

08:47:54 From Kristin N. Spencer to Everyone:

Oh my gosh, Clare, those glasses are AMAZING!

08:48:51 From Clare Kumar to Everyone:

thank you!! love them, too. australian company recycling plastic but not yet in the US
dresden vision

08:49:30 From Clare Kumar to Everyone:

more info here - no affiliate - just love them
<https://clarekumar.com/products/#dresden>

08:50:06 From Dr. Michelle Morkert (she/her) to Everyone:

As a glasses lover too, I love the recommendation. ;)

08:51:20 From Marline to Everyone:

Good morning! Happy Friday everyone! My name is Marline and it's my 1st time joining in on the Zoom! I'm in a meeting now but listening in so I won't be able to do an actual introduction when called on! I'm a Healthcare CFO during the day and now Author, Speaker and Fertility Advocate! thank you and happy to be here!

08:51:24 From Cait Donovan to Everyone:

Burnout Expert and Resentment Alchemist Cait Donovan here. I help individuals and teams transform resentment into clear communication, clear expectations, clear boundaries, and increased trust.

Keynote Speaker on Emotional Intelligence for Burnout Recovery and Building Burnout Proof Companies and Teams. Podcast host: <https://friedtheburnoutpodcast.com>

LinkedIn: <https://linkedin.com/in/caitdonovan>

Author: <https://bit.ly/bouncebackorder>

08:51:36 From Kristin N. Spencer to Everyone:

Hello friend, I'm the copywriting ghostwriter and podcast host. I help business owners level up with consistency and visibility using their most powerful and underrated tool: personal storytelling. Business writing services just got way more interesting!

I'd love to connect: <https://www.linkedin.com/in/kristinspencerwriter/>

To hop on a call: <http://literarysymmetry.com/call>

Good to see you at the Innovation Women meeting today!

08:52:07 From Pamela Sams to Everyone:

Pamela Sams, Financial Advisor and International Speaker, Jackson Sams Wealth Strategies.
<https://www.linkedin.com/in/PamelaSams>

08:53:10 From Anne Ryan to Everyone:

I'm Anne Irene Ryan, a Workshop Leader, Trainer, Podcast Guest, and Chief Career Coach! I empower women, minorities, and other traditionally under-recognized students and professionals so they can boldly make their next career move.

* I did my first LinkedInLive yesterday! Check out the recording:
<https://www.linkedin.com/video/event/urn:li:ugcPost:6982713327953006592/>

* My second LinkedIn Live is coming up next week - everyone is invited!
<https://www.linkedin.com/video/event/urn:li:ugcPost:6980961524148248577/>

* Would love to connect: <https://www.linkedin.com/in/anneireneryan/>

* All about workshops: <https://www.anneireneryan.com/speaking>

* My email: anne@anneireneryan.com

So happy to see everyone this morning!

08:53:26 From Judy Herman to Everyone:

* * * * *

Psychotherapist & Speaker who helps leaders & organizations create positive vibes in 90 seconds using a powerful relationship formula, without the pain or frustration of losing control | Podcast Host | Author

Let's meet for a 20 minute Zoom Coffee Visit - <https://JudyKHerman.as.me/Collaboration>

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

* * * * *

08:53:53 From Connie Inukai, Grandmapreneur to Everyone:

<https://www.grandmapreneur.com>

https://www.instagram.com/connie_grandmapreneur

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

08:54:16 From Pamela Sams to Everyone:

I'll be speaking at a conference in Boulder, CO Oct.26-28 if anyone there want to connect.

08:54:31 From Dennise Kowalczyk to Everyone:

Hello, I'm Dennise M. Kowalczyk of CTD Creative Consulting and I'm based out of Rhode Island. I am a digital marketing advisor who specializes in supporting women entrepreneurs with building relationships with their online community of customers.

CTD Creative Consulting

Helping you keep the social in your media!

BusinessRelationshipsMatter.com

Dennise@BusinessRelationshipsMatter.com <https://www.linkedin.com/in/dmkowalczyk/>

08:55:53 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I'm a multi-passionate entrepreneur who geeks out about community-building, thoughtful virtual event design, relationship-based business growth strategies, and anything about how to bring people together to create connections. You do too? We should connect!

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

I love meeting with folks! Just ask.

08:57:53 From Julie Alig, Ph.D. | Optimizing The 20% to Everyone:

Dr. Julie Alig, JLA Analytics LLC. Your data's talking, are you listening? Reach out to learn more about a Product Profitability Profile to confidently chart your way through the recession we're heading into, and beyond.

08:58:13 From Judy Herman to Everyone:

@Dr. Charmaine - glad to see mental health folks here. would love to connect.

08:58:19 From Cait Donovan to Everyone:

Love seeing all my BURNOUT FRANDS!

08:58:27 From Judy Herman to Everyone:

Great to see you @Sharon. I'm all about mindset growth for sure.

08:58:39 From Dr. Sandra Lewis to Everyone:

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

Website: <https://www.lifein4partharmony.com>

Facebook Group - Spark Soulful Success Collective

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

Downloadable resource: Exhausted to Energized ~ 6 Simple Strategies for BIG Relief

<https://tinyurl.com/energizeher>

Author: Life in 4-Part Harmony ~ Get Everything in Your Life with Everything Else in Your Life (eBook version)

https://www.amazon.com/Life-4-Part-Harmony-Everything-Your-ebook/dp/B07D5L9KG8/ref=tmm_kin_swatch_0?_encoding=UTF8&qid=1660309047&sr=1-1

08:58:40 From Kristin N. Spencer to Everyone:

Loving your energy this morning @Cait! It's contagious!!

