

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

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

smallbizlady: Do you like #Smallbizchat? Like us today on Facebook at <http://facebook.com/smallbizchat>. Follow @SmallBizChat on Twitter too! #SmallBizChat

JDEbberly: RT @smallbizlady: Are you ready to learn some information about selling??? Join me tonight on #SmallBizChat

smallbizlady: Welcome to my co-host and social media PR pal @CathyWebSavvyPR and our virtual assistant Sonia @YourJobMyOffice #SmallBizChat

JDEbberly: Okay NOW its time for SmallBizChat lol #SmallBizChat

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

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

JDEbberly: @CathyWebSavvyPR I have jumped up TWO operating systems! From XP to Windows 7!!!! :) :) #SmallBizChat

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

smallbizlady: Pls Vote & Leave a Comment for @Smallbizlady?s bid to win @Oprah's OWN Show contest? <http://bit.ly/9z13IT> #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

JDEbberly: RT @smallbizlady: Q: What's the focus of #Smallbizchat? #SmallBizChat

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

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

smallbizlady: Right NOW 8p ET on #SmallBizChat @scoremoresales How to get more sales in your small biz. Tweetgrid link: <http://is.gd/cOXd0>

yourjobmyoffice: @smallbizlady Present! #smallbizchat

CathyWebSavvyPR: Now on #SmallBizChat 8p ET Lori Richardson @scoremoresales How to get more sales in yr small biz Use Tweetgrid <http://is.gd/cOXd0>

smallbizlady: Our guest is Lori Richardson @scoremoresales a ?Sales Detective? she uncovers sales issues info <http://scoremoresales.com/> #SmallBizChat

JDEbberly: @CathyWebSavvyPR The next new computer I want is an Alienware Area 51 ALX! That rig has got an i7 980 six core!! #SmallBizChat

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

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

SabineMcElrath: RT @smallbizlady: Right NOW 8p ET on #SmallBizChat @scoremoresales How to get more sales in your small biz.<~Big welcome!

SEConsultingInc: I'm searching for #smallbizchat live on TweetGrid Search - <http://tweetgrid.com/search?q=%23smallbizchat>

JDEbberly: Man I am SO STOKED, I won't even be able to sleep this ENTIRE WEEKEND LOL #SmallBizChat

SEConsultingInc: #smallbizchat

smallbizlady: Welcome to our guest Lori Richardson @scoremoresales How to get more sales in yr small biz. Tweetgrid link: <http://is.gd/cOXd0> #SmallBizChat

DiSnEyTRAVELmum: Love my Wednesday nights with #smallbizchat

scoremoresales: Hi, I am so excited to be here! #SmallBizChat

yaheesplace: Can't make it tonight. Thanks for the invite though... #imswamped @DisneyTRAVELmum @yaheesplace #smallbizchat starts soon. Sandra

smallbizlady: RT @AlfredEdmondJr: Look for excerpt of @SmallBizLady's book Become Your Own Boss in 12 Mos in July @BlackEnterprise #SmallBizChat

smallbizlady: My latest blog post: Part II: 7 Questions Hobbyists Should Consider When Starting a Small Business <http://bit.ly/97tID3> #SmallBizChat

SEConsultingInc: First time joining and I am excited! #smallbizchat

smallbizlady: Q1: Why do so many small business owners get stuck when it comes to sales? #SmallBizChat

KatTayls: Hi #SmallBizChat tweeters! I'm working with a two-year-old start up biz in #swfl called @pearl Glad to meet you!

JDEbberly: @scoremoresales We are just ecstatic to have YOU here tonight!!!!!!! :) :) #SmallBizChat

SmartChoiceVA: RT @smallbizlady: My latest blog post: Part II: 7 Questions Hobbyists Should Consider When Starting a Small Business <http://bit.ly/97tID3> #SmallBizChat

JDEbberly: @SEConsultingInc Welcome to SmallBizChat!! :) We are absolutely delighted that you joined us tonight!!! #SmallBizChat

RaisingCEOKids: @SmallBizLady The are afraid.... of so many things! #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Q1: Why do so many small business owners get stuck when it comes to sales? #SmallBizChat

scoremoresales: When most small biz owners decided to start a biz, they focused on the thing they were good at that they wanted to sell #SmallBizChat

DiSnEyTRAVELmum: RT @smallbizlady: Q1: Why do so many small business owners get stuck when it comes to sales? #smallbizchat

scoremoresales: The new small business owners focused on that product/special service offering they love #SmallBizChat

KatTayls: RT @smallbizlady: Q1: Why do so many small business owners get stuck when it comes to sales? #SmallBizChat

CathyWebSavvyPR: @KatTayls welcome - you can mention your biz & what you do at the end - 9:55 pm everyone gets a 140 character pitch! #SmallBizChat

JDEbberly: RT @CathyWebSavvyPR: RT @smallbizlady: Q1: Why do so many small business owners get stuck when it comes to sales? #SmallBizChat

CathyWebSavvyPR: @SEConsultingInc welcometo another new Small Biz Chatter #SmallBizChat

SEConsultingInc: I believe that not having a system to turn referrals, meetings, etc into sales is what leads to lack of sales #smallbizchat

yourjobmyoffice: Chapt 5 of @smallbizlady book Become Yr Own Boss in Black Enterprise mag now <http://su.pr/16L54q> #smallbizchat

SEConsultingInc: @CathyWebSavvyPR Thanks for the welcome! #smallbizchat

JDEbberly: RT @smallbizlady Latest Part II: 7 Questions Hobbyists Should Consider When Starting a Small Business <http://bit.ly/97tID3> #SmallBizChat

JDEbberly: RT @scoremoresales: The new small business owners focused on that product/special service offering they love #SmallBizChat

scoremoresales: A1c Many didn?t realize they?d be their company?s top salesperson until 1 day ? it hit them ? they needed more customers. #SmallBizChat

smallbizlady: RT @scoremoresales A1 When most biz owners start a biz, they focused on the thing they're good at that they wanted to sell #SmallBizChat

KatTayls: Q1: It seems harder to sell myself. Consulting for other biz, I can sell them all day long, but when it comes to MY product... #smallbizchat

yourjobmyoffice: @KatTayls 8:55 pm ET is the approx time for pitches. Welcome to the chat! #smallbizchat

deannatroupe: RT @smallbizlady: RT @scoremoresales A1 When most biz owners start a biz, they focused on the thing they're good at that they wanted to sell #SmallBizChat

DiSnEyTRAVELmum: When I started selling travel, I spoke like this, "Please...I mean....would you like....I mean....can I interest you in..." #smallbizchat

DiSnEyTRAVELmum: Im MUCH better now. #smallbizchat

JDEbberly: RT @scoremoresales: When most small biz owners decided start biz, they focus on thing theyre good at that they wanted to sell #SmallBizChat

