**Star Marketing Summit January 2021**

**Day 1**

Sherry Prindle: What virtual platforms are you using? Hopin, Streamyard, Zoom, MSTeams, Webex, Adobe Connect

Scott Barhold : You cannot put the genie back in the bottle

09:28:09 From Scott Barhold : The platforms is like building rapport...If they do not feel comfortable they move on

09:28:13 From Cyndi Fine : use webinars, microsoft and such as a poll

09:29:35 From Cyndi Fine : I have found that I have learned others, but without using them. I end up not feeling proficient enough. curious about the worth in staying on top of others and how to :)

09:30:16 From Kathi Kulesza to Sherry Prindle - Professional Coach Academy(Direct Message) : I’m going for a refill. Of coffee… I’ll be back in 90 seconds.

09:31:27 From Sherry Prindle - Professional Coach Academy : What opportunities have you had due to the pandemic?

09:31:31 From Nicki Stevens : Love it, Scott!!

09:33:05 From Michelle Teague - A Teague of Your Own : We had a face to face training that rebooked as virtual. When it was face to face, it was only 14 people. Once it went virtual, they added more locations and went up to 60 people.

09:34:06 From Scott Barhold : It is not about you feeling certified, but more about the client feeling comfortable

09:35:31 From Michelle Teague - A Teague of Your Own : Scott - agreed. NSA and eSpeakers offered a free virtual certification and was all technical based. Customers feel more comfortable hiring those certified people.

09:39:32 From Michelle Teague - A Teague of Your Own : I surprised ATD hasn't come up with a new virtual certification that is specific to what Connie is asking for.

09:39:36 From Jeff Klein jeff@SpeakerCoop.com : I'm ready to put together a virtual certification under the Speaker Co-op umbrella. We'd bring in outside experts like Sherry to teach each portion.

09:42:22 From Michelle Teague - A Teague of Your Own : ATD does have one: CERTIFICATE PROGRAM

Facilitating Virtual Training Certificate

09:42:43 From Jeff Klein jeff@SpeakerCoop.com : Yes, Connie!

09:43:58 From Scott Barhold : exponential impact

09:47:23 From Scott Barhold : Who would we look for as a partner for the breakouts?

09:49:23 From Linda Williams to Sherry Prindle - Professional Coach Academy(Direct Message) : congrads!!!!

09:49:38 From Scott Barhold : The Game Master - Sherry Prindle

09:51:10 From Michelle Teague - A Teague of Your Own : @Scott - for breakouts, I would think we would need to contact conference planners

09:51:52 From Jeff Klein jeff@SpeakerCoop.com : Scott, I would also think folks already doing breakouts.

09:52:58 From Scott Barhold : I need to networks with someone who is doing those...

I have done several for SCORE, "FREE" and built revenue from there, but I would love to get some that are paid at front

09:54:42 From Connie Rose to Sherry Prindle - Professional Coach Academy(Direct Message) : what is the name of the conference organizer that focuses on schools.

09:54:45 From Sherry Prindle - Professional Coach Academy : MPI Meeting Professionals International

09:57:05 From Michelle Teague - A Teague of Your Own : Preach it Sherry!

09:58:13 From Michelle Teague - A Teague of Your Own : Les Brown has 1 talk.

09:58:30 From virginia singh : Scott your in Dallas

09:58:43 From Sherry Prindle - Professional Coach Academy : Jeff is in Dallas

09:58:46 From Scott Barhold : No I am in Melbourne FLorida

09:59:36 From Scott Barhold- Profit & Growth Expert : He got his game face on!

10:00:42 From Kathi Kulesza to Sherry Prindle - Professional Coach Academy(Direct Message) : Now I’m going to pee quickly. lol…

10:02:16 From Jeff Klein jeff@SpeakerCoop.com : Sherry Prindle - Trainer of Trainers

10:02:50 From Scott Barhold- Profit & Growth Expert : Sherry Prindle "The Trainers Trainer"

10:03:07 From Michelle Teague - A Teague of Your Own : When Pryor says you are able to train on 60+ topics, it is so hard to focus on only a couple.

10:05:19 From Kathi Kulesza : And she was a contract trainer… 5 years

10:07:39 From Scott Barhold- Profit & Growth Expert : Empowering Small Business Owners to Turn Their Dream Business Into Their Reality

10:11:20 From Scott Barhold- Profit & Growth Expert : You drive traffic to a website

10:14:12 From Michelle Teague - A Teague of Your Own : Brilliant!

10:14:19 From Cyndi Fine : you are so great! :)

10:14:35 From Scott Barhold- Profit & Growth Expert : Life provides many stories

10:19:07 From Scott Barhold- Profit & Growth Expert : recovering from Heart Surgery

10:19:44 From Bonnie L Boucek : www.meni.com

933594

10:20:03 From Scott Barhold- Profit & Growth Expert : no... 833594

10:20:29 From Bonnie L Boucek : my keyboards ticks thanks

10:20:46 From Sherry Prindle - Professional Coach Academy : s ticks LOL

10:22:47 From Sherry Prindle - Professional Coach Academy : How do we "Redeploy ourselves" as speakers, trainers, coaches, and authors?

10:23:09 From Sherry Prindle - Professional Coach Academy : What that you are an expert at does the world need you to bring NOW?

10:23:40 From Sherry Prindle - Professional Coach Academy : What current problems do you solve?

10:23:58 From Sherry Prindle - Professional Coach Academy : Recent events have leveled the playing field!

10:25:36 From Sherry Prindle - Professional Coach Academy : Video interview with clips of you presenting virtually can replace the "sizzle" demo reel

10:26:43 From LaShahn Taylor : long drives

10:26:50 From Scott Barhold- Profit & Growth Expert : FLYING

10:27:36 From LaShahn Taylor : I love traveling

10:27:45 From Scott Barhold- Profit & Growth Expert : I do love sleeping in my bed every night

10:28:07 From LaShahn Taylor : training online

10:28:41 From Patrick Murphy : Going to my grandsons baseball games

10:29:00 From Linda Williams : writing and web site

10:29:16 From Sherry Prindle - Professional Coach Academy : Go to Menti.com and enter code 833594 to participate - or chats here are fine as well

10:29:55 From LaShahn Taylor : spent more time with family

10:31:58 From Sherry Prindle - Professional Coach Academy : What do I do?

10:32:01 From Sherry Prindle - Professional Coach Academy : How do I do it?

10:32:06 From Sherry Prindle - Professional Coach Academy : Whom do I do it for?

10:32:12 From Sherry Prindle - Professional Coach Academy : What value am I bringing?

10:36:22 From Scott Barhold- Profit & Growth Expert : It is far better to make a mess and clean it up than to be stuck on get ready...

10:37:51 From LaShahn Taylor : procrastination

10:41:58 From Chrystina Katz- Gutsy Pivot : Kathi .. kathi@kathispeaks.com

calendly.com/kathik/talk

10:43:26 From Sherry Prindle - Professional Coach Academy to Atala Tovar(Direct Message) : Welcome! Please try to keep it short. We are all presenters, so we are not here for your content. We want you to share who you are and get some feedback

10:44:00 From Kathi Kulesza : Here’s a link to the results in case you could not get them: https://www.mentimeter.com/s/40347cc460198a502b7fe57710a60666/a184f3c3a7bb

10:45:25 From Kathi Kulesza : And here’s the link to the 3 Massive Mistakes Brilliant Woman Make: https://bit.ly/123-mistakes

10:45:42 From Kathi Kulesza : Thank you all… for participating in the Mentimeter.

10:47:09 From Scott Barhold- Profit & Growth Expert : Can I ask the group, what are you all using for a CRM?

I have been using ACT since 2007, but I believe that there has to be something better...

10:47:23 From Chrystina Katz- Gutsy Pivot : CRM = Karma

10:47:55 From Jeff Klein jeff@SpeakerCoop.com : CRM - Insightly

10:49:51 From Delisa : Oh a mini Toastmaster exercise...

10:53:06 From Sherry Prindle - Professional Coach Academy : So genuine and warm.

10:53:35 From Sherry Prindle - Professional Coach Academy : Very smooth delivery. You don't seem nervous at all, and you know your content perfectly.

11:00:10 From Delisa : Loved the point on communication, sometimes we forget about the high value of nonverbal communication.

11:00:44 From Delisa : "Sharing ourselves" powerful words

11:00:53 From Sherry Prindle - Professional Coach Academy : Atala is a speaker we are supporting by giving her a chance to do a part of her talk for support and critiquing

11:03:46 From Sherry Prindle - Professional Coach Academy to Michaela Smith(Direct Message) : Welcome, Michaela. Do you have anything you need to share screen for?

11:03:51 From Delisa : I LOVE the stories, the way yo tell them really helps to illustrate your point.

11:04:08 From Michaela Smith to Sherry Prindle - Professional Coach Academy(Direct Message) : Hey there! I am good! Just having fun!

11:04:21 From Sherry Prindle - Professional Coach Academy : It is clear you are not just saying these things - you LIVE them!

11:06:37 From Deborah Allen - Mega Learning With A Twist : Thank you Atala for sharing from your heart what you have learned and that you now share with the World. Great message and great presentation!

11:06:46 From Delisa : Eye contact with the camera is remarkable. I really struggle with this. I do feel connected with you because you do look right into the camera.

11:07:28 From Isabel Fisher : Lovely!

11:07:34 From Isabel Fisher : Thank you!

11:07:40 From Delisa : One suggestion - I would have a stronger Call to Action. Tell us what you want us to do next.

11:08:01 From Kathi Kulesza : Yes… love it!

11:08:07 From LaShahn Taylor : I recommend a lil more vocal variety...