08:58:50 From Cait Donovan to Everyone:

ha.. thanks. I'm always so happy to be here 😊

08:59:14 From Judy Herman to Everyone:

@Jerri Lynn. Great work you're doing.

09:00:05 From Julia Geisman (she/her/hers) CareerAgility to Everyone:

I'm speaking at the Boston 2022 WITI Conference and have access to free passes. Would love to share the wealth! Email me if you want one by the Sunday. julia.geisman@career-agility.com

09:00:15 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

Hello, I am Dr. Charmain Jackman. I am a licensed Psychologist, founder of InnoPsych.com, and Creator of the My Time To Thrive card deck. I get hired to transform employees of color experiences in the workplace by providing solutions to microaggressions, racial trauma, and burnout.

Connect with me here:

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

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

<https://www.drcharmainjackman.com/request>

<https://www.innopsych.com>

09:00:28 From Anne Ryan to Everyone:

@Julia Geisman what is WITI?

09:00:46 From Anne Ryan to Everyone:

@Julia nm I found it! <https://witi.com/>

09:00:52 From Julia Geisman (she/her/hers) CareerAgility to Everyone:

@Ann It's Women in Technology

09:01:06 From Judy Herman to Everyone:

We can only imagine, @Sal. Congrats.

09:01:34 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I coach inspiring entrepreneurial women in their 50s and beyond to grow their impact and income by building an audience BEFORE launching a product or service.

Magical Question that turns free advice chats into prospect calls:
<http://www.robbiesamuels.com/magical>

Author: "Small List, Big Results: Launch a Successful Offer No Matter the Size of Your Email List." Download the free Big Results Toolkit at <http://www.robbiesamuels.com/bobbie>.

Over 210 Amazon reviews, #1 in 8 paid categories (US, Australia, Canada), and #1 New Release in five categories, including Women in Business.

If you found this valuable - please write a review!

09:01:58 From KeishaMarie Douglas to Everyone:

I am a 16-year USAF veteran building an online tribe for active-duty and veteran women as they transition out of the military and back into a civilian life, I would love to chat with women who have separated from the service.

KeishaMarie Douglas
Veteran WingWoman
USAF Retired, MBA
Email: keisha@keishamarieonline.com
<https://linktr.ee/keishamariedouglas>
Looking to chat: <https://calendly.com/keishamariedouglas/30min>

09:02:07 From Aprill Harmon to Everyone:

Let's Connect: Dr. Aprill Harmon

At the heart of what I do is a simple idea - great leadership is the key to success. Many leaders lack the knowledge, skills & abilities to accomplish their goals. I help them achieve that.

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

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

<https://www.coachaprill.com>

<https://www.twitter.com/coachaprill>

09:02:24 From Dr. Michelle Morkert (she/her) to Everyone:

This is my first Friday morning with the group and I'm happy to be here!

09:02:51 From Julia Geisman (she/her/hers) CareerAgility to Everyone:

Julia Geisman Inclusion Strategist, author and speaker

I'm hired by companies to build a work environment that attracts, retains and fully engages employees resulting in an increase their innovation and profitability. I am also the creator of Building Your CareerCapital: How to use your career to build the life you want!

Julia.geisman@career-agility.com

<https://www.career-agility.com>

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

<https://www.calendly.com/julia-geisman>

09:03:08 From Frieda Lin to Everyone:

Frieda Y Lin, .561-578-7109 frieda@beautifulskinforlifebyfrieda.com

I specialize in Microbiome friendly skincare. I help health-conscious professionals to have healthy, younger-looking skin the healthy way

Connect with me on LinkedIn <https://www.linkedin.com/in/friedalin/>

I offer FREE workshops and FREE samples. Link to register: <https://friedaylin.com/events>

09:03:54 From Kristin N. Spencer to Everyone:

I'm going to cry for you!

09:03:57 From Kelly Byrnes to Everyone:

I got chills!!! Fantastic!!! Way to go, Cait!!!

09:04:01 From Sharon Grossman [KNBA] The Burnout Doc to Everyone:

Congrats, Cait. That's what happens when you put magic into the world.

09:04:02 From Souligna Stone to Everyone:

THAT'S AN AWESOME TESTIMONIAL!!!

09:04:25 From Stephani Britt to Everyone:

That's phenomenal and good encouragement for me!

09:05:41 From Judy Herman to Everyone:

Quiet quitting - use as keyword.

09:06:08 From Clare Kumar to Everyone:

great idea. i've done radio interviews on quiet quitting but never thought to add it to my marketing

09:06:08 From Laura Burford to Everyone:

Laura Burford
Helping Business Consultants Get Better Clients, Make Money they Deserve, and Build Profitable, Successful Businesses
Laura@lauraburford.com
Free Resources and Free Webinars at <https://www.laurasconsultingguide.com>
Connect with me on LinkedIn
<https://www.linkedin.com/in/lauraburford>

09:06:37 From Judy Herman to Everyone:

Yes. I've heard of Grant Baldwin's Speaker Lab. Awesome @Adria.

09:07:21 From Aprill Harmon to Everyone:

My linked in comment on quiet quitting got included in an article:
<https://www-leveldi-com.cdn.ampproject.org/c/s/www.leveldi.com/amp/quiet-quitting-the-next-lab-or-market-adjustment>

09:07:23 From Emily Bradley - Innovation Women to Everyone:

Adria, don't forget to promote yourself with these engagements!!

09:08:01 From Julia Geisman (she/her/hers) CareerAgility to Everyone:

For all the Boston Friends, I'm doing a 2.5-hour workshop in collaboration with Webster Bank on 10/19 and would love to have you attend. Here's the link to register:
<https://tinyurl.com/mr4e329j>

09:08:02 From Judy Herman to Everyone:

National Association of Social Workers. Conference

09:08:59 From Cait Donovan to Everyone:

We're excited WITH you!

