

## #smallbizchat

2011-04-28 to 2011-04-28  
406 Twitter search results

41 contributors  
0 retweets 206 @replies 23 links

Time	User	Tweet
2011-04-28 12:00 am	<a href="#">smallbizlady</a>	Let's get this party started - Welcome to 100th show of <b>#Smallbizchat #smallbizchat</b>
2011-04-28 12:00 am	<a href="#">TheAfter5Edge</a>	<a href="#">@MattSMansfield</a> Good to see you! And <a href="#">@shelleyryan</a> is hailing all the way from Big TX! I'm due for a visit to the Galleria! <b>#smallbizchat</b>
2011-04-28 12:00 am	<a href="#">smallbizlady</a>	We are tweeting live with Million Dollar Consulting author Alan Weiss <a href="#">@BentleyGTCSpeed</a> <b>#smallbizchat</b>
2011-04-28 12:00 am	<a href="#">thehealthmaven</a>	Hi Everyone! Happy Anniversary to <b>#SmallBizChat</b> Welcome Alan Weiss
2011-04-28 12:00 am	<a href="#">mattsmansfield</a>	<a href="#">@TheAfter5Edge</a> <a href="#">@MattSMansfield</a> <a href="#">@shelleyryan</a> Hey back at ya! <b>#smallbizchat</b>
2011-04-28 12:01 am	<a href="#">kathyzucker</a>	<a href="#">@SmallBizLady</a> <a href="#">@BentleyGTCSpeed</a> I am putting together a LLC with 3 other moms around <a href="#">@momexpo</a> . Shd we have an exit strategy? <b>#smallbizchat</b>
2011-04-28 12:01 am	<a href="#">Boomiteer</a>	<a href="#">@mattsmansfield</a> hi again. can't wait for the great conversation again <b>#smallbizchat</b>
2011-04-28 12:02 am	<a href="#">smallbizlady</a>	Everyone use this tweetgrid <a href="http://t.co/L51fCOB">http://t.co/L51fCOB</a> <b>#smallbizchat</b>
2011-04-28 12:02 am	<a href="#">JDEbberly</a>	Heads Up to my followers for many more tweets than usual as I join SmallBizChat from 8pm to 9pm EDT - This is VERY fast chat <b>#SmallBizChat</b>
2011-04-28 12:02 am	<a href="#">kathyzucker</a>	<a href="#">@SmallBizLady</a> <a href="#">@BentleyGTCSpeed</a> Or should we try 2 grow the revenues, stay true 2 the biz model & not worry re. acquisition? <b>#smallbizchat</b>
2011-04-28 12:02 am	<a href="#">omaruddin</a>	Hi <a href="#">@smallbizlady</a> and Alan and others on <b>#SmallBizChat</b> -- happy anniversary!
2011-04-28 12:02 am	<a href="#">thehealthmaven</a>	<a href="#">@SmallBizLady</a> <a href="#">@MattSMansfield</a> <a href="#">@karlenesinrob</a> Hi you guys <b>#SmallBizChat</b>
2011-04-28 12:03 am	<a href="#">mattsmansfield</a>	<a href="#">@thehealthmaven</a> <a href="#">@SmallBizLady</a> <a href="#">@MattSMansfield</a> <a href="#">@karlenesinrob</a> Howdy! <b>#smallbizchat</b>
2011-04-28 12:03 am	<a href="#">kathyzucker</a>	<a href="#">@SmallBizLady</a> <a href="#">@BentleyGTCSpeed</a> Basically try to make this into regular jobs for the 4 principals. <b>#smallbizchat</b>
2011-04-28 12:03 am	<a href="#">My_WebEvent</a>	Good Evening! It's Steph with <a href="#">@My_WebEvent!</a> Looking so forward to tonight's 100th <b>#smallbizchat</b>
2011-04-28 12:03 am	<a href="#">karlenesinrob</a>	<a href="#">@thehealthmaven</a> Hi to you too! Welcome! <b>#smallbizchat</b>
2011-04-28 12:03 am	<a href="#">CathyWebSavvyPR</a>	NEw fixed tTweetgrid - <a href="#">@SmallBizLady</a> asks please swap to this one: <a href="http://t.co/L51fCOB">http://t.co/L51fCOB</a> for tonight's show <b>#SmallBizChat</b>
2011-04-28 12:03 am	<a href="#">MizBanks</a>	I'm getting real-time search results at TweetGrid <a href="http://tweetgrid.com/">http://tweetgrid.com/</a> <b>#SmallBizChat</b>
2011-04-28 12:04 am	<a href="#">KayAshaolu</a>	hey everyone! excited for this <b>#smallbizchat</b>
2011-04-28 12:04 am	<a href="#">BizFinanceForum</a>	Hello to everyone on <b>#smallbizchat</b>

