpstartYourBizNow.com & JumpstartPublish:

Mel C with Cloversy, Executive Virtual for your successful business.

melc@cloversy.com

<https://calendly.com/cloversy/15min>

00:53:56 Dea Irby:

Thanks, Debbie!

00:54:04 Tracy Pohlmann:

Great info Debbie!

00:54:07 Twiana Armstrong, Leadership Coach:

Thank you!

01:00:55 The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

How Specifically?

01:03:45 Dea Irby:

where is Glen from?

01:04:19 www.VeronicaLee.tv:

<https://veronicalee.tv>

Email: veronicalee@veronicalee.tv

Find on Social @VeronicaLeeTV

Are you feeling disconnected from your soul purpose or direction? Is your soul calling you to step more into alignment with your gifts? What is the reason for your un-ease and lack of clarity?

For over 17 years I have been guiding people back to their soul truth, inherent power and essential joy so that they may live the life they envision.

Let's connect and learn more about each other and whether you'd be interested in learning what your soul is asking of you:

<https://veronicalee.as.me/complimentary15mins>

01:04:31 The DEAN of \$uccess! ~ Care-Is-Magic Marketing & People Pro!:

It's a bit selfish to think we can CHANG Their LIFE in 30-60 Minutes in one 'speech' and NOT offering a way to get ongoing support and transformation! - GOTT' Give a way to get additional support.

01:04:47 Tracy Pohlmann:

Great to see everyone

01:04:52 Dea Irby:

thanks

01:04:57 Dea Irby:

good job ladies

01:05:00 Delphine Ang:

Thank you, Debbie. You are amazing as always

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!

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/>

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 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

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](http://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>

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:

<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

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