09:09:23 From Kachina Gosselin to Everyone:

Kachina Gosselin here, I help exhausted entrepreneurs become elevated experts! We work with you to monetize your expertise, by packaging it into a profitable Signature Course, high-ticket coaching programs and profitable communities.

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

Website: <https://www.elevateexpertmastermind.com>

09:09:29 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I have an MSW and love that you're working with social workers

09:09:57 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I'm the host of the On the Schmooze podcast (300+ episodes!). I'm always open to referrals or pitches. My ideal guest is someone with a good story to share about their leadership and/or entrepreneurial journey. 2/3 of my guests are women because I want to highlight your stories.

I interview talented professionals who have overcome challenges and succeeded in their field or industry. I ask probing questions that lead them to share untold stories of leadership and networking.

Want to pitch yourself or someone else? Please listen to an episode first and then email info to robbie@robbiesamuels.com.

Listen: <http://www.OntheSchmooze.com>

Thinking of hosting a podcast? I have free resources that will help you.

09:10:06 From Natasha Welcome to Everyone:

Good Morning, I am Natasha Welcome, speaker, researcher, and education consultant. I am the founder of Metamorphosis Education Consultants. I work with CEOs, managers, and other leaders to help them eradicate their frustration when trying to create synergy in the presence of language barriers. I show them the possibilities.

https://www.linkedin.com/in/natasha-welcome-m-ed-12355020a/?msgControlName=reply_to_sender&msgConversationId=2-YzNIYmQzMjAtOWI2ZS00MTJILWFkMzMtMTY0NzdkNjA5YjVhXzAxMw%3D%3D&msgOverlay=true

09:10:06 From Anne Ryan to Everyone:

@Bobbie Maybe a talk called "Waterslide into speaking"

09:10:44 From Emily Bradley - Innovation Women to Everyone:

Dr. Charmain, don't forget to promote yourself via Innovation Women!

09:11:02 From Anne Ryan to Everyone:

@Cait TY. @Bobbie how about "How to create a pool of speakers"

09:11:09 From Dr. Michelle Morkert (she/her) to Everyone:

@Bobbie, how about "Splash the Glass" for a waterpark conference title?! 😄

09:11:34 From Adria Wilkins to Everyone:

Thank you everyone! I feel re-energized. I was kind of in a slump. Hard work will pay off.

09:11:58 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

LINKEDIN TIP: create a custom URL (no more long links with random letters and numbers)

Here's how:

<https://www.linkedin.com/help/linkedin/answer/a542685/manage-your-public-profile-url>

09:12:00 From Judy Herman to Everyone:

I can identify for sure @Adria.

09:12:00 From Meghan Gardner to Everyone:

Yes - but Federal

09:12:06 From Meghan Gardner to Everyone:

not state

09:12:13 From Harris Whitesell Consulting to Everyone:

Yes. Yes

09:12:18 From Judy Herman to Everyone:

Ah speaking engagements through the government.

09:12:52 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

I am going through the process for certification in Massachusetts

09:12:53 From Judy Herman to Everyone:

I need some debriefing about my previous speaking for the Appointed and Elected Court Clerk Officials

09:13:46 From Judy Herman to Everyone:

sba - women owned certified business - to speak on Federal Government level about leadership. Thank you @Meghad. Get a few subcontracts.

09:13:54 From Adria Wilkins to Everyone:

Here is my website if you know anyone that needs a speaker on Embracing Joy!
<https://www.adriawilkins.com/>

09:13:58 From Kristin N. Spencer to Everyone:

Yes, please do a class!!

09:13:59 From Judy Herman to Everyone:

This is a wealth of information @Meghan.

09:14:27 From Sal to Everyone:

Please yes I'd love a deep dive on this contracting strategy

09:14:56 From Anne Ryan to Everyone:

@Meghan Gardner thank you so much!!!! I took notes as you answered 😊.

09:15:09 From Meghan Gardner to Everyone:

Glad to be of help!

09:15:34 From Aprill Harmon to Everyone:

I'm certified in Texas. Certification also helps gets consulting opportunities which can turn into speaking opportunities. It's worth it.

09:15:40 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

Women-Owned Certification: <https://www.wbenc.org/certification/>

LGBT Business Enterprise: <https://nglcc.org/lgbtbe-certification/>

Minority-Owned Business Enterprise:
<https://www.mwbe-enterprises.com/minority-business-enterprise-mbe-certification/>

09:16:02 From Natasha Welcome to Everyone:

Does anyone know about New Jersey?

09:16:10 From Meghan Gardner to Everyone:

They went remote with the pandemic

09:16:27 From Lisa Danforth to Everyone:

Thank you for the links, @Robbie

09:16:40 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I got certified as an LGBT Business Enterprise in 2020 and it was a lot easier than I had thought. I put it off for many years.

09:16:58 From Anne Ryan to Everyone:

@Harris Whitesell Consulting what is HUB Certified?

09:17:05 From Geri Mariano to Everyone:

Happy TGIF! Apologies for being late. I'm in listening mode this morning as I have scratchy throat (was at cold raining final reg season baseball game Wednesday). Here is where people can find out more about me: <https://justcallmegeri.com>

<https://www.linkedin.com/in/geri-mariano-2b39ab11/> <https://www.facebook.com/JustCallMeGeri>
IG just.call.me.geri YT: Just Call Me Geri Medium: <https://medium.com/@JustGeri>

09:17:06 From Adria Wilkins to Everyone:

My email is adria@adriawilkins.com if anyone wants information about The Speaker Lab.
Email me because the chat stuff is hard to keep up with.