2011-04-28 12:04 am [Boomiteer](#) [@KayAshaolu](#) welcome welcome! **#smallbizchat**

2011-04-28 12:05 am [BentleyGTCSpeed](#) Happy to be here. Congratulations, Melinda on 100th show!  
**#smallbizchat**

2011-04-28 12:05 am [smallbizlady](#) Q1: WHAT IS THE BIGGEST THING HOLDING BACK MOST SMALL BUSINESSES? **#smallbizchat**

2011-04-28 12:05 am [karlenesinrob](#) Hello everyone and Welcome to our guest, Alan Weiss!  
**#smallbizchat**

2011-04-28 12:05 am [TaiGoodwin](#) [@KayAshaolu](#) [@MizBanks](#) Welcome to the chat! **#smallbizchat**

2011-04-28 12:05 am [yourjobmyoffice](#) Did u catch [@smallbizlady](#) intervw [@Barbara](#) Corcoran today on smallbizradio? Primo. **#smallbizchat**

2011-04-28 12:05 am [karlenesinrob](#) [@mattsmansfield](#) Right back at you! Hope all is well! **#smallbizchat**

2011-04-28 12:05 am [OlliesLounge](#) Fear and lack of access to capital. A1: WHAT IS THE BIGGEST THING HOLDING BACK MOST SMALL BUSINESSES?  
**#smallbizchat**

2011-04-28 12:05 am [MizBanks](#) Thank you, [@TaiGoodwin!](#) Glad to be here. **#SmallBizChat**

2011-04-28 12:06 am [TaiGoodwin](#) [@BizFinanceForum](#) [@Theafter5edge](#) [@JDEbberly](#) welcome to the show! **#smallbizchat**

2011-04-28 12:06 am [BizFinanceForum](#) [@mattsmansfield](#) Great to see you Matt :) **#smallbizchat**

2011-04-28 12:06 am [mattsmansfield](#) A1: knowledge **#smallbizchat**

2011-04-28 12:06 am [TaiGoodwin](#) [@mattsmansfield](#) Welcome back! **#smallbizchat**

2011-04-28 12:06 am [JanMBradshaw](#) Hello everyone! Congratulations Melinda on 100th show!  
**#smallbizchat**

2011-04-28 12:06 am [Boomiteer](#) A1 it must be proper planning and cash flow. Money gets spent in the wrong places without proper thought **#smallbizchat**

2011-04-28 12:06 am [mattsmansfield](#) [@karlenesinrob](#) [@mattsmansfield](#) > heya! Doing great, thanks!  
**#smallbizchat**

2011-04-28 12:06 am [thehealthmaven](#) A1 I would say, lack of planning & then cash flow is always an issue  
**#SmallBizChat**

2011-04-28 12:07 am [My\\_WebEvent](#) [@OlliesLounge](#) Yes I totally agree! Fear and Capital are two big ones holding sm. biz back! **#SmallBizChat**

2011-04-28 12:07 am [Boomiteer](#) [@thehealthmaven](#) great minds think alike. Completely agree.  
**#smallbizchat**

2011-04-28 12:07 am [OlliesLounge](#) Agree with [@Boomiteer](#); cash flow is so important and often overlooked **#smallbizchat**

2011-04-28 12:07 am [MizBanks](#) I was going to say fear & capital, too [@Ollies Lounge](#).  
**#SmallBizChat**

2011-04-28 12:07 am [BizFinanceForum](#) A1 Fear and cash flow more than capital. n **#smallbizchat**

2011-04-28 12:07 am [TheAfter5Edge](#) [@OlliesLounge](#) Snacking on chocolate chip cookies while enjoying **#smallbizchat** :)

2011-04-28 12:08 am [My\\_Jewelry\\_Box](#) Hi everyone!! **#smallbizchat**

2011-04-28 12:08 am [yourjobmyoffice](#) A1 Failure to plan is what holds back most small bizses.  
**#smallbizchat**

2011-04-28 12:09 am [JDEbberly](#) Q1 Fear is probably the one biggest impediment to starting a small biz - and lack of capital **#SmallBizChat**

2011-04-28 12:09 am [Proliphique](#) A1. Organization & Lack of reparation for growth **#smallbizchat**

2011-04-28 12:09 am [TheAfter5Edge](#) A1: Lack of confidence in your business's potential, lack of planning & resources, not maximizing benefits of being "small" **#smallbizchat**

2011-04-28 12:09 am [MizBanks](#) Yes, an underestimation of value. I have a lady emailing me now getting free tutoring help instead of hiring me. **#SmallBizChat**

