

This Virtual Event is for Entrepreneurs Who Want to Make a Whole Lot More **MONEY** & Get Better **SYSTEMS** in Place So You Can **Stop Working So Hard!**

December 7, 8 & 9, 2022  
9:00 am – 4:00 pm PST Each day, Wed-Fri



**REGISTER TODAY AT**  
[www.JumpstartEvents.net](http://www.JumpstartEvents.net)



## Chat Room Contents Day 1 Part 1

- 00:19:10 Natalie Minor: Reno, NV!
- 00:19:17 Stacy Fisher, <https://www.StacyGFisher.com>: Nashville
- 00:19:21 Andrea Susan Glass, Bestselling Author & Book Coach: San Diego, CA
- 00:19:26 Jody Costello: San Diego, CA
- 00:19:28 Robyn Locke: Atlanta, GA
- 00:19:31 Clemi Boubli: Los Angeles
- 00:19:35 Dr. Erin Foley: Denver
- 00:19:39 Anna Felix: Turlock, CA
- 00:19:57 Clemi Boubli: Glued to heater, will get on camera later
- 00:20:22 Lori Algieri: Las Vegas, NV
- 00:20:23 Millicent Hubert: North Carolina
- 00:20:34 Heather Tucker, PhD: Virginia
- 00:20:36 Kathy Bates: Illinois
- 00:20:36 Millicent Hubert: Yes
- 00:20:42 Millicent Hubert: Thank you
- 00:20:53 Denise Dehn: Minnesota

00:21:39 Stacy Fisher, <https://www.StacyGFisher.com>: such a cute grandbaby!

00:21:44 Dea Irby Durham, NC: Millicent-where in NC

00:23:00 Dea Irby Durham, NC: Robyn, I'm going to ATL this weekend!

00:23:15 Clemi Boubli: @denise: I have a friend in apple valley

00:23:45 Robyn Locke: Millicent - So super!

00:24:22 Robyn Locke: Sea - Are you coming to ATL? Love it!

00:24:48 Millicent Hubert: @Dea Irby Charlotte

00:24:58 Dea Irby Durham, NC: going to see my granddaughter in Sound of Music at Decatur High

00:25:59 Dea Irby Durham, NC: printed out the need numbers, does that count?

00:28:11 Susan Glusica, [SusanGlusica.com](http://SusanGlusica.com): Good news coming from the AI front just yesterday from another mastermind - it will be revolutionizing the way we market and making it way easier once you create content to repurpose it across platforms!

00:29:34 Heather Tucker, PhD: Overwhelm them Clarity 🙄

00:29:38 Dea Irby Durham, NC: yeah!!! I need the BIG PICTURE! I need to see the box cover of the jigsaw puzzle

00:29:50 Heather Tucker, PhD: Then Clarity

00:32:01 Dea Irby Durham, NC: hey, Kelley...good to see you

00:32:30 Treena Chabot | Happiness Quarterback [treena@treenachabot.com](mailto:treena@treenachabot.com): Nice Natalie! I start at that planner every day also.

00:32:48 Treena Chabot | Happiness Quarterback [treena@treenachabot.com](mailto:treena@treenachabot.com): \*stare at

00:32:49 Dr. Erin Foley: Natalie, I won that Deep Dive planner at Celebration!

00:33:25 Natalie Minor: @Treena @Dr.Erin, Yay!!

00:33:27 Dr. Erin Foley: Dot

00:33:29 Mary E Knippel, [YourWritingMentor.com](http://YourWritingMentor.com): dot

00:33:30 Susan Glusica, [SusanGlusica.com](http://SusanGlusica.com): Dot (Diamond)

00:33:31 Robyn Locke: Dot

00:33:31 Natalie Minor: dot

00:33:31 Lori Algieri: Dot

00:33:34 Treena Chabot | Happiness Quarterback [treena@treenachabot.com](mailto:treena@treenachabot.com): Dot

00:33:36 Agnes Loughlin: Yea for me and all Dots

00:33:38 Joy Harris, Success Coach: .