09:17:21 From Meghan Gardner to Everyone:

Also keep in mind that if you have less than something like \$2M in assets you may qualify for Economically Disadvantaged.

09:17:23 From Judy Herman to Everyone:

Interesting conversation.

09:17:28 From Dr. Linda Jordon to Everyone:

HUB is Historically Underutilized Business.

09:17:33 From Sylvia Scott to Everyone:

Good morning from Colorado. Sylvia Scott here from Girls' C.E.O. Connection.
<https://www.girlsceoconnection.com> to motivate and engage high school girls as entrepreneurs. I also coach high school girls on communication for success, counseling for women entrepreneurs starting and growing businesses. I am a virtual consultant with Coachella Women's Business Center in CA. I am the Colorado Ambassador for Women's Entrepreneurship Day. LinkedIn:
<http://www.linkedin.com/in/sylviarjscott>

09:17:55 From Dr. Linda Jordon to Everyone:

It was pretty easy...did my own application on line.

09:18:00 From Judy Herman to Everyone:

State, Federal, Municipal levels.

09:19:05 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

HUBZone certification:
<https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program>

09:19:18 From Meghan Gardner to Everyone:

SBA also provides Matchmaker events to match you with contractors and bids.

09:19:33 From Pamela Sams to Everyone:

It is an intensive process but can be consistent work and well worth it.

09:19:43 From Cait Donovan to Everyone:

I am a member but I don't use it a lot

09:19:54 From Dr. Linda Jordon to Everyone:

I am a NAWBO member but can't attend due to another conflict.

09:19:59 From Dennise Kowalczyk to Everyone:

I was just about to research NAWBO.

09:20:04 From Stephanie Dalfonzo to Everyone:

I'm a virtual member of NAWBO Philadelphia

09:20:13 From Pamela Sams to Everyone:

I use to be a member in the DC metro area. Good group.

09:20:14 From Stephanie Dalfonzo to Everyone:

great chapter

09:20:24 From Dr. Linda Jordon to Everyone:

NAWBO Raleigh-Durham NC

09:20:35 From Anne Ryan to Everyone:

@Kelly I hope you have a wonderful time! It sounds like a lot of fun!!

09:20:46 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

@Sylvia, my pleasure!

09:21:28 From Kelly Byrnes to Everyone:

The Kansas City NAWBO is great. Other chapters are doing well too. Ohio has some good ones. I'm not sure of the rest. If I learn anything that would be of value to you all, I'll share.

<https://www.linkedin.com/in/kellytylerbyrnes>
kellyb@voyagecg.com
(m) 312-670-1230

09:22:16 From Judy Herman to Everyone:

Kick ass presentation; systems in place; worthy of value = full time professional speaking.

09:22:17 From Sharon Grossman [KNBA] The Burnout Doc to Everyone:

Can we have a workshop on creating a great sales process?

09:22:26 From Meghan Gardner to Everyone:

Right - training and consulting is key

09:22:32 From Judy Herman to Everyone:

Add consulting, products, & other revenue for FT speaking.

09:22:45 From Bobbie Carlton to Everyone:

multiple revenue streams is key

09:22:45 From Kristin N. Spencer to Everyone:

It sounds like she needs a personal brand as well.

09:23:13 From KeishaMarie Douglas to Everyone:

Just invite her to come here

09:23:14 From Sylvia Scott to Everyone:

@kelly Bynes The NAWBO National Conferences are usually excellent and plenty of time to connect with other members. I was very involved with NAWBO in S.CA. and NYC. I was a member of the Boston chapter when it first launched.

09:23:49 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

@Sharon, happy to chat about sales conversations. That's something every client I've worked with has needed support around.

09:24:20 From Dennise Kowalczyk to Everyone:

Relationships matter!

09:24:25 From Diane Darling to Everyone:

https://cweonline-org.zoom.us/webinar/register/WN_TqnkNcj8TzuMTKFWlwHsTw

09:24:53 From Kristin N. Spencer to Everyone:

Robbie has his hand up

09:24:59 From Kachina Gosselin to Everyone:

I believe online courses are a great way to monetize your expertise outside of speaking

09:25:38 From Judy Herman to Everyone:

Perceived expert.

09:25:44 From Geri Mariano to Everyone:

my goal is to become sought after speaker in addition to consulting, leading workshops and getting my book finished. Oh and being booked on podcasts, too, for help in introducing myself. Looking forward to being on a podcast in 2 weeks!

09:25:52 From Judy Herman to Everyone:

getting ideas out there is a good start.

09:26:35 From Judy Herman to Everyone:

Income level matters.

09:26:54 From Dennise Kowalczyk to Everyone:

Establishing your thought leadership on LinkedIn is a great way to build awareness about you and what you are offering.

09:27:27 From Kachina Gosselin to Everyone:

It's great to have a suite of digital products and services to "sell from the stage" that adds in additional revenue every time you take the stage outside of the speaking fee itself ...

09:27:50 From Meghan Gardner to Everyone:

If you have workshops to also provide after your keynote, you can make more money while you are there. Also if you have a book, you can sell it there.

09:27:59 From Diane Darling to Everyone:

I include a QR code on my slides to capture leads

09:28:11 From Kachina Gosselin to Everyone:

@Dennise agree, I've been following Justin Welsh on linkedin and really appreciating his system for building thought leadership there

09:28:17 From Judy Herman to Everyone:

The referrable seaker

09:28:17 From Dennise Kowalczyk to Everyone:

@dianedarling -love that idea about the QR code!

09:28:29 From Pamela Sams to Everyone:

QR Code is a great tool. I use it at the end of my presentations as well.

09:28:34 From Diane Darling to Everyone:

Been a few months since I've been here .. missed you all.