2011-04-28 12:09 am [cmsexpo](#) [@SmallBizLady](#) Fear. **#SmallBizChat**

2011-04-28 12:10 am [CathyWebSavvyP](#) [@BentleyGTCSpeed](#) does that mean we SHOULD Ocus on price over value, or that is a problem & we shd focus on Value over price? **#SmallBizChat**

2011-04-28 12:10 am [mattsmansfield](#) Hmm... Relationships - interesting...in what way? **#smallbizchat**

2011-04-28 12:10 am [TheAfter5Edge](#) [@Proliphique](#) Good to see you! :) **#smallbizchat**

2011-04-28 12:10 am [BentleyGTCSpeed](#) A1: More than one thing holds back small business owners: relationships. **#smallbizchat**

2011-04-28 12:10 am [BentleyGTCSpeed](#) A1b: A lack of self-esteem of the owner; an underestimation of the value they provide; **#smallbizchat**

2011-04-28 12:10 am [loiscreamer](#) 1 Biggest thing holding small biz back is having/dev a strategic plan and then willing yourself to carry it out. **#smallbizchat**

2011-04-28 12:10 am [BentleyGTCSpeed](#) A1c: focus on price instead of value; a disregard for the real power of small business, customer **#smallbizchat**

2011-04-28 12:10 am [MizBanks](#) And, when I got her message today I didn't even respond. Which probably isn't any better. **#SmallBizChat**

2011-04-28 12:10 am [TaiGoodwin](#) A1: Fear of failure. Lack of support. **#smallbizchat**

2011-04-28 12:10 am [BentleyGTCSpeed](#) [@CathyWebSavvyPR](#) always value, never price **#smallbizchat**

2011-04-28 12:10 am [OlliesLounge](#) Perseverance; it's not easy to keep going **#smallbizchat**

2011-04-28 12:11 am [KayAshaolu](#) A1: lack of tracking what works and what doesn't and focusing on the things that work **#smallbizchat**

2011-04-28 12:11 am [TheAfter5Edge](#) A1 contd: Not aligning pricing structure with value-added; not fully understanding your finances **#smallbizchat**

2011-04-28 12:11 am [smallbizlady](#) Q2: YOU ARE KNOWN AS AMERICA'S MOST WELL- RESPECTED CONSULTANT. HOW DID YOU LAND YOUR VERY FIRST CUSTOMER? **#smallbizchat**

2011-04-28 12:11 am [BentleyGTCSpeed](#) A2: I landed my 1st customer from a referral **#smallbizchat**

2011-04-28 12:11 am [thehealthmaven](#) [@loiscreamer](#) very true, strategic plans are the downfall of many good ideas **#SmallBizChat**

2011-04-28 12:11 am [BentleyGTCSpeed](#) A2b: ...Someone who knew me in a former life and a client/employee who knew me in that former life. **#smallbizchat**

2011-04-28 12:12 am [JDEbberly](#) Q2 I landed my very first customer from a search engine **#SmallBizChat**

2011-04-28 12:12 am [thehealthmaven](#) A2 You land the very first customer by properly identifying your target market **#SmallBizChat**

2011-04-28 12:13 am [yourjobmyoffice](#) A2 My 1st client came from a twitter convo. Right [@smallbizlady?](#) =D **#smallbizchat**

2011-04-28 12:13 am [My\\_WebEvent](#) A1: Because often there's not enough capital, sm. biz owners wear many hats, difficult to juggle it all! Suggestions? **#SmallBizChat**

2011-04-28 12:13 am [BentleyGTCSpeed](#) [@JDEbberly](#) Referrals are the platinum standard **#smallbizchat**

2011-04-28 12:13 am [karlenesinrob](#) [@OlliesLounge](#) But you must is you truly want to succeed. **#smallbizchat**

2011-04-28 12:13 am [CathyWebSavvyP](#) [@BentleyGTCSpeed](#) referrals are king! in almost any biz, but especially for service biz & consultants **#SmallBizChat**

2011-04-28 12:13 am [smallbizlady](#) Q3: WHY DO MOST CONSULTING BUSINESSES FAIL? **#smallbizchat**

2011-04-28 12:14 am [JDEbberly](#) [@BentleyGTCSpeed](#) Instantly favorited your last tweet ;) **#SmallBizChat**

2011-04-28 12:14 am [BentleyGTCSpeed](#) A3: First, most consultants don't realize this is the marketing business. They focus on methods instead of **#smallbizchat**