00:33:42 Denise Dehn: Dot

00:33:50 Natalie Minor: Haha, Joy!

00:35:06 Joy Harris, Success Coach: 😁

00:41:22 Clemi Boubli: Lol. I'm relearning what I knew 😊

00:44:05 Stacy Fisher, <https://www.StacyGFisher.com>: Brand consistent is something I really need to get nailed.

00:44:57 Susan Glusica, [SusanGlusica.com](https://www.SusanGlusica.com): Clemi - That's mastery, right?

00:46:00 Jody Costello: ;-(

00:46:01 Natalie Minor: ;-(

00:46:05 Angela Hall, That Helpful Chick: 😞

00:46:08 Stacy Fisher, <https://www.StacyGFisher.com>: ☐

00:46:10 Dr. Erin Foley: 😞

00:46:11 Kathy Bates: 😞

00:46:14 Clemi Boubli: 😱😞

00:46:34 Robyn Locke: 😞

00:46:40 Lynda Malka: 😞

00:46:42 Kelley O'Hara: :( :( :(

00:47:17 Joy Harris, Success Coach: helpful to authors

00:47:21 Andrea Susan Glass, Bestselling Author & Book Coach: Reliable, helpful, knowledgeable

00:47:24 Clemi Boubli: @Susan- true! Good reframe

00:47:25 Mary E Knippel, [YourWritingMentor.com](https://www.YourWritingMentor.com): vulnerable and transparent

00:47:30 Kathy Bates: I make things simple to understand

00:47:33 Angela Hall, That Helpful Chick: responsive and honest

00:47:34 Lynda Malka: Tells it like it is

00:47:35 Anna Felix: You made it so simple

00:47:43 Lori Algieri: my farm and animal adventures

00:47:44 Clemi Boubli: Real no BS

00:47:52 Jody Costello: honest and straitforward

00:47:53 Kelley O'Hara: Authentic and honest. Helpful and direct

00:48:07 Susan Glusica, SusanGlusica.com: Walking my cat on a leash

00:48:10 Stacy Fisher, <https://www.StacyGFisher.com>: appreciate the supportive ability to help me see another point of view to grow

00:48:44 Lynda Malka: I'm a heart girl too! ❤️

00:49:22 Clemi Boubli: Lol Susan - my cat followed along w/me so precisely passers by asked if he was on a leash (he wasn't)

00:50:03 Susan Glusica, SusanGlusica.com: Yeah we have coyotes so he remains leashed, LOL. But at 17 he's pretty well trained. The leash is very slack.

00:54:57 Susan Glusica, SusanGlusica.com: Insured lives live longer!!!

00:54:59 Dea Irby Durham, NC: yes! You are lookin' GOOD, Katrina

00:57:19 Angela Hall, That Helpful Chick: 3 years from now - 35k a month and my biz running without me so I can travel more and focus on my non-profit

01:00:42 Susan Glusica, SusanGlusica.com: Andrea - what level of passive income (\$)?

01:01:34 Susan Glusica, SusanGlusica.com: We can't expand our comfort zone from within it...

01:02:08 Clemi Boubli: @angela- love that!

01:02:39 Clemi Boubli: Me too

01:02:46 Susan Glusica, SusanGlusica.com: Andrea - love that. When we step 100% into our highest level service, the big money follows!!

01:03:07 Angela Hall, That Helpful Chick: "We can't expand our comfort zone from within it..." love that Susan!

01:03:57 Susan Glusica, SusanGlusica.com: Value (being in service) is exchanged for the money; sales and marketing is how we ASK/INVITE to be in service. Kat is SO good at the sales/marketing piece.

01:06:36 Katrina Sawa, JumpstartYourBizNow.com & JumpstartPublishing.net: Times 9-2 pm PST all 3 days.

We really do cover a LOT at this event, it's a real "Entrepreneur Training" and hands on workshop where you'll roll up your sleeves and work ON your business!