11:08:32 From Sherry Prindle - Professional Coach Academy : Good idea - lead a meditation

11:08:39 From Linda Williams : I agree soothing voice

11:08:43 From Michelle Teague - A Teague of Your Own : So warm and welcoming! When you are showing slides, make it the full view, so we can't see the bars on the sides and bottom with all of your apps open.

11:08:58 From Chrystina Katz- Gutsy Pivot : Awesome Atla...wow... very compassionate and real speaker. Kept my attention with your tone and pace. lots of good points. Recommend a summary slide of the points to tie it all together.

11:09:00 From Sherry Prindle - Professional Coach Academy : Yes, your body language is varied and interesting; varying your voice would make it even better

11:09:47 From Sherry Prindle - Professional Coach Academy : Make it be about THEM a little more. Your thoughts, stories, and lessons need to become MY experiences as I listen to you

11:10:41 From Kathi Kulesza : I thought it was a broom. lol…

11:11:14 From Sherry Prindle - Professional Coach Academy : Yes, It's not just important to have a good background but see how it looks with us in front of it

11:12:40 From Jeff Klein jeff@SpeakerCoop.com : Atala -You're obviously very comfortable as a speaker. Great voice and command of your topic.I had trouble understanding you. This is something you can work on. I have a feeling you're easier to understand in conversation.I want to see you more and the slides less. I recommend turning off the slideshow for parts of your talk.You should be the focus.Have a handout with your 7 things and your contact info that we can download from google docs or dropbox.

11:12:46 From Kathi Kulesza : In a shorter amount of time, do a deep dive into one or two. Leave them wanting more.

11:13:04 From Kathi Kulesza : @ Scott… a group of us in vegas just started using Karma via Shawn Rhodes’ program. NSA members often recommend Speakerflow. I cannot recommend Karma yet, we are not far enough along with implementation yet.

11:15:02 From Sherry Prindle - Professional Coach Academy : Yes! Make sure you update to the latest version of Zoom

11:16:14 From Sherry Prindle - Professional Coach Academy : No slides is ok if you share a handout. With your accent, it is good to have something in writing

11:17:47 From Michelle Teague - A Teague of Your Own : Toastmasters is a great place to practice and get feedback.

11:17:53 From Jeff Klein jeff@SpeakerCoop.com : Toastmasters will help with your accent more than Maxwell Team.

11:19:47 From Sherry Prindle - Professional Coach Academy : www.KarmaKoaches.com

11:20:04 From Michaela Smith : Michaela Smith

Karma Koaches

https://www.linkedin.com/in/michaela-smith-ba907714/

https://karmakoaches.com/

11:21:42 From Sherry Prindle - Professional Coach Academy : Many coaches and speakers get into the trap of maybe feeling like they need one more thing before they will launch rather than putting themselves out there

11:22:29 From Sherry Prindle - Professional Coach Academy : She lives in Colorado, by the way

11:23:15 From Sherry Prindle - Professional Coach Academy : As Coach Delisa Deavenport says, "Find Your Direction in Your Quiet"

11:26:04 From Sherry Prindle - Professional Coach Academy : "I'm pretty sure Aspen came on the hike just to say 'hi' to you."

11:28:10 From Scott Barhold- Profit & Growth Expert : other s for me, or me for others?

11:28:16 From Sherry Prindle - Professional Coach Academy : What had dependability looked like in your life recently? What does "showing up" feel like for you?

11:28:24 From Michelle Teague - A Teague of Your Own : Dependability means being there when needed.

11:29:14 From Linda Williams : trust that people have in you

11:29:27 From Scott Barhold- Profit & Growth Expert : Being the one who solves the problem

11:30:22 From Sherry Prindle - Professional Coach Academy : Dependability to me is doing what people expect in certain situations or defining expectations, so you can meet them

11:31:40 From LaShahn Taylor to Sherry Prindle - Professional Coach Academy(Direct Message) : I have to go check on my mom - I will try to make it back today --- if not see you tomorrow. Thanks again!

11:32:11 From Sherry Prindle - Professional Coach Academy to LaShahn Taylor(Direct Message) : Thank you, lady

11:32:50 From Bonnie L Boucek : Dependability means holding the spaces needed for the growth of each other for whatever it is we need to journey while we connect.

11:33:28 From Scott Barhold- Profit & Growth Expert : removing the feeling of inadequacy just by being there and being yourself

11:35:02 From Sherry Prindle - Professional Coach Academy : What benefit would "the opportunity to show up and slow down" provide for your clients? How do we create that in speaking, training, coaching, or product creation?

11:36:06 From Sherry Prindle - Professional Coach Academy : Everyone, think about the conversation we had about your brand and your platform and consider Michaela and Atala. Look at how they show up and create a brand by how they are

11:37:31 From Sherry Prindle - Professional Coach Academy : It's usually at the point where we actually get into community with people and create that safe space of acceptance where they can just show up that it's time to go ...

11:37:43 From Sherry Prindle - Professional Coach Academy : What would it be like to feel the feelings that are actually there?

11:38:19 From Sherry Prindle - Professional Coach Academy : Zuke dancing, hmm...

11:39:14 From Sherry Prindle - Professional Coach Academy : Oops, Zouk

11:41:10 From Sherry Prindle - Professional Coach Academy : Is there room for slowing down and creating space for this in corporate training?

11:41:35 From Sherry Prindle - Professional Coach Academy : The possibility is exciting. I think I would like to take it on at least as a question in my mind

11:42:19 From Sherry Prindle - Professional Coach Academy : Scott, you've had to do that because of your health challenges, right?

11:43:08 From Michelle Teague - A Teague of Your Own : I think the time to slow down in training is when something resonates with people. Getting them to take the information and apply it right away. That's worth slowing down for.

11:44:09 From Sherry Prindle - Professional Coach Academy : Yes, Michelle, good point. I think sometimes when I don't do the slow down, people at the end are not sure what they actually learned. We covered a lot, but what did they absorb?

11:44:13 From Scott Barhold- Profit & Growth Expert : Sherry, yes..but for a different reason.. I was unable to push myself the way I was used to. It was VERY frustrationg that my body could not keep up with my brain

11:45:17 From Scott Barhold- Profit & Growth Expert : THe good news is it gave me a new appreciation and a different approach for my customers, and a more principled centered business

11:45:49 From Sherry Prindle - Professional Coach Academy : Yes, I speak fast, and people have always recommended I slow down But when I slow down, the energy in my presentation decreases. I discovered I didn't really have to slow down but instead to just pause more to let others catch up

11:46:33 From Sherry Prindle - Professional Coach Academy : What does it look like to be reliable and dependable to YOU?

11:47:25 From Teisha Shelby-Houston to Sherry Prindle - Professional Coach Academy(Direct Message) : It means being CONSISTENT in self-care.

11:47:41 From Teisha Shelby-Houston to Sherry Prindle - Professional Coach Academy(Direct Message) : oops that was for the grp

11:47:47 From Sherry Prindle - Professional Coach Academy : Teisha says: It means being CONSISTENT in self-care.

11:48:00 From Teisha Shelby-Houston : it means being CONSISTENT in self-care

11:51:12 From Sherry Prindle - Professional Coach Academy : Atala works in the medical field. Mantra, "My peace is non-negotiable"

11:51:36 From Sherry Prindle - Professional Coach Academy : Michaela is a meditation coach

11:52:35 From Sherry Prindle - Professional Coach Academy : That's a good point. What are we doing to come back to being centered and grounded because if we are not, everything gets skewed

11:53:44 From Michelle Teague - A Teague of Your Own to Sherry Prindle - Professional Coach Academy(Direct Message) : This is great Sherry! Can we ask people to share their websites/contact info in the chat during the networking lunch? Maybe with a short description of what they do/who their customer is?

11:56:29 From Sherry Prindle - Professional Coach Academy : ALL THE THINGS!

11:57:16 From Scott Barhold- Profit & Growth Expert to Sherry Prindle - Professional Coach Academy(Direct Message) : quite a spitfire!!!!

I love the energy

11:57:47 From Sherry Prindle - Professional Coach Academy : Maybe those of us who are contract trainers who have a whole day and a whole workbook and a hundred bullet points in the brochure, it would be useful to pick the "one or two things" we want to really bring home in our seminars

11:58:29 From Sherry Prindle - Professional Coach Academy : Be a dog!

11:58:52 From Kathi Kulesza : @ Sherry, I agree. We sometimes lose focus on the one or two most valuable takeaways trying to make sure we cover all the material.

11:59:43 From Deborah Allen - Mega Learning With A Twist : Hi Michaela - Can't wait to connect and talk to you further. It was awesome!

11:59:51 From Michaela Smith : Thank you Deborah!

11:59:58 From Teisha Shelby-Houston : thank you Michaela!

12:00:10 From Linda Williams : THank you

12:00:11 From Sherry Prindle - Professional Coach Academy : Now let's look at that in our marketing. Rather than list EVERYTHING you do, what are the one or two things?

12:00:12 From Connie Rose : Thank you Michaela great insightful presentation

12:00:15 From Isabel Fisher : Be a DOG! love it The basics of presence!

12:00:16 From Delisa : Guess what girl - you showed up. Thanks,

12:00:57 From Sherry Prindle - Professional Coach Academy : Name, contact info

What you do, who your customer is, your specialization

Linkedin or preferred social media site you’d like to connect on

12:01:09 From Michaela Smith : Michaela Smith

Karma Koaches

https://www.linkedin.com/in/michaela-smith-ba907714/

https://karmakoaches.com/

12:01:26 From Jeff Klein jeff@SpeakerCoop.com : Jeff Klein, Speaking Sherpa, jeff@SpeakerCoop 214-957-2221Schedule a 1-on-1: https://calendar.x.ai/jeffkleinhttps://www.linkedin.com/in/jeffkleinspeaker/Online Speaker Directory, Training, & Booking: https://speakercoop.com/

Elevator Pitch Training: http://tiny.cc/30Webinar

Save on Your Electricity & Cell Bills. Email me a pic of your Bill.