2011-04-28 12:14 am [karlenesinrob](#) [@BentleyGTCSpeed](#) Absolutely! I heard someone said today "If your

consultant tells you to do something, get it done now!" **#smallbizchat**

2011-04-28 12:14 am [BentleyGTCSpeed](#) A3b: And second, they content themselves with low level, HR people instead of finding true, economic buyers. **#smallbizchat**

2011-04-28 12:14 am [TheAfter5Edge](#) [@OlliesLounge](#) Agreed. Relationships are so fundamental in business. People do business with those they like, know & trust **#smallbizchat**

2011-04-28 12:14 am [BentleyGTCSpeed](#) A3c: Add that to the self-esteem issue I mentioned before and you have a cocktail for failure. **#smallbizchat**

2011-04-28 12:14 am [mattsmansfield](#) A3: Doing too much free work! **#smallbizchat**

2011-04-28 12:14 am [BizFinanceForum](#) A3 Failure to account for all their non-income producing time when setting hourly rates. **#smallbizchat**

2011-04-28 12:14 am [BentleyGTCSpeed](#) [@JDEbberly](#) Great taste! **#smallbizchat**

2011-04-28 12:14 am [smallbizlady](#) How to participate in **#SmallBizChat** <http://bit.ly/S797e>; join in via tonight's tweetgrid: <http://t.co/L51fCOB> **#smallbizchat**

2011-04-28 12:14 am [Boomiteer](#) A3 too much focus on current customer and lack of focus on the next customer **#smallbizchat**

2011-04-28 12:15 am [loiscreamer](#) 2 I landed my first consulting job from someone who heard me speak. Great way to get clients!**#smallbizchat**

2011-04-28 12:15 am [BentleyGTCSpeed](#) [@yourjobmyoffice](#) Trouble with most plans is that you hit them! Market plan more important than business plan **#smallbizchat**

2011-04-28 12:16 am [thehealthmaven](#) A3 - most consulting business fail because not going to market with mindset that you must market, have a strong brand, **#SmallBizChat**

2011-04-28 12:16 am [karlenesinrob](#) [@BentleyGTCSpeed](#) Asbolutely the case! Marketing is the key. **#smallbizchat**

2011-04-28 12:16 am [TheAfter5Edge](#) A3: They fail from not valuing customers. Current customers mean recurring biz, referrals, free marketing! **#smallbizchat**

2011-04-28 12:16 am [BentleyGTCSpeed](#) [@loiscreamer](#) Very true. Speaking, publishing, networking, big 3. **#smallbizchat**

2011-04-28 12:17 am [TheAfter5Edge](#) [@loiscreamer](#) That's great! Was it at a particular venue or event? **#smallbizchat**

2011-04-28 12:17 am [TaiGoodwin](#) [@Boomiteer](#) I think it can be the other way around - too much focus on getting new customers - overlooking current customers **#smallbizchat**

2011-04-28 12:17 am [KayAshaolu](#) A3: treating clients as one offs and not fostering relationships: repeat business is very important **#smallbizchat**

2011-04-28 12:17 am [smallbizlady](#) For even more great content join the **#Smallbizchat** Linkedin group! <http://bit.ly/smallbizchatonlinkedin> **#smallbizchat**

2011-04-28 12:17 am [CathyWebSavvyPR](#) [@loiscreamer](#) A1: and not having a marketing lan as a part of the biz plan they need 2 carry out **#SmallBizChat**

2011-04-28 12:17 am [smallbizlady](#) It's finally available on Amazon! Are You Ready to Become Your Own Boss? by Melinda F. Emerson <http://t.co/DvHRQQ8> **#smallbizchat**

2011-04-28 12:17 am [LaurieDoxer](#) So many gr8 chats again tonight - #drwoodychat, **#smallbizchat**, #earthfootwear!

2011-04-28 12:17 am [karlenesinrob](#) [@smallbizlady](#) Thanks for the update. **#smallbizchat**

2011-04-28 12:17 am [smallbizlady](#) Q4: WHAT IS THE HARDEST THING ABOUT BUILDING A MILLION DOLLAR SOLO PRACTICE? **#smallbizchat**

2011-04-28 12:17 am [BentleyGTCSpeed](#) [@CathyWebSavvyPR](#) You make two sales, immediate one and the future referral business, which too many ignore, losing half **#smallbizchat**

2011-04-28 12:18 am [mattsmansfield](#) A4: Doing it solo! **#smallbizchat**



2011-04-28 12:18 am [Boomiteer](#) [@TaiGoodwin](#) that's a gap in gathering requirements + defining what "good" looks like upfront. That's poor quality control. **#smallbizchat**

2011-04-28 12:18 am [TaiGoodwin](#) How to participate in **#SmallBizChat** <http://bit.ly/S797e>; join in via tonight's tweetgrid: <http://t.co/L51fCOB> **#smallbizchat**

2011-04-28 12:18 am [BentleyGTCSpeed](#) A4: Changing your mindset so that you actually work less and less while making more and more. **#smallbizchat**

2011-04-28 12:18 am [BentleyGTCSpeed](#) A4b: Becoming a thought leader with a very strong brand that attracts people to you. Having zero fear of failure. **#smallbizchat**

2011-04-28 12:18 am [shelleyryan](#) [@MattSMansfield](#) [@TheAfter5Edge](#) Hiya! Joining **#smallbizchat** kinda late...

