

# In the Chat . . .

## Favorite phrases, analogies, etc.

"Bang for the buck" (thank you, Jenna Fraser!)

"Playing the fame game (Ava Ammoscato?)"

"Deliver 'wow' levels of service"

"The fortune is in the follow-up"

"The battle of the bios"

"Getting a 'Watcher' to hold you accountable"

"Make noise and make yourself unforgettable"

"An ice cream truck, without a bell, goes out of business"

"Cross-serving"



00:33:52	Dave Poston:	Pressure is a privilege.
00:34:06	Susan Slifer:	Only do what only YOU can do. (Time is precious.)
00:34:14	Kimberly Kortash:	Good design is good business.
00:34:15	Denise A. Lee:	Closed mouths don't get fed.
00:34:19	Amy Oldiges:	What is the problem you're solving?
00:35:11	Emily Woloschuk:	Early bird gets the worm.
00:35:18	Madeline Saxton:	Work with the willing.
00:35:24	Alex Yoder:	Squeaky wheel gets the grease.
00:35:24	Emily McKeown:	Don't let the perfect get in the way of the good.
00:35:25	Erin Ryan:	There is no new work in your credenza. (i.e. get out there and talk to your clients)
00:35:32	Joy Harris:	Is this worth the hustle?
00:35:36	Emma VanTine:	Quality over quantity!
00:35:40	Aliki Pappas:	Go where the water takes you. ~Greek phrase
00:35:50	Lisa Jones:	Dig your well before you're thirsty.
00:36:04	Laura Pickert:	Sometimes all you have to do is show up.
00:36:29	Madeline Saxton:	Help me, help you.