09:28:39 From Kachina Gosselin to Everyone:

@Diane What does the QR code lead people to?

09:28:43 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

“The Referable Speaker: Your Guide to Building a Sustainable Speaking Career—No Fame Required” <https://amzn.to/3CDljkc>

09:29:04 From Kachina Gosselin to Everyone:

Love the Referable Speaker, reading it based on everyone’s recommendation here

09:29:08 From Diane Darling to Everyone:

@Kachina - it leads them to a landing page to capture contact info

09:29:19 From Diane Darling to Everyone:

Maybe we should do a book club ...

09:29:34 From Kristin N. Spencer to Everyone:

Yes, book clubs are the best!

09:29:52 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I'm a virtual event design consultant and executive Zoom producer, I believe that purpose-first design and quality facilitation lead to intentional engagement and memorable event experiences.

I'm offering a limited number of free speaker strategy sessions each month. These are sessions that are live-streamed to multiple platforms.

Who is this for?

Speakers who have an upcoming 60-90 minute virtual OR in-person session.

APPLY <https://forms.gle/SExnqtx6FxzCCc2F7>

Connect with me! <http://www.linkedin.com/in/robbiesamuels>

#NoMoreBadZoom Event Design LinkedIn newsletter:
<https://robbiesamuels.com/Lnewsletter>

09:31:15 From Dennise Kowalczyk to Everyone:

I launched a book club to review professional development books about building business acumen. We are starting with Profit First.

09:31:33 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

@Dennise, I LOVE Profit First!

09:31:58 From Teri Swope to Everyone:

Those people weren't ready for your message.

09:32:02 From Kachina Gosselin to Everyone:

@Dennise oooH! do tell more about this book club, how can one join?

09:32:05 From Kristin N. Spencer to Everyone:

Yes, what Teri said!!

09:32:13 From Dennise Kowalczyk to Everyone:

People are most likely to complain rather than compliment.

09:32:13 From Pamela Sams to Everyone:

It is probably the audience

09:32:15 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

@Dennise, I'd love to learn more about your book club if you have openings.

09:32:15 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

@Judy, thanks for being vulnerable in sharing this feedback that you received.

09:32:16 From KeishaMarie Douglas to Everyone:

I have a lady in my BNI group that teaches Profit First

09:32:16 From Teri Swope to Everyone:

Not everyone is ready for a message like that...

09:32:17 From Kristin N. Spencer to Everyone:

Some of them weren't ready to hear it and that isn't your responsibility!

09:32:29 From Teri Swope to Everyone:

It's about planting seeds. It sounds like you planted seeds.

09:32:33 From Teri Swope to Everyone:

Not everyone is going to like you.

09:32:53 From Teri Swope to Everyone:

Take the Gold nuggets, leave the rest.

09:32:57 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

Maybe not the right audience

09:32:58 From Teri Swope to Everyone:

Trust your intuition

09:33:09 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

The event planner believed your message was right for the audience.

09:33:15 From Stephanie Dalfonzo to Everyone:

We are wired for Negativity bias - 100 people can say nice things - we listen to the 1 who says the negative.

09:33:27 From Connie Inukai, Grandmapreneur to Everyone:

Denise, I'd like to know about the book club, too.

09:33:27 From Anne Ryan to Everyone:

@Judy it's clear that you entertained and helped so many of the audience.

09:34:20 From Geri Mariano to Everyone:

some of those with negative feedback may have had other stuff going on and took out their other frustrations in their feedback

09:34:43 From Anne Ryan to Everyone:

@Denise I'd be in for a speaking book club too.

09:35:09 From Julia Geisman (she/her/hers) CareerAgility to Everyone:

@Judy You don't know the impact you really had on folks who may have reacted negatively! Remember, you're challenging the status quo

09:35:09 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

I agree with Bobbie, think about what you can learn

09:35:40 From Stephanie Dalfonzo to Everyone:

I was a Celebrity Radio DJ for 15 years - in one way it was easier - I didn't get that kind of direct feedback

09:35:42 From Sharon Grossman [KNBA] The Burnout Doc to Everyone:

It's not helpful to say the event wasn't good. We as speakers need more specific feedback. I do think this is an opportunity to improve, Judy. The one thing I heard was "fluff" so if that rings true, look for ways to go deeper perhaps.

09:36:23 From Kachina Gosselin to Everyone:

@Judy and you still showed up!

09:36:32 From Teri Swope to Everyone:

Yes!!

09:36:37 From Julie Alig, Ph.D. | Optimizing The 20% to Everyone:

yes!!!

09:36:40 From Anne Ryan to Everyone:

@Cait and @Judy agreed. So much courage.

09:36:44 From Sharon Grossman [KNBA] The Burnout Doc to Everyone:

If nothing else, this experience builds resilience.

09:36:46 From Pamela Sams to Everyone:

So true!

09:36:58 From Stephani Britt to Everyone:

Very True!

09:37:01 From Clare Kumar to Everyone:

i have a feeling people who don't find value may have heard a similar message before...so it's not new. i have found this in some audiences around productivity.

or they are not open to learning.

you still rocked it!!

09:37:22 From Dr. Michelle Morkert (she/her) to Everyone:

We are not for everybody and that's good news!!!

09:37:28 From Julie Alig, Ph.D. | Optimizing The 20% to Everyone:

...and focus on the audience members who DID resonate with your message

09:37:29 From Bobbie Carlton to Everyone:

Sometimes the keynote is NOT the place to be - a breakout gives you the opportunity to

09:37:48 From Aprill Harmon to Everyone:

Think of it like this.... the negativity was a problem that existed in the organization and the reason they hired you for a quick fix but the organization needs to do deeper work to root out the issues.