Let’s Talk!

12:02:08 From Michelle Teague - A Teague of Your Own : Michelle Teague from A Teague of Your Own.We are consultants helping businesses and individuals with leadership and communication skills. We help people lead to succeed, communicate to elevate, and build teams to fulfill dreams. We do this through training, speaking, and coaching.Would love to connect! https://calendly.com/teagueofyourown/30min www.ATeagueOfYourOwn.comhttps://www.linkedin.com/in/michelle-teague-3577044/MTeague123@aol.com724-689-8940

12:02:19 From Deborah Allen - Mega Learning With A Twist : Deborah Allen - Mega Learning with a Twist.com - Life Coach. Wanting to connect with everyone here. I prefer one on one connecting. 469-682-3864. I prefer to text and call.

12:02:38 From Isabel Fisher : Truly enjoyed your authenticity. Very inspiring!

12:03:00 From Michelle Teague - A Teague of Your Own : Anything with dogs is good to me!

12:03:21 From Deborah Allen - Mega Learning With A Twist : Michaela - My Motto is FREE TO BE ME. You definitely are a good example of being free!

12:04:16 From Michaela Smith : Thank you Deborah! I love your motto!

12:05:18 From Sherry Prindle - Professional Coach Academy : Sherry Prindle - Professional Coach Academy

12:05:30 From Sherry Prindle - Professional Coach Academy : I offer professional coach certification and executive coach certification

12:05:32 From Sherry Prindle - Professional Coach Academy : https://www.linkedin.com/in/sherryprindle/

12:08:25 From Scott Barhold- Profit & Growth Expert : tell me more about what you do...

12:11:14 From Sherry Prindle - Professional Coach Academy : What time is it appropriate to switch to beer?

12:11:40 From Delisa : It's 5:00 somewhere.

12:12:13 From Sherry Prindle - Professional Coach Academy : Who is the winner of the fast food chicken sandwich war?

12:13:36 From Delisa : Coach Delisa DeavenportCoachdelisa.comEmployee Experience CoachI work with small businesses to motivate, lead, and empower employees/My message is to “Find your Direction in Your Quiet” & I work with people to learn what that means.

12:14:07 From Delisa : I am coming back to North Dallas very soon. The Michigan winters are BRUTAL!!!

12:19:54 From Michaela Smith : Michaela Smith

Karma Koaches

https://www.linkedin.com/in/michaela-smith-ba907714/

https://karmakoaches.com/

12:22:42 From Sherry Prindle - Professional Coach Academy : That fits right into what Jonathan is going to share too

12:29:56 From Michelle Teague - A Teague of Your Own : Sherry is our alpha dog. LOL!

12:30:31 From Scott Barhold- Profit & Growth Expert : Puff Up

12:33:35 From Sherry Prindle - Professional Coach Academy : I will put that intro into the Dropbox

12:35:20 From Chrystina Katz- Gutsy Pivot to Sherry Prindle - Professional Coach Academy(Direct Message) : I am still only seeing the Deliberate Fun book... not the new one he mentioned

12:35:32 From Chrystina Katz- Gutsy Pivot to Sherry Prindle - Professional Coach Academy(Direct Message) : slides are not changing

12:37:23 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : howdy!

12:38:13 From Sherry Prindle - Professional Coach Academy : John Chen says: Ctrl + Alt + Delete the entire year 2020

12:39:22 From Chrystina Katz- Gutsy Pivot to Sherry Prindle - Professional Coach Academy(Direct Message) : still seeing the slides.... not presentation mode

12:42:54 From Sherry Prindle - Professional Coach Academy : Richard Bandler and John Grinder founded NLP

12:43:50 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : Thx! Can you confirm my time tomorrow?

12:44:27 From Sherry Prindle - Professional Coach Academy to John Chen, Seattle, WA, Engaging Virtual Meetings, he/him(Direct Message) : I have you today 2:30 – 3:45 Engaging Virtual Meetings – John Chen and thought you were unavailable tomorrow

12:46:41 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : I am available 12-2 PST, 2-4CST Monday but it looks like you're booked now

12:47:04 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : and Pshaw!

12:49:09 From Sherry Prindle - Professional Coach Academy to John Chen, Seattle, WA, Engaging Virtual Meetings, he/him(Direct Message) : I kept going back and forth with you trying to nail down when you said you were available. Yes, I have a pretty good lineup. Thank you!

12:49:11 From Delisa : Sherry has the "So what" down pat!!!

12:51:17 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : no prob, holiday scheduling thx

12:56:16 From Delisa : Not enough time

12:56:16 From Cyndi Fine : that was so fun… and would love to revisit

12:56:40 From Sherry Prindle - Professional Coach Academy : Yes, this is a very useful activity!

12:57:10 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : I feel like breakout rooms are the 3rd most engaging tool on virtual platforms...

12:57:28 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : brb

12:57:34 From Sherry Prindle - Professional Coach Academy : Gap selling: Do you struggle with [pain]? What if you could [pleasure]?

12:57:42 From Sherry Prindle - Professional Coach Academy : LOL, @John Chen

12:57:50 From Cyndi Fine : John, is that good or bad? :) What are the first two?

12:58:06 From Sherry Prindle - Professional Coach Academy : He set up a teaser for his presentation at 2:30

12:59:02 From Sherry Prindle - Professional Coach Academy : Embedded command - as you SIGN UP FOR THE MARKETING SUMMIT in July...

13:00:13 From Scott Barhold- Profit & Growth Expert : Powerful presentation template...

13:09:02 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : back, eating late breakfast ;-)

13:09:24 From Sherry Prindle - Professional Coach Academy to John Chen, Seattle, WA, Engaging Virtual Meetings, he/him(Direct Message) : I wish we had emoji. I would sent you sushi and broccoli

13:18:20 From Sherry Prindle - Professional Coach Academy : Feel free to debrief or ask questions in chat

13:19:21 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : 🍣🍣🍣🍣🍣 - Sushi emojis for Sherry Prindle!

13:20:03 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : TIP: Windows+(period) for PC and Ctrl+cmd+space for Mac to open emoji keyboard in chat

13:20:20 From Sherry Prindle - Professional Coach Academy to John Chen, Seattle, WA, Engaging Virtual Meetings, he/him(Direct Message) : どうもありがとう (Mr. Robato)

13:21:26 From Sherry Prindle - Professional Coach Academy to John Chen, Seattle, WA, Engaging Virtual Meetings, he/him(Direct Message) : Mind blown!! Emoji keyboard for chat!!! 🎉✨😍

13:21:52 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : right??? you can add emoji's to people's names such as when they talk or to reward them

13:22:11 From Sherry Prindle - Professional Coach Academy to John Chen, Seattle, WA, Engaging Virtual Meetings, he/him(Direct Message) : Ooh like badges in gamification

13:22:24 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : EXACTLY! People react the same to them.

13:23:11 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : Meanwhile, I may ask for a series of add spotlight, remove spotlight during my talk. Add when I start reading/answering their question. Remove when we move on to next question, do you want to do it or do you want me to do it?

13:23:29 From Sherry Prindle - Professional Coach Academy to John Chen, Seattle, WA, Engaging Virtual Meetings, he/him(Direct Message) : I am happy to

13:23:45 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : awesome thx

13:24:00 From Cyndi Fine to Sherry Prindle - Professional Coach Academy(Direct Message) : this stuff is great! I am looking forward to going over it from dropbox

13:25:07 From Sherry Prindle - Professional Coach Academy : Jonathan is not only sharing his PowerPoint but has made a video of this presentation for you https://www.sententiagamification.com/starmarketing

13:25:55 From Delisa : In other words, are you saying don't let it scare you? Cause this stage does scare me.

13:27:38 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : when would now be a good time to pay me a lot of money ;-)

13:27:49 From Scott Barhold- Profit & Growth Expert : Objections are just a buying sign...

13:28:25 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : A recent study said asks and posts with "Don't miss" get more interactions and yeses....

13:29:17 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : why do clients who say they have no budget say they don't have enough money after you send proposal????

13:29:53 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : 8

13:30:14 From Sherry Prindle - Professional Coach Academy : The thing is not the thing. There is an emotion that is creating their objection. So, in groups introduce the sales cycle and objections they may have, then practice pulling the trigger

13:39:41 From Scott Barhold- Profit & Growth Expert : what didwe miss?

13:39:52 From Cyndi Fine : love house

13:39:59 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Clubhouse

13:40:11 From Cyndi Fine : haha!!

13:40:11 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : I just got on...my opinion is still out....

13:40:16 From Kathi Kulesza : @ Scott, the mid sentence stop… lol…

13:40:16 From Cyndi Fine : clubhouse?

13:40:47 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : TIP: Be the best breakout facilitator by timing your sentence to end on 1 sec left....

13:41:06 From Jonathan Peters : https://www.sententiagamification.com/starmarketing

13:41:07 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Sherry, haha let's all jump off and get on Clubhouse ;-)

13:41:23 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : https://www.joinclubhouse.com/

13:41:33 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : 10-4 good buddy

13:42:03 From Delisa : Hey, I'll still use Cds!