JDEbberly: RT @scoremoresales A1c Many didn?t realize they?d be their co?s top salesperson until 1 day ? it hit them ? needed more custs #SmallBizChat

smallbizlady: Q2 What sales issues do you hear about most often? #SmallBizChat

KatTayls: @yourjobmyoffice oops! Sorry I made a faux paus. I just wanted to introduce myself. Thanks for the welcome! #smallbizchat

LikasOrganic: #SmallBizChat

yourjobmyoffice: @DiSnEyTRAVELmum hamana hamana hamana ;-) it does get easier with confidence, doesn't it? #smallbizchat

CathyWebSavvyPR: Thanks @ smallbizlady, I always enjoy helping to create this smallbiz community #SmallBizChat

scoremoresales: A2 People say that they don?t want to be thought of as ?salesy? ? you know, Herb Tarlek from the 80?s sitcom WKRP Cincinnati #SmallBizChat

SabineMcElrath: They confuse being good at delivery (their expertise) with being good at sales. #smallbizchat

CathyWebSavvyPR: RT @smallbizlady: Q2 What sales issues do you hear about most often? #SmallBizChat

JDEbberly: RT @smallbizlady: Q2 What sales issues do you hear about most often? #SmallBizChat
 smallbizlady: A1 Start with the problem and make yourself the solution that is selling! #SmallBizChat
 shessothere: RT @SmallBizLady: Q2 What sales issues do you hear about most often? #SmallBizChat
 getsweetie: RT @SmallBizLady: Q2 What sales issues do you hear about most often? #SmallBizChat
 CathyWebSavvyPR: RT @SabineMcElrath: Q2: They confuse being good at delivery (their expertise) with being good at sales. #smallbizchat
 #SmallBizChat
 KatTayls: RT @SabineMcElrath: They confuse being good at delivery (their expertise) with being good at sales. #smallbizchat
 JDEbberly: RT @smallbizlady: A1 Start with the problem and make yourself the solution that is selling! #SmallBizChat
 scoremoresales: A2b In reality, what we don't like is that sales guy who doesn't listen to us & tries 2 shove solutions at us that don't work.
 #SmallBizChat
 scoremoresales: A2c Most small business owners don't know how to sell nor do they have skills (which can be learned) #SmallBizChat
 CathyWebSavvyPR: RT @scoremoresales A1c Many didn't realize they'd be their co's top salesperson til ? it hit them ? they needed more
 customers #SmallBizChat
 SabineMcElrath: I find my small biz clients mistake advertising for marketing. They have a marketing problem they throw ad \$ at.
 #smallbizchat
 CathyWebSavvyPR: RT @JDEbberly: RT @smallbizlady: A1 Start with the problem & make yourself the solution that is selling! #SmallBizChat

DiSnEyTRAVELmum: RT In reality, what we dont like is that sales guy who doesn't listen to us & tries 2 shove solutions at us that don't work.
 #smallbizchat
 KatTayls: RT @scoremoresales: A2b In reality, what we don't like is that sales guy who doesn't listen to us & tries 2 shove
 solutions at us that don't work. #SmallBizChat
 JDEbberly: RT @scoremoresales A2b What we don't like is sales guy who doesn't listen to us & tries 2 shove solution at us that
 don't work #SmallBizChat
 JDEbberly: RT @scoremoresales: A2c Most small business owners don't know how to sell nor do they have skills (which can be
 learned) #SmallBizChat
 deannatroupe: RT @smallbizlady: A1 Start with the problem and make yourself the solution that is selling! #SmallBizChat
 DiSnEyTRAVELmum: YES! You are right. When I sell travel, I don't want to be THAT GUY who hard sells EVERYTHING. I just want to be nice.
 #smallbizchat
 smallbizlady: Q3: So what is the right way to sell? #SmallBizChat
 CathyWebSavvyPR: RT @SabineMcElrath: I find my small biz clients mistake advertising 4 marketing. They have a mrktg problem they throw
 ad \$ #SmallBizChat
 yourjobmyoffice: I've seen that movie RT @SabineMcElrath: My small biz clients mistake advtsg for mktg. They throw ad \$ at mktg
 problem. #smallbizchat

deannatroupe: RT @CathyWebSavvyPR: RT @SabineMcElrath: I find my small biz clients mistake advertising 4 marketing. They have a mrktg problem they throw ad \$ #SmallBizChat

JDEbberly: RT @smallbizlady: Q3: So what is the right way to sell? #SmallBizChat

DiSnEyTRAVELmum: A3. Sell yourself. #smallbizchat

scoremoresales: A3 U need 2 know how 2 turn products & services in 2 dollars. turning of ideas, consulting, or actual products in 2 revenue #SmallBizChat

DiSnEyTRAVELmum: and be nice #smallbizchat

KatTayls: True! RT @SabineMcElrath I find my small biz clients mistake advvg for mrkting. They have a marketing prob they throw ad \$ at. #smallbizchat

cupboards: @smallbizlady A3. Combination of Marketing, Branding yourself, and knowing what you're talking about. #smallbizchat

cupboards: @DiSnEyTRAVELmum Being nice really is the ticket! ;-) #smallbizchat

enlightnmegroup: RT @smallbizlady: A1 Start with the problem and make yourself the solution that is selling! #SmallBizChat

CathyWebSavvyPR: @SabineMcElrath OMG yes - - and welcome ot the chat #SmallBizChat

DiSnEyTRAVELmum: RT @cupboards: @smallbizlady A3. Combination of Marketing, Branding yourself, and knowing what youre talking about. #smallbizchat

CathyWebSavvyPR: RT @smallbizlady: Q3: So what is the right way to sell? #SmallBizChat

JDEbberly: RT @cupboards: @smallbizlady A3. Combination of Marketing, Branding yourself, and knowing what youre talking about. #SmallBizChat

DiSnEyTRAVELmum: I like the KISS philosophy - - - Keep It Simple Stupid. [me....not you] #smallbizchat

smallbizlady: A3 Be yourself! Make a friend. People do business with people they like and know. Give to get and you'll make a sale.! #SmallBizChat

scoremoresales: you must learn that selling is OK and learn how to do it!!! #SmallBizChat

yourjobmyoffice: RT @scoremoresales: you must learn that selling is OK and learn how to do it!!! #smallbizchat

DiSnEyTRAVELmum: Authenticity! #smallbizchat

cupboards: @smallbizlady A customer that is comfortable will buy! #smallbizchat

JDEbberly: RT @smallbizlady A3 Be yourself! Make a friend. People do biz w ppl they like & know. Give to get & you'll make a sale.! #SmallBizChat