1) Disclaimer: By showing up to this event live on Zoom, you are agreeing to be videotaped and recorded for future events, marketing and product sales.

2) Get into the event only Facebook group here now:  
<https://www.facebook.com/groups/jumpstartandevolveevent>

3) Your DASHBOARD is here: <https://jumpstartyourbiznow.com/thankyou-jumpstartvirtualfall2022/>

01:06:40 Katrina Sawa, JumpstartYourBizNow.com & JumpstartPublishing.net: 4)  
Here are the Zoom links and info for the event.

- One click link here:  
<https://us02web.zoom.us/j/9168724000?pwd=V1g1bVxay9sNXQraEU0WVpYSEloQT09>
- Meeting ID: 916 872 4000
- Passcode: 291533
- Find your local number: <https://us02web.zoom.us/u/kdtvO7Wwjm>

5) If you do have any issues on the days of the event, tech issues getting on zoom or other, please email my Team at [team@jumpstartyourbiznow.com](mailto:team@jumpstartyourbiznow.com).

6) Play as full out as you can, everything is being recorded for you to access again later.

7) Also, remember the FOLLOW UP CALL is on Mon, Dec 19th from Noon-2 pm PST. Same zoom link.

Thank you

01:06:44 Susan Glusica, SusanGlusica.com: Angela - 😊

01:08:19 Stacy Fisher, <https://www.StacyGFisher.com>: Angela is fabulous!

01:08:41 Lori Algieri: I like using a corkboard for my goal board - makes evolution easier

01:09:12 Angela Hall, That Helpful Chick: awww, thanks Stacy ❤️ you're pretty fab too 😊

01:09:40 Susan Glusica, SusanGlusica.com: Stacy, I second that! Angela and her team ROCK!

01:10:11 Angela Hall, That Helpful Chick: ❤️

01:10:28 Susan Glusica, SusanGlusica.com: I will respectfully disagree - Money IS everything. Love is denied expression by poverty...(Wallace D Wattles, The Science of Getting Rich)

01:11:06 Stacy Fisher, <https://www.StacyGFisher.com>: Yes, Katrina. I want a joyful life. That looks like doing what I want and having an abundant mindset.

01:11:30 Treena Chabot | Happiness Quarterback [treena@treenachabot.com](mailto:treena@treenachabot.com): Great list!!

01:11:37 Lynda Malka | Intuitive Mindset Coach: Paying it forward.

01:11:49 Stacy Fisher, <https://www.StacyGFisher.com>: I don't need more things. I need more connection with others.

01:12:19 Joy Harris, Success Coach: I have to jump off at 1 00, in 5 minutes, I will be back at 2 50, if not before.

01:12:47 Susan Glusica, SusanGlusica.com: Good people do more good with more money!!!

01:12:53 Dea Irby Durham, NC: scarcity mindset

01:13:09 Susan Glusica, SusanGlusica.com: If you haven't figured it out yet, I'm all about the money...unapologetically.

01:13:13 Lynda Malka | Intuitive Mindset Coach: Holding onto money turns the abundance faucet off

01:13:19 Stacy Fisher, <https://www.StacyGFisher.com>: Yes, be clear on why you need money. What impact will you have with it.

01:13:24 Jody Costello: An abundant mindset Is something I need to work on!

01:13:59 Susan Glusica, SusanGlusica.com: Great list (wealth principles)!!

01:14:50 Susan Glusica, SusanGlusica.com: B back in an hour!

01:25:46 Treena Chabot | Happiness Quarterback [treena@treenachabot.com](mailto:treena@treenachabot.com): I'm always moving on to creating the next thing. I'm going to give my group program an honest chance before doing that again.

01:28:22 Stacy Fisher, <https://www.StacyGFisher.com>: me

01:28:30 Lori Algieri: I use unroll.me <3

01:28:52 Lynda Malka | Intuitive Mindset Coach: I participated in an email challenge where I either trashed, unsubscribed or filed emails. Pure FREEDOM!