2011-04-28 12:18 am [TheAfter5Edge](#) [@KayAshaolu](#) Agreed. The sale doesn't end with the transaction. Important to touch base and build a relationship **#smallbizchat**

2011-04-28 12:18 am [yourjobmyoffice](#) [@BentleyGTCSpeed](#) Agreed - have a marketing plan - but HAVE a plan and then execute it! **#smallbizchat**

2011-04-28 12:19 am [BentleyGTCSpeed](#) [@CathyWebSavvyPR](#) Having the right mindset to do it. **#smallbizchat**

2011-04-28 12:19 am [karlenesinrob](#) [@yourjobmyoffice](#) You are correct. Many times they fail to take the necessary steps to secure their success. **#smallbizchat**

2011-04-28 12:19 am [TheAfter5Edge](#) A4: Hard to be a jack of all trades! Your time is valuable. Admin vs business development vs marketing vs client service? **#smallbizchat**

2011-04-28 12:19 am [BentleyGTCSpeed](#) [@JDEbberly](#) Wealth is discretionary time, not money. Some people work so hard they erode their wealth. **#smallbizchat**

2011-04-28 12:19 am [TheAfter5Edge](#) [@shelleyryan](#) [@MattSMansfield](#) Never too late! **#smallbizchat**

2011-04-28 12:20 am [JDEbberly](#) [@BentleyGTCSpeed](#) I agree with your assessment **#SmallBizChat**

2011-04-28 12:20 am [CathyWebSavvyPR](#) [@BentleyGTCSpeed](#) yes - my biz coach [@3keyscoach](#) talks about small biz owners needing the CEO Mindset. **#SmallBizChat**

2011-04-28 12:20 am [loiscreamer](#) 4 Be great at what you do and strategically outsource the things you aren't good at. Be a good steward of your time. **#smallbizchat**

2011-04-28 12:20 am [femme40](#) Is lurking in **#smallbizchat**

2011-04-28 12:21 am [BentleyGTCSpeed](#) [@My\\_WebEvent](#) Which is why you need to produce more and more intellectual property **#smallbizchat**

2011-04-28 12:21 am [yourjobmyoffice](#) [@karlenesinrob](#) The backoffice work gets overlooked for sexier projects, but it's vital to have an organizational foundation **#smallbizchat**

2011-04-28 12:21 am [BentleyGTCSpeed](#) [@KayAshaolu](#) And throw out a lot of stuff you do as well. **#smallbizchat**

2011-04-28 12:21 am [smallbizlady](#) Q5: WHAT ARE SOME WAYS FOR CONSULTANTS TO LEVERAGE THEMSELVES SO THAT DO NOT FEEL LIKE A HAMSTER ON A WHEEL IN THEIR BUSINESS? **#smallbizchat**

2011-04-28 12:22 am [thehealthmaven](#) [@CathyWebSavvyPR](#) Absolutely, you must be tough with yourself, leave the past behind, look to the future re: CEO mindset **#smallbizchat**

2011-04-28 12:22 am [CathyWebSavvyPR](#) [@femme40](#) lurkers are welcome - we call 'em listeners - a kinder, gentler word ;-)  
**#SmallBizChat**

2011-04-28 12:22 am [mattsmansfield](#) A5: create passive income products. **#smallbizchat**

2011-04-28 12:22 am [BizFinanceForum](#) Q5 Outsource the things are not what makes you unique - ie admin tasks **#smallbizchat**

2011-04-28 12:22 am [TheAfter5Edge](#) [@yourjobmyoffice](#) [@karlenesinrob](#) Agreed. You can't run efficiently without the back office also running smoothly. **#smallbizchat**

2011-04-28 12:22 am [karlenesinrob](#) [@yourjobmyoffice](#) So true! **#smallbizchat**

2011-04-28 12:22 am [mattsmansfield](#) A5: do the work once - sell many times. **#smallbizchat**

2011-04-28 12:23 am [BentleyGTCSpeed](#) [@mattsmansfield](#) Books, Internet, workshops, speaking, models, etc. **#smallbizchat**