CathyWebSavvyPR: Welcome to our chat! @enlightnmegroup @upboards @DiSnEyTRAVELmum @deannatroupe @getsweetie @shessothere @LikasOrganic #SmallBizChat

JDEbberly: RT @scoremoresales: you must learn that selling is OK and learn how to do it!!! #SmallBizChat

JDEbberly: Make more sales by offering something of value for free #SmallBizChat

DiSnEyTRAVELmum: RT @JDEbberly: RT @scoremoresales: you must learn that selling is OK and learn how to do it!!! #smallbizchat

JDEbberly: RT @cupboards: @smallbizlady A customer that is comfortable will buy! #SmallBizChat

smallbizlady: A3b A sale happens when opportunity and preparation meet on the same day. #SmallBizChat

CathyWebSavvyPR: Sorry - the tweetgrid is stuck (at least the center column) - Also - Twitter has warned of difficulties next 2 weeks #SmallBizChat

cupboards: @JDEbberly In our biz, free can sometimes cheapen the value of other things... proceed with caution. #smallbizchat

JDEbberly: RT @smallbizlady: A3b A sale happens when opportunity and preparation meet on the same day. #SmallBizChat

deannatroupe: RT @smallbizlady: A3b A sale happens when opportunity and preparation meet on the same day. #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: A3b A sale happens when opportunity and preparation meet on the same day. #SmallBizChat

mzayfert: A sale happens when opportunity and preparation meet on the same day. #SmallBizChat via @smallbizlady

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

JDEbberly: RT @smallbizlady: A3b A sale happens when opportunity and preparation meet on the same day. (THAT'S A BIG 10-4!!) #SmallBizChat

JDEbberly: RT @SabineMcElrath: Mindset. Get over your belief that you aren't adding value! #SmallBizChat

smallbizlady: Right NOW on #SmallBizChat @scoremoresales: How to get more sales in your small biz. Tweetgrid link: <http://is.gd/cOXd0>

CathyWebSavvyPR: RT @scoremoresales: you must learn that selling is OK and learn how to do it!!! #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

JDEbberly: RT @cupboards: @JDEbberly In our biz, free can sometimes cheapen the value of other things... proceed with caution (Agreed) #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

JDEbberly: RT @KatTayls: A3: Successful selling starts w/ really listening to what the prospect wants. Also, knowing when to walk away #SmallBizChat

smallbizlady: Q4: So selling is just a conversation? #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Right NOW on #SmallBizChat @scoremoresales How 2get more sales in yr small biz. Tweetgrid <http://is.gd/cOXd0>

SabineMcElrath: RT @CathyWebSavvyPR: @smallbizlady: A3b A sale happens when opportunity and prep meet on the same day. #SmallBizChat <~And budget!

deannatroupe: @CathyWebSavvyPR Glad to be here. Having a newborn makes my schedule unpredictable. #SmallBizChat

mzayfert: RT @scoremoresales: you must learn that selling is OK and learn how to do it!!! #SmallBizChat

JDEbberly: RT @smallbizlady: Q4: So selling is just a conversation? #SmallBizChat

scoremoresales: A4 Basically, yes. The conversation eventually comes to closure ? one way or the other #SmallBizChat

CathyWebSavvyPR: Please look for our guest's tweeted answer in the right column - @getmoresales & @smallbizlady's questions there too #SmallBizChat

scoremoresales: A4b Focus on identifying people or companies who are ?more probable? rather than ?less probable? to do business with #SmallBizChat

JDEbberly: @KatTayls Also helps to know what the prospect wants and needs - Get inside their head #SmallBizChat

JDEbberly: RT @scoremoresales: A4 Basically, yes. The conversation eventually comes to closure ? one way or the other #SmallBizChat

scoremoresales: A4c They fit your ideal for what your best customer looks like. And in your niche. #SmallBizChat

LadyProducHer: 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

deannatroupe: RT @JDEbberly: RT @scoremoresales: A4 Basically, yes. The conversation eventually comes to closure ? one way or the other #SmallBizChat

Crangoose: RT @JDEbberly: RT @scoremoresales: A4 Basically, yes. The conversation eventually comes to closure ? one way or the other #SmallBizChat

deannatroupe: RT @JDEbberly: @KatTayls Also helps to know what the prospect wants and needs - Get inside their head #SmallBizChat

DiSnEyTRAVELmum: Successful conversation....I have to make sure I don't talk too much. #smallbizchat

smallbizlady: @SabineMcElrath They do have to know their budget! You are correct. Try to avoid people waisting your time.. #SmallBizChat

JDEbberly: RT @scoremoresales A4b Focus on id'ing people or companies who are ?more probable? rather than ?less probable? to do biz with #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Q4: So selling is just a conversation? #SmallBizChat

JDEbberly: RT @scoremoresales: A4c They fit your ideal for what your best customer looks like. And in your niche #SmallBizChat

deannatroupe: Follow @SmallBizChat and join us on Wed 8-9 ET! Great info shared here! #SmallBizChat

CathyWebSavvyPR: RT @DiSnEyTRAVELmum: Successful conversation....I have to make sure I don't talk too much [Um...I resemble that remark:] #SmallBizChat

deannatroupe: RT @smallbizlady: @SabineMcElrath They do have to know their budget! You are correct. Try to avoid people waisting your time.. #SmallBizChat

scoremoresales: A4d If you are bad at qualifying who your customers might be, then it is a long frustrating process. #SmallBizChat

deannatroupe: RT @scoremoresales: A4d If you are bad at qualifying who your customers might be, then it is a long frustrating process. #SmallBizChat

smallbizlady: Q5: How do you qualify a prospective customer? #SmallBizChat

deannatroupe: RT @mzayfert: The conversation is part of selling process remember, dialogue also confirms cust. needs & get them to close #SmallBizChat

CathyWebSavvyPR: 2 our chat: @LadyProducHer @Crangoose @mzayfert #SmallBizChat

JDEbberly: RT @scoremoresales: A4d If you are bad at qualifying who your customers might be, then it is a long frustrating process #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Q5: How do you qualify a prospective customer? #SmallBizChat

JDEbberly: RT @smallbizlady: Q5: How do you qualify a prospective customer? #SmallBizChat

scoremoresales: A5 Through understanding what it is that they need ? listening, asking, learning #SmallBizChat

JDEbberly: RT @cupboards: @scoremoresales A4 Qualifying is key... bulk of initial convo should be good questions, and LOTS of listening! #SmallBizChat

cupboards: @smallbizlady A5... Ask the RIGHT questions, then HUSH... and LISTEN! #smallbizchat

KatTayls: @JDEbberly Yes! Clients need to see themselves in what you are telling them before they'll buy in to a sales pitch. #smallbizchat

scoremoresales: A5b you can start this with smartly crafted landing pages on a website ? #SmallBizChat