01:29:06 Treena Chabot | Happiness Quarterback [treena@treenachabot.com](mailto:treena@treenachabot.com): I just did one unsubscribe! Feels so good :)

01:29:06 Angela Hall, That Helpful Chick: well done Lynda!

01:30:19 Dr. Erin Foley, [VibrantHealthyWoman.com](http://VibrantHealthyWoman.com): I used Black Friday to unsubscribe from everything this year....

01:30:55 Stacy Fisher, <https://www.StacyGFisher.com>: @Erin - Well done!

01:32:02 Treena Chabot | Happiness Quarterback [treena@treenachabot.com](mailto:treena@treenachabot.com): I'm trying to make it about money, but it really is about impacting more lives.

01:32:19 Anna Felix: Inbox Zero has been a game changer for me

01:33:19 Lynette Hoy: Hi Angela, rock star amazing woman!!!

01:33:40 Angela Hall, That Helpful Chick: Hi Lynette!

01:36:12 Lynette Hoy: Renaming is so critical.

01:37:21 Dea Irby Durham, NC: is there a secret to gaining the skill to organize?

01:37:35 Lynette Hoy: Katrina, can you do a Masterclass sometime on just Organizing?

01:38:39 Angela Hall, That Helpful Chick: Dea the secret is finding the system that works for you. You can get guidance but then you have to create that naming convention and system that works for you

01:39:20 Lynette Hoy: Kat, do you literally do like a reset every hour? For priority?

01:39:21 Jody Costello: My biggest challenge is finding my target audience and engaging with them.

01:40:05 Clemi Boubli: @angela: so true!

01:40:33 Angela Hall, That Helpful Chick: haha my 29 yr old is like that. I try to guide her in organizing things so it will make her life better but she just sees it as me wanting to tell her what to do lol

01:41:30 Jody Costello: I'm in the middle of getting my website optimized. \$\$\$

01:42:35 Lynette Hoy: Yes Jody - right? Expensive to optimize. Are you doing that for SEO?

01:43:52 Dea Irby Durham, NC: always getting ready to get ready.... I used to be a crastinator but then I went pro!

01:44:05 Treena Chabot | Happiness Quarterback treena@treenachabot.com: Hah Dea!

01:44:58 Jody Costello: @Lynette - first it's optimizing for speed and correcting errors brought on by a company I hired last year and the site is a mess - traffic is way low and loads slow among other things - then SEO is next. It will likely be a monthly thing for awhile

01:45:18 Lynette Hoy: Katrina do you do a "CEO meeting" or something similar each week to evaluate your week, time spent, etc....???

01:45:41 Angela Hall, That Helpful Chick: love you ❤️ and appreciate you lol

01:46:04 Clemi Boubli: I had a mindmap with a bubble for unintended needs and my whole life was there for too long

01:46:19 Clemi Boubli: Now I'm traveling the rest of the map

01:50:33 Lynette Hoy: @Jody got it. When you hit the SEO part let me know because I am having mine worked on soon, I am working with Frank Buddenbrock, and he is not off the charts expensive and is a friend of mine too. He can also do a free consult when you are done with the other areas you are optimizing - he is building a new website, but here is info on him, and let me know when you want an intro. <https://canyoufindmenow.com/>

01:50:39 Stacy Fisher, <https://www.StacyGFisher.com>: Do folks use Keap, Less annoying CRM or other services like DirectPay?

01:51:28 Angela Hall, That Helpful Chick: I've learned to speak 'Katrina' 🤪

01:52:25 Siobhan (Shavon) Cunningham: My scheduling I need to pick specific days on my calendar.

01:52:58 Stacy Fisher, <https://www.StacyGFisher.com>: Katrina I would like to get your advise about those things.

01:53:01 Angela Hall, That Helpful Chick: your tools you use for CRM, Email and everything is very specific to each person. there isno one size fits all

01:53:02 Dea Irby Durham, NC: going to work on unsubscribing most of my emails

01:53:06 Stacy Fisher, <https://www.StacyGFisher.com>: Meant no harm.