2011-04-28 12:23 am [BentleyGTCSpeed](#) A5: Understand that your presence is not your value, but your results are. **#smallbizchat**

2011-04-28 12:23 am [yourjobmyoffice](#) [@CathyWebSavvyPR](#) Lurker/Listener - everyone benefits. =D **#smallbizchat**

2011-04-28 12:23 am [TaiGoodwin](#) Q5: WHAT ARE SOME WAYS FOR CONSULTANTS TO LEVERAGE THEMSELVES SO THAT DO NOT FEEL LIKE A HAMSTER ON A WHEEL IN THEIR BUSINESS? **#smallbizchat**

2011-04-28 12:24 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) How do you convince clients presence is not the value?n **#smallbizchat**

2011-04-28 12:24 am [TheAfter5Edge](#) [@MattSMansfield](#) It is vital to develop systems in your business! This increases efficiency & allows you to do other things **#SmallBizChat**

2011-04-28 12:24 am [toolboxforbiz](#) [@JDEbberly](#) [@loiscreamer](#) I completely agree with you about outsourcing what you can. **#SmallBizChat**

2011-04-28 12:24 am [BentleyGTCSpeed](#) [@OlliesLounge](#) Ideally, the higher your revenue, the less you should work, e.g., with retainers **#smallbizchat**

2011-04-28 12:24 am [thehealthmaven](#) A5 - having other leaders in you tribe is incredibly helpful ~ they share, they motivate, they just know... **#smallbizchat**

2011-04-28 12:24 am [CathyWebSavvyPR](#) [@BentleyGTCSpeed](#) yes - so many consultants charge by the hour, but that does not show yr value **#SmallBizChat**

2011-04-28 12:24 am [OlliesLounge](#) Do the cost analysis of your time on a task vs outsourcing it **#smallbizchat**

2011-04-28 12:24 am [BizFinanceForum](#) [@mattsmansfield](#) LOL! **#smallbizchat**

2011-04-28 12:25 am [KayAshaolu](#) [@toolboxforbiz](#) [@JDEbberly](#) [@loiscreamer](#) just have to be a bit careful that you are still in control of what you outsource **#smallbizchat**

2011-04-28 12:25 am [BentleyGTCSpeed](#) [@thehealthmaven](#) KEY: Identify your peer group, should be thought leaders, very successful, and place yourself in their orbit. **#smallbizchat**

2011-04-28 12:25 am [karlenesinrob](#) [@BentleyGTCSpeed](#) The results show the true value of being a consultant and nothing else. **#smallbizchat**

2011-04-28 12:25 am [BentleyGTCSpeed](#) [@CathyWebSavvyPR](#) It's amateur. Time is never your value. **#smallbizchat**

2011-04-28 12:25 am [loiscreamer](#) 5 Balance, balance and balance. Find the joy in work but realize you must have fulfillment in other areas as well.n**#smallbizchat**

2011-04-28 12:25 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) How do you convince clients presence is not the value? **#smallbizchat**

2011-04-28 12:26 am [BentleyGTCSpeed](#) [@TaiGoodwin](#) Educate them by focusing on results and ROI. Is your client present at his or her customers?! **#smallbizchat**

2011-04-28 12:26 am [TaiGoodwin](#) [@BentleyGTCSpeed](#) Value vs. Presence - the difference between an employee mindset and an entrepreneur mindset **#smallbizchat**

2011-04-28 12:26 am [BentleyGTCSpeed](#) [@TecaCameron](#) Key is trusting relationship. Don't have to be friends, but respect each other. **#smallbizchat**

2011-04-28 12:27 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) What if they are present with their customers? **#smallbizchat**

2011-04-28 12:27 am [karlenesinrob](#) [@BentleyGTCSpeed](#) [@mattsmansfield](#) Creating that platform is important to becoming successful **#smallbizchat**

2011-04-28 12:27 am [TheAfter5Edge](#) Wow! So much great information from [@BentleyGTCSpeed](#) !