CathyWebSavvyPR: A5 one thing that is happening 2 me; customers are reading my blog, cking my tweets & "qualifying" themselves - kinda cool #SmallBizChat

scoremoresales: A5c or you can do it through in person meetings, by phone, social media, email, and/or webinars. #SmallBizChat

JDEbberly: RT @scoremoresales: A5 Through understanding what it is that they need ? listening, asking, learning #SmallBizChat

DiSnEyTRAVELmum: Every1 knows Disney-it's my job 2 stay visible so people get 2 know me & the extras I do. More COMMUNICATION than conversation #smallbizchat

enlightnmegroup: RT @JDEbberly: RT @smallbizlady: A3b A sale happens when opportunity and preparation meet on the same day. #SmallBizChat

JDEbberly: RT @scoremoresales: A5b you can start this with smartly crafted landing pages on a website #SmallBizChat

CathyWebSavvyPR: RT @KatTayls: @JDEbberly Yes! Clients need to see themselves in what you are telling them before they'll buy in2 a sales pitch #SmallBizChat

CathyWebSavvyPR: RT @cupboards: A5... Ask the RIGHT questions, then HUSH... and LISTEN! #SmallBizChat

topbrokeroc: Loved your book Melinda! RT @SmallBizLady: Q5: How do you qualify a prospective customer? #SmallBizChat

CathyWebSavvyPR: RT @scoremoresales: A5b you can start this with smartly crafted landing pages on a website ? #SmallBizChat

JDEbberly: @scoremoresales Brian Clark has great resource on landing pages <http://www.copyblogger.com/landing-pages/> #SmallBizChat

JDEbberly: RT @CathyWebSavvyPR: RT @cupboards: A5... Ask the RIGHT questions, then HUSH... and LISTEN! #SmallBizChat

KatTayls: RT @CathyWebSavvyPR: A5 one thing that is happening 2 me; customers are reading my blog, cking my tweets & "qualifying" themselves - kinda cool #SmallBizChat

CathyWebSavvyPR: @scoremoresales A5: you can also create useful blog content, & populate yr social sites w/ gd stuff - Helps make sales #SmallBizChat

scoremoresales: A6 These are people (or companies) who fit your ideal target, or niche and meet certain criteria #SmallBizChat

CathyWebSavvyPR: RT @JDEbberly: Brian Clark has great resource on landing pages <http://www.copyblogger.com/landing-pages/> #SmallBizChat

poppyfrank: So they find ur blog, then follow u to Twitter? RT @CathyWebSavvyPR ..customers read blog, ck tweets, "qualifying" themselves #SmallBizChat

enlightnmegroup: RT @smallbizlady: Q5: How do you qualify a prospective customer? #SmallBizChat

CathyWebSavvyPR: @deannatroupe enjoy being a new mom. I'm an aunt, & my oldest nephew just graduated from HS - how fast it goes #SmallBizChat

JDEbberly: RT @scoremoresales: A5 These are people (or companies) who fit your ideal target, or niche and meet certain criteria #SmallBizChat

cupboards: @scoremoresales Did I miss Q6? I'm seeing A6... #smallbizchat

MediaCollective: Pardon the frequency, brain sharing about small biz topic guest Lori Richardson - sales & small biz #SmallBizChat

smallbizlady: @topbrokeroc thank you so much did you eave me a review on Amazon I would love it :) #SmallBizChat

enlightnmegroup: RT @cupboards: @scoremoresales A4 Qualifying is key... bulk of initial convo should be good questions, and LOTS of listening! #smallbizchat

CathyWebSavvyPR: @poppyfrank or visa versa, of find me on LinkedIn or Facebook. 1 client followed me 4 a yr, then connected, then hired me #SmallBizChat

smallbizlady: Q6: Tell me more about who might be qualified? #SmallBizChat

JDEbberly: @cupboards Not sure that Q6 has been posed yet #SmallBizChat

JDEbberly: RT @smallbizlady: Q6: Tell me more about who might be qualified? #SmallBizChat

smallbizlady: @cupboards No I just tweeted it again. #SmallBizChat

MediaCollective: Q5: How do you qualify a prospective customer? #SmallBizChat

enlightnmegroup: RT @KatTayls: @JDEbberly Yes! Clients need to see themselves in what you are telling them before they'll buy in to a sales pitch. #smallbizchat

cupboards: @smallbizlady Thanks! ;-) #smallbizchat

JDEbberly: @smallbizlady I'm getting OLD. I am beginning to miss questions lol #SmallBizChat

smallbizlady: My latest blog posts: How to turn a hobby into a business Part 1: <http://bit.ly/aNL6qp> & part 2: <http://bit.ly/97tID3> #SmallBizChat

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

CathyWebSavvyPR: @poppyfrank Another sent me an email Mon. " I've read yr blog, I've looked @yr Twitter & LI presence; let's talk" no sale yet #SmallBizChat

scoremoresales: don?t try to be everything to everyone. Don?t think your product can serve everyone well #SmallBizChat

smallbizlady: Do you like #Smallbizchat? Like us today on Facebook at <http://facebook.com/smallbizchat>. Follow @SmallBizChat on Twitter too! #SmallBizChat

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

CathyWebSavvyPR: RT @smallbizlady: Q6: Tell me more about who might be qualified? #SmallBizChat

JDEbberly: RT @smallbizlady: My latest blog posts: How to turn hobby into biz Part 1: <http://bit.ly/aNL6qp> & part 2: <http://bit.ly/97tID3> #SmallBizChat

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

scoremoresales: A6c Find a niche market and create messaging and offer value for that niche. #SmallBizChat

KatTayls: RT @scoremoresales: don?t try to be everything to everyone. Don?t think your product can serve everyone well #SmallBizChat

JDEbberly: RT @scoremoresales: don?t try to be everything to everyone. Don?t think your product can serve everyone well #SmallBizChat

CathyWebSavvyPR: @poppyfrank welcome to the chat BTW. & Welcome back - @MediaCollective: #SmallBizChat

JDEbberly: RT @scoremoresales: A6c Find a niche market and create messaging and offer value for that niche #SmallBizChat

getsweetie: Q5 #smallbizchat I focus on clarifying how/what we offer,which helps others decide to rise to the occasion or come back prepared to hire us

deannatroupe: @CathyWebSavvyPR Congrats on the graduation. Hailey's "talking" to me as I participate in tonight's chat. #SmallBizChat

CathyWebSavvyPR: @poppyfrank Now - I know I need to tweak my blog & write more often - I may be losing sales too #SmallBizChat

deannatroupe: RT @JDEbberly: RT @scoremoresales: A6c Find a niche market and create messaging and offer value for that niche #SmallBizChat

deannatroupe: RT @KatTayls: RT @scoremoresales: don?t try to be everything to everyone. Don?t think your product can serve everyone well #SmallBizChat

