

**smallbizchat:** Right NOW on #SmallBizChat 8-9pm ET @PeteSavage Learn secrets to being a successful freelancer Use tweetgrid: <http://is.gd/cngJf>

DiSnEyTRAVELmum: @amfunderburk1 I'm a travel agent specializing in Disney. How about u? #smallbizchat

**smallbizlady:** Welcome Tonight 5/26 on #SmallBizChat 8p ET @PeteSavage Learn the secrets 2 being a full-time freelancer <http://is.gd/cngJf>

**smallbizlady:** How to participate in #SmallBizChat: <http://bit.ly/S797e>

**smallbizlady:** Welcome to #SmallBizChat, a weekly conversation where emerging small business owners can get answers to their questions.

JDEbberly: @amfunderburk1 Welcome to SmallBizChat! You're welcome to join us tonight! :) #SmallBizChat

**smallbizlady:** Are you a of #Smallbizchat's Facebook fan? Join today <http://facebook.com/smallbizchat>. Follow @SmallBizChat on Twitter too! #SmallBizChat

JDEbberly: Apologies to all my followers for many extra tweets as I participate in SmallBizChat from 8pm to 10pm EDT #SmallBizChat

**smallbizlady:** Q: What's the focus of #smallbizchat? #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Welcome Tonight 5/26 on #SmallBizChat 8p ET @PeteSavage Learn the secrets 2 being a full-time freelancer <http://is.gd/cngJf>

**smallbizlady:** A: To end small business failure by helping you succeed as your own boss #SmallBizChat

JDEbberly: @KevinLyons It's great seeing you too, KDL!!! :) #SmallBizChat

**smallbizlady:** Last 5 minutes will be available for pitches AKA your 140 character commercials. So be ready. #SmallBizChat

amfunderburk1: @JDEbberly Thanks! I'm excited to hear what everyone has to say! #smallbizchat

**smallbizlady:** We put out a link to the transcript on @smallbizchat tonight after the show; so don't worry if you miss a tweet or two. #SmallBizChat

jaimekaufman: time for #smallbizchat !

DiSnEyTRAVELmum: RT @smallbizlady: A: To end small business failure by helping you succeed as your own boss #smallbizchat

**smallbizlady:** Right NOW 5/26 8p ET on #Smallbizchat @PeteSavage Learn the secrets to being a full-time freelancer <http://is.gd/cngJf> #SmallBizChat

JDEbberly: RT @smallbizlady Welcome 2nite5/26 #SmallBizChat 8p ET @PeteSavage Learn secrets 2 full-time freelancer <http://is.gd/cngJf>

laurenkgray: I'm getting real-time search results at TweetGrid <http://tweetgrid.com/> #SmallBizChat

shesothere: #smallbizchat Good evening Melinda!

**smallbizlady:** Our guest is @PeteSavage Co-Author, Wealthy Freelancer, on Amazon <http://amzn.to/aEGv9R> info <http://thewealthyfreelancer.com/> #SmallBizChat

laurenkgray: Okay i'm here for #smallbizchat!! #SmallBizChat

smallbizlady: A more detailed Q & A with our guest comes out on Thursdays on @Smallbizlady?s blog: <http://bit.ly/3x5Gm2>  
#SmallBizChat

JDEbberly: @jtlongandco I LOVE these Twitter Chats - A FREE edumacation!!! #SmallBizChat

laurenkgray: how's everyone's night tonight? #smallbizchat #SmallBizChat

mikestenger: Hey everyone \*waves. What's going on in your world? #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady We put out a link 2transcript on @smallbizchat after the show; so don't worry if you miss a tweet or 2  
#SmallBizChat

jaimekaufman: RT @CathyWebSavvyPR: #SmallBizChat 8-9p ET guest @PeteSavage Learn secrets 2 being successful freelancer. Use  
tweetgrid: <http://is.gd/cngJf>

smallbizlady: Welcome to our guest @PeteSavage on secrets to being a successful freelancer <http://is.gd/cngJf> #SmallBizChat

JDEbberly: @laurenkgray Hello there, Lauren!!! :) :) You get around ;) #SmallBizChat

DiSnEyTRAVELmum: @laurenkgray Great - how about u? #smallbizchat

KristenEJ: Hello all, I'm Kristen and I am a writer and blogger looking to build my freelancing and consulting #smallbizchat

smallbizlady: My latest blog post: Five common myths about starting a small biz <http://bit.ly/cYIOTM> #SmallBizChat

amfunderburk1: Hi @PeteSavage! Can't wait to chat with you tonight! #smallbizchat

laurenkgray: Welcome @PeteSavage!! #SmallBizChat

JDEbberly: RT @smallbizlady: My latest blog post: Five common myths about starting a small biz <http://bit.ly/cYIOTM> #SmallBizChat

smallbizlady: Q1: Can you really earn as much as a freelancer versus being an employee? #SmallBizChat

yourjobmyoffice: RT @shessothere: #smallbizchat Good evening Melinda! #smallbizchat

laurenkgray: @DiSnEyTRAVELmum Doing pretty good! #SmallBizChat

JDEbberly: RT @smallbizlady: Q1: Can you really earn as much as a freelancer versus being an employee? #SmallBizChat

mikestenger: @laurenkgray It's good Lauren. A tad hot but the AC is making it easier to cope :- ) #SmallBizChat

laurenkgray: @JDEbberly I'm not sure how to take that sir ;) #SmallBizChat

smallbizlady: We do commercials at the end of the chat newbies #SmallBizChat

petesavage: Hi everyone on #SmallBizChat !! Let's do this! So glad to be here

CathyWebSavvyPR: Welcome to the chat: @jaimekaufman DiSnEyTRAVELmum @jdebberly @KristenEJ @mikestenger @laurenkgray  
#SmallBizChat

mommyperks: RT @smallbizlady: My latest blog post: Five common myths about starting a small biz <http://bit.ly/cYIOTM> #SmallBizChat

laurenkgray: @JDEbberly I think you really can because going solo can do JUST as well as an employee at a business. #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Q1: Can you really earn as much as a freelancer versus being an employee? #SmallBizChat

DiSnEyTRAVELmum: RT @mikestenger: @laurenkgray Its good Lauren. A tad hot but the AC is making it easier to cope :- ) #smallbizchat

laurenkgray: @CathyWebSavvyPR Thanks for the welcome! #SmallBizChat

mikestenger: Q1: Yes, u can earn a lot more than an employee w/the right amount of hard & value driven work. #SmallBizChat

yourjobmyoffice: @KristenEJ Hi Kristen - glad you found us. Pitch us later! :- ) #smallbizchat

amfunderburk1: Q1- I think you can. Some smaller businesses may prefer it because it might be more one-on-one with them.  
#smallbizchat

DiSnEyTRAVELmum: RT @mikestenger: Q1: Yes, u can earn a lot more than an employee w/the right amount of hard & value driven work.  
#smallbizchat

laurenkgray: @DiSnEyTRAVELmum Yes, STICK WITH IT and persevere! Don't give up and get yourself out there! #SmallBizChat  
CASUDI: @JDEbberly A1: YES & NO ~ it's often a roller coaster ride ~ but maybe in the end it evens out #smallbizchat

KristenEJ: @yourjobmyoffice -will do! #smallbizchat

petesavage: A1 Yes. The potential earnings upside is a good reason to consider becoming a freelancer / consultant / solo professional.  
#SmallBizChat

mikestenger: I agree w/@DisneyTRAVELmum. Not at first, everything takes time to build. Nothing overnight. #SmallBizChat

smallbizlady: @cathywebsavvypr call in #SmallBizChat

CathyWebSavvyPR: Welcome to the chat: @mommyperks @amfunderburk1 @shessothere @KevinLyons @thenorthernedge @storyspinner  
(hi there!) #SmallBizChat

petesavage: A2c You never know where your next great client will come from. Your dentist's cousin may be your perfect client.  
#SmallBizChat

mikestenger: @DiSnEyTRAVELmum Right. If u do, ur a prodigy #SmallBizChat

JDEbberly: RT @petesavage A1c For some, that alone is motiv enough to start plotting their escape from the corporate world  
#SmallBizChat

laurenkgray: Q2: Tell EVERYONE you know, put it on Twitter, Newspaper, Online, etc. EVERYWHERE! #SmallBizChat

JDEbberly: RT @smallbizlady: Q2 What?s the first thing you should do to start a freelance business? #SmallBizChat

DiSnEyTRAVELmum: RT @smallbizlady: Q2 What?s the first thing you should do to start a freelance business? #smallbizchat

JDEbberly: A2 Show your work - have a portfolio #SmallBizChat

JDEbberly: RT @amfunderburk1: @silentbutsmart Research the particular area and don't be afraid to contact businesses  
#SmallBizChat

CathyWebSavvyPR: RT @petesavage A1 Yes. The potential earnings upside is a gd reason consider being a freelancer/consultant /solo  
professional #SmallBizChat

amfunderburk1: Q2- Know what you are doing! If you can't prove to future clients that you know your stuff you will not succeed.  
#smallbizchat

yourjobmyoffice: True opps r everywhere RT @petesavage: A2c U never know where ur next great client will come from. Dentists cousin  
...? #smallbizchat

JDEbberly: RT @petesavage: A2b Tell your friends, your family your financial advisor, your past employer, your manicurist,  
EVERYONE! #SmallBizChat