13:42:16 From Sherry Prindle - Professional Coach Academy : If you follow that link, you can download his slide deck as well as a video of this presentation created in the past when CDs were a thing

13:42:23 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : I'll make delisa a mix tape!!! #80s

13:43:39 From Delisa : Nah, my tape player recently broke... so I went to CDs.

13:44:05 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : My presentation will be presented from Lazer Disc....

13:44:49 From Jeff Klein jeff@SpeakerCoop.com : BetaMax

13:45:46 From LaShahn Taylor to Sherry Prindle - Professional Coach Academy(Direct Message) : Stayed as long as I could, gotta go check on my mom. See ya tomorrow - thanks again!

13:45:52 From Michelle Teague - A Teague of Your Own : audio via 8 track tape

13:46:32 From Delisa : Bring it on John, I want to learn all there is to learn, content & technology.

13:49:12 From Cyndi Fine : Never heard the “pick up community” :)

13:49:32 From Delisa : Did it work Jonathon?

13:49:42 From Scott Barhold- Profit & Growth Expert : and to think I just used magic...

13:50:45 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : I'm still using astrological signs #80s (just kidding!)

13:51:05 From Delisa : .

13:54:54 From Cyndi Fine : bighead@SententiaGames.com this is your email?

13:55:30 From Connie Rose : Thank you Jonathan great extremely informative presentation.

13:58:43 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : OMG we had so much fun at Gamicon New Orleans when we could meet in person ;-)

13:59:37 From Isabel Fisher : Learned a lot! Reinforced so may things. Thank you!

14:00:21 From Connie Rose to Sherry Prindle - Professional Coach Academy(Direct Message) : There are several Clubhouse apps which one do I download. I was under the impression you had to have an invitation.

14:00:50 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : guest room = broadcasting studio!!!

14:00:55 From Michelle Teague - A Teague of Your Own : Thanks Jonathan!

14:01:10 From Sherry Prindle - Professional Coach Academy : You are in this summit experiencing various presentations watching how people are interacting on this platform, you find yourself wanting to master engaging virtual meetings so you can stand out in the crowd. Imagine being declared the best presenter on your topic by your target audience. You might even get increased Google Alerts from being mentioned organically in social media. Imagine how much more enjoyment and traction you will get when you buy John Chen’s book, Engaging Virtual Meetings, and follow his recommendations create psychological safety and engagement. How will you be able to use the methods? Where will you get the book? Which techniques will you start with? When would not be a good time to start making your presentations more engaging?

14:01:23 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Say YES!

14:02:51 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Thanks Delisa

14:04:10 From Sherry Prindle - Professional Coach Academy : Is that a Katana behind you, John?

14:05:07 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : It's a Chinese decorative sword from Guangzhou

14:08:25 From Chrystina Katz- Gutsy Pivot to Sherry Prindle - Professional Coach Academy(Direct Message) : any tips for picking a username in ClubHouse?

14:09:03 From Chrystina Katz- Gutsy Pivot : I am signing up for Clubhouse...any tips for picking a username ?

14:09:19 From Sherry Prindle - Professional Coach Academy to Chrystina Katz- Gutsy Pivot(Direct Message) : I am SherryPrindle

14:09:43 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Chrystina I try to use the same id for everything like http://linkedin.com/in/ceojohnchen

14:11:39 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : @ceojohnchen on Clubhouse

14:12:10 From Sherry Prindle - Professional Coach Academy : @SherryPrindle

14:12:54 From Chrystina Katz- Gutsy Pivot : Thanks John!

14:17:09 From Nicki Stevens to Sherry Prindle - Professional Coach Academy(Direct Message) : Sherry, can you text me an invite to Clubhouse? I have to use it on my phone. Don't have an ipad, yet! 636-352-7993. Thanks

14:17:38 From Sherry Prindle - Professional Coach Academy to Nicki Stevens(Direct Message) : It is only available on Apple Devices, so it wouldn't do any good

14:20:44 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : how do I get a copy of recording? Just curious...

14:21:38 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Now I'm hungry ;-)

14:25:01 From Delisa : I love changing people's perspective about situations.

14:25:01 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : Donna Cunningham will be joining in a few min, thanks!

14:26:07 From Delisa : I started coaching 3 years ago when I got fired. I actually grab my boss and hugged him when he let me go. True story,

14:26:15 From Sherry Prindle - Professional Coach Academy : I am a coach of coaches and speakers I love adventures outdoors I need inspiration to create I want to come up with something new I fear doing something wrong and being shunned I dream of a world where coaches and speakers go for their goals I think anything is possible I am powerful

14:27:01 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him to Sherry Prindle - Professional Coach Academy(Direct Message) : BRB

14:29:15 From Sherry Prindle - Professional Coach Academy to John Chen, Seattle, WA, Engaging Virtual Meetings, he/him(Direct Message) : https://www.megalearningwithatwist.com/ Deborah Allen

14:29:37 From Delisa : You rock, Deborah.

14:29:46 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Live it!

14:30:18 From Chrystina Katz- Gutsy Pivot : awesome job Deborah!!!

14:30:57 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : True pro, I'm here on time ;-)

14:31:14 From Michelle Teague - A Teague of Your Own : Great job Deborah! Keep following your dream!

14:32:07 From Scott Barhold- Profit & Growth Expert : hi donna

14:32:14 From Michelle Teague - A Teague of Your Own : Hi Donna!

14:32:14 From Chrystina Katz- Gutsy Pivot : Hi Donna. welcome

14:32:19 From Michelle Teague - A Teague of Your Own : Thanks John!

14:32:31 From Donna C : Hello All

14:32:45 From Sherry Prindle - Professional Coach Academy to Donna C(Direct Message) : I was going to produce for him, would you like to since you are used to it? If so, I will make you co-host

14:33:12 From Donna C to Sherry Prindle - Professional Coach Academy(Direct Message) : I am happy to produce

14:33:31 From Deborah Allen - Mega Learning With A Twist : Thanks everyone!

14:33:59 From Delisa : What are the top 3 strategies to use for interactive, engaging webinars for people who are just learning Zoom?

14:34:09 From Sherry Prindle - Professional Coach Academy to Donna C(Direct Message) : He was asking me to spotlight him when he was answering and reading questions but unspot him when others were talking

14:34:24 From Donna C to Sherry Prindle - Professional Coach Academy(Direct Message) : got it

14:35:44 From Donna C : I am recognizing names I have shipped books to.

14:35:45 From Connie Rose to Sherry Prindle - Professional Coach Academy(Direct Message) : How theH

14:36:30 From Cyndi Fine : that is the super cool part about this… talking all over the world

14:36:49 From Sherry Prindle - Professional Coach Academy to Connie Rose(Direct Message) : Did you have a need?

14:37:25 From Sherry Prindle - Professional Coach Academy to Connie Rose(Direct Message) : "How theH" it says you typed in a PM. Just checking

14:37:39 From Donna C : It has been amazing. I am on his Karaoke every Saturday. We have friends all over the world. Friendships that are a gift of COVID

14:39:05 From Sherry Prindle - Professional Coach Academy : Scott shared how he did virtual visits from Santa, so did John...

14:39:22 From Scott Barhold- Profit & Growth Expert : A Brother Santa!

14:39:25 From Donna C : Santa was so rewarding emotionally.

14:40:39 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : chat your questions here

14:41:18 From Sherry Prindle - Professional Coach Academy : Let the inmates run the asylum

14:42:33 From Scott Barhold- Profit & Growth Expert to Sherry Prindle - Professional Coach Academy(Direct Message) : how can I get this guys book? What is the name of it???

14:43:47 From Cyndi Fine : How to get more involvement from participants (besides poll and chat :) Actually how to get them to respond in chat or speak up.

14:44:03 From Donna C : Breakout rooms

14:44:20 From Sherry Prindle - Professional Coach Academy : They are already asking how to get your book...

14:45:44 From Scott Barhold- Profit & Growth Expert : quasi anonymous

14:46:34 From Cyndi Fine : The application the seminar company doesn’t have ability to see their picture

14:46:43 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Thanks Michelle

14:46:43 From Cyndi Fine : thanks michelle

14:46:43 From Donna C : Thanks Michelle

14:46:44 From Sherry Prindle - Professional Coach Academy : Rock the Chat Box

14:46:44 From Scott Barhold- Profit & Growth Expert : Thanks Michelle

14:46:44 From Jeff Klein jeff@SpeakerCoop.com : Thanks, Michelle!

14:46:44 From Kathi Kulesza : Thans Michelle…

14:46:44 From Jonathan Peters : Thanks michelle

14:46:44 From Connie Rose : Thanks Michelle

14:46:44 From Delisa : thanks Michelle

14:46:45 From Chrystina Katz- Gutsy Pivot : Thanks Michelle

14:46:46 From Isabel Fisher : thanks michelle

14:46:48 From Patrick Murphy : Thanks Michekle

14:46:51 From Michelle Teague - A Teague of Your Own : you are most welcome!

14:47:54 From Sherry Prindle - Professional Coach Academy : So MANY of us are teaching training seminars where participants cannot turn on their cameras or talk aloud. The platform restricts their participation

14:48:37 From Cyndi Fine : Exactly, Sherry, so tips on how to get them to “speak up” participate.

14:49:19 From Connie Rose : Sherry Yes - attendees are multi tasking, or being asked to engage in a meeting during the training. They end up missing so much of the training yet will receive a certification of completion.

14:50:13 From Donna C to Sherry Prindle - Professional Coach Academy(Direct Message) : We will get the book link. He has been working on the website.

14:50:29 From Chrystina Katz- Gutsy Pivot : John... I love Sherry's point above. Do you have substitutes for webinars when people are not on video?