**#SmallBizChat**

- 2011-04-28 12:27 am [BentleyGTCSpeed](#) [@toolboxforbiz](#) You don't have business and personal life, but A LIFE. **#smallbizchat**
- 2011-04-28 12:27 am [BentleyGTCSpeed](#) [@BizFinanceForum](#) Then they need you more than ever! **#smallbizchat**
- 2011-04-28 12:28 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) Good answer! I'm going to borrow it :) **#smallbizchat**
- 2011-04-28 12:28 am [smallbizlady](#) I told ya'll [@BentleyGTCSpeed](#) was the man! **#smallbizchat**
- 2011-04-28 12:28 am [BentleyGTCSpeed](#) [@BizFinanceForum](#) Be my guest. **#smallbizchat**
- 2011-04-28 12:28 am [karlenesinrob](#) [@BentleyGTCSpeed](#) [@TecaCameron](#) Great way of doing business! You will certainly fill your funnel when people trust you. **#smallbizchat**
- 2011-04-28 12:28 am [smallbizlady](#) Q6: WHAT HAS SURPRISED YOU MOST ABOUT RUNNING YOUR BUSINESSES? **#smallbizchat**
- 2011-04-28 12:29 am [BentleyGTCSpeed](#) A6: That I could leverage it so much and create such strong marketing gravity. **#smallbizchat**
- 2011-04-28 12:29 am [TecaCameron](#) [@TaiGoodwin](#) A5 be willing to delegate and collaborate with like minded professionals. Delegate the small stuff. **#smallbizchat**
- 2011-04-28 12:29 am [smallbizlady](#) If you know a small biz owner who could use some advice tell them to follow [@SmallBizChat](#) and join us every Wed 8-9 ET **#smallbizchat**
- 2011-04-28 12:29 am [BentleyGTCSpeed](#) [@TecaCameron](#) Careful about "collaboration." Needs to be business on the table. Show me he money. **#smallbizchat**
- 2011-04-28 12:30 am [smallbizlady](#) In case you missed it: Melinda Emerson [@Smallbizlady](#) Interviewed [@BarbaraCorcoran](#) on #BlogTalkRadio <http://t.co/0lxAA62> **#smallbizchat**
- 2011-04-28 12:30 am [karlenesinrob](#) [@BentleyGTCSpeed](#) I've often asked this question: How can you separate the two since they both make up the person? Not possible **#smallbizchat**
- 2011-04-28 12:30 am [kieonnedawson](#) [@SmallBizLady](#) Create affiliate relationships. **#smallbizchat**
- 2011-04-28 12:30 am [smallbizlady](#) For tips on #smallbiz success subscribe to Melinda Emerson's blog at <http://bit.ly/3x5Gm2> <http://www.succeedasyourownboss.com> **#smallbizchat**
- 2011-04-28 12:31 am [BentleyGTCSpeed](#) Fees follow value, but then value follows fee. People expect to get what they pay for. Higher fees bring more business. **#smallbizchat**
- 2011-04-28 12:31 am [TheAfter5Edge](#) [@SarahLCook](#) Hi Sarah! **#smallbizchat**
- 2011-04-28 12:31 am [TaiGoodwin](#) In case you missed it: Melinda Emerson [@Smallbizlady](#) Interviewed [@BarbaraCorcoran](#) on #BlogTalkRadio <http://t.co/0lxAA62> **#smallbizchat**
- 2011-04-28 12:31 am [toolboxforbiz](#) [@BentleyGTCSpeed](#) When you have passion for what you do it is becomes your LIFE. **#SmallBizChat**
- 2011-04-28 12:31 am [smallbizlady](#) The latest blog post >> 11 Great Technology Tools for Small Business <http://t.co/7t26ONd> **#smallbizchat**
- 2011-04-28 12:31 am [smallbizlady](#) Q7: PRICING IS ALWAYS A CHALLENGE FOR BUSINESS OWNERS. WHAT'S YOUR ADVICE ON GETTING IT RIGHT? **#smallbizchat**
- 2011-04-28 12:32 am [loiscreamer](#) Having a great ability to know what is important and when its important helps! I call it the power of discernment.n**#smallbizchat**
- 2011-04-28 12:32 am [BentleyGTCSpeed](#) [@toolboxforbiz](#) Passions seeks to influence, zealotry seeks to convert. We need to stick to passion. **#smallbizchat**
- 2011-04-28 12:32 am [BentleyGTCSpeed](#) A7: Charge on results not "deliverables," charge based on your value

not your methodology or delivery, **#smallbizchat**

2011-04-28 12:33 am [BentleyGTCSpeed](#) A7b: And stay far away from trainers and HR people. **#smallbizchat**

2011-04-28 12:33 am [TheAfter5Edge](#) [@BentleyGTCSpeed](#) On fee/value - biz owners need to know what value they provide & communicate that effectively & prove it. **#smallbizchat**

2011-04-28 12:33 am [thehealthmaven](#) [@BentleyGTCSpeed](#) Golden Nugget: Passions seek to influence, zealotry seeks to convert -stick with passion **#smallbizchat**

2011-04-28 12:33 am [JDEbberly](#) SmallBizChat moves so fast that a Borg Transwarp Conduit is a must just to keep up lol **#SmallBizChat**

2011-04-28 12:33 am [karlenesinrob](#) [@BentleyGTCSpeed](#) [@toolboxforbiz](#) If you are not passionate about it, it's not right for you. You will not be as successful. **#smallbizchat**