09:37:54 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

You helped them step out of the comfort zone

09:38:06 From Geri Mariano to Everyone:

when I gave KN last January on Social Justice, I had lots of conversations with professor organizing to discuss what they were looking for. and because I'm always anxious, I sent address ahead to the Professor. which actually, is that a good or bad idea to send address to planners in advance?

09:38:11 From Diane Darling to Everyone:

You're welcome to invite me on LinkedIn > PLEASE this group

<http://www.Linkedin.com/in/DianeDarling>

Diane@DianeDarling.com, 617-308-0405

Happy to grab a call too!

<https://bookme.name/DianeDarling/lite/quick-call-with-diane-darling>

09:38:47 From Clare Kumar to Everyone:

meet them where they are...

09:38:53 From Geri Mariano to Everyone:

yes, kudos to going into "lion's den" and ditto to what others have said.

09:38:54 From Cait Donovan to Everyone:

This is called: The Zone of Proximal Development

09:39:19 From Dr. Michelle Morkert (she/her) to Everyone:

Disruption always causes discomfort.

09:39:38 From Kristin N. Spencer to Everyone:

If we get to me, I'll ask your question @Geri

09:39:47 From Kristin N. Spencer to Everyone:

ask*

09:40:08 From Kelly Byrnes to Everyone:

Great idea, Meghan. When I started doing the All In talks, I had people up on their feet doing the Hokey Pokey! Lots of audiences loved it. But some did not want to be that loose. It works better for them to just put their arm in while sitting at their table. It's still genuine for me, and they are comfortable too. A softer way of doing it. The talk can be changed a million ways.

09:40:27 From KeishaMarie Douglas to Everyone:

Start/Stop/Continue

09:40:46 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I love this concept! Glad @Cait brought it up: The Zone of Proximal Development is defined as the space between what a learner can do without assistance and what a learner can do with adult guidance or in collaboration with more capable peers.

09:40:51 From Meghan Gardner to Everyone:

Right Kelly. We have to research and know more about what presentations were successful in the past and adapt our presentation to fit that audience.

09:41:29 From Kelly Byrnes to Everyone:

Dr. Charmain's point is good too! They might have had "buyers remorse" afterward and felt silly later.

09:42:02 From Cait Donovan to Everyone:

I always assume that at LEAST 10% of the room will hate me

09:42:06 From Kristin N. Spencer to Everyone:

And also, some people didn't provide feedback for your specific talk and you don't know how they felt.

09:42:16 From Anne Ryan to Everyone:

@Judy , I think you are amazing and I love your talk concept. I have a short story to share: I got my first conference speaking gig - two of them actually at the same conference - because I got rejected the first time. I used the feedback from the reviewers to revamp my pitch(es) and I've since spoken at that conference eight times. It's one of my main selling points now.

09:42:27 From Dennise Kowalczyk to Everyone:

I am blown away by all the support I am witnessing here. I am so thrilled to be part of this community.

09:42:49 From Stephanie Dalfonzo to Everyone:

DITTO Dennise

09:42:56 From Kristin N. Spencer to Everyone:

I do the same @Cait. I know I'm going to get comments about how ridiculous I am because of the way I look and dress.

09:43:07 From Meghan Gardner to Everyone:

Right - you have to adapt to the audience

09:43:15 From Bobbie Carlton to Everyone:

I also want to urge you to ask the organizers how THEY feel it went.

09:43:26 From Stephanie Dalfonzo to Everyone:

and it reminds me of Brene Brown's approach - I'll wear what I want and I'll swear - don't like it? OK

09:43:37 From Cait Donovan to Everyone:

@Kristin - I'm a little intense.. I know that about myself. Not everyone is into it. I'm like cilantro. You either love me or hate me 😊

09:43:38 From Kelly Byrnes to Everyone:

It's not about changing your message. It's about changing the approach.--Marisa Zalabak

09:43:41 From Natasha Welcome to Everyone:

@Frieda, can you send your number again?

09:43:51 From Kristin N. Spencer to Everyone:

Having a polarizing message is good marketing!

09:43:59 From Emily Bradley - Innovation Women to Everyone:

Great point, Marisa. "Human skills are still known as soft skills."

09:44:26 From Dennise Kowalczyk to Everyone:

...and soft skills are as important as hard skills!

09:44:39 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

AGreed...Get thier feedback first

09:44:44 From Cait Donovan to Everyone:

So Many NYC people here today!

09:44:45 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

*their

09:44:54 From Diane Darling to Everyone:

Amazing conversation!!

09:45:09 From Diane Darling to Everyone:

Link to SBA Women Certification info >

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contracting-program>

09:45:30 From Judy Herman to Everyone:

Thank you so much everyone!! Your feedback is SO helpful.

09:45:30 From Julia Geisman (she/her/hers) CareerAgility to Everyone:

How's Annie doing?

09:45:39 From Sharon Grossman [KNBA] The Burnout Doc to Everyone:

I'll be speaking with Annie later today

09:45:44 From Sylvia Scott to Everyone:

Yes how is Annie doing?

09:45:55 From Pamela Sams to Everyone:

So glad you are okay KeishaMarie

09:45:58 From Julia Geisman (she/her/hers) CareerAgility to Everyone:

Please keep us updated!

09:46:04 From Judy Herman to Everyone:

I'm so glad you're safe @KeishaMarie.

09:46:15 From Judy Herman to Everyone:

Yes, I'm wondering how @Annie is doing.

09:46:15 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

(NSA) Cigar Peg was accepting donations for Annie.

09:46:35 From Farzana C to Everyone:

glad that you are ok @keishaMarie

09:46:38 From Sharon Grossman [KNBA] The Burnout Doc to Everyone:

@Cait - I love cilantro too AND I'm intense as well. Just two more things us burnout coaches have in common.