DiSnEyTRAVELmum: @silentbutsmart I tell everyone what I do & write articles, tweets, fb and have a super website. #smallbizchat

JDEbberly: RT @petesavage: A2c You never know where your next great clientll come from. Your dentist's cousin may be your perfect client. #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Q2 What?s the first thing you should do to start a freelance business? #SmallBizChat

thenorthernedge: RT @petesavage: A2 When starting a freelance biz, the easiest, lowest cost and most important is spread the word to every1 #SmallBizChat

smallbizlady: Q3: What's the #1 most effective promotional strategy for a freelancer? #SmallBizChat

mikestenger: Q2: Definitely show u have the chops. Get testimonials, maybe do some work for free to use as one. #SmallBizChat

yourjobmyoffice: A1, quote from @smallbizlady - "Your network is your net worth" #smallbizchat

laurenkgray: RT @petesavage: A2 You never know where your next great clientll come from. Your dentist's cousin may be your perfect client. #SmallBizChat

CathyWebSavvyPR: A2 plan a strategy - ID yr stregnths, ID yr audience, ID how to reach them, then begin #SmallBizChat

JDEbberly: RT @smallbizlady: Q3: What's the #1 most effective promotional strategy for a freelancer? #SmallBizChat

smallbizlady: RT @mikestenger: Q2: Definitely show u have the chops. Get testimonials, maybe do some work for free to use as one. #SmallBizChat

laurenkgray: Yes, showcase your portfolio to people. it's solid proof you can do what you are saying! #SmallBizChat

petesavage: A3 People, understandably, r always look for the 'one' right answer but there isn't just one, there are many things u can try. #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Q3: What's the #1 most effective promotional strategy for a freelancer? #SmallBizChat

JDEbberly: RT @yourjobmyoffice: A1, quote from @smallbizlady - "Your network is your net worth" #SmallBizChat

thenorthernedge: RT @CathyWebSavvyPR: A2 plan a strategy - ID yr stregnths, ID yr audience, ID how to reach them, then begin #SmallBizChat

smallbizlady: RT @SabineMcElrath: Define your offering in terms of alleviating pain for your clients. #SmallBizChat

petesavage: A3b I always like to mention direct mail (sending a self-promotion sales letters). It's always been a great promotional tool. #SmallBizChat

mikestenger: Q3: Getting in touch w/ppl u already know. That's just 1 strategy, but can work in ur favor. #SmallBizChat

petesavage: A3c It involves building a solid list of potential prospects, sending them a sales letter and following up. #SmallBizChat

DiSnEyTRAVELmum: RT @CathyWebSavvyPR: RT @smallbizlady: Q3: Whats the #1 most effective promotional strategy for a freelancer? #smallbizchat

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JDEbberly: RT @petesavage: A3b I always like to mention direct mail(sending self-promo sales letter). It's always been a great promo tool #SmallBizChat

CathyWebSavvyPR: Q34 Mktg I'd start with LinkedIn (4 many freelance biz). Then Twitter or FB - wherever yr customers "hang out"  
#SmallBizChat

JDEbberly: RT @petesavage: A3c It involves building a solid list of potn prospects, sending them a sales letter/following up  
#SmallBizChat

smallbizlady: How to participate in #SmallBizChat =====> <http://bit.ly/S797e>

CathyWebSavvyPR: RT @petesavage A2c You never know where your next great client will come from. Your dentist's cousin may be yr perfect client #SmallBizChat

KevinLyons: @CathyWebSavvyPR Good evening! #SmallBizChat

amfunderburk1: Q3- Have recommendations from people you have worked with previously. #smallbizchat

DiSnEyTRAVELmum: A3. Word of month, social media, momentum REPEAT #smallbizchat

JDEbberly: RT @smallbizlady: How to participate in #SmallBizChat -----> <http://bit.ly/S797e>

yourjobmyoffice: RT @smallbizlady: How to participate in #SmallBizChat =====> <http://bit.ly/S797e> #smallbizchat

smallbizlady: NOW on #Smallbizchat @PeteSavage Learn the secrets 2 being a full-time freelancer <http://is.gd/cngJf> #SmallBizChat

CathyWebSavvyPR: RT @petesavage: A3b I always like 2 mention direct mail (a self-promotion sales letters). It's always been a great promo tool #SmallBizChat

topbrokeroc: @SmallBizLady Q.1: A.1: You can earn more if you get up off your b--t and prospect! #SmallBizChat

smallbizlady: My book: Become Your Own Boss in 12 Months is out! Grab it on Amazon <http://bit.ly/6SteEn> & in stores nationwide  
#SmallBizChat

smallbizlady: If you know a small business owner who could use some advice tell them to follow @SmallBizChat and join us on Wed 8-9 ET #SmallBizChat

DiSnEyTRAVELmum: RT @petesavage A2c You never know where your next great client will come from. Your dentists cousin may be yr perfect client #smallbizchat

myscreenshare: Q3 I think one way to get the word out is to find a person of influence and offer to do work for them... #smallbizchat

CathyWebSavvyPR: @KevinLyons hello there - good to see you here! hi bakc to @mikestenger @amfunderburk1: #SmallBizChat

smallbizlady: Q4: What should your sales letter say? #SmallBizChat

CathyWebSavvyPR: RT @topbrokeroc: Q.1: A.1: You can earn more if you get up off your b--t and prospect! #SmallBizChat

petesavage: A4 A sales letter should not be a straight pitch which says, "Here's who am I and why you should hire me." #SmallBizChat

JDEbberly: RT @smallbizlady: Q4: What should your sales letter say? #SmallBizChat

thenorthernedge: RT @petesavage: A4 A sales letter should not be a straight pitch which says, "Here's who am I and why you should hire me." #SmallBizChat

JDEbberly: RT @myscreenshare: Q3 I think one way to get the word out is to find a person of influence and offer to do work for them... #SmallBizChat

laurenkgray: RT @petesavage: A4 A sales letter should not be a straight pitch which says, "Here's who am I and why you should hire me." #SmallBizChat

petesavage: A4b Take a "give before you get" approach. In sales letters offer up free info that's relevant and valuable to prospects. #SmallBizChat

mikestenger: Q3: Also creating content that helps solve a problem, but ppl can contact u for further help. #SmallBizChat

DiSnEyTRAVELmum: RT @smallbizlady: Q4: What should your sales letter say? #smallbizchat

petesavage: A4c Authoring your own special report works very well. It's a self-promo tool I highly recommend. #SmallBizChat

CathyWebSavvyPR: @topbrokeroc I agree Q1 - keep the pipeline full. Mistake I made when I got my 1st big client - 3 mos later, oops #SmallBizChat

CathyWebSavvyPR: RT @petesavage: A4 A sales letter should not be a straight pitch which says, "Here's who am I and why you should hire me." #SmallBizChat

JDEbberly: RT @smallbizlady: My book: Become Your Own Boss in 12 Mos is out! Grab it on Amazon <http://bit.ly/6SteEn> & in stores nationwide #SmallBizChat

smallbizlady: RT @myscreenshare: Q3 I think one way to get the word out is to find a person of influence and offer to do work for them.. #SmallBizChat

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OmegaCourse: RT @JDEbberly: RT @myscreenshare: Q3 I think one way to get the word out is to find a person of influence and offer to do work for them... #SmallBizChat

laurenkgray: RT @amfunderburk1: Q3- Have recommendations from people you have worked with previously. #smallbizchat

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saaze: RT @smallbizlady: If you know a small business owner who could use some advice tell them to follow @SmallBizChat and join us on Wed 8-9 ET #SmallBizChat

mikestenger: Q4: Here's what I got, here's what it can do for u, here's what u need to do next. #SmallBizChat

CathyWebSavvyPR: @mommyperks please feel free to join us - tweetchat #smallbizchat or tweetgrid - <http://is.gd/cngJf> talking freelancing #SmallBizChat

DiSnEyTRAVELmum: RT @mikestenger: Q4: Heres what I got, heres what it can do for u, heres what u need to do next. #smallbizchat

JDEbberly: Uh-Oh - Twitter is laggin' again <grimaces> #SmallBizChat

mikestenger: Learned that from Internet Marketer Frank Kern but could easily be used for ANY sales letter. #SmallBizChat

smallbizlady: Q5: Can you describe a special report and why you like it as a promotional tool? #SmallBizChat

myscreenshare: Q3 I like to create unpaid spokespeople for my business, find the connectors that'll spread the word! #smallbizchat

amfunderburk1: RT @mikestenger: Q4: Here's what I got, here's what it can do for u, here's what u need to do next. #SmallBizChat #smallbizchat

CathyWebSavvyPR: #Chat tip #1 - star or favorite those you want to connect with & follow/add 2 lists later. #SmallBizChat

petesavage: A5 It's a high-value info report you write with the intention of creating interest / buzz about it among your target audience. #SmallBizChat

JDEbberly: RT @mikestenger: Q4: Here's what I got, here's what it can do for u, here's what u need to do next. #SmallBizChat

yourjobmyoffice: @mikestenger Straightforward approach works for me, but some peeps are turned off by it. #smallbizchat

JDEbberly: RT @smallbizlady: Q5: Can you describe a special report and why you like it as a promotional tool? #SmallBizChat

petesavage: A5b In fact a special report is sometimes referred to as a "buzz piece" #SmallBizChat

petesavage: A5c One special report gives you lots of promo 'mileage': in a sales letter, web site, press release, twitter, etc. #SmallBizChat