14:51:54 From Cyndi Fine : Would love for tips on this piece. It is so more tiring to be the only one talking :)

14:51:58 From Sherry Prindle - Professional Coach Academy : Our platform settings: No cameras, no breakout rooms, no chat. The only tools we have are polls and the Q&A that is only seen by presenters who can share to all. Participants can unmute but typically are not willing to.

14:52:09 From Jeff Klein jeff@SpeakerCoop.com : Where do you look?

14:52:37 From Cyndi Fine : we can actually use the chat box ;)

14:52:53 From Cyndi Fine : in zoom, have chat but they don’t use it

14:53:07 From Sherry Prindle - Professional Coach Academy : They are prisoners sometimes who don't want to be there

14:53:16 From Sherry Prindle - Professional Coach Academy : We have no choice

14:53:29 From Patrick Murphy : I think a lot of people feel more comfortable in break out rooms because of the small groups and not having to speak in front of a lot of people.

14:53:41 From Donna Cunningham, Seattle, WA : Or meet the cats!

14:56:39 From Sherry Prindle - Professional Coach Academy : The meeting before the meeting, and the meeting after the meeting

14:58:26 From Sherry Prindle - Professional Coach Academy : Menti.com like Kathi used

14:58:39 From Sherry Prindle - Professional Coach Academy : Using a shared doc from googledocs or OneDrive etc

14:59:02 From Sherry Prindle - Professional Coach Academy : "They want to see their participation in this event is making a difference?

14:59:12 From Kathi Kulesza : Yes… the Mentimeter brings everyone together. I only scratched the surface of what it can do.

15:00:17 From Sherry Prindle - Professional Coach Academy : Simultaneously editing a document. There are multiple ways

15:03:13 From Sherry Prindle - Professional Coach Academy : It's like fake spectators at professional sporting events

15:03:26 From Kathi Kulesza : The Paint Color is: Diva Glam (P120-6 D). BEHR.

15:04:43 From Patrick Murphy : John is great at using names of participants.

15:04:51 From Donna Cunningham, Seattle, WA : Time to buy some paint

15:05:55 From Cyndi Fine : Side question: what does mirror video mean in video settings? thanks

15:06:39 From Jeff Klein jeff@SpeakerCoop.com : Stop thinking theatrically.

Start thinking Cinematically.

15:06:58 From Donna Cunningham, Seattle, WA : The mirror is how you see yourself. Words are backwards. Others see you the words..

15:09:01 From Scott Barhold- Profit & Growth Expert : I like this look, I need to implement this...

15:10:00 From Chrystina Katz- Gutsy Pivot : to me... I love this functionality with PPT

15:10:01 From Donna Cunningham, Seattle, WA : Everyone is helping to re-chat the key points

15:10:44 From Cyndi Fine : good looks - now i see him like that and i think i am going to make money

15:10:54 From Delisa : distracting

15:11:20 From Sherry Prindle - Professional Coach Academy : Up-to-the minute

15:11:54 From Cyndi Fine : actually i love his smile

15:14:37 From Sherry Prindle - Professional Coach Academy : Think Cinematically

15:16:02 From Sherry Prindle - Professional Coach Academy : Scott, you should use that one LOL

15:18:51 From Scott Barhold- Profit & Growth Expert to Sherry Prindle - Professional Coach Academy(Direct Message) : I'll have to share with you some of the Green Screen work we have done

15:19:36 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Engaging Virtual Speakers Checklist - https://1drv.ms/b/s!AjiL3rMHVKAAiOhuhYrIYOIvot8jOQ?e=dGUmaHLinkedin - http://linkedin.com/in/ceojohnchenFacebook group http://fb.com/groups/EngagingVirtualMeetings

Future classes (to be added) - http://engagingvirtualmeeting.eventbrite.com

Schedule to meet me - https://outlook.office365.com/owa/calendar/Geoteaming1@geoteaming.com/bookings/

15:22:23 From Sherry Prindle - Professional Coach Academy to Donna Cunningham, Seattle, WA(Direct Message) : Do I remove his pin too?

15:23:02 From Sherry Prindle - Professional Coach Academy to Donna Cunningham, Seattle, WA(Direct Message) : Never mind

15:23:39 From Donna Cunningham, Seattle, WA : Create a Brave Space

15:24:37 From Donna Cunningham, Seattle, WA to Sherry Prindle - Professional Coach Academy(Direct Message) : Sorry- I am on a laptop- making me a little slower.

15:25:07 From Sherry Prindle - Professional Coach Academy to Donna Cunningham, Seattle, WA(Direct Message) : It turned out to be nothing after all, so you're good

15:25:22 From Donna Cunningham, Seattle, WA to Sherry Prindle - Professional Coach Academy(Direct Message) : cool

15:30:53 From Donna Cunningham, Seattle, WA : I started doing the renaming. Our company now has offices in the EU.

15:31:49 From Donna Cunningham, Seattle, WA : Gray Mane

15:32:00 From Isabel Fisher : Violet Flame

15:32:09 From Jonathan Peters : Stinky Feet

15:32:14 From Delisa : Super Strawberry

15:32:17 From Cyndi Fine : Colorchanger

15:32:28 From Connie Rose : Transformer

15:34:39 From Nicki Stevens : That is my brand color

15:34:58 From Scott Barhold- Profit & Growth Expert : MEEEEEE

15:35:36 From Michelle Teague - A Teague of Your Own : So John, how do you earn money in this freaking pandemic?

15:37:51 From Cyndi Fine : speed consulting - just what sherry said :)

15:38:10 From Jeff Klein jeff@SpeakerCoop.com : Report

Critique a talk

Consulting

15:38:18 From Jeff Klein jeff@SpeakerCoop.com : Audio of Meeting

15:38:44 From Jeff Klein jeff@SpeakerCoop.com : Expanding Services

15:39:10 From Donna Cunningham, Seattle, WA : How many people have an ECHO?

15:39:14 From Jeff Klein jeff@SpeakerCoop.com : Repackaging

15:39:29 From Jeff Klein jeff@SpeakerCoop.com : Add a producer

15:39:36 From Mega Mapper 😎 : Jeff, you book speakers. What about creating a meeting business people attend that your speakers present at

15:39:57 From Scott Barhold- Profit & Growth Expert : Free webinar... Strategy Session for $$

15:40:02 From Jeff Klein jeff@SpeakerCoop.com : Ask the people what they'd like to see

15:40:27 From Connie Rose : John how do we order your book directly from you. I’ve clicked on links provided and do not see the link to directly order from you and receive 1 on 1 time with you

15:40:42 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : I think I fixed Echo thx

15:40:48 From Jeff Klein jeff@SpeakerCoop.com : Connie, scroll up for John's appointment link.

15:41:23 From Mega Mapper 😎 to Donna Cunningham, Seattle, WA(Direct Message) : So they buy the book then book an appointment as two tranactions

15:42:24 From Jeff Klein jeff@SpeakerCoop.com : That is SOOO COOL!!!

15:42:57 From Delisa : Don't know how

15:42:57 From Jeff Klein jeff@SpeakerCoop.com : To play pictionary

15:44:06 From Delisa : What just happened?

15:45:36 From Donna Cunningham, Seattle, WA to Sherry Prindle - Professional Coach Academy(Direct Message) : they can email us.

15:46:57 From Donna Cunningham, Seattle, WA : If you want to email us for a book- office@geoteaming.com

15:49:40 From Delisa : I have a question

15:52:32 From Cyndi Fine : is that for pc and mac book

15:53:14 From Donna Cunningham, Seattle, WA : Snip & Sketch or Snipping Tool-

15:53:17 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : snip & sketch

15:55:55 From Isabel Fisher : Thank you! Fun as ever!

15:57:03 From Deborah Allen Frisco, TX via NC and Colorado : How do you get ad income???

15:57:34 From Deborah Allen Frisco, TX via NC and Colorado : Awesome technology, I need an instruction guide

15:57:40 From Delisa 💋 : I am totally interested.

15:57:51 From Michelle Teague - A Teague of Your Own : Thanks John!

15:58:47 From Donna Cunningham, Seattle, WA : Keeping up with the updates-education is continual

16:00:52 From Deborah Allen Frisco, TX via NC and Colorado : John, you are very interesting. Definitely will follow you to stay with up with technology.

16:01:12 From Jeff Klein jeff@SpeakerCoop.com : Thanks, Donna!!!!!

16:01:12 From Scott Barhold- Profit & Growth Expert : thanks Donna

16:01:13 From KathiSpeaks.com ~ Apology Free Leadership ~ Vegas Baby! : Thx Donna!

16:01:13 From Chrystina Katz, LasVegasNV, Gutsy Pivoter : Thanks Donna!!!!

16:01:15 From Nicki Stevens, Empowering Passion, St. Louis, MO : Thanks, Donna!!!

16:01:16 From Michelle Teague - A Teague of Your Own : Thank you Donna! You rock!

16:01:17 From Deborah Allen Frisco, TX via NC and Colorado : Thanks Donna!

16:01:18 From Cyndi Fine : Thanks Donna :)

16:01:21 From Atala Tovar, Houston, TX, Mexico City : T

16:01:23 From Connie Rose 🎉 : Thank you Donna great job

16:01:26 From Delisa 💋 : Thanks a whole bunch - you are the spoke of the wheel.

16:01:28 From Donna Cunningham, Seattle, WA : Thank you!

16:01:30 From Chrystina Katz, LasVegasNV, Gutsy Pivoter : Thank you John!!!

16:01:45 From Atala Tovar, Houston, TX, Mexico City : Thank you John!

