

00:09:27 BoldHaus: BoldHaus Zoom Policy:
Please be sure to review our Zoom terms & conditions. Violation of
this Policy may result in permanent suspension from all future
BoldHaus hosted Zoom sessions and may result in the removal from all
BoldHaus Programs. All recordings and chat will be posted to the Vault
within 2 business days for your review. Thanks!
<https://vault.boldhaus.com/index.php/zoom-acceptable-use-policy/>
00:11:53 BoldHaus: LIVE 4-Day Challenge Webinar right
after Thanksgiving.

It will be Monday, Nov. 27 – Thursday, Nov. 30, from 11AM – 1PM each
day.

Opt-In Page: <https://boldhaus.com/growcorporateclientschallenge>
00:12:04 Daphne Valcin: Reacted to "LIVE 4-Day Challenge..."

with ❤️

00:12:38 Staci Clarke: Of course while I'm on a cruise... Hope
the internet is as I expect it to be. 😊

00:14:37 BoldHaus: BoldHaus Zoom Policy:
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00:14:48 BoldHaus: LIVE 4-Day Challenge Webinar right
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00:20:07 Keith Sbiral: Depending on who comes to the EF, you
might get good dialogue as well.
00:20:18 Michelle Szmajda Villatoro: @Phil Dyer & @BoldHaus
What did you say to me yesterday about rules of business. 1. Follow
the money and 2. Don't.....don't what?
00:24:38 Keith Sbiral: 3/4 of ours this year were panel
discussions strongly moderated by us.
00:25:47 Phil Dyer: "The Power of Now: 3 Things Every
_____ [insert title of target decision-maker] Must Do in the
First 60 Days of 2024 to Boost Their Competitive Edge with Diverse
Small Business Clients"
00:29:47 Daphne Valcin: Thank you!
00:30:27 Shereese Floyd (she/her): Reacted to "3/4 of
ours this y..." with 👍
00:38:28 Hugo Van den Berg: Thanks
00:48:00 ESTHER GREENHOUSE: @Phil Dyer & @Ariana Blossom
would you then ask to be paid for facilitating EF or travel expenses?

00:52:59 Jan Sugar: What's an implication question?
00:53:19 Michelle Szmajda Villatoro: and what module are
implication questions in?
00:53:21 Ariana Blossom: "What becomes possible when we
significantly improve their ability to own the conversation, the
meeting, the room or the courtroom?"

"How many billable hours is the firm missing out on due to the
communication mismatch between these younger attorneys and prospective
clients?"

Then its "Would you like help with that" and co-create to 100%
00:56:35 Marlene Chism: Great advice!
00:57:48 Susan Bernstein: LOVE that advice to slow down
-- to me, that's great modeling of great strategy and shows what a
true advisor does. They haven't hired us yet -- they need to know
we're listening.

00:57:51 Staci Clarke: "STFU"
00:59:11 Susan Bernstein: The power of the pause!
00:59:36 Staci Clarke: Easy to say, harder to do...
01:01:45 Ariana Blossom: "I'm seeing some interesting shifts in
the market and would love to get your take/perspective/input...do you
have 5 mins that we could jump on a quick call or Zoom?"

"We've been hearing from a lot of executives that ___ is a real
frustration for them and we're convening a virtual conversation to
crowd source solutions and would love to invite you."

01:08:15 Lisa Rothstein • DrawingOutYourGenius.com: That's
a writer-downer
01:10:35 Ariana Blossom: Remind them "As we agreed to in our
initial meeting, our process is _____, so here's what we need to do
next."

You have to tie the initiative to something that has internal urgency:
"When do you want to start seeing results/improvement in _____? To
do that, we really need to get started by -----." "Is there a meeting
coming up that you'll need to be prepared to report progress on this?"

"When does the leadership team/your boss expect this to start
improving?"

01:14:24 Ebony Smith, Ebum Equation: If you are certified
WOSB, HubZone, SDVOSB or 8a. The simplified number is 250K

01:15:03 Nanette Miner: Reacted to "If you are certified..."


with 👍

01:15:11 Breath Connection: I didn't know that!! We have a
MWBE

01:15:42 Lisa Rothstein • DrawingOutYourGenius.com: PITA
tax LOL

01:15:53 Denise Graziano: Reacted to "PITA tax LOL" with

100

01:16:02 Phil Dyer: The PITA Premium
01:16:40 Keith Sbiral: Thanks Phil!
01:16:41 Joanne Newborn: Thank you1
01:16:50 Mariette Argelery: Thank you Ariana and Phil
01:16:50 Hugo Van den Berg: 
01:16:52 Jan Sugar: Thanks!
01:16:52 Marlene Chism: Wonderful
01:16:55 Stephanie Wachman: Thanks