JDEbberly: RT @CathyWebSavvyPR: #Chat tip #1 - star or favorite those you want to connect with & follow/add 2 lists later #SmallBizChat

amfunderburk1: Q4- Explain why your business will benefit them. #smallbizchat

DiSnEyTRAVELmum: RT @smallbizlady: Q5: Can you describe a special report and why you like it as a promotional tool? #smallbizchat

JDEbberly: RT @petesavage: A5 It's a high-value info report u write w intention of creating interest / buzz about it among ur target aud #SmallBizChat

SabineMcElrath: Q4 Here's what I do and how it helped other businesses like yours. #smallbizchat

JDEbberly: RT @petesavage: A5b In fact a special report is sometimes referred to as a "buzz piece" #SmallBizChat

thenorthernedge: RT @petesavage: A5c One special report gives u lots of promo 'mileage' #SmallBizChat

CathyWebSavvyPR: Welcome to the chat: @saaze @myscreenshare @OmegaCourse @thenorthernedge @topbrokeroc #SmallBizChat

mikestenger: @yourjobmyoffice Yes, but r those the types of ppl u want 2 work in the 1st place? Probably not. #SmallBizChat

CathyWebSavvyPR: RT @petesavage: A4c Authoring your own special report works very well. It's a self-promo tool I highly recommend. #SmallBizChat

JDEbberly: RT @petesavage: A5c One special report gives you lots promo 'mileage': in sales letter, web site, press release, twitter, etc. #SmallBizChat

msincredibleone: If you know a small business owner who could use some advice tell them to follow @SmallBizChat & join us on Wed 8-9 ET #SmallBizChat

darnyellejervey: If you know a small business owner who could use some advice tell them to follow @SmallBizChat & join us on Wed 8-9 ET #SmallBizChat

amfunderburk1: RT @SabineMcElrath: Q4 Here's what I do and how it helped other businesses like yours. #smallbizchat

myscreenshare: @smallbizlady Thanks for the RT:) #smallbizchat

JDEbberly: RT @SabineMcElrath: Q4 Here's what I do and how it helped other businesses like yours #SmallBizChat

CathyWebSavvyPR: RT @petesavage: A5 It's a high-value info report U write to creating interest / buzz about it among yr target audience #SmallBizChat

mikestenger: @yourjobmyoffice If some1 can't take u being straight forward, they'll likely have a hard time taking ur advice. #SmallBizChat

smallbizlady: Q6: How do you go about creating a buzz piece? #SmallBizChat

yourjobmyoffice: @mikestenger Sometimes - when ur a freelancer, you just have to get along to get the work. Know what I'm sayin'? #smallbizchat

myscreenshare: @OmegaCourse Thanks for the RT! #smallbizchat

CarteBlancheFre: mental note: do not consume gross amounts of caffeine then try to follow #smartbizchat #smallbizchat

myscreenshare: @JDEbberly Thanks for the RT:) #smallbizchat

CathyWebSavvyPR: @petesavage yes, and as my mentor @GetREsults might say "focus on helpig them answer their paint points" #SmallBizChat

DiSnEyTRAVELmum: RT @smallbizlady: Q6: How do you go about creating a buzz piece? #smallbizchat

JDEbberly: RT @smallbizlady: Q6: How do you go about creating a buzz piece? #SmallBizChat

petesavage: A6 Think of a great seminar, webinar or workshop you attended. The best ones TEACH u something and give you actionable steps #SmallBizChat

silentbutsmart: #smallbizchat Hey can u kindly check out [www.pah3.com](http://www.pah3.com) it getting 10k hits per month but no conversion 2 sales. What's wrong w/my firm site?

amfunderburk1: @CarteBlancheFre So true! haha #smallbizchat

yourjobmyoffice: @mikestenger Ah, but with age comes wisdom. I've learned to use my big mouth for good instead of evil (most of the time) #smallbizchat

JDEbberly: A6 You could adapt one of your Pillar articles from your fine blog #SmallBizChat

mikestenger: @yourjobmyoffice Yes, I do. Don't exactly want to turn down a good project. #SmallBizChat

CathyWebSavvyPR: @HighViz\_PR Welocem to the chat and thanks for the retweet - talking freelancing - <http://is.gd/cngJf> #SmallBizChat

JDEbberly: RT @CarteBlancheFre: mental note: do not consume gross amounts of caffeine then try to follow #smartbizchat #SmallBizChat

petesavage: A6b : Write your special report with that in mind: share knowledge and provide actionable takeaways. #SmallBizChat

myscreenshare: Q6 Doing a drawing (such as an iPod, flip cam). All new customers get their name in the hat... #smallbizchat

yourjobmyoffice: @CarteBlancheFre We'll tweet transcript link later - drink up! ;-) #smallbizchat

JDEbberly: RT @petesavage A6 Think of gr8 seminar, webinar or workshop u attended. Best ones TEACH u something & give u actionable steps #SmallBizChat

CathyWebSavvyPR: @silentbutsmart welcome to the chat - why don't you save that for the end of the chat when we allow pitches (9:55) #SmallBizChat

JDEbberly: @silentbutsmart You're welcome :) #SmallBizChat

CarteBlancheFre: @JDEbberly LOL - do you like that I couldn't even write in the proper chat? LOL #tweetfail #smallbizchat

CathyWebSavvyPR: RT @smallbizlady: Q6: How do you go about creating a buzz piece? #SmallBizChat

petesavage: A6c: Your content can include combination of research, strategies, analysis, predictions, tips, guidelines. In YOUR voice #SmallBizChat

smallbizlady: @silentbutsmart there's no commercials til the end. #SmallBizChat

JDEbberly: RT @petesavage: A6b : Write your special report with that in mind: share knowledge and provide actionable takeaways #SmallBizChat

amfunderburk1: @silentbutsmart you're welcome! #smallbizchat

Chrisbell3rd: Vote! Help @SmallBizLady Host of #smallbizchat win a small biz show on Oprah's OWN TV <http://bit.ly/9z13IT> -

CathyWebSavvyPR: RT @petesavage A6 Think of great seminar, webinar/workshop U attended. Best ones TEACH U something & give U actionable steps #SmallBizChat

JDEbberly: RT @petesavage A6c Your content can incl combin research, strategies, analysis, predictions, tips, guidelines. In YOUR voice #SmallBizChat

amfunderburk1: Q6- Host a special event that can show what you have to offer. #smallbizchat

petesavage: Funny! :) RT @CarteBlancheFre: mental note: do not consume gross amounts of caffeine then try to follow #smallbizchat #SmallBizChat

americare: Q6: You really can't create buzz, only our customers can. We work to create valuable, interesting pieces they can easily share #smallbizchat

CathyWebSavvyPR: @mommyperks #SmallBizChat is here every Weds. night from 8-9 pm ET - follow @smallbizchat 4 info on weekly guests (& transcript

CarteBlancheFre: RT @amfunderburk1: Q6- Host a special event that can show what you have to offer. #smallbizchat

smallbizlady: RT @petesavage A6c Yr content can include research, strategies, analysis, predictions, tips, guidelines. In YOUR voice #SmallBizChat

amfunderburk1: Q6- Be creative! Do not do what everyone else does. Think of something original and go with it. #smallbizchat

d2k: Sorry to interupt, but Citibank has a Small Biz Livestream with Brian Solis tomorrow <http://bit.ly/CitiSolis> #SmallBizChat

CathyWebSavvyPR: RT @americare Q6 U really can't create buzz, only our customers can. Work 2create valuable, interesting pieces they can share #SmallBizChat

qdaiman: @SmallBizLady Q2 word of mouth consists of testimonials as well as references #SmallBizChat

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DiSnEyTRAVELmum: RT @qdaiman: @SmallBizLady Q2 word of mouth consists of testimonials as well as references #smallbizchat

pineappleshop: RT @smallbizlady: Q6: How do you go about creating a buzz piece? #SmallBizChat

d2k: Now get back to #SmallBizChat

smallbizlady: @d2k no commecials in the middle of the chat!!!! #SmallBizChat

JDEbberly: I really enjoy the FAST pace of SmallBizChat! It's SO FUN to try and keep up with @smallbizlady! :) :) #SmallBizChat  
 smallbizlady: Pls RT & Vote Help @SmallBizLady Host of #smallbizchat win a small biz show on Oprah's OWN TV <http://bit.ly/9z131T>  
 #SmallBizChat

smallbizlady: If you know a small biz owner who could use some advice tell ?em to follow @smallbizchat & join us Weds 8-9p ET  
 #SmallBizChat

smallbizlady: Q7: As a freelancer, do you need to be constantly marketing? #SmallBizChat

JDEbberly: Bring it ON, Melinda ;) :) #SmallBizChat

CarteBlancheFre: RT @smallbizlady: @d2k no commercials in the middle of the chat!!!! #smallbizchat

JDEbberly: RT @smallbizlady: Q7: As a freelancer, do you need to be constantly marketing? #SmallBizChat

petesavage: A7 As your freelance biz grows you'll have A, B and C-level clients. A-level clients pay well and give you regular work.  
 #SmallBizChat

DiSnEyTRAVELmum: A6. I think the actual creation of a buzz piece is the icing on the cake. Your cake ingredients of learning, reading, 1st.  
 #smallbizchat

yourjobmyoffice: Vote for @smallbizlady to win a TV show with Oprah! <http://bit.ly/9z131T> #smallbizchat