16:02:04 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : THANK YOU all, I hope you enjoyed the more personal format, great meeting you all

16:02:27 From Michelle Teague - A Teague of Your Own : Magic and accountant, maybe not the best combination. LOL!

16:02:46 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Maybe the best!!!

16:02:49 From Cyndi Fine : or the best one :) I would want my account

16:02:52 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Can he make money appear????

16:03:06 From Michelle Teague - A Teague of Your Own : I don't want it to disappear

16:03:45 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Can he make 2020 disappear, or he did that!

16:21:07 From Sherry Prindle - Professional Coach Academy : $12,000 in 2019 I was able to deduct in just per diem

16:22:28 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Michelle Teague asked "So John, how do you earn money in this freaking pandemic?", I strongly believe mastering this virtual format and delivering the content and skills you're already awesome at will help you return to fees you were used to and situations such as multi-presenting on the same day (which you couldn't do when travelling!)

16:29:37 From Sherry Prindle - Professional Coach Academy : https://intotheblackaccounting.com/chat-with-scott/

16:31:57 From Cyndi Fine : Thanks, Scott!

16:32:00 From Connie Rose 🎉 : Thank you Scott I will be contacting you

16:32:15 From Michelle Teague - A Teague of Your Own : Thanks so much Scott!

16:32:18 From Cyndi Fine : Thank you, Sherry.

16:32:22 From Atala Tovar, Houston, TX, Mexico City : Thank you Scott!

16:32:33 From Cyndi Fine : Signing off now, see you in the morning

16:32:39 From KathiSpeaks.com ~ Apology Free Leadership ~ Vegas Baby! : I gotta bounce. I have a family zoom with 2 family celebrations… <3

16:32:52 From Sherry Prindle - Professional Coach Academy : January 15?

16:33:04 From KathiSpeaks.com ~ Apology Free Leadership ~ Vegas Baby! : Here’s my contact info again: kathi@kathispeaks.com

16:33:56 From Atala Tovar, Houston, TX, Mexico City : Thank you Sherry for putting together this great event!

16:34:52 From Michelle Teague - A Teague of Your Own : Sherry - this has been an awesome first day! Looking forward to tomorrow.

16:35:11 From Sherry Prindle - Professional Coach Academy : Thank you everyone!

16:35:45 From KathiSpeaks.com ~ Apology Free Leadership ~ Vegas Baby! to Sherry Prindle - Professional Coach Academy(Direct Message) : I’ve got some zoom calls in the AM. Not sure how long I will be attending. I’ll be in and out. Great day today!!!

16:36:09 From Nicki Stevens, Empowering Passion, St. Louis, MO : Thank you ALL! This has been fantastic. See you tomorrow

16:37:26 From Chrystina Katz, LasVegasNV, Gutsy Pivoter : recent article on PPP. https://www.jdsupra.com/legalnews/another-round-of-ppp-loans-approved-by-27288/

16:37:33 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : https://www.ikmultimedia.com/products/irigmichd2/index.php?p=info

16:39:05 From Jeff Klein jeff@SpeakerCoop.com : Great Job, Sherry!!! You Rock!

16:39:28 From Connie Rose 🎉 : Thank you Sherry for an outstanding day. Looking forward to tomorrow.

16:43:05 From Chuck Simikian - Orlando FL! : OK - $99 at Guitar center and at Sam Ash too

16:43:13 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : yes Chuck!

16:43:39 From Jeff Klein jeff@SpeakerCoop.com : Going to say, "Good Evening, All." See most of you tomorrow.

16:45:49 From Isabel Fisher : Thank you Scott! Always appreciate your knowledge sharing.

16:48:53 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Engaging Virtual Speakers Checklist - https://1drv.ms/b/s!AjiL3rMHVKAAiOhuhYrIYOIvot8jOQ?e=dGUmaHLinkedin - http://linkedin.com/in/ceojohnchenFacebook group http://fb.com/groups/EngagingVirtualMeetings

Future classes (to be added) - http://engagingvirtualmeeting.eventbrite.com

Schedule to meet me - https://outlook.office365.com/owa/calendar/Geoteaming1@geoteaming.com/bookings/

16:49:08 From John Chen, Seattle, WA, Engaging Virtual Meetings, he/him : Webcam system settings tool

**Star Marketing Summit January 2021 Day 2**

**Rocky White Speakers You Need**

It is an honor to be invited to do one of Rocky's speaker showcases :-)

Rocky asked where your first speech happened:

Carolyn McCall : In church...

Chuck Simikian : High Scool - 10th grade

Michelle Teague - A Teague of Your Own : I was in junior high, 7th grade

Sherry Prindle : I was entered into the "Little Miss East Hills (the name of the mall in my hometown) contest. I was shy and wouldn't answer their questions

Shawn Johnson : Presentation very young. Speech would be college.

Patrick Murphy : Grade school show and tell!

Cyndi Fine : 12 my batmitzvah - I think that would count :)

Carolyn McCall : In church, I was 9 years old.

Shawn Johnson : Yes, church at a young age.

kathi : the first one I remember - that mattered - 1990. I was the GM of a hotel and it was out 5th anniversary. I had other experiences b4 that. but that one was memorable. it sucked. lol.

Linda williams : church was mine

Sherry Prindle : https://speakersyouneed.com/

Sherry Prindle : Chuck Chauvin made insane money BOR unlike you could ever imagine

Sherry Prindle : Sharon Yoder was a supervisor at National Seminars

Sherry Prindle : The "Contract Training" companies many of us have worked with are Fred Pryor Seminars and Skillpath. National was bought out by Skillpath a few years ago

Sherry Prindle : BOR - Back of Room means selling resources from to seminar attendees

Sherry Prindle : "We changed the activities needed to grow sales"

Sherry Prindle : Has anyone participated in a speaker showcase?

Sherry Prindle : I tried to put one together in the January 2018 Star Marketing Summit. It was interesting, but we were not able to get a lot of people who hire speakers to attend

Sherry Prindle : How many topics to you teach? Put your number in the chat if you dare LOL

Michelle Teague - A Teague of Your Own : Teach or are qualified to teach?

Connie Rose : I did with Trainer Co Op “TrainFest” August 2017.

Jeff Klein jeff@SpeakerCoop.com : Connie, me, too. Did that turn into any business for you? I contacted all the vendors and got a few responses on LinkedIn, but not a nibble. Got great feedback live at the event.

Sherry Prindle : Oh yes, TrainFest. I started out helping organize that but dropped out when it changed direction from what I had originally thought it would be. Did anyone get business from that?

Connie Rose : Unfortuatley, No I did not generate any business from the train fest. I received great feedback at the event. Not sure if it had to do with the setup. I followed up with the vendors and only received a reply from one.

Sherry Prindle : Live training is awful now anyway because participants are 6 feet apart wearing masks

Sherry Prindle : Kelli Vrla has presented at the Marketing Summit, Kathy Bote is awesome. Find and follow them on LinkedIn

Jeff Klein jeff@SpeakerCoop.com : Kelly rocks! She's a DFW local

Sherry Prindle : rocky@speakersyouneed.com

Sherry Prindle : 913 449-4041 Rocky White

Sherry Prindle : Are you searchable on LinkedIn based on your topic?

Sherry Prindle : Edutainment, Edutainer, I like Edutrainer - I may try to buy that URL

Michelle Teague - A Teague of Your Own : When I taught OSHA, HIPAA, and financial statements, the best compliments I received was, "That was better than I thought it would be. You made it interesting!"

Sherry Prindle : I teach 86 topics for Fred Pryor Seminars

Sherry Prindle : What is your REAL topic. The one that is uniquely YOU?

Kathi Kulesza : leadership and management skills for woman (702.569.2607) call me. lol.

Shawn Johnson : Bridging the communication gap

Carolyn McCall : "Confessions of a Leader" and "Give Yourself Permission to be Phenomenal" Palms UP Palms Down!

Sherry Prindle : Have your topics on your LinkedIn profile

Cyndi Fine : 22 for Skillpath - I would say comes down to five emotional intelligence /creativity/problem solving / communication/ leadership - creative leadership :)

Sherry Prindle : Make sure there are videos of you presenting people can access from your LinkedIn profile, Web site, and other Social Media (make sure it's fun and entertaining)

Connie Rose : I specialize in Human and Social Service Arena Social Service topics; Suicide Assessment, Trauma Informed Care, Intersection of Domestic Violence and Sex Trafficking tonnage a few. Leading When Not In Charge,

Kathi Kulesza : Apology free leadership. (702.569.2607) call me. lol.

Nicki Stevens, Empowering Passion, St. Louis, MO : Communication, PowerPoint, Customer Service, Leadership, Presentation Skills, Productive Writing

Chuck Simikian - Orlando, FL : Human resources - any and all aspects of HR. Managing Remote Teams, Covid Workplace Safety, and Entry Level Supervisor classes. But anything that surrounds HR - Thanks!

Carolyn McCall : "Deploy YOUR Talent"

Sherry Prindle : If you want to work with a speakers' bureau, they need EVIDENCE that you are going to deliver because they have a money-back guarantee

Michelle Teague - A Teague of Your Own : 63 topics with Pryor - mostly leadership, management, training the trainer, OSHA, HIPAA, financial statements. Privately I do leadership, change management, and communication skills.