2011-04-28 12:34 am [BentleyGTCSpeed](#) [@JDEbberly](#) Start with the results, work backwards to price, always give the client options of differing value. Escalates sale **#smallbizchat**

2011-04-28 12:34 am [TecaCameron](#) [@CathyWebSavvyPR](#) [@smallbizlady](#) survey the competition. What additional value do you add and can you justify it. **#smallbizchat**

2011-04-28 12:34 am [BentleyGTCSpeed](#) [@karlenesinrob](#) Yes, but: You must have pragmatic help for people, not merely a "message." **#smallbizchat**

2011-04-28 12:34 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) What do you mean by trainers? **#smallbizchat**

2011-04-28 12:34 am [TaiGoodwin](#) [@BentleyGTCSpeed](#) A7 - Too many people are unsure of the real results they get for clients - easier to focus on deliverables **#smallbizchat**

2011-04-28 12:35 am [BentleyGTCSpeed](#) [@JDEbberly](#) Use a good spray! **#smallbizchat**

2011-04-28 12:35 am [JDEbberly](#) [@BizFinanceForum](#) You could use an inertialess, massless drive lol **#SmallBizChat**

2011-04-28 12:35 am [BentleyGTCSpeed](#) [@BizFinanceForum](#) Trainers deliver courses. Who cares? **#smallbizchat**

2011-04-28 12:35 am [smallbizlady](#) Q8: YOU HAS SAID THAT SMALL BUSINESS OWNERS UNDER UTILIZE THEIR EXISTING CUSTOMERS, HOW SO? **#smallbizchat**

2011-04-28 12:35 am [TaiGoodwin](#) [@BentleyGTCSpeed](#) [@smallbizlady](#) - the best advice I've heard on pricing! **#smallbizchat**

2011-04-28 12:35 am [BizFinanceForum](#) [@JDEbberly](#) What did Q use on Next Gen? **#smallbizchat**

2011-04-28 12:35 am [TecaCameron](#) [@JDEbberly](#) lol I just thought wow this is moving fast. My fingers cant keep up. Lol **#smallbizchat**

2011-04-28 12:35 am [BentleyGTCSpeed](#) A8: They don't build solid relationships that lead to referral business, which is the platinum standard. **#smallbizchat**

2011-04-28 12:36 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) Well I offer courses to small businesses on finance... Should people avoid me? **#smallbizchat**

2011-04-28 12:36 am [BentleyGTCSpeed](#) [@mattsmansfield](#) They are non-buyers, concerned with delivery not results, small thinkers. **#smallbizchat**

2011-04-28 12:36 am [yourjobmyoffice](#) A7 I had the priceless luxury of consulting w/ John Reddish on pricing for my biz. **#smallbizchat**

2011-04-28 12:36 am [TecaCameron](#) [@TaiGoodwin](#) [@bentleygtcspeed](#) [@toolboxforbiz](#) absolutely! **#smallbizchat**

2011-04-28 12:36 am [BentleyGTCSpeed](#) Learn to accept rejection but reject acceptance (from those who can't help you). **#smallbizchat**

2011-04-28 12:36 am [loiscreamer](#) 7 For an intellectual property biz others will always seek to undervalue you. Don't let them!**#smallbizchat**

2011-04-28 12:36 am [JDEbberly](#) [@BizFinanceForum](#) That's a good question - I was always partial to Star Trek Voyager **#SmallBizChat**



2011-04-28 12:37 am [BentleyGTCSpeed](#) Non-buyers can't say "yes" but can say "no," beware. **#smallbizchat**

2011-04-28 12:37 am [BentleyGTCSpeed](#) A8b: They treat customers like annoyances. I can get better service in many "big box" stores than in small businesses. **#smallbizchat**

2011-04-28 12:37 am [smallbizlady](#) [@toolboxforbiz](#) I'm all for passion, but people hide behind that make sure your passion has a profit center **#smallbizchat**

2011-04-28 12:37 am [TheAfter5Edge](#) A8: Customers are an opportunity for repeat business, referrals, marketing, testimonials of actual value & results **#smallbizchat**

2011-04-28 12:37 am [BentleyGTCSpeed](#) [@mattsmansfield](#) Courses are someone ELSE'S intellectual property. These people cannot buy. **#smallbizchat**

2011-04-28 12:38 am [BentleyGTCSpeed](#) [@CathyWebSavvyPR](#) Read Value Based Fees. I wrote the "book." **#smallbizchat**

2011-04-28 12:38 am [TheAfter5Edge](#) [@BentleyGTCSpeed](#) They lead to referrals, repeat business, free marketing, the list goes on