JDEbberly: Phew, That was close! Almost missed Q 7 lol #SmallBizChat

petesavage: A7b Good goal is to build a stable of A-level clients. So as long as you have Bs and Cs, you want to keep marketing  
 #SmallBizChat

mikestenger: Q7: Constantly marketing? Sounds like TOO much. I say consistently marketing, on a daily basis. #SmallBizChat

CarteBlancheFre: @smallbizlady I think as a freelancer if you are not constantly marketing - to some extent - you are 'missing the ball'  
 #smallbizchat

JDEbberly: A7 Your freelancing pieces ought to do some of your marketing for you #SmallBizChat

CathyWebSavvyPR: @d2k why don't you tweet that again if you are around at end of the chat? we try & hold pitches til 9:55 - @briansolis roks  
 #SmallBizChat

petesavage: A7c Over time you can focus more on getting more biz from CURRENT clients vs new #SmallBizChat

americare: @JDEbberly ha ha - almost missed Q7 #smallbizchat

CarteBlancheFre: @JDEbberly I completely agree! #smallbizchat

WriterWalt: Yes, yes, yes, yes and yes. My answer might be yes. @SmallBizLady Q7: As a freelancer, do you need to be constantly  
 marketing? #SmallBizChat

thenorthernedge: RT @petesavage: A7c Over time you can focus more on getting more biz from CURRENT clients vs new #SmallBizChat

amfunderburk1: Q7- No. I think if you market to much, especially with just advertisements, people will begin to ignore what you do.  
 #smallbizchat

CathyWebSavvyPR: RT @smallbizlady:Q7 As a freelancer, do you need to be constantly marketing? #SmallBizChat

JDEbberly: RT @petesavage: A7 As your freelance biz grows you'll have A, B, C-level clients. A-level clients pay well & give u reg work #SmallBizChat

smallbizlady: Q8: What are the steps to getting more business from existing clients? #SmallBizChat

JDEbberly: RT @petesavage: A7b Good goal is build stable of A-level clients. So as long as you have Bs and Cs, you want to keep marketing #SmallBizChat

CathyWebSavvyPR: RT @petesavage A7 As yr freelance biz grows you'll have A, B & C-level clients. A-level clients pay well & give U regular work #SmallBizChat

americare: Q7 Freelance is like any size business, you're always marketing (when your solo, that means that YOU do the mktg) #SmallBizChat

DiSnEyTRAVELmum: A7. YES! Consistant! Market, Serve Clients, Word of Mouth, Momentum REPEAT, GROW. #smallbizchat

Chrisbell3rd: Pls RT & Vote Help @SmallBizLady Host of #smallbizchat win a small biz show on Oprah's OWN TV <http://bit.ly/9z13IT> #SmallBizChat

mikestenger: @amfunderburk1 Exactly what I was getting at w/my answer. Ppl will tune u out otherwise. #SmallBizChat

JDEbberly: RT @petesavage: A7c Over time you can focus more on getting more biz from CURRENT clients vs new #SmallBizChat

smallbizlady: RT @petesavage: A7c Over time you can focus more on getting more biz from CURRENT clients vs new #SmallBizChat

qdaiman: @SmallBizLady Q3 word of mouth consists of testimonials as well as references #SmallBizChat oops did the wrong 1

JDEbberly: RT @smallbizlady: Q8: What are the steps to getting more business from existing clients? #SmallBizChat

petesavage: A8 Look at your clients and ask: 1) Is this a client from whom I can get additional business? 2) What makes me think that? #SmallBizChat

thenorthernedge: RT @smallbizlady: Q8: What are the steps to getting more business from existing clients? #SmallBizChat

amfunderburk1: Q8- Do great work for them the first time around! #smallbizchat

DiSnEyTRAVELmum: A8. Ask them to refer you. #smallbizchat

JDEbberly: RT @amfunderburk1: Q8- Do great work for them the first time around! #SmallBizChat

petesavage: A8b Then, you can do a variety of things: 1) Come right out and ask for more work. Sounds obvious, but not everyone does it. #SmallBizChat

DiSnEyTRAVELmum: RT @amfunderburk1: Q8- Do great work for them the first time around! #smallbizchat

CathyWebSavvyPR: #ChatTip #2 to make a tweet Retweetable (due 2 length) try: and = &; too & to = 2; skip period # end of sentence #SmallBizChat

JDEbberly: RT @petesavage: A8 Look at your clients & ask: 1) Is this a client from whom I can get addit biz? 2) What makes me think that? #SmallBizChat

CarteBlancheFre: @smallbizlady Q8 the consultative approach works best overall. Get your customers to talk to you about their entire business #smallbizchat

smallbizlady: A7 It's cheaper to keep her! Its cheaper to grow your business with a current client than to find a new one #SmallBizChat  
 petesavage: A8c 2) Ask to be introduced to others in the company. 3) Offer to teach a free training session, or an on-site lunch 'n learn #SmallBizChat

CathyWebSavvyPR: RT @americare: Q7 Freelance is like any size business, you're always marketing (when yr solo, that means that YOU do the mktg) #SmallBizChat

mikestenger: Q8: Deliver a GR8 value, ask questions, keep in communication. #SmallBizChat

amfunderburk1: Q8- Be dedicated to them. If you treat them poorly they will not want to re-hire you. #smallbizchat

BusterRhinosBBQ: @actsofsweetness did you know I have been on shipwrecks that were carrying sugar as part of their cargo in lake Ontario #smallbizchat

kimmy: I knew it! No #dealchat tonight, but there is #smallbizchat how could I forget?

CathyWebSavvyPR: RT @smallbizlady: Q8: What are the steps to getting more business from existing clients? #SmallBizChat

JDEbberly: RT @petesavage: A8b Then, u can do variety of things 1) Come right out, ask 4 more work. Sounds obv, but not everyone does it #SmallBizChat

yourjobmyoffice: It is just that simple. Deliver + they'll be happy to share the love. RT @DiSnEyTRAVELmum: A8. Ask them to refer you. #smallbizchat

Zachsb: Q6- Be creative! Do not do what everyone else does. Think of something original and go with it. #smallbizchat (via @amfunderburk1)

amfunderburk1: Definitely stay in touch with them. If three weeks has gone by you might as well kiss them goodbye. #smallbizchat

CathyWebSavvyPR: RT @petesavage: A8 Look at yr clients & ask: 1) Is this a client from whom I can get additional business? 2) and why? #SmallBizChat

SabineMcElrath: Do clients rave about other service providers? Good chance they will rave about you (if u deliver) #smallbizchat

JDEbberly: RT @petesavage: A8c 2) Ask to be introduced to others in the co. 3) Offer teach free training sess, or on-site lunch 'n learn #SmallBizChat

d2k: @CathyWebSavvyPR Will do. Can I submit my pitch in the form of a question? ;-) #SmallBizChat

smallbizlady: RT @CarteBlancheFre Q8 the consultative approach works best. Get yr customers to talk to u about the entire business #SmallBizChat

msincredibleone: RT @SmallBizLady: Pls RT & Vote Help @SmallBizLady Host of #smallbizchat win a small biz show on Oprah's OWN TV <http://bit.ly/9z13IT>

darnyellejervey: RT @SmallBizLady: Pls RT & Vote Help @SmallBizLady Host of #smallbizchat win a small biz show on Oprah's OWN TV <http://bit.ly/9z13IT>

thenorthernedge: RT @petesavage: A8 Look at your clients & ask: 1) Is this a client from whom I can get addit biz? 2) What makes me think that? #SmallBizChat

yourjobmyoffice: Twitter is sputtering tonight. Deep breaths. #smallbizchat

CathyWebSavvyPR: RT @CarteBlancheFre: Q8 the consultative approach works best overall. Get your customers to talk 2 you about their entire biz #SmallBizChat

amfunderburk1: @mikestenger They really will! That's what I do with most ads now because I have seen them so often. #smallbizchat

JDEbberly: RT @CarteBlancheFre Q8 the consultative approach works best. Get yr customers to talk to u about the entire business #SmallBizChat

mikestenger: Q8: WOW them (learned from @Zappos). It'll set u apart & they'll remember u next time. #SmallBizChat

smallbizlady: @d2k Don't push me :) #SmallBizChat

JDEbberly: RT @yourjobmyoffice: Twitter is sputtering tonight. Deep breaths. #SmallBizChat

DiSnEyTRAVELmum: I exceeded my yr 1 business plan - entering yr 2 now. I don't want to grow too fast. I want to serve clients with excellence. #smallbizchat

yourjobmyoffice: @d2k This is Jeopardy... #smallbizchat

smallbizlady: Q9 How important is it to be a specialist or serve a specific market niche? #SmallBizChat

CathyWebSavvyPR: @d2k yes - if it is targeted to small biz - sure - we just ask that folks wait til the end #SmallBizChat

JDEbberly: RT @smallbizlady: Q9 How important is it to be a specialist or serve a specific market niche? #SmallBizChat

petesavage: A9 Having a specialty or a niche makes marketing your business a lot easier because you can focus where you look for clients. #SmallBizChat