09:46:54 From Judy Herman to Everyone:

@Annie has been showing up on LinkedIn.

09:46:58 From Cait Donovan to Everyone:

She has been showing up

09:47:08 From Diane Darling to Everyone:

She was on a LinkedIn Live earlier today

09:47:22 From Judy Herman to Everyone:

She's an amazing woman - Prayers and positive thoughts for @Annie.

09:47:45 From Emily Bradley - Innovation Women to Everyone:

So glad you are alright, KeishaMarie!

09:47:50 From Kristin N. Spencer to Everyone:

<https://go.eventraptor.com/meeting/speaker-connections/invite>

09:48:11 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

DONATE TO ANNIE: "All monies donated between today, Sunday, October 2 and Friday, October 7 will be granted to Annie on Saturday, October 8. Please give what you can." Give at <http://www.cigarpeg.com> (click on their donate button)

09:48:13 From Cait Donovan to Everyone:

NYC Chapter National Speakers Association in person meeting Oct 14th if you wanna hang! <https://nsanyc.org/event/october2022/OCTMEETING2022> <— code to join us for free

We'll be chatting with Guest Speaker: LOIS CREAMER who wrote THE book on booking more business as a speaker :)

09:48:16 From Bobbie Carlton to Everyone:

<https://eventraptor.com/>

09:48:52 From Anne Ryan to Everyone:

Cait I'm so glad you posted the NSA NYC meeting link in the chat! I will be there too! Cait is on the board this year; I was on the board last year!

09:49:04 From Cait Donovan to Everyone:

So glad to see you soon Anne! 😊

09:49:10 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

“100% it depends”

09:49:39 From Kristin N. Spencer to Everyone:

Here is the invite for Event Raptor:
<https://go.eventraptor.com/meeting/speaker-connections/invite>

09:50:26 From Lisa Danforth to Everyone:

Thank you! Need to jump off. Have a great weekend.

09:51:34 From Stephani Britt to Everyone:

I would love to

09:51:46 From Judy Herman to Everyone:

Reach out to Genine for training - Intercultural bias

09:51:46 From Bobbie Carlton to Everyone:

Making speaking scalable!

09:52:01 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

Congratulations!! That is amazing to hear about Genein's success

09:52:23 From Cait Donovan to Everyone:

Thanks for that donate link Robbie.

09:52:24 From Geri Mariano to Everyone:

would be interested in being trained as what I'm trying to break into

09:52:26 From Marisa Zalabak to Everyone:

How is her name spelled?

09:52:28 From Judy Herman to Everyone:

This is awesome at @Meghan. Love the idea of co-presenting for sure!

09:53:03 From Judy Herman to Everyone:

OBS software

09:53:16 From Clare Kumar to Everyone:

iaapa

09:53:18 From Judy Herman to Everyone:

IAAPA

09:53:22 From Bobbie Carlton to Everyone:

Genein <https://speaker.innovationwomen.com/users/8546>

09:53:42 From Dr. Sandra Lewis to Everyone:

I used this approach when I taught cultural competence to healthcare providers. A diverse team gives the message that advancing diversity and equity is everyone's responsibility and everyone benefits from it.

09:53:44 From Judy Herman to Everyone:

Thanks! @Meghan. I'd love to speak at Disney!!

09:53:47 From Kristin N. Spencer to Everyone:

Genein's LinkedIn: <https://www.linkedin.com/in/genein/>

09:54:14 From KeishaMarie Douglas to Everyone:

Have we connected on LinkedIn? I am working to build up to 500 connections by my birthday: <https://linkedin.com/in/keishamarie-douglas-mba-970291a2>

09:54:24 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

Hello, I am Dr. Charmain Jackman. I am a licensed Psychologist, founder of InnoPsych.com, and Creator of the My Time To Thrive card deck. I get hired to transform employees of color experiences in the workplace by providing solutions to microaggressions, racial trauma, and burnout.

Connect with me here:

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

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

09:54:35 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

"When your job gets in the way of your business." - Dorie Clark

09:54:44 From Judy Herman to Everyone:

1.5 years of in advance booking opportunities - criteria for going FT speaking.

09:55:53 From Anne Ryan to Everyone:

Hey everyone I'd like to invite you all to my LinkedIn Live next Thursday at 1pm EST! Women's Leadership Lab Founder Joya Dass and I are speaking about HOW TO GET CLIENTS, HOW TO GET RECURRING CLIENTS. RSVP here: www.linkedin.com/video/event/urn:li:ugcPost:6980961524148248577/

09:56:14 From Kachina Gosselin to Everyone:

@anne can you reshare the link so it's clickable?

09:56:15 From Kristin N. Spencer to Everyone:

Yes!! Anne, I'll try my best to be there for part of it at least.

09:56:24 From Kristin N. Spencer to Everyone:

<https://www.linkedin.com/video/event/urn:li:ugcPost:6980961524148248577/>

09:56:42 From Cait Donovan to Everyone:

I have people signing into my zoom meeting at 10 - so I gotta run! <3 Thanks for another great friday!

09:56:45 From Kristin N. Spencer to Everyone:

Anne's clickable link: <https://>

09:56:52 From Anne Ryan to Everyone:

<https://www.linkedin.com/video/event/urn:li:ugcPost:6980961524148248577/>

09:56:53 From Kristin N. Spencer to Everyone:

<https://www.linkedin.com/video/event/urn:li:ugcPost:6980961524148248577/>

09:57:07 From Kelly Byrnes to Everyone:

Did you all see Robbie Samuels in NPR??? Way to go Robbie!

