

## MM#1 Chat: Introduction and Modules 1 and 2 Takeaways

01:18:02	Amy Melby:	Nobody wants to be bought
01:18:40	Susan Slifer:	Love that! Cross-serving!
01:24:28	Jenna Fraser:	I call that "bang for the buck"! Extending the life of an idea when time is already committed!
01:27:37	Lindsay Vest:	Superpower identification
01:27:46	Brandi Hebert:	Finding superpowers
01:27:49	Kaylee Webster:	Superpower identification and the role of accountability!
01:27:50	Jennifer McNally:	Superpowers
01:27:50	Kathleen M. Glass:	Habit stacking
01:27:51	Emily McKeown:	Future Me exercise
01:27:52	Ava:	"Future me" visualization
01:27:52	Christian Grande:	From cross-selling to cross-serving! Loved it!
01:27:53	Ralph Cooper:	Create a good habits with attorneys
01:27:56	Alex Yoder:	Cross-selling/serving
01:27:57	Taryn Ercolono:	Stacking! (need to re-read Atomic Habits)
01:27:58	Leanne O'Hagan:	Habit stacking!
01:27:58	Lisa Jones:	Superpower and future me
01:27:59	Aliki Pappas (she/hers):	Business Development is about learning people's Business Style.
01:28:03	Kaley Green:	Focusing on the right habits and scheduling the time
01:28:03	Alex Lyons:	Habit stacking
01:28:04	Martha Barrios, Jackson Walker:	Cross-serving
01:28:04	Timothy Crosby:	Future me
01:28:04	Elsa Paixao:	Superpower and future me
01:28:05	Jeff Canning:	Future me and superpower
01:28:05	Marie Caylor:	Bring Structure to their BD – market your personal brand
01:28:05	Octavia S. Litvinov:	Superpowers!
01:28:06	Denise A. Lee:	Habit stacking
01:28:06	Emily Woloschuk:	Stating "I am acting the way a rainmaker acts" - changing mindset and stating who you are/want to be.
01:28:07	Brooke Glazier:	Style
01:28:07	Alex Yoder:	Habit stacking
01:28:07	Jane Iskandar:	Habit stacking
01:28:08	Kelly Bridgeford:	Cross selling v cross serving
01:28:09	Femia, Kathryn:	Habits
01:28:11	Lauryn N. Dultz:	Building habits
01:28:11	Madeline Saxton:	Don't waste time on things that are not providing a return/benefit
01:28:11	KTHU:	Habit stacking
01:28:11	L. Goytia:	Future me and habit stacking
01:28:13	Lauren Parkhurst   Barnes & Thornburg LLP:	Habit stacking
01:28:16	Kimberly Gudewicz:	Habit stacking
01:28:17	Julianna Wittig:	Habit Stacking

01:28:18	Erin Ryan:	Future self
01:28:18	Emma Noecker:	Building good habits + accountability
01:28:22	Amy Oldiges:	Cross-serving
01:28:26	Brett Napier:	Cross serving over cross selling and habit stacking
01:28:31	Grace Antonucci:	Habit stacking and superpowers
01:28:37	Olivia Wykes:	Visualizing your Future Ideal Self and identifying what kind of habits they would have
01:28:37	Kimberly Kortash:	Cross-serving, superpowers, and $e=mc^2$ from module (great way to make it easily memorable)
01:28:40	Amy Melby:	Cross selling
01:28:48	Susan Slifer:	Cross serving v. cross -selling.
01:29:53	Andrew Katznelson:	Reminder that each of us leaning on a "'coalition of the willing' (H/T @L. Goytia) is almost always the path forward to successfully launching a new BD effort instead of targeting 100% partner participation.