JDEbberly: A9 When U first begin freelancing you should specialize in niche #SmallBizChat

amfunderburk1: Q9- I think it is important, especially if there aren't a lot of people doing what you do. #smallbizchat

carrieimpactpr: Need system 4 keeping in touch w/old clients RT @SmallBizLady: Q7: As a freelancer, do you need to be constantly marketing? #SmallBizChat

mikestenger: Q9: It's very important. All over the place, too many options can just confuse, not convert. #SmallBizChat

smallbizlady: A9 Niche to get rich people. People love to hire vendors who specialize in solving their problem in their industry. #SmallBizChat

DiSnEyTRAVELmum: RT @smallbizlady: Q9 How important is it to be a specialist or serve a specific market niche? #smallbizchat

dnewman: RT @smallbizlady: Pls RT & Vote Help @SmallBizLady Host of #smallbizchat win a small biz show on Oprah's OWN TV <http://bit.ly/9z13IT> #SmallBizChat

petesavage: A9b If you've tried to identify a niche but you're still at a loss, get started in SOME direction you're comfortable with #SmallBizChat

JDEbberly: RT @yourjobmyoffice: @d2k This is Jeopardy...lol lol lol #SmallBizChat

JDEbberly: RT @mikestenger: Q9: It's very important. All over the place, too many options can just confuse, not convert. #SmallBizChat

CarteBlancheFre: AQ9 Specialists can use that as their foot in the door. Specialist = expert = trustworthiness #smallbizchat

CathyWebSavvyPR: A8 I agree - ask for more work; tell existing clients of any new skills; ask 4 referrals on LinkedIn & testimonials #SmallBizChat

DiSnEyTRAVELmum: @smallbizlady I read you blog -- it is VERY important. #smallbizchat

petesavage: A9c You can hone a niche later based on your skill set, interests, passions, market opps, experience from projects and clients #SmallBizChat

americare: @d2k \*side glance\* #SmallBizChat

amfunderburk1: @carrieimpactpr Emailing lists, newsletters, and phone calls are great methods to staying in touch with past clients :) #smallbizchat

JDEbberly: RT @petesavage: A9b If you've tried to identify niche but still at loss, get started in SOME dir you're comfortable with #SmallBizChat

yourjobmyoffice: A9 it is imperative to stand out from the noise. A niche helps u do that. #smallbizchat

smallbizlady: RT @petesavage: A9 Having a niche makes marketing your business a lot easier becuz you can focus where u look for clients. #SmallBizChat

mikestenger: Q9: U want to be THE person for THIS, not "Uhhh, what do u do again?" #SmallBizChat

JDEbberly: RT @petesavage: A9c U can honeniche later based on ur skill set, interests, passions, market opps, exper from projects/clients #SmallBizChat

yourjobmyoffice: RT @mikestenger: Q9: U want to be THE person for THIS, not "Uhhh, what do u do again?" #smallbizchat

JDEbberly: RT @yourjobmyoffice: A9 it is imperative to stand out from the noise. A niche helps u do that. #SmallBizChat

CarteBlancheFre: A9 this is the spot to know a lot about a few things rather than a bit about a lot of things. (ooh caffeine talking) #smallbizchat

JDEbberly: RT @mikestenger: Q9: U want to be THE person for THIS, not "Uhhh, what do u do again?" #SmallBizChat

CathyWebSavvyPR: @dnewman @carrieimpactpr @darnyellejervey @SabineMcElrath @Zachs welcome to the chat & for the RT #SmallBizChat

amfunderburk1: @mikestenger Exactly, you definitely don't want past clients asking you what it is you do. #smallbizchat

americare: Q8: We ask our customers for referrals. You have to ask if you want your biz to grow & happy customers are flattered you ask. #SmallBizChat

petesavage: A9d Napoleon Hill was talking niches when he wrote about 'specialized knowledge' in Think and Grow Rich :) #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Q9 How important is it to be a specialist or serve a specific market niche? #SmallBizChat

JDEbberly: RT @petesavage: A9d Napoleon Hill was talking niches when he wrote about 'specialized knowledge' in Think and Grow Rich :) #SmallBizChat

CathyWebSavvyPR: @kimmoy welcome ot the chat - sorry about no #dealchat - but glad 2 have you here #SmallBizChat

mikestenger: @amfunderburk1 ha ha Wow, that would be bad. #SmallBizChat

amfunderburk1: @americare So true! Customers spreading the word about you is better than a news article or ad. #smallbizchat

smallbizlady: A9 You should have a target list of clients or potentials that u contact monthly. Don't use same method 2 months in a row #SmallBizChat

JDEbberly: RT @amfunderburk1: @americare So true! Customers spreading the word about you is better than a news article or ad. #SmallBizChat

CathyWebSavvyPR: RT @petesavage: A9 Having a specialty or a niche makes marketing yr biz lots easier because U can focus where U look 4 clients #SmallBizChat

SabineMcElrath: A niche doesn't have to be industry/tech focused; it can be providing a unique way of seeing/communicating. #smallbizchat

thenorthernedge: RT @petesavage: A9c U can hone a niche l8r based on ur skill set, interests, passions, mkt opps, exp from projects and clients #SmallBizChat

smallbizlady: RT @petesavage: A9d Napoleon Hill was talking niches when he wrote about 'specialized knowledge' in Think and Grow Rich :) #SmallBizChat

yourjobmyoffice: Save Our Small Business on Oprah TV? @smallbizlady wants a shot. Vote: <http://bit.ly/9z13IT> #smallbizchat

amfunderburk1: @mikestenger Wouldn't it! I know people that has happened to. #smallbizchat

smallbizlady: Get a free chapter of @SmallBizlady's new book: Become Your Own Boss in 12 Months <http://bit.ly/asEger> #SmallBizChat

JDEbberly: RT @smallbizlady: A9 You shld have target list of clients or potnls that u contact monthly. Don't use same method 2 mos in row #SmallBizChat

CarteBlancheFre: RT @smallbizlady: A9 You should have a target list of clients that u contact monthly. Dont use same method 2 x in a row #smallbizchat

CathyWebSavvyPR: RT @smallbizlady A9 Niche to get rich people. People love 2 hire vendors who specialize in solving problems in their industry #SmallBizChat

smallbizlady: Review by @Timberly of my book & 3 others. His post: 4 Essential Start-Your-Business Books <http://bit.ly/bSCGWs> #SmallBizChat

thenorthernedge: RT @SabineMcElrath: A niche doesn't have to be industry/tech focused; it can be providing a unique way of seeing #smallbizchat #SmallBizChat

smallbizlady: If you have some expertise to share here?s how to be a guest on #smallbizchat <http://bit.ly/4r5KEZ> #SmallBizChat

JDEbberly: RT @smallbizlady A9 Niche to get rich people. People love 2 hire vendors who specialize in solving problems in their industry #SmallBizChat

smallbizlady: For even more great content join the #Smallbizchat Linkedin group! <http://bit.ly/smallbizchatonlinkedin> #SmallBizChat

CathyWebSavvyPR: RT @SabineMcElrath: A niche doesn't have to be industry/tech focused; it can be providing a unique way of seeing #SmallBizChat

econwriter5: RT @SabineMcElrath: A niche doesn't have 2be industry/tech focused; it can be providing a unique way of seeing/communicating. #smallbizchat

JDEbberly: RT @smallbizlady: If you have some expertise to share here?s how to be a guest on #smallbizchat <http://bit.ly/4r5KEZ> #SmallBizChat

JDEbberly: RT @smallbizlady: For even more great content join the #Smallbizchat Linkedin group! <http://bit.ly/smallbizchatonlinkedin> #SmallBizChat

JDEbberly: RT @SabineMcElrath: A niche doesn't have 2be industry/tech focused; it can be providing a unique way of seeing/communicating. #SmallBizChat

smallbizlady: Q10: Why did u include the importance of a strong mental game to being a freelancer in yr book The Wealthy Freelancer? #SmallBizChat

mikestenger: @SmallBizLady Love ur energy in the contest video! Just voted. #SmallBizChat

americare: @JDEbberly the biggest key is to ASK them for referrals #SmallBizChat

petesavage: A10 The number one reason freelancers fail is because they just give up too soon. #SmallBizChat

carrieimpactpr: RT @SmallBizLady: A9 Niche can hurt u in a bad economy - need to promote generalist skills with specialties #SmallBizChat

petesavage: A10b You can earn a terrific living as a freelancer but that will never happen if you bring a "woe is me" attitude to the game #SmallBizChat

CarteBlancheFre: RT @SmallBizLady: A9 Niche can hurt u in a bad economy - need to promote generalist skills with specialties #smallbizchat

CathyWebSavvyPR: @econwriter5 @CarteBlancheFre @SabineMcElrath welcome to the chat - if I double swelcomed U sorry - lots of new folks 2nite #SmallBizChat

yourjobmyoffice: <http://bit.ly/9z13IT> RT @mikestenger: @SmallBizLady Love ur energy in the contest video! Just voted. <tyvm!> #smallbizchat

thenorthernedge: RT @petesavage: A10 The number one reason freelancers fail is because they just give up too soon. #SmallBizChat

amfunderburk1: @JDEbberly @ZachSB @DisneyTRAVELmum @CathyWebSavvyPR @laurenkgray Thanks for the retweets! #smallbizchat

yourjobmyoffice: RT @petesavage: A10 The number one reason freelancers fail is because they just give up too soon. #smallbizchat

CathyWebSavvyPR: RT @petesavage: A10 The number one reason freelancers fail is because they just give up too soon. #SmallBizChat