Sherry Prindle : It's interesting he calls training companies "resellers"

Jeff Klein jeff@SpeakerCoop.com : Jeff Klein (http://speakercoop.com/jeff-klein) is a Speaker and Trainer who has received rave reviews speaking over 600 times, reaching over 15,000 business professionals. He is the author of 30 Seconds to Success: Generating Referrals with Your Elevator Pitch, and the upcoming Speaking As a Business Strategy: 9 Laws to Business Speaking Success. Following successful careers in Advertising, Marketing, and Production, Jeff’s individual and group programs assist professionals, who are responsible for generating revenue, to create great opportunities to sell. He continues to speak to trade associations, sales organizations, national conventions, and business groups. • The 7 Costly Mistakes Networkers Make – Business Networking is the primary method many people use to promote their businesses. Since 2004, Jeff has been teaching professionals how to get more and better results when they network.

• Speaking As a Business Strategy – Positioning yourself as the Expert in the front of the room will drive leads, clients, & revenue to any business. Practical speaking solutions from the Expert on Business Speaking. Jeff successfully booked 250 speaking engagements in 3 years. You don’t need to learn from your mistakes. It’s much less painful to learn from someone else’s.• 30 Seconds to Success: Generating Referrals From Your 30-Second Elevator Pitch – Jeff has been teaching this since 2004 and has helped thousands generate more business from the time they spend at events. Imagine turning those breakfasts, lunches, and dinners into Clients for Your Business!• Get Up and Speak: The 7 P’s to Powerful Presentations – In this talk, Jeff shares how to be effective and to overcome the fear of public speaking. Whether it's a sales presentation to 1 person or a keynote to thousands, the same principals apply.

Sherry Prindle : Show credibility for teaching your topic with the rest of the information on your profile

• Chamber of Commerce: Plaque on the Wall or Source of Revenue – Too many business owners see their Chamber membership as a civic obligation and don't take advantage of the contacts and opportunities available. Imagine turning that Plaque on the Wall into Profits for Your Business!• Speaking to Leave Your Legacy – What’s your Next Chapter? After you retire, what legacy to you want to leave. Jeff will talk about writing your book and going on the speaking circuit to teach your expertise to new audiences.• What’s Your Side Hustle? – Many of us are building multiple streams of revenue. After all, it’s what the most popular speakers recommend. Jeff helps the audience explore where to find reliable extra streams of revenue you can be proud of.

Connie Rose : All of my trainings are based off of Trauma Informed Care and the ACE Study. Brining a different level conversation to the table. In the Leadership Arena working with Government Contracts: Leading When Not In Charge, Creative Leadership, Creative Leadership, Communicating Tact Professionalism, Emotional Intelligience, Balancing Life & Work Balance to name a few

Sherry Prindle : This is one of the avenues through which speakers and trainers talk LOL 😂😂

Sherry Prindle : Yes, I did contract training back when they sent us PAPER PLANE TICKETS via FEDEX

Sherry Prindle : Clients will pay between $3,000 and $5,000 per day for stand-up training

Kathi Kulesza : I saw an email that I should not have seen. $3600 for an onsite. :( That hurt.

Sherry Prindle : I was requested especially by a client. They charged the client MORE to get me, but I didn't get any more for doing the date! The seminar was even close to Kansas City where I live, so they couldn't justify that it cost them more to get me there

Sherry Prindle : SYN pays the trainer 50% of the contract price but book their own travel out of their cut

Sherry Prindle : There are going to be a lot more stayovers now that flight schedules have been so drastically cut

Kathi Kulesza : thank you rocky! i’ve got to bounce. i’ll be back. <3

Sherry Prindle : Teresa Bell is the one on Facebook who goes by BellCorp

Sherry Prindle : Verbal Aikido

Connie Rose : Sherry Can you send us the details of Rocky’s January 21st Webinar

Sherry Prindle : I looked for it on his website and on LinkedIn. I'll have to get the info from him

Sherry Prindle : <https://speakersyouneed.com/> rocky@speakersyouneed.com

Cyndi Fine : I love the idea of prancing on stage ;)

Sherry Prindle : linkedin.com/in/rocky-white-aa83797

Michelle Teague - A Teague of Your Own : Great info Rocky! I will be contacting you. Thanks so much!

Shawn Johnson : Mark McIntosh does a great LinkedIn program. mark@revgrow.com 972-998-5132

Shawn Johnson : I get leads and referrals from Linked in

Delisa Deavenport : Thank you Rocky. See you next Summit.

Connie Rose : Rocky Thank you so much great presentation very informative. I will be contacting you.

Chuck Simikian - Orlando, FL : Very exciting - thanks!!

Michelle Teague - A Teague of Your Own : Love the idea of a showcase, Sherry!

Michelle Teague - A Teague of Your Own : https://www.linkedin.com/in/michelle-teague-3577044/

Chuck Simikian - Orlando, FL : https://www.linkedin.com/in/simikian/

Shawn Johnson : <https://www.linkedin.com/in/shawnsjohnson/>

**Jeff Klein of Speaker Co-op on How to Repurpose a Speech to make Money**

Jeff Klein jeff@SpeakerCoop 214-957-2221 https://www.linkedin.com/in/jeffkleinspeaker/Schedule a Visit: https://calendar.x.ai/jeffkleinOnline Speaker Directory, Training, & Booking: https://speakercoop.com/

What are my End Goals for Speaking?Are there lists of my Target Groups?Are there Trade Associations that serve them?Is my Topic Title attractive?Does my Promo Piece serve my Target Audience?Can I give Value and still leave them Wanting More?Am I set up to Give Quality Virtual Talks?What Activities/Exercises will solidify my concepts?How busy is my space in the Marketplace?Is my Webinar/Workshop in Sync with my Topic?Does my Letter of Agreement list my needs?Do I have a Solid Follow-Up Strategy?

Cyndi Fine : these are all good questions  giving value and wanting more : fantastic on the mind mapping sherry thank you ;)

Chuck Simikian - Orlando, FL : https://www.qwoted.com/

Carolyn McCall : Sonja, can we have your information. I would love to connect. Thanks!

Sherry Prindle : https://www.helpareporter.com/

Sherry Prindle : Free Publicity: A TV Reporter Shares the Secrets for Getting Covered on the News by Jeff Crilley

Chuck Simikian - Orlando, FL : Jeff Crilley book free if you have Kindle Unlimited

picmonkey.com Vecteezy.com unsplash pixabay.com

Cyndi Fine : I used to use my own pics and then use it to write over them.

Sherry Prindle : Repurpose Topic for $$$$1) Training Seminar
2) Keynote Small biz conference Franchisee conference3) Book Business card Sales4) Webinar5) Membership Product6) Facebook Group (Private, Member-Only)7) Take you home If they want to "you in a box," what will they be willing/able to buy? They want to take your content with them. How can they do that?8) Coaching Group Individual Pick your brain session9) Audio or Video Provide both Video series10) Mastermind11) Done-for-you Audit Critique Created item12) Podcast Sean Douglas Lecture /Interview/Conversation▫ Getting people to interview is also mining for clients Tales from the Trenches▫ HR Stories13) Write Magazine Articles Guest Blogging

 Help A Reporter Out

 Qwoted.com

14) Promotional Products

 Calendar

15) Job Aid or Infographic

 PicMonkey

 Vecteezy

 Canva

 Pixabay.com

16) Licensing your content

 Training topics in a box

 Train the trainer

Sherry Prindle : Doodle poll, Survey Monkey, Kahoot!, Menti, Quizziz for gamification

Shawn Johnson : Love the mind map

LaShahn’s iPhone : lots to consider- thanks!

Cyndi Fine : yes great on all and mindmap. thank you!

Sherry Prindle : The document I added to the chat is the mind map. It is also in Dropbox https://www.dropbox.com/sh/csh17s2rphlacur/AADmTU6KEZT-g\_pKJNhBVWp7a?dl=0

Sherry Prindle : There is detailed membership idea information in Dropbox from one of the first summits

Sherry Prindle : I might need to update it a little

**Patrick Murphy shares how he is creating and selling products:**

Cyndi Fine : how long are those 3 pieces and are they 27 for all?

Sherry Prindle : Sam Cart

**Opportunity to Join Bee TV**

Chuck Simikian - Orlando, FL : https://mikecapuzzi.com/publish-a-shook/

Sherry Prindle : https://www.thelmawells.com/

Sonja Samuel : Website: [www.beetv.lightcast.com](http://www.beetv.lightcast.com) beetv.tv

Sherry Prindle : This video is exceptional. She is a great speaker

Sonja Samuel : This is one of the experts that is committing on one of the videos on BeeTV shared on all those platforms.

Sherry Prindle : Here is this link: <https://www.beetv.tv/invited-experts> $99 for a whole year with the referral code "Summit"

Cyndi Fine : Thanks! Interesting, going to think about it.

Here is this link: [https://www.beetv.tv/invited-experts $99](https://www.beetv.tv/invited-experts%20%2499) for a year with invite code “Summit”

Chuck Simikian - Orlando, FL : This is cool

Sonja Samuel : www.beetv.tv/invited-experts use referral box “summit” to get discount $99 for one year price for our group only.

Michelle Teague : Awesome! Thanks Vikki!

Vikki Wells : vikki@beetv.tv

13:01:32Michelle Teague : Thanks Vikki!

Sonja Samuel : You can reach Vikki at: Vikki@beetv.tv or me at Sonja@SonjaSamuel.com

**Steve Markman on how to leverage free speaking to get paid speaking:** <https://www.markmanspeaker.com/>

Sherry Prindle : Conference speaking is huge! He has the credentials for that arena!

Jeff Klein jeff@SpeakerCoop.com : A good sizzle reel shows the speaker presenting with some testimonials.

13:30:25Sherry Prindle to Michelle Teague(Direct Message) : I uploaded the document directly to chat and here is the Dropbox: <https://www.dropbox.com/sh/csh17s2rphlacur/AADmTU6KEZT-g_pKJNhBVWp7a?dl=0>

Jeff Klein jeff@SpeakerCoop.com : Is there a market for purely motivational?