01:53:07 Jody Costello: @Lynette - thank you! I'll check him out for sure.

01:53:30 Lynette Hoy: Got it Katrina.

01:54:42 Dea Irby Durham, NC: love the idea of focusing on 2 - 3 programs

01:59:48 Kelley O'Hara: Your voicemails are exceptional

02:03:33 Lynette Hoy: Katrina Is using a quiz the best thing to put out there that people do before a Discovery call?

02:04:51 Lynette Hoy: Angela are we on a Webinar or Meeting right now on Zoom?

02:05:31 Dea Irby Durham, NC: I knew I was not good!

02:06:06 Dea Irby Durham, NC: 1

02:06:07 Stacy Fisher, <https://www.StacyGFisher.com>: 1

02:06:08 Lynette Hoy: 1

02:06:09 Dr. Erin Foley, [VibrantHealthyWoman.com](http://VibrantHealthyWoman.com): 1

02:06:09 Kelley O'Hara: 1

02:06:09 Jody Costello: 1

02:06:10 Natalie Minor: Usually

02:06:25 Clemi Boubli: @lynette: the quiz helps people self select and qualify

02:06:47 Angela Hall, That Helpful Chick: Lynette - I didn't set this one up but am pretty sure it's a zoom meeting. there are various settings you can change even on zoom meetings

02:07:22 Clemi Boubli: I didn't fill it out to ruin the curve 😊

02:08:36 Lynda Malka | Intuitive Mindset Coach: Oh I already ruined the curve Clemi!  
😬

02:09:07 Dea Irby Durham, NC: that

02:09:27 Dea Irby Durham, NC: 'that is totally true in real estate, the lower price of transaction the more work!!



02:10:57 Lynette Hoy: I did not get the quiz, I would like to do it. Guess I missed the email.

02:11:23 Angela Hall, That Helpful Chick: dashboard  
<https://jumpstartyourbiznow.com/thankyou-jumpstartvirtualfall2022/>

02:11:37 Lynda Malka | Intuitive Mindset Coach: You rock Angela!

02:12:02 Lynette Hoy: I love the event dashboard, I will be doing that in 2023.

02:13:31 Clemi Boubli: Oops I'm not plugged in, gotta recharge!  
Have to leave now, back at 1 Thanks- my to die list is getting streamlined;-)

02:13:33 Lynette Hoy: Sales conversations are a weakness for me, to convert.

02:13:44 Clemi Boubli: To DO! Lol

02:14:09 Angela Hall, That Helpful Chick: sales IS serving.

02:14:28 Lynette Hoy: No can

02:14:37 Lynette Hoy: Oops No Can'ts!

02:15:08 Angela Hall, That Helpful Chick: Lynette you have an amazing service for people so you are serving in an amazing way and it's a dis-service for you to NOT sell

02:15:10 Dea Irby Durham, NC: get to do it

02:15:35 Lynette Hoy: Thank you Angela!

02:15:51 Andrea Susan Glass, Bestselling Author & Book Coach: \$1997

02:15:51 Mary E Knippel, YourWritingMentor.com: \$7000

02:15:53 Lynette Hoy: \$8,500

02:15:54 Jody Costello: \$497

02:15:54 Stacy Fisher, <https://www.StacyGFisher.com>: \$7500.

02:15:54 Kathy Bates: 1300

02:15:57 Siobhan (Shavon) Cunningham: \$9000

02:16:01 Dr. Erin Foley, VibrantHealthyWoman.com: \$7000

02:16:03 Angela Hall, That Helpful Chick: 4500

02:16:08 Lori Algieri: \$250 (Seasonally)

02:16:12 Anna Felix: \$24,000

02:16:13 Natalie Minor: 624.00

02:16:18 Natalie Minor: 6240.

02:16:21 Dea Irby Durham, NC: what if you offer it but it hasn't sold?