CarteBlancheFre: @CathyWebSavvyPR well if you did, this is the 1st time I noticed! ;) #smallbizchat

petesavage: A10c So we start the off book with what I think is the most important of the 12 secrets: Secret #1: Master the Mental Game #SmallBizChat

mikestenger: Q10: Well...oh, not my book. Thought you said "The Rich Freelancer". Oh, not mine either. #SmallBizChat

smallbizlady: @mikestenger thank you I'm a movement by myself with all of you guys helping we can be a force to end small business failure #SmallBizChat

carrieimpactpr: @amfunderburk1 Agreed and a few times a year try to just call to shoot the shit, not talk biz. #smallbizchat

JDEbberly: RT @smallbizlady: Q10 Why did u include the importance of strg mental game being freelancer in yr book The Wealthy Freelancer? #SmallBizChat

JDEbberly: RT @petesavage: A10 The number one reason freelancers fail is because they just give up too soon. #SmallBizChat

smallbizlady: Q11: What are some of the key teachings from that chapter on mastering the mental game? #SmallBizChat

JDEbberly: RT @petesavage A10b U can earn terrific living as freelancer but thatll never happen if you bring "woe is me" attitude to game #SmallBizChat

americare: A10: We make sure our #franchisees also understand the investment to when the can expect a profit, not just to buy the biz #SmallBizChat

amfunderburk1: @carrieimpactpr Exactly! Your clients don't always want to talk business. #smallbizchat

CathyWebSavvyPR: @petesavage So true - it can seem like all U ever get is littleclients,then yr rep grows & BAM, it's workin #SmallBizChat

yourjobmyoffice: @CarteBlancheFre Great bio - from one know-it-all to another. =D #smallbizchat

JVTWILLIE: RT @smallbizlady: Review by @Timberry of my book & 3 others. His post: 4 Essential Start-Your-Business Books  
<http://bit.ly/bSCGWs> #SmallBizChat

JDEbberly: RT @petesavage A10c So we start the off book w what I think is most important of 12 secrets: Secret #1 Master the Mental Game #SmallBizChat

petesavage: A11 Invest in your success: Books, courses, programs, coaching, etc. In your subject matter and general "success" material #SmallBizChat

JDEbberly: RT @smallbizlady: Q11: What are some of the key teachings from that chapter on mastering the mental game? #SmallBizChat

petesavage: A11b Develop unshakeable belief in yourself. YOU need to be the one person who is always, unconditionally in your corner. #SmallBizChat

thenorthernedge: RT @petesavage: A10b U can earn a grt living as a freelancer- will nvr happen if u bring a "woe is me" attitude #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady Q10 Why did u include the impt of a strong mental game 2 being freelance in yr book The Wealthy Freelancer? #SmallBizChat

petesavage: A11c Expect to be shaken up. It's normal to have anxiety/fear over your own ability to deliver. Expect it and bounce back. #SmallBizChat

CarteBlancheFre: @yourjobmyoffice LOL! I see we speak the same language! #smallbizchat

americare: A11: it also helps to have a success "team" around you of solid advisors, people who help you be accountable, on track #SmallBizChat

DiSnEyTRAVELmum: RT @petesavage Develop unshakeable belief in yourself. U need to b the 1 person who is always, unconditionally in your corner. #smallbizchat

CathyWebSavvyPR: RT @petesavage A11 Invest in your success: Books/courses/programs/coaching In yr subject matter &general "success" material #SmallBizChat

JDEbberly: RT @petesavage: A11 Invest in your success: Books, courses, programs, coaching, In ur subj matter &general "success" material #SmallBizChat

JDEbberly: RT @petesavage: A11b Develop unshakeable belief in yourself. YOU need to be the one person who is always, uncond in ur corner #SmallBizChat

CathyWebSavvyPR: A11 Attend free programs like podcamp, barcamp, wordcamp; Id the best blogs in industry & read - lots #SmallBizChat

mollienothnagel: @amfunderburk1 And backatcha, what is #smallbizchat?

CarteBlancheFre: RT @petesavage A11 Invest in your success: Books/courses/programs/coaching In yr subject matter &general "success" material #smallbizchat

smallbizlady: RT @petesavage: A11 Invest in your success: Books, courses, programs, coaching, In ur subj matter &general "success" material #SmallBizChat

myscreenshare: RT @americare: it also helps to have a success "team" around you of solid advisors, help you be accountable, on track #smallbizchat

smallbizlady: RT @petesavage Develop unshakeable belief in yourself. U need to b the 1 person who is always, unconditionally in your corner #SmallBizChat

DiSnEyTRAVELmum: T @petesavage: A11 Invest in your success: Books, courses, programs, coaching, In ur subj matter &general "success" material #smallbizchat

CathyWebSavvyPR: A11 - after I attended Podcamp & blogcamp in Philly - I spent 1 yr -reading, learning, absorbing, testing SM #SmallBizChat

JDEbberly: RT @petesavage A11c Expect 2 be shaken up.It's normal have anxiety/fear over ur own ability to deliver. Expect it& bounce back #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady Q11 What are some of the key teachings from that chapter on mastering the mental game? #SmallBizChat

DiSnEyTRAVELmum: This hour goes by too fast. #smallbizchat

aishajcreative: RT @petesavage: A11b Develop unshakeable belief in yourself. YOU need to be the one person who is always, unconditionally in your corner. #SmallBizChat

smallbizlady: Q12: What's one other important piece of advice for someone who might want to launch a successful freelance biz? #SmallBizChat

americare: RT @petesavage: A11b Develop unshakeable belief in yourself. YOU need to be the one person who is always, unconditionally in your corner. #SmallBizChat

amfunderburk1: @mollienothnagel It's for people that own businesses and advice to each other. Great chat! #smallbizchat

carrieimpactpr: @amfunderburk1: Nice once u hit ur stride and clients can be considered friends. #smallbizchat

CathyWebSavvyPR: RT @petesavage A11b Develop unshakeable belief in yourself. Uneed 2 be the 1person who is always, unconditionally in yr corner #SmallBizChat

myscreenshare: RT @petesavage: Expect to be shaken up...normal to have anxiety over your own ability to deliver. Expect it and bounce back #smallbizchat

JDEbberly: You really gotta be kidding me! It CAN'T be 850pm already!! (sighs) #SmallBizChat

petesavage: A12 I'll give you what I think are THE two most important pieces of advice for any freelancer #SmallBizChat

JDEbberly: RT @smallbizlady Q12 What's 1 other important piece of advice for someone who might want to launch a successful freelance biz? #SmallBizChat

CathyWebSavvyPR: @petesavage I love this: "Develop unshakeable belief in yourself." - I goback to @BrianTracy psychology of achvment #SmallBizChat

JDEbberly: RT @petesavage: A12 I'll give you what I think are THE two most important pieces of advice for any freelancer #SmallBizChat

petesavage: A12b 1) Never stop marketing #SmallBizChat

SabineMcElrath: When you guys nail down the unshakeable part, send me the recipe! Please? #smallbizchat

CathyWebSavvyPR: @silentbutsmart No biggie - each chat has it's own style I alwasy hate to squelch anyone! #SmallBizChat

CarteBlancheFre: A12 Don't second guess your gut. Be honest with yourself, digest constructive criticism & when you can - find a mentor! #smallbizchat

JDEbberly: RT @petesavage: A12b 1) Never stop marketing #SmallBizChat

amfunderburk1: @carrieimpactpr Yeah. I have a Mary Kay business so it's easy to become close with my clients. #smallbizchat

DiSnEyTRAVELmum: RT @petesavage: A12b 1) Never stop marketing #smallbizchat

petesavage: A12c 2) Never give up. Do both of those and you're bound to succeed. #SmallBizChat

silentbutsmart: #smallbizchat sorry for the commercial noob mistake as it is my first time forgive me

JDEbberly: RT @SabineMcElrath: When you guys nail down the unshakeable part, send me the recipe! Please? #SmallBizChat

DiSnEyTRAVELmum: RT @silentbutsmart: #smallbizchat sorry for the commercial noob mistake as it is my first time forgive me #smallbizchat

mikestenger: Q12: Get your confidence up. Work on being better. Market. Network. Stay determined. #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady Q12 What's one other important piece of advice 4 someone who might want 2 launch a successful freelance biz? #SmallBizChat

JDEbberly: RT @petesavage: A12c 2) Never give up. Do both of those and you're bound to succeed. #SmallBizChat

CathyWebSavvyPR: RT @petesavage: A12b 1) Never stop marketing #SmallBizChat

CathyWebSavvyPR: RT @petesavage: A12c 2) Never give up. Do both of those and you're bound to succeed. #SmallBizChat

JDEbberly: U need a obsessive focus to succeed at freelancing #SmallBizChat

JasonWomack: RT @petesavage: A9d Napoleon Hill was talking niches when he wrote about 'specialized knowledge' in Think and Grow Rich :) #SmallBizChat

americare: Via @petesavage's top 2 tips: 1) never stop marketing and 2) never give up #SmallBizChat

JDEbberly: RT @mikestenger: Q12: Get your confidence up. Work on being better. Market. Network. Stay determined. #SmallBizChat

maggiesavage: RT @petesavage: A11b Develop unshakeable belief in yourself. YOU need to be the one person who is always, unconditionally in your corner. #SmallBizChat

amfunderburk1: Stay positive! It may take time, but if you stay positive you will more than likely succeed. #smallbizchat

thenorthernedge: RT @americare: Via @petesavage's top 2 tips: 1) never stop marketing and 2) never give up #SmallBizChat

JDEbberly: Read EVERY blog about freelancing there is and LIST 'EM on your Del.icio.us!! #SmallBizChat

smallbizlady: 13 Do you have any tips on being different from the competition? #SmallBizChat

CathyWebSavvyPR: A12 best advice 4 freelancers - Decide 1st if you have the mental makeup 2 handle no steady paychck #SmallBizChat

silentbutsmart: #smallbizchat for me engaging with the client is a must because I feel as a small biz owner I am responsible and (cont)

<http://tl.gd/1glnj>

CarteBlancheFre: RT @JDEbberly: Read EVERY blog about freelancing there is and LIST EM on your Del.icio.us!! #smallbizchat

DiSnEyTRAVELmum: RT @amfunderburk1: Stay positive! It may take time, but if you stay positive you will more than likely succeed.

#smallbizchat

JDEbberly: RT @amfunderburk1: Stay positive! It may take time, but if you stay positive you will more than likely succeed.

#SmallBizChat

QTGamer86: RT @JDEbberly - Read EVERY blog about freelancing there is and LIST 'EM on your Del.icio.us!! #SmallBizChat

sweetlydias: agreed! mikestenger RT @Q12: Get your confidence up. Work on being better. Market. Network. Stay determined.

#SmallBizChat

CathyWebSavvyPR: A12 best advice 4 freelancers If not - then keep freelancing as a side gig. #SmallBizChat

JDEbberly: Again, Read those blogs! Read those blogs about freelancing! :) #SmallBizChat

yourjobmyoffice: RT @americare: Via @petesavages top 2 tips: 1) never stop marketing and 2) never give up #smallbizchat

smallbizlady: Next Week 6/2 on #SmallBizChat David Allen @gtdguy How to get the most of your day and grow yr business

JDEbberly: RT @smallbizlady: 13 Do you have any tips on being different from the competition? #SmallBizChat

petesavage: A13 the most important thing to know about differentiating yourself / creating a Unique Selling Proposition (USP) is...

#SmallBizChat

mikestenger: Q13: Add your own unique "flavor", your personality to what u do. #SmallBizChat

smallbizlady: A blog post with a more detailed Q & A with our guest comes out on Thursdays on @Smallbizlady's blog:

<http://bit.ly/3x5Gm2> #SmallBizChat

yourjobmyoffice: RT @smallbizlady: Next Week 6/2 on #SmallBizChat David Allen @gtdguy How to get the most of your day + grow yr

business #smallbizchat

CathyWebSavvyPR: A12 best advice 4 freelancers Keep positive - when U have down days - U MUST - turn yr thghts positive #SmallBizChat

DiSnEyTRAVELmum: RT @mikestenger: Q13: Add your own unique "flavor", your personality to what u do. #smallbizchat

smallbizlady: For tips on #smallbiz success subscribe to Melinda Emerson's blog at <http://bit.ly/3x5Gm2>

<http://www.succeedasyourownboss.com/> #SmallBizChat

mikestenger: Q13: And as always, deliver great work! #SmallBizChat

petesavage: A13b You don't have to be THE BEST in your industry. You really don't. You just have to be different enough to stand out

#SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: 13 Do you have any tips on being different from the competition? #SmallBizChat  
 smallbizlady: RT @mikestenger: Q13: Add your own unique "flavor", your personality to what u do. #SmallBizChat  
 CarteBlancheFre: 13 being yourself should set you aside from the competition. Evry 1 is unique and has their own strengths. #smallbizchat  
 CathyWebSavvyPR: RT @smallbizlady: Next Week 6/2 on #SmallBizChat David Allen @gtdguy How to get the most of your day and grow yr business  
 JDEbberly: RT @petesavage: A13c Weave together YOUR story (background, skills, experience etc) and build your positioning around that #SmallBizChat  
 smallbizlady: A13 Figure out what you want to be known for, your tagline and signature service delivery should follow through the messaging #SmallBizChat  
 petesavage: A13d And relieve yourself of the pressure that you have to be the absolute #1 BEST go-to person. Just be one of them ;) #SmallBizChat  
 CathyWebSavvyPR: RT @smallbizlady Blog post w/ a detailed Q & A w/ guest comes out on Thurs on @Smallbizlady's blog <http://bit.ly/3x5Gm2> #SmallBizChat  
 smallbizlady: A13 Deliver on time to stand out as well. #SmallBizChat  
 CathyWebSavvyPR: Twitter is slowing down - getting behind bear with us for last few minut sof the chat #SmallBizChat  
 smallbizlady: A big thanks to our guest @PeteSavage Co-Author, Wealthy Freelancer book on Amazon: <http://amzn.to/aEGv9R> #SmallBizChat  
 smallbizlady: Roll call, who?s on @Smallbizchat tonight? Give me your best 140 character commercial. #SmallBizChat  
 CarrieImpactPr: RT @SmallBizLady: Q12: act like u are a business, be professional. #SmallBizChat  
 JDEbberly: RT @smallbizlady A13 Figure out what u want to be known for, your tagline & signature service del shld follow thru messaging #SmallBizChat  
 smallbizlady: Please Vote tonight! Help @SmallBizLady Host of #smallbizchat win a small biz show on Oprah's OWN TV <http://bit.ly/9z13IT> #SmallBizChat  
 JDEbberly: RT @smallbizlady: Roll call, who?s on @Smallbizchat tonight? Give me your best 140 character commercial. #SmallBizChat  
 thenorthernedge: RT @smallbizlady: A13 Figure out what u want to be known for, ur tagline and sig service delivery shld follow through the msg #SmallBizChat  
 JDEbberly: RT @CarrieImpactPr: RT @SmallBizLady: Q12: act like u are a business, be professional. #SmallBizChat  
 smallbizlady: If you found this interview helpful, join us on Wednesdays 8-9p ET follow @SmallBizChat on Twitter for info. #SmallBizChat  
 JDEbberly: RT @smallbizlady: A big thanks to our guest @PeteSavage Co-Author, Wealthy Freelancer book on Amazon: <http://amzn.to/aEGv9R> #SmallBizChat  
 smallbizlady: Thank you to @CathyWebSavvyPR our co-host and social media PR pal. #SmallBizChat  
 mikestenger: Yes, delivering on time is super important @smallbizlady. U want to be a person of ur word. #SmallBizChat

mobienthusiast: Caught the tail end of #smallbizchat, I am not for hire at present :)  
 CathyWebSavvyPR: RT @smallbizlady A big thanks 2 our guest @PeteSavage Co-Author, Wealthy Freelancer book on Amazon:  
<http://amzn.to/aEGv9R> #SmallBizChat  
 JDEbberly: RT @smallbizlady: A13 Deliver on time to stand out as well. #SmallBizChat  
 smallbizlady: Thank you to virtual assistant Sonia @YourJobMyOffice, she?ll get a link to the transcript out shortly on @smallbizchat  
 #SmallBizChat  
 CathyWebSavvyPR: RT @smallbizlady: Roll call, who?s on @Smallbizchat tonight? Give me your best 140 character commercial.  
 #SmallBizChat  
 smallbizleader: RT @SmallBizLady: If you found this interview helpful, join us on Wednesdays 8-9p ET follow @SmallBizChat on Twitter  
 for info #SmallBizChat  
 yourjobmyoffice: My #pitch is 4 @smallbizlady --> Let's all tell Oprah to give her a show! Pls rt + Vote <http://bit.ly/9z13IT> #smallbizchat  
 smallbizlady: Next Wed 6/2 on #SmallBizChat David Allen @gtdguy How to get the most of your day and grow yr business  
 JDEbberly: RT @smallbizlady: Thank you to @CathyWebSavvyPR our co-host and social media PR pal. #SmallBizChat  
 CathyWebSavvyPR: @d2k now! - pitches are a go! @silentbutsmart: #SmallBizChat  
 DiSnEyTRAVELmum: [www.clickTHEMOUSE.ca](http://www.clickTHEMOUSE.ca) Disney Travel Specialist & Travel Agency. Bookings & FREE Personalized Daily Itinerary from  
 Experts. #smallbizchat  
 yourjobmyoffice: @smallbizlady I'm on it! #smallbizchat  
 CarteBlancheFre: Thanks all - this was fun! I will be here next week! (less caffeinated!) #smallbizchat  
 CathyWebSavvyPR: @smallbizlady you are welcome - as always- a fun fast-paced our! I love helping to creat the community here  
 #SmallBizChat  
 petesavage: Thanks for having me! Be sure to grab 3 free chapters plus \$126 in free reports here  
<http://thewealthyfreelancer.com/bonus/> #SmallBizChat  
 TraceyUdas: Vote tonight! Help @SmallBizLady Host of #smallbizchat win a small biz show on Oprah's OWN TV <http://bit.ly/9z13IT>  
 #SmallBizChat  
 CathyWebSavvyPR: My post: 8 Chat Tips 2 help make Twitter chats work 4 you <http://bit.ly/chattips1> please add yr tips #smallbizchat  
 smallbizlady: RT @petesavage: A13c Weave together YOUR story (background, skills, experience etc) and build your positioning  
 around that. #SmallBizChat  
 JDEbberly: RT @smallbizlady: Next Wed 6/2 on #SmallBizChat David Allen @gtdguy How to get the most of your day and grow yr biz  
 myscreenshare: We provide Audio/Video Broadcasting, Desktop Share, Lucrative Affiliate Program, Collect Registration Fees  
[myscreenshare.com](http://myscreenshare.com) #smallbizchat  
 CathyWebSavvyPR: RT @StartupNation Free Small Biz Webinar w/ @BarbaraCorcoran & @smallbiztrends <http://bit.ly/cP9IFo> #smallbizchat

smallbizlady: RT @petesavage: A13b You don't have to be THE BEST in your industry. You really don't. Just be different enough to stand out #SmallBizChat

JDEbberly: RT @petesavage Thx4 having me! Be sure to grab 3 free chapt plus \$126 in free rep here <http://thewealthyfreelancer.com/bonus/> #SmallBizChat

mikestenger: Social media consultant, minus the guru tag. Here to help, & connect! <http://www.mikestenger.com/> #SmallBizChat

petesavage: Lots of free resources for new and aspiring freelancers here: <http://thewealthyfreelancer.com/bonus/> #SmallBizChat

JDEbberly: RT @StartupNation Free Small Biz Webinar w/ @BarbaraCorcoran & @smallbiztrends <http://bit.ly/cP9IFo> #SmallBizChat

americare: I'm VP of Franchise Developmnt for Americare a national #cargiving company that provides home care for those in need. #smallbizchat

yourjobmyoffice: RT @mikestenger: Social media consultant, minus the guru tag. Here to help, & connect! <http://www.mikestenger.com/> #smallbizchat

KristenEJ: I do great feature stories & profiles- <http://ow.ly/1Qqhb> , also rock out events and social media integration. #smallbizchat

JDEbberly: RT @myscreenshare Provide Aud/Vid Bcating, Desktop Share, Lucrative Affiliate Program, Collect Regis Fees myscreenshare.com #SmallBizChat

carrieimpactpr: Roll call:Freelance PR strategist, writer, creative - focus on healthcare, physician, product launches. Luv every min of it! #SmallBizChat

JDEbberly: RT @KristenEJ: I do great feature stories & profiles- <http://ow.ly/1Qqhb> , also rock out events and social media integration #SmallBizChat

sweetlydias: Thanks #smallbizchat 4 the helpful convo <http://sweetlydias.com/> marshmallows for all occasions: favors, gifts and sweets 2 keep 2 yourself

yourjobmyoffice: RT @americare: Im VP of Franchise Developmnt 4 Americare a national #cargiving company that provides home care 4 those in need. #smallbizchat

JDEbberly: RT @mikestenger: Social media consultant, minus the guru tag. Here to help, & connect! <http://www.mikestenger.com/> #SmallBizChat

jenz036: @Smallbizchat Social Media. Marketing--for Entrepreneurs, small-med biz. Customized, Innovative. Something Creative #smallbizchat

KevinLyons: On the road. Wish I had more time to chat with #SmallBizChat tonight!

smallbizlady: RT @petesavage Be sure to grab 3 free chpts plus \$126 in free reports <http://thewealthyfreelancer.com/bonus/> #SmallBizChat

CarteBlancheFre: <http://ow.ly/1Qqh1> Carte Blanche Freelance 'Helping you add text to your blank pages...' copywriting, article rewrites, more #smallbizchat

JDEbberly: RT @KristenEJ: I do great feature stories & profiles- <http://ow.ly/1Qqhb> , also rock out events and socmed integration #SmallBizChat

CathyWebSavvyPR: @tweet\_rob My dog is DEAD...2 months ago - yr tweet "yr dog will luv this is not how U use Twitter. get 2 know me 1st #smallbizchat

JDEbberly: RT @petesavage: Lots of free resources for new and aspiring freelancers here: <http://thewealthyfreelancer.com/bonus/> #SmallBizChat

amfunderburk1: I'm a Mary Kay Independent Senior Beauty Consultant offering great skin care and beauty products to women everywhere! :) #smallbizchat

americare: To share : Freelancer PR people, there is a #SoloPR chat on Wednesdays mid-day. #SmallBizChat

CathyWebSavvyPR: RT @petesavage Thx 4 having me! Be sure 2 grab 3 free chapters + \$126 in free reports: <http://thewealthyfreelancer.com/bonus/> #SmallBizChat

d2k: Citibank is presenting a livestreamed event for Small Biz owners w/ @briansolis at 6P EDT tomorrow <http://bit.ly/CitiSolis> #SmallBizChat

CathyWebSavvyPR: RT @petesavage: Lots of free resources for new and aspiring freelancers here: <http://thewealthyfreelancer.com/bonus/> #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: If you found this interview helpful, join us on Weds 8-9p ET follow @SmallBizChat on Twitter for info #SmallBizChat

thenorthernedge: Great conversation, Thanks #smallbizchat - Virtual Assistance for writers, coaches & speakers (Pete's VA!) #SmallBizChat

yourjobmyoffice: @CathyWebSavvyPR ouch #smallbizchat

Jaxx09: RT @CathyWebSavvyPR: RT @petesavage: Lots of free resources for new and aspiring freelancers here: <http://thewealthyfreelancer.com/bonus/> #SmallBizChat

JDEbberly: RT @smallbizlady: RT @petesavage Be sure to grab 3 free chpts plus \$126 in free reports <http://thewealthyfreelancer.com/bonus/> #SmallBizChat

myscreenshare: RT @smallbizlady: Next Wed 6/2 on #SmallBizChat David Allen @gtdguy How to get the most of your day and grow yr business #smallbizchat

mikestenger: @CathyWebSavvyPR He shouldn't be around long, just reported him 4 spam. His whole feed is like that. #SmallBizChat

SabineMcElrath: Glad to share ideas with so many of you. I amplify awesome with compelling story and video! #smallbizchat

yourjobmyoffice: RT @thenorthernedge: Great conversation, Thanks #smallbizchat - Virtual Assistance for writers, coaches & speakers (Petes VA!) #smallbizchat

smallbizlady: @d2k Tell @briansolis that he can come do #smallbizchat as a guest!! I have asked him. #SmallBizChat

JDEbberly: RT @amfunderburk1 I'm a Mary Kay Independent Senior Beauty Consultant offer gr8 skin care, beauty prod to women everywhere! :) #SmallBizChat

myscreenshare: @smallbizlady Thank for the great tweetchat tonight! Lots of great tips! #smallbizchat

SmartChoiceVA: RT @JDEbberly: RT @smallbizlady: RT @petesavage Be sure to grab 3 free chpts plus \$126 in free reports <http://thewealthyfreelancer.com/bonus/> #SmallBizChat

KristenEJ: Thanks everyone for your insights and to @smallbizlady for a moderating a wonderful chat #smallbizchat

DiSnEyTRAVELmum: Full service travel agency <http://sandraclarke.travelonly.com/> #smallbizchat

CathyWebSavvyPR: Chatters, I'd luv yr comments on my post: Tips 2 help make Twitter Chats work 4 U <http://bit.ly/chattips1> #SmallBizChat

americare: @JDEbberly @CathyWebSavvyPR @MyScreenShare @thenorthernedge @yourjobmyoffice thanks for the RTs at tonights #SmallBizChat

yourjobmyoffice: @mikestenger boy oh boy - glad I'm on ur good side. I am, right? #smallbizchat

JDEbberly: RT @KristenEJ: Thanks everyone for your insights and to @smallbizlady for a moderating a wonderful chat #SmallBizChat

d2k: If you have questions for @briansolis at the Small Biz event, use #CitiSM101 #SmallBizChat

SmartChoiceVA: I heard that they enjoyed and learned a lot from #SmallBizChat today. Damn! I missed it!

JDEbberly: RT @yourjobmyoffice: @mikestenger boy oh boy - glad I'm on ur good side. I am, right? LOL LOL LOL #SmallBizChat

CathyWebSavvyPR: @Jaxx09 welcome to the chat! #SmallBizChat

SabineMcElrath: @smallbizlady Thanks for awesome hosting and great guest! #smallbizchat

JDEbberly: RT @CathyWebSavvyPR: Chatters, I'd luv yr comments on my post: Tips 2 help make Twitter Chats work 4 U <http://bit.ly/chattips1> #SmallBizChat

JDEbberly: RT @DiSnEyTRAVELmum: Full service travel agency <http://sandraclarke.travelonly.com/> #SmallBizChat

mikestenger: @yourjobmyoffice Yes u are...for now ;- ) #SmallBizChat

amfunderburk1: Great chat tonight! Glad I was able to participate. Can't wait for the next one! :) @smallbizlady @smallbizchat #smallbizchat

DiSnEyTRAVELmum: Thank you for those who followed me during this chat, I will follow you too! Sandra #smallbizchat

yourjobmyoffice: #smallbizchat peeps - Pls take a minute (3 tops) to vote for @smallbizlady tyvm! <http://bit.ly/9z13IT>

JDEbberly: THANK YOU @smallbizlady and @PeteSavage and everyone else for a dazzling SmallbizChat tonight! I REALLY love these convos! :) #SmallBizChat

JDEbberly: RT @yourjobmyoffice: #smallbizchat peeps - Pls take a minute (3 tops) to vote for @smallbizlady tyvm! <http://bit.ly/9z13IT> #SmallBizChat

mikestenger: Fantastic conversation as usual, let's connect outside of the chat. Thx 4 all RT's & replies! #SmallBizChat