MediaCollective: A5&6 Qualifying customers: You should have a client demo/needs/profile - Qualify their budget/time svc needed/expectations #SmallBizChat

smallbizlady: A6 When you really know your niche market and build attracting your customer will find you!!! #SmallBizChat

JDEbberly: @CathyWebSavvyPR You have got perception as an Authority which will translate into more sales :) #SmallBizChat

SabineMcElrath: My approach is find some niches, but partner with others that cover other niches. #smallbizchat

MediaCollective: RT @KatTayls: RT @scoremoresales: don?t try to be everything to everyone. Don?t think your product can serve everyone well #SmallBizChat

smallbizlady: Q7: How can working with strategic partners help sales? #SmallBizChat

scoremoresales: A7 People who ?get? what it is that you do, and they know and trust you or your work, and refer you #SmallBizChat

JDEbberly: RT @smallbizlady: Q7: How can working with strategic partners help sales? #SmallBizChat

CathyWebSavvyPR: RT @MediaCollective A5&6 Qualifying customers: Ushould have a client demo/needs/profile - #SmallBizChat

MediaCollective: RT @smallbizlady: Q7: How can working with strategic partners help sales? #SmallBizChat

plattoes: RT @deannatroupe: RT @KatTayls: RT @scoremoresales: don?t try to be everything to everyone. Don?t think your product can serve everyone well #SmallBizChat

CathyWebSavvyPR: MediaCollective: A5&6 Qualifying customers: Cont'd You should Qualify their budget/time svc needed/expectations #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Q7: How can working with strategic partners help sales? #SmallBizChat

cupboards: @smallbizlady A7 Best advertising of all for our biz is a personal recommendation- those partners have huge value! #smallbizchat

scoremoresales: A7b They offer ?many-to-one?. Your one partner helps spread the word to a larger audience. #SmallBizChat

deannatroupe: RT @MediaCollective: RT @smallbizlady: Q7: How can working with strategic partners help sales? #SmallBizChat

MediaCollective: A7 Working in tandem strategic partners can leverage ea.otr's strengths, lists and multiply reach #SmallBizChat

JDEbberly: A7 Working with strategic partners will confer added credibility to YOU #SmallBizChat

CathyWebSavvyPR: RT @SabineMcElrath: A7 My approach is find some niches, but partner with others that cover other niches [YES] #SmallBizChat

deannatroupe: RT @scoremoresales: A7b They offer ?many-to-one?. Your one partner helps spread the word to a larger audience. #SmallBizChat

JDEbberly: RT @scoremoresales: A7b They offer ?many-to-one?. Your one partner helps spread the word to a larger audience. #SmallBizChat

deannatroupe: RT @MediaCollective: A7 Working in tandem strategic partners can leverage ea.otrs strengths, lists and multiply reach #SmallBizChat

JDEbberly: RT @scoremoresales: A7 People who ?get? what it is that you do, and they know and trust you or your work, and refer you #SmallBizChat

deannatroupe: RT @JDEbberly: A7 Working with strategic partners will confer added credibility to YOU #SmallBizChat

plattoes: find a niche and be happy with what you are doing...customers will follow #SmallBizChat

scoremoresales: A7c This type of referral has a high rate of closure, and it happens quicker than normal. #SmallBizChat

enlightnmeqroup: RT @JDEbberly: A7 Working with strategic partners will confer added credibility to YOU #SmallBizChat

JDEbberly: RT @SabineMcElrath: A7 My approach is find some niches, but partner with others that cover other niches #SmallBizChat

DiSnEyTRAVELmum: RT @cupboards: @scoremoresales Trust is key! A partner helps bring credibility to your operation. #smallbizchat

deannatroupe: RT @scoremoresales: A7c This type of referral has a high rate of closure, and it happens quicker than normal. #SmallBizChat

CathyWebSavvyPR: @JDEbberly Yes, It hink that does help - I'm afraidit may intimidate others #SmallBizChat

KatTayls: A win x3: u, them & client! RT @SabineMcElrath My approach is find niches, but partner with others that cover other niches. #smallbizchat

JDEbberly: RT @MediaCollective: A7 Working in tandum strategic partners can leverage each others strengths, lists and multiply reach #SmallBizChat

AlvinSchmitt: RT @smallbizlady: Right NOW on #SmallBizChat @scoremoresales: How to get more sales in your small biz. Tweetgrid link: <http://is.gd/cOXd0>

smallbizlady: A7 It's great to sell in teams, just be sure you have a written agreement on commissions #SmallBizChat

shessothere: RT @GetSweetie: Q7 Strategic ptnrs can support prod/processes your clients/ help create seamless processes that are consistent #smallbizchat

JDEbberly: RT @scoremoresales: A7c This type of referral has a high rate of closure, and it happens quicker than normal. #SmallBizChat

deannatroupe: I think I need to tweak my blog too. #SmallBizChat

deannatroupe: RT @SabineMcElrath My approach is find niches, but partner with others that cover other niches. #SmallBizChat

TriniLush7: RT @SmallBizLady: A6 When you really know your niche market and build attracting your customer will find you!!! #SmallBizChat

DiSnEyTRAVELmum: @plattoes Exactly. Do what you love doing and the income will come. #smallbizchat

JDEbberly: RT @smallbizlady: A7 It's great to sell in teams, just be sure you have a written agreement on commissions #SmallBizChat

MediaCollective: A7 Strategic partnership can help minimize advertising costs via co-sponsoring #SmallBizChat

cupboards: @CathyWebSavvyPR I don't see it as intimidating because your partner may already have a connection with your potential client. #smallbizchat

CathyWebSavvyPR: .@JDEbberly One new sales approach I've started is to do low cost coaching 4 indiv solopreneurs a few hrs a wk - rent my brain! #SmallBizChat

deannatroupe: RT @GetSweetie: Q7 Strategic ptrns can support prod/processes your clients/ help create seamless processes that are consistent #SmallBizChat

CathyWebSavvyPR: RT @SmallBizLady: A6 When you really know your niche market and build attracting your customer will find you!!! #SmallBizChat

deannatroupe: RT @MediaCollective: A7 Strategic partnership can help minimize advertising costs via co-sponsoring #SmallBizChat

DiSnEyTRAVELmum: @deannatroupe I ended up doing a Vlog instead of a blog. #smallbizchat

smallbizlady: Q8: How has selling changed? #SmallBizChat

JDEbberly: RT @MediaCollective: A7 Strategic partnership can help minimize advertising costs via co-sponsoring #SmallBizChat

scoremoresales: A8 social media tools + technology tools (considered Sales 2.0 tools) ? give buyers the control now. #SmallBizChat