02:16:53 Anna Felix: It's not for me, it's a specialized plan for them

02:18:54 Susan Glusica, SusanGlusica.com: I closed 4 sales conversations just in the past week!

02:19:04 Lynda Malka | Intuitive Mindset Coach: NICE!

02:19:21 Stacy Fisher, <https://www.StacyGFisher.com>: @Susan - terrific!

02:19:27 Susan Glusica, SusanGlusica.com: For context, been doing it this way for 4 years...

02:23:00 Jody Costello: Yep - I have to get uncomfortable!

02:23:25 Susan Glusica, SusanGlusica.com: Jody - Word uplevel invite: change "have to" to "get to". It's totally different energy!

02:24:11 Jody Costello: @Susan - Ah- so much to work on this coming year - I'll remember that!

02:24:11 Lynette Hoy: Crisis Plan...

02:24:56 Susan Glusica, SusanGlusica.com: @Jody - It's ALL good! And you've got this!

02:25:32 Susan Glusica, SusanGlusica.com: We can't give people desire. We CAN inspire desire.

02:29:40 Dea Irby Durham, NC: ADOS - attention deficit oooooooooooooo shiny

02:30:44 Angela Hall, That Helpful Chick: sometimes you have to do things you don't want to do in order to get where you want to be

02:32:44 Lynette Hoy: Absolutely

02:32:52 Stacy Fisher, <https://www.StacyGFisher.com>: Yes!

02:33:16 Angela Hall, That Helpful Chick: I'm an overnight success...it only took me 9 years 🤔

02:33:36 Stacy Fisher, <https://www.StacyGFisher.com>: @Angela - Hahaha!

02:33:37 Lynette Hoy: Working your ass off, spending multiple thousands, and crickets... Yes, disappointing.

02:33:39 Siobhan (Shavon) Cunningham: LOL when do you start counting lol

02:34:21 Stacy Fisher, <https://www.StacyGFisher.com>: I had a black 65 Mustang.

02:34:28 Jody Costello: Yep - dissapointment makes for zero motivation!

02:38:35 Lynette Hoy: Honing down where the focus should go, planning what money pillars will be for 2023 is what I am working on (part of) right now.

02:39:48 Lynda Malka | Intuitive Mindset Coach: HAPPY ANNIVERSARY!

02:39:57 Stacy Fisher, <https://www.StacyGFisher.com>: Congratulations, Katrina!

02:40:08 Lynette Hoy: Whoo hoo!

02:43:09 Stacy Fisher, <https://www.StacyGFisher.com>: Lovely family picture!

02:43:23 Anna Felix: You look so happy! That's the biggest gift!

02:44:57 Dea Irby Durham, NC: not to decide is to decide

02:45:03 Stacy Fisher, <https://www.StacyGFisher.com>: whatever we are not changing, we are choosing

02:49:22 Anna Felix: Susan is amazing at helping you with your money story!

02:49:36 Susan Glusica, [SusanGlusica.com](https://www.SusanGlusica.com): @Anna - Thanks, woman on fire!

02:50:00 Anna Felix: @Susan YES!

02:51:35 Anna Felix: @Dr. Erin I love your story!

02:52:07 Stacy Fisher, <https://www.StacyGFisher.com>: @ Dr. Erin - very inspirational story!

02:53:12 Katrina Sawa, [JumpstartYourBizNow.com](https://www.JumpstartYourBizNow.com) & [JumpstartPublishing.net](https://www.JumpstartPublishing.net): ok let's take a break... I will be shutting down the room til 11:55 PST come back open your dashboard... <https://jumpstartyourbiznow.com/thankyou-jumpstartvirtualfall2022/>

02:55:39 Dr. Erin Foley, [VibrantHealthyWoman.com](https://www.VibrantHealthyWoman.com): Thank you Stacy!

02:56:05 Andrea Susan Glass, Bestselling Author & Book Coach: I have an appt. this afternoon so I won't be back. See you tomorrow