

Mastermind #4 Chat Responses

Which progress measures can or do you use?

00:39:30	Octavia S. Litvinov:	All of them!
00:39:30	Lauryn N. Dultz:	Frequency of reaching out to contacts.
00:39:31	Ralph Cooper:	Number of touchpoints/meetiings
00:39:40	Madeline Saxton:	staying top of mind
00:39:48	Alexandra DeFelice:	leading vs lagging indicators (things you can control vs revenue)
00:39:49	Kaylee Webster:	Number of meetings scheduled and creating a schedule for reaching out to folks!
00:39:49	Aliki Pappas:	Wow's collected
00:39:50	Kathleen M. Glass:	Sticking with schedule to engage in BD.
00:39:55	Jenna Fraser:	engaging case stories; "wows" collected; building into normal schedule; stacking habits
00:40:02	Timothy Crosby:	Build into your weekly schedule
00:40:05	Denise A. Lee:	Committing to/Sticking to BD schedule
00:40:06	Emma VanTine:	# of outreach/approaches

Main takeaways from the entire program that you will apply in your work

01:34:27	Ralph Cooper:	Consistency is key!
01:34:28	Kelly Bridgeford:	gifts as outreach
01:34:28	Alex Yoder:	Create systems to stay top of client's minds.
01:34:30	Taryn Ercolono:	The emphasis on creating habits related to BD
01:34:32	Emma VanTine:	You don't have to use every BD/marketing approach out there - Focus on your strengths
01:34:32	Aliki Pappas:	Consistency is key.
01:34:33	Brooke Glazier:	encourage them and be consistent~
01:34:36	Alexandra DeFelice:	this is HARD!
01:34:40	Susan Slifer:	Value of community and sharing.
01:34:41	Lisa Jones:	Superpowers and gifts.
01:34:42	Kathleen M. Glass:	Finding your superpower
01:34:43	Jocelyn:	gifts can get you past your Nots
01:34:45	Martha Barrios:	Cross-serving
01:34:45	Ralph Cooper:	Reacted to "this is HARD!" with 😊
01:34:48	Denise A. Lee:	Work as accountability partner
01:34:50	Timothy Crosby:	Cross-service
01:34:52	Octavia S. Litvinov:	Reframing a "No" as an opportunity to ask the questions or respond to hesitations.
01:34:59	Madeline Saxton:	have watchers for accountability
01:35:00	Aliki Pappas:	Cross service!
01:35:06	Amy M:	committing to goals that are written down
01:35:11	Rachel Colo:	Gifts
01:35:16	Anna-Lesa Calvert	watchers and rethinking elevator pitch
01:35:18	Susan Slifer:	Love the # 2 idea.