Atala Tovar : this is great information!

Sherry Prindle : Compelling abstract, Compelling speaker bio (targeted to your current audience and goal)

Jeff Klein jeff@SpeakerCoop.com : I believe anyone can become a great speaker if they are coachable. :-)

Sherry Prindle : These people are ALL great speakers!! ✨🎉🤳😁

Sherry Prindle : Wow, I think I need to have someone do a session on how to keep a proper speaker calendar to prepare for the long process of getting , preparing for, and delivering gigs

Sherry Prindle : This is VALUABLE information

Jonathan Peters : Monica Cornetti comes up with great titles and abstracts then figures out later what she’s actually going to say

Cyndi Fine : This is great. That would be great to have the sub points. I have taken screen shots of some of them, but realized I missed most, haha

Sherry Prindle : National conferences are planned 6 to 12 months in advance of the conference. So you will be booking now for 2022!

Michelle Teague : Great list of websites for conferences!

Atala Tovar : thank you for this vital information!

Sherry Prindle : bvents.com

Sherry Prindle : https://tsnn.com/

Sherry Prindle : What Google Alerts should we set up?

Sherry Prindle : Call for Speakers

Sherry Prindle : 2021 Leadership Conference, Speaking opportunity

Jeff Klein jeff@SpeakerCoop.com : You can also search your local convention center by name - events dallas convention center

Michelle Teague : https://www.allconferences.com/

Jeff Klein jeff@SpeakerCoop.com : TSAE, DFWAE

Sherry Prindle : Monica, our next speaker, gets a large percent of her business from places like SHRM and ATD

Sherry Prindle : I have a how-to guide on press releases with sample templates in Dropbox

Sherry Prindle : Dropbox also has a folder of the one-sheets of various speakers for you to get ideas from. Upload yours!

Michelle Teague : Is there a good app/program for virtual business cards?

Sherry Prindle : Please DO NOT ever delete anything from Dropbox. It will delete it for everyone. That is why I am working on an alternative location for the archives as we speak

Sherry Prindle : https://www.linkedin.com/in/stevemarkman/

Sherry Prindle : smarkman@markmanspeaker.com

Shawn Johnson : Should we always include our one page when emailing the contact for a speaking opportunity? Answer was “IF it is good”

Sherry Prindle : 20% discount off training program for all the processes - good for one year - customized to your subject area - this is not an out-of-the-box training

Connie Rose : thank you Steve great presentation Very informative

**Monica Cornetti - Sententia Gamification : HOWDY!! How to Gamify Learning and Engagement**

Michelle Teague : Hey there Monica!

Cyndi Fine : love it, sherry, cocktails ;)

Sherry Prindle : Pathways is a platform for online conferencing

Atala Tovar : internations is an international site I recommend

Monica Cornetti - Sententia Gamification – Children learn through play until schools make it serious

Michelle Teague : Drums out the creativity and the need to take chances.

Sherry Prindle : Permission to be and do

What do you notice if you open up the game Monopoly?

Shawn Johnson : cards, money

Sherry Prindle : Silver pewter things

Sherry Prindle : The scotty PUSHING the wheelbarrow

Sherry Prindle : Dice add the mechanic of chance

Sherry Prindle : Think about how as a contract trainer we sometimes approach a seminar thinking our objective is to teach a topic rather than achieve a result

Jonathan Peters : Or sell resources :-)

Sherry Prindle : This is not a very detailed process, but a cute web site you can start at is: <https://www.upcloseandpersona.com/>

Monica gamification activity – ideas on how to teach CSAs how to process payments:

Sherry Prindle : They need to unlock a secret code, a different one for each process.

Sherry Prindle : Indiana Jones on a quest to match the type to the process to open the door to the treasure

Sherry Prindle : You can tell I have taken their classes, right? LOL

Patrick Murphy : cocktail with tom cruise. learning to make new drinks but deal with the public

Sherry Prindle : I LOVE that, Patrick.

Patrick Murphy : I used to be a bartender!!!

Isabel Fisher Enlighten Training : undersea adventure - something new around every bend or turn

Monica Cornetti - Sententia Gamification : VECTEEZY

Jonathan Peters : Think Duolingo or the new diet/exercise app

Cyndi Fine : Wowwee! a lot to take in. I love it

Isabel Fisher : Love Duolingo - on day 270 - learning Spanish from scratch

Sherry Prindle : My dad was a chemist, and he came to my elementary school class and blew things up. I got some real cred with the boys from that!

Michelle Teague : The education system drums out creativity and focuses on getting things right as opposed to taking chances and having fun.

Jonathan Peters : In real life, we learn through failing

Michelle Teague : Jonathan - exactly! Fail Forward

Sherry Prindle : Can you tell us about Training Magazine Network? <https://www.trainingmagnetwork.com/>

Can you give us the info on how to attend the amazing Gamicon?

Jonathan Peters : Coupon code: STAR20 : <https://www.sententiagamification.com/gamicon21v>

Linda williams : awesome presentation

Michelle Teague : Thanks so much Monica and Jonathan! Great information!

Kathi Kulesza : Thank you!

Cyndi Fine : thank you thank you Monica. This was mind opening. Thank you

Isabel Fisher : thank you! want to learn more!

Sherry Prindle : They are giving us 20% off Gamicon (and it’s still early bird until January 8) <https://www.sententiagamification.com/gamicon21v> Coupon Code: STAR20

Atala Tovar : thank you Monica! We should embrace being more childlike

Atala Tovar to Sherry Prindle(Direct Message) : Thank you Sherry for these amazing sessions!

Monica Cornetti - Sententia Gamification : Animoto

Sherry Prindle : <https://www.sententiagamification.com/>

Sherry Prindle : Many of the attendees of this summit work or have worked as "contract trainers" for seminar companies like Fred Pryor Seminars, Skillpath, or National (now part of Skillpath). That's what we are talking about sometimes

**Tracy Bianco on What She is Doing to Create Her Business the Way She Wants It**

Sherry Prindle : "How is this perfect for me?"

Michelle Teague : Love that question: how is this perfect for me?

Sherry Prindle : https://www.linkedin.com/in/tracybianco/

Sherry Prindle : One blog post a month and emails to list https://tracybianco.com/

Sherry Prindle : Networking and free speaking

Sherry Prindle : "One-thing client finder"

Sherry Prindle : Long-term clients who pay monthly retainers

Sherry Prindle : Project-based work - training, coaching, assessments, consulting, EAP, etc

Sherry Prindle : Gather leads from leaders. Put together a plan for the year. Comprises a short training and follow-up coaching for some members of the group. There is flexibility with this model for doing different things each year. The first year was leaders; this year it is with the leader and some team members together with a little follow up with those who need it.

Jeff Klein jeff@SpeakerCoop.com : -Zig Ziglar - "There's no such thing as a free speech."

16:19:08Jeff Klein jeff@SpeakerCoop.com : ABWA, NAWBO, Women of Visionary Influence

Sherry Prindle : Check out meetup.com. Look at associations Steve recommended. Look in business pages listings of groups and meetings

Jeff Klein jeff@SpeakerCoop.com : I know someone who teaches business networking. :-) (Jeff does)

Delisa Deavenport : Thank you Tracy. Exactly what I was needing to hear this afternoon.

Cyndi Fine : Thank you again, Sherry. You are awesomeness!  and fun to be here with all of you and seeing faces ;)

Jeff Klein jeff@SpeakerCoop.com : Sherry Prindle ROCKS!!!

Chrystina Katz : Thank you Tracy for your time and insights!

Michelle Teague : Keeping my fingers crossed you come to Pittsburgh!

Connie Rose : Thank you so much Sherry and everyone else.

Michelle Teague : Thanks for putting this together Sherry!

Sherry Prindle : Please type in one thing you are planning to do based on what we covered here:

Patrick Murphy : Thanks Everyone. I appreciate your insights.

Michelle Teague : Set up Google alerts for conferences.

Connie Rose : Redo my Google Alerts, Update my website and LinkedIn.

Chrystina Katz : Thank you, thank you, thank you Sherry!!! Another GREAT EVENT!!!

Patrick Murphy : Going back into doing more free talks to groups.

Jeff Klein jeff@SpeakerCoop.com : Clubhouse is my biggest takeaway. :-)

Sherry Prindle : https://www.facebook.com/groups/MarketingSummit

Connie Rose : Sorry I have to go. Have a survivor support group to run in a few minutes. Wishing everyone a safe and happy New Year. It was great spending time with all of you.

Carolyn McCall : One-thing client finder....so many to choose from.

Chrystina Katz : Lots of great nuggets!! Virtual can work.. and can be fun! .. I will spend more time to differentiate for virtual trainings

Shawn Johnson : Tracy was great!

Jeff Klein jeff@SpeakerCoop.com : Please email me your topics, pic, and bio to build your Speaker Co-op profile for your free 3 month Spotlight Membership.

Michelle Teague : Jeff - do you have a template for the bio?

Jeff Klein jeff@SpeakerCoop.com : https://speakercoop.com/jeff-klein/

Tracy Bianco : Feel free to email me at tracy@tracybianco.com for the quarterly evaluation doc I mentioned.

Kathi Kulesza : Here’s my email too: kathi@kathispeaks.com Peace out! Mwah!!!

Tracy Bianco : Bye, all! Loved spending a bit of time with you!

Isabel Fisher Truly wonderful! And yes, Magical too! What I got out of this is that I want to continue training. I love training and trainers! Having not trained in a year I miss it. Last day of work was 12/19/19. Freaky Lots of great info to consider the new trainer me.