<https://www.npr.org/2022/09/29/1125931749/how-to-start-professional-networking-and-feel-good-about-it>

09:57:09 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

LINKEDIN post ideas - does anyone else do this? I share these links when accepting someone's connection request.

👉 If you'd like to know more about the ways I share value in the world, please read this (re)introduction post:
https://www.linkedin.com/posts/robbiesamuels_followfriday-nomorebadzoom-entrepreneurship-activity-6975111881069907968-wcYI

🚩 Like you, I'm more than my business, so I also shared a more personal "get to know me" post and I would love to hear our common (and uncommon) connections:
https://www.linkedin.com/posts/robbiesamuels_birthdayfreebies-gettoknowme-celebratethewins-activity-6976172343966494721-tckV

09:57:25 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

@Kelly - I'm getting ready to share about that!!

09:57:37 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I got interviewed by NPR Life Kit! "How to make networking events less awkward: Be a croissant, not a bagel"
<https://www.npr.org/2022/09/29/1125931749/how-to-start-professional-networking-and-feel-good-about-it>

This has resurrected my first book's sales! "Croissants vs. Bagels: Strategic, Effective, and Inclusive Networking at Conferences" <http://www.CroissantsvsBagels.com>.

09:57:40 From Dennise Kowalczyk to Everyone:

@Robbie - just spotted your email with that info and I will likely copycat it. LOL

09:58:19 From Kristin N. Spencer to Everyone:

I'll take a look at the article, I have a meeting @ 10. Thanks wonderful friends!

09:58:55 From Stephanie Dalfonzo to Everyone:

My first time here - so glad to be here with all these amazing women! Thank you!

09:59:14 From Dennise Kowalczyk to Everyone:

What a great convening. Thank you, Bobbie! I look forward to see you all in the future. Gotta run for a 10 am meeting!

09:59:23 From Dr. Michelle Morkert (she/her) to Everyone:

@Sal. Agreed. I taught gender studies at an (increasingly!) conservative university for 17 years and that approach is 🔥.

09:59:49 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I got interviewed by NPR Life Kit! "How to make networking events less awkward: Be a croissant, not a bagel"
<https://www.npr.org/2022/09/29/1125931749/how-to-start-professional-networking-and-feel-good-about-it>

This has resurrected my first book's sales! "Croissants vs. Bagels: Strategic, Effective, and Inclusive Networking at Conferences" <http://www.CroissantsvsBagels.com>.

09:59:59 From Julie Alig, Ph.D. | Optimizing The 20% to Everyone:

They're also here in New Hampshire, and I've been speaking for them for a couple of years. Great organization!

10:01:03 From Judy Herman to Everyone:

NPR podcast.

10:02:29 From Meghan Gardner to Everyone:

Also - Shout out to Bobbie for the lead for an interview with Boston Business Journal. The interview will be both online and in print in their magazine.

10:02:29 From Robbie Samuels - (he/him) Philadelphia, PA USA to Everyone:

I'm a multi-passionate entrepreneur who geeks out about community-building, thoughtful virtual event design, relationship-based business growth strategies, and anything about how to bring people together to create connections. You do too? We should connect!
<http://www.linkedin.com/in/robbiesamuels>

I love meeting with folks! Just ask.

10:03:11 From Sylvia Scott to Everyone:

@juliealig Thank you for including New Hampshire. Yes CWE is a great Women's Business Center for the SBA.

10:03:29 From KeishaMarie Douglas to Everyone:

Book a call with Dr Michelle

10:03:29 From Sharon Grossman [KNBA] The Burnout Doc to Everyone:

Souliga - read the book Mindset by Carole Dweck

10:03:54 From Julie Alig, Ph.D. | Optimizing The 20% to Everyone:

@Sylvia -- you bet! The team there has been by my side this whole journey and I absolutely love being able to help other WBO's

10:04:31 From Pamela Sams to Everyone:

Souligna, keep going. You are good at what you do. Some will accept message and other's will not.

10:04:52 From Dr. Linda Jordon to Everyone:

Great seeing everyone today! Let's connect: <https://www.linkedin.com/in/lindajordon/>

10:05:51 From Kelly Byrnes to Everyone:

I send an email right after the event summarizing the event. So, for Judy's, it could have said something like, "Thanks so much for the invitation to join your folks today! The room was full of energy as the group was on their feet and they spoke with each other about xyz. At least ten people spoke with me after to share their appreciation too. Thank you very much! I hope you enjoy the rest of the conference." It helps reduce changes in perception that can be caused by negative people who regret participating later.

10:06:03 From Judy Herman to Everyone:

So I'm listening to the song "Brave" by Sara Bareilles. Get some rhythm and dancing going @Souliga

10:06:13 From Dr. Michelle Morkert (she/her) to Everyone:

Thanks for welcoming me to my first meeting, Everyone. Have a great weekend!

10:06:20 From KeishaMarie Douglas to Everyone:

They sound like they weren't open to new ideas

10:06:28 From Judy Herman to Everyone:

You've go this, Souligna.

10:06:37 From Dr. Charmain Jackman | InnoPsych.com to Everyone:

Get back out there and speak again.

10:07:21 From Judy Herman to Everyone:

Look for nuggets of truth; be aware that any negative feedback may be behind the scenes in the organizations i.e. politics, etc.

10:07:43 From Kelly Byrnes to Everyone:

Keep going, Souligna. Don't let anyone break the Soul of Souligna!

10:08:05 From Sal to Everyone:

Gotta jump but thanks so much for a lovey chat as usual everyone!!

10:08:18 From Judy Herman to Everyone:

Your voice needs to be heard Souligna

10:09:06 From Clare Kumar to Everyone:

thanks for a great call!