JDEbberly: RT @smallbizlady: Q8: How has selling changed? #SmallBizChat

KatTayls: @JDEbberly I'm currently working w/ strat. partners & it really takes the pressure off trying to be the expert at everything. #smallbizchat

CathyWebSavvyPR: @cupboards sorry - the intimidating was in reference to @JDEbberly, who noted that being a perceived authority can add 2 sales #SmallBizChat

plattoes: @deannatroupe difficult to find partners #SmallBizChat

DiSnEyTRAVELmum: More people, more competition. #smallbizchat

cupboards: @smallbizlady With questionable economic times, A8- everything must have tangible value to customer. #smallbizchat

CathyWebSavvyPR: @deannatroupe what blog platform are you on? #SmallBizChat

cupboards: @CathyWebSavvyPR Gotcha! Too many tweets! ;-) #smallbizchat

JDEbberly: RT @scoremoresales: A8 socmed tools + technology tools (considered Sales 2.0 tools) ? give buyers the control now #SmallBizChat

MediaCollective: A7 We like to partner w/complementary Biz's, ex; va's/ dev types, helps us be more productive to focus on our core biz #SmallBizChat

scoremoresales: A8b Sellers ? or sales people ? (or you) have less lead time to earn their trust and understand their needs #SmallBizChat

JDEbberly: RT @scoremoresales: A8b Sellers ? or sales people ? (or you) have less lead time to earn their trust & understand their needs #SmallBizChat

CathyWebSavvyPR: A8: at Christmas time I go a very nice referral fee from a partner, great holiday gift. no agreement even #SmallBizChat

deannatroupe: @CathyWebSavvyPR I have a self hosted wordpress blog. #SmallBizChat

scoremoresales: A8c so that when the buyer is finally ready ? they have already heard about you before you know about them #SmallBizChat

smallbizlady: Q9 How does attitude play into effective selling? #SmallBizChat

JDEbberly: RT @scoremoresales: A8b Sellers ? or sales people ? (or you) have less lead time to earn trust & understand their needs #SmallBizChat

JDEbberly: RT @smallbizlady: Q9 How does attitude play into effective selling? #SmallBizChat

scoremoresales: A9 Small business owners absolutely need daily inspiration to grow their business. #SmallBizChat

JDEbberly: RT @scoremoresales: A8c so that when the buyer is finally ready ? they have already heard about you before you know about them #SmallBizChat

MediaCollective: Q9 How does attitude play into effective selling? #SmallBizChat

JDEbberly: RT @scoremoresales: A9 Small business owners absolutely need daily inspiration to grow their business. #SmallBizChat

deannatroupe: @CathyWebSavvyPR I think I just need to make it a bit more clear what the purpose of the blog is. #SmallBizChat

CathyWebSavvyPR: RT @MediaCollective A7 We like 2 partner w/complmtry Biz's, va's/ dev types, helps us B mre productive 2 focus on core biz #SmallBizChat

plattoes: @DisneyTRAVELmum more people, more competition and better product quality #smallbizchat

JDEbberly: RT @cupboards: @smallbizlady A9 Attitude is everything! If you aren't confident enough that I should buy from you, I won't. #SmallBizChat

DiSnEyTRAVELmum: Possitive attitude = happy people. #smallbizchat

plattoes: @JDEbberly @DisneyTRAVELmum more people, more competition and better product quality #smallbizchat AMEN!#smallbizchat

CathyWebSavvyPR: @deannatroupe That is a good sart - Tweaking self-hosted Wordpress blogs isn't hard...it's just hard to make us do it :) #SmallBizChat

scoremoresales: A9b just like you brush your teeth twice a day, you need to keep finding ways to be inspired - everyday #SmallBizChat

smallbizlady: A9 You need to make sure that you are confident, make eye contact & believe what you are saying. #SmallBizChat

CathyWebSavvyPR: @deannatroupe I need ot put up my services page & get a blogging editorial scehd. down - jsu tlike I tell my clients! #SmallBizChat

JDEbberly: RT @smallbizlady: A9 You need to make sure that you are confident, make eye contact & believe what you are saying #SmallBizChat

plattoes: @JDEbberly AMEN to that! #smallbizchat

JDEbberly: RT @scoremoresales: A9b just like you brush your teeth twice a day, you need to keep finding ways to be inspired - everyday #SmallBizChat

CathyWebSavvyPR: @smallbizlady Q9 How does attitude play into effective selling? #SmallBizChat

shessothere: #smallbizchat clients need to identify with why and what you do what you do, before they want to engage with how you offer...

MsBostwick: Attitude is everything. It is the impression your customer/clients receives about how you will serve them. #SmallBizChat

deannatroupe: @CathyWebSavvyPR It's a lit easier to give advice than to follow it sometimes! #SmallBizChat

CathyWebSavvyPR: @plattoes Welcome ot the chat! #SmallBizChat

scoremoresales: A9c find ways to have fun ? and honor your ?biz development? time every week. #SmallBizChat

DiSnEyTRAVELmum: Be passionate about what you are selling. I love Disney so it sells. I couldn't sell brussell sprouts. #smallbizchat

MediaCollective: A9 I call it the dog theory: they sense fear, honesty, genuine interest in their suces - little slimmy gets bit #SmallBizChat

JDEbberly: RT @scoremoresales: A9c find ways to have fun ? and honor your ?biz development? time every week. #SmallBizChat

deannatroupe: RT @CathyWebSavvyPR: @smallbizlady Q9 How does attitude play into effective selling? #SmallBizChat

SEConsultingInc: RT @JDEbberly: RT @scoremoresales: A9b just like you brush your teeth twice a day, you need to keep finding ways to be inspired - everyday #SmallBizChat

JDEbberly: RT @DiSnEyTRAVELmum: Be passionate about what you are selling. I love Disney so it sells. I couldn't sell brussell sprouts #SmallBizChat

deannatroupe: RT @DiSnEyTRAVELmum: Be passionate about what you are selling. I love Disney so it sells. I couldnt sell brussell sprouts. #SmallBizChat

plattoes: @JDEbberly That is a downturn of internet based marketing. How will I know if 'one confident? #smallbizchat

deannatroupe: RT @JDEbberly: RT @scoremoresales: A9c find ways to have fun ? and honor your ?biz development? time every week. #SmallBizChat

cupboards: @DiSnEyTRAVELmum Love the Brussels Sprouts analogy! #smallbizchat

CathyWebSavvyPR: RT @MediaCollective: A9 I call it the dog theory: they sense fear, honesty, genuine interest in their suces - slimmy gets bit #SmallBizChat

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

CathyWebSavvyPR: @MsBostwick welcome to the chat #SmallBizChat

smallbizlady: Please Vote & Leave a Comment for @Smallbizlady?s bid to win @Oprah's OWN Show contest? <http://bit.ly/9z13IT> #SmallBizChat

SabineMcElrath: @DiSnEyTRAVELmum And I can make brussel sprouts taste like candy! #smallbizchat

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

DiSnEyTRAVELmum: @SabineMcElrath Please send me the recipe. #smallbizchat

smallbizlady: Q10: Who needs to be prospecting for new business? #SmallBizChat

JDEbberly: @SabineMcElrath You could sell me some brussels sprouts! I LOVE 'EM!! :) #SmallBizChat

CathyWebSavvyPR: A9 Attitude is crucial - @BrianTracy's way of replacing neg. thoughts w positive ones, even if you aren't sure - works #SmallBizChat

JDEbberly: RT @smallbizlady: Q10: Who needs to be prospecting for new business? #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Q10: Who needs to be prospecting for new business? #SmallBizChat

JDEbberly: A10 EVERYONE needs to be prospecting for new business #SmallBizChat

CathyWebSavvyPR: RT @smallbizlady: Please Vote & Leave a Comment for @Smallbizlady?s bid to win @Oprah's OWN Show contest? <http://bit.ly/9z13IT> #SmallBizChat

cupboards: @smallbizlady A10- If you own a business, you MUST be looking for new business... Sitting still=going backward. #smallbizchat

marshaegan: #smallbizchat Help @smallbizlady - she needs 1K votes - Vote up to 50x/day 4 her bid to win Oprah's OWN Show contest -<http://bit.ly/9z13IT>

JDEbberly: RT @smallbizlady: Please Vote & Leave a Comment for @Smallbizlady?s bid to win @Oprah's OWN Show contest? <http://bit.ly/9z13IT> #SmallBizChat

shessothere: #smallbizchat Q9 Belief that your product/process will serve your client is paramount to your engagement, if you cannot believe it, pass.

CathyWebSavvyPR: @scoremoresales A9b just like you brush your teeth twice a day, you need to keep finding ways to be inspired - everyday #SmallBizChat

scoremoresales: A10 Unless you get 100% of yr business through referral, you need to prospect. I prospect every week, at least to some degree #SmallBizChat

JDEbberly: YOU GO GIRL! Melinda's destined to be on Oprah!!! WOOT!!! WOOT!!! :) :) #SmallBizChat

CathyWebSavvyPR: A10 - As my mentor @GetREsults says - Keeping the sales "pipeline" full is imperative 4 small (all) businesses #SmallBizChat

smallbizlady: A10 Everyone who works for you should be selling--but no one should be able to sell your biz better than. #SmallBizChat

JDEbberly: RT @scoremoresales: A10 Unless you get 100% of yr biz thru referral, you need to prospect. I prospect every wk, to some degree #SmallBizChat

SabineMcElrath: Small biz can get too comfortable in 'delivery' mode and forget marketing & prospecting until delivery mode is over! #smallbizchat

smallbizlady: @plattoes why? #SmallBizChat

CathyWebSavvyPR: @JDEbberly not only on Oprah - but 4 @smallbizlady to have her own show on Oprah's network #SmallBizChat

smallbizlady: Q11: What other tips can you offer? #SmallBizChat

shessothere: New referrals from current clients are part of every script in your final delivery...help them help you, incentize to monetize #smallbizchat

scoremoresales: A11 Set a regular time in your calendar each morning for prospecting, or business development. #SmallBizChat

smallbizlady: Next Week 6/23/10 on #SmallBizChat @Holly_Hanna How to be a successful work-at-home business owner

deannatroupe: RT @scoremoresales: A11 Set a regular time in your calendar each morning for prospecting, or business development. #SmallBizChat

mzayfert: RT @shessothere: New referrals from current clients are part of every script in your final delivery...help them help you, incentize to monetize #smallbizchat

marshaegan: RT @JDEbberly: RT @cupboards: @smallbizlady A9 Attitude is everything! If you aren't confident enough that I should buy from you, I won't. #SmallBizChat

smallbizlady: Thanks to @scoremoresales Topic: How to get more sales in your small biz <http://scoremoresales.com/> or lori@scoremoresales.com #SmallBizChat

scoremoresales: A11b Become a ?student of revenue growth? for your business. Be open minded. Read. Listen. #SmallBizChat

MediaCollective: RT @scoremoresales: A11 Set a regular time in your calendar each morning for prospecting, or business development. #SmallBizChat

CathyWebSavvyPR: @deannatroupe If you can get clear about what your business is about, & what infor yr custmrs need, then blog falls into place #SmallBizChat

JDEbberly: @CathyWebSavvyPR YOU GO, @smallbizlady!!! I LOVE the idea of Melinda having her OWN show on Oprah's network! WOOO-HOOO!! #SmallBizChat

MsBostwick: RT @smallbizlady: A10 Everyone who works for you should be selling---but no one should be able to sell your biz better than. #SmallBizChat

smallbizlady: Roll call, who?s on @Smallbizchat tonight? Give me your best 140-character commercial. #SmallBizChat

JDEbberly: RT @smallbizlady: Next Week 6/23/10 on #SmallBizChat @Holly_Hanna How to be a successful work-at-home business owner

alyciaedgar: I don't sell I network, makes the process much easier! RT @smallbizlady: Q11: What other tips can you offer? #SmallBizChat

the_write_one: RT @CathyWebSavvyPR: A10 - As my mentor @GetREsults says - Keeping the sales "pipeline" full is imperitive 4 (all) biznesses #SmallBizChat

deannatroupe: RT @SabineMcElrath: Small biz can get 2 comfortable n delivery mode & 4get marketing & prospecting 'til delivery mode is over! #SmallBizChat

CathyWebSavvyPR: RT @scoremoresales: A11 Set a regular time in yr calendar each day for prospecting, or business development. #SmallBizChat

deannatroupe: RT @alyciaedgar: I dont sell I network, makes the process much easier! RT @smallbizlady: Q11: What other tips can you offer? #SmallBizChat

JDEbberly: RT @smallbizlady: Roll call, who?s on @Smallbizchat tonight? Give me your best 140-character commercial #SmallBizChat

MsBostwick: @CathyWebSavvyPR Thanks. Always a Wednesday Night Treat. #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

deannatroupe: RT @smallbizlady: Next Week 6/23/10 on #SmallBizChat @Holly_Hanna How to be a successful work-at-home business owner #SmallBizChat

JDEbberly: RT @smallbizlady: Q11: What other tips can you offer? #SmallBizChat

JDEbberly: RT @scoremoresales: A11 Set a regular time in your calendar each morning for prospecting, or business development. #SmallBizChat

CzarinaWalker: RT @scoremoresales: A9 Small business owners absolutely need daily inspiration to grow their business. #SmallBizChat

scoremoresales: To learn about building partnerships, please download a free ebook here: <http://bit.ly/9ZZHqm> #SmallBizChat

JDEbberly: RT @scoremoresales: A11b Become a ?student of revenue growth? for your business. Be open minded. Read. Listen. #SmallBizChat

DiSnEyTRAVELmum: Tip: Love what you do, be authentic, support others, be yourself. #smallbizchat

SabineMcElrath: Thanks for the RTs @deannatroupe @KatTayls @plattoes! Great to meet you on #smallbizchat!

JDEbberly: RT @scoremoresales: To learn about building partnerships, please download a free ebook here: <http://bit.ly/9ZZHqm> #SmallBizChat

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

deannatroupe: DeAnna, small biz coach and lover of crafts #SmallBizChat

AlingaBodywork: RT @scoremoresales: To learn about building partnerships, please download a free ebook here: <http://bit.ly/9ZZHqm> #SmallBizChat

smallbizlady: Thank you to @CathyWebSavvyPR our co-host and social media PR pal. #SmallBizChat

CathyWebSavvyPR: @the_write_one Although @GetResults would tweak me 4 the capital E in his name, and would never have spelled biz that way ;-) #SmallBizChat

smallbizlady: RT @scoremoresales: To learn about building partnerships, please download a free ebook here: <http://bit.ly/9ZZHqm> #SmallBizChat

mzayfert: Hey @smallbizlady, @mzayfert & @illumiNETmedia use #smallbizchat to get ideas to help small biz build their online presence!

CathyWebSavvyPR: RT @scoremoresales: To learn about building partnerships, please download a free ebook here: <http://bit.ly/9ZZHqm> #SmallBizChat

KatTayls: Thanks for a great chat tonight! #smallbizchat

smallbizlady: Thank you to virtual assistant Sonia @YourJobMyOffice, she'll get a link to the transcript out shortly on @smallbizchat #SmallBizChat

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

JDEbberly: PITCH: If you have a smallbiz, attend SmallBizChat every Wed Night 8p to 9pm! IT WILL CHANGE YOUR BUSINESS FOR THE BETTER! #SmallBizChat

CathyWebSavvyPR: .@smallbizlady you are welcome - I love the generosity of our #SmallBiz community here on the chat & on Twitter #SmallBizChat

smallbizlady: Next Week 6/23 on #SmallBizChat @Holly_Hanna How to be a successful work-at-home business owner

AlingaBodywork: So true!! RT @scoremoresales A9 Small business owners absolutely need daily inspiration to grow their business. #SmallBizChat

CathyWebSavvyPR: RT @JDEbberly PITCH: If you have a smallbiz, attend SmallBizChat every Wed Night 8 ET! IT WILL CHANGE YOUR BIZ 4 THE BETTER! #SmallBizChat

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

SabineMcElrath: Never thought I'd get asked for Brussel Sprout recipes on #smallbizchat ! Awesome! Try high heat roasting drizzled with EVOO!

MsBostwick: I am here to help single moms move from "What if" to "Why not" towards their" dream. #SmallBizChat

dothewoo: Swap all the references to "sell" in this chat to "buy". How do we get folks to buy? Opens up even more opps. #SmallBizChat A11

deannatroupe: @CathyWebSavvyPR I actually have that clear in my head. I just need to get it out of my head and on my blog. #SmallBizChat

CathyWebSavvyPR: RT @yourjobmyoffice: Sonia, virtual assistant to this chat and lover of thai food. #pitch [you rock] #SmallBizChat

scoremoresales: It has been GREAT talking with @smallbizlady and everyone on #smallbizchat - feel free 2 contact me with any questions, all!

JDEbberly: RT @MsBostwick: I am here to help single moms move from "What if" to "Why not" towards their" dream. #SmallBizChat

JDEbberly: RT @smallbizlady: Thank you to @CathyWebSavvyPR our co-host and social media PR pal. #SmallBizChat

yourjobmyoffice: @SabineMcElrath How's THAT for a soft sell? =D #smallbizchat

JDEbberly: RT @plattoes: I am the founder of Plattoes. New trend of womens footwear. Wear them in 101 ways and have fun! #SmallBizChat

wileyc coyote: RT @CathyWebSavvyPR @JDEbberly PITCH: If you have a small biz, attend #SmallBizChat every Wed Night 8 ET! IT WILL CHANGE YOUR BIZ!

the_write_one: RT @CathyWebSavvyPR @JDEbberly PITCH: If you have a small biz, attend #SmallBizChat every Wed Night 8 ET! IT WILL CHANGE YOUR BIZ!

CathyWebSavvyPR: Pitch: 20 year PR pro who let her inner geek girl out to work 4 U. Now offering low cost coaching 1hr/day #SmallBizChat

JDEbberly: RT @DiSnEyTRAVELmum: Full service Travel Agent specializing in Disney. Free expert personal daily itineraries with bookings #SmallBizChat

MsBostwick: Free E-Book. The Single Mom 's Guide:5 Things You Should Know To Make and Keep Money.<http://tinyurl.com/23p92m5> #SmallBizChat

JDEbberly: RT @CathyWebSavvyPR: Pitch: 20 year PR pro who let her inner geek girl out to work 4 U. Now offering low cost coaching 1hr/day #SmallBizChat

SabineMcElrath: I help biz amplify word of mouth mktg online with content designed to share. Fan love to share? www.facebook.com/smccurrent #smallbizchat

CathyWebSavvyPR: RT @SabineMcElrath: Never thought I'd get asked for Brussel Sprout recipes on a chat. Try high heat roasting drizzled w/ EVOO! #SmallBizChat

JDEbberly: RT @MsBostwick Free E-Book. The Single Mom 's Guide:5 Things You Should Know To Make and Keep Money.<http://tinyurl.com/23p92m5> #SmallBizChat

yourjobmyoffice: @plattoes Cute! Now following. #smallbizchat

MediaCollective: @CathyWebSavvyPR Yummo #SmallBizChat

JDEbberly: RT @SabineMcElrath I help biz ampl word mouth mktg online w cont designed share. Fan love to share? www.facebook.com/smccurrent #SmallBizChat

CathyWebSavvyPR: @SabineMcElrath That would be the Social Media in a nutshell - the personal note makes the biz person...more real? #SmallBizChat

JDEbberly: RT @SabineMcElrath: Never thought I'd get asked for Brussel Sprout recipes on a chat. Try high heat roasting drizzled w/ EVOO! #SmallBizChat

Iorakolodny: RT@ SmallBizLady A10 Everyone who works for you should be selling, but no one should be able to sell your biz better than you #SmallBizChat

CathyWebSavvyPR: RT @SabineMcElrath I help biz ampl word mouth mktg online w cont designed share. Fan love 2 share? www.facebook.com/smccurrent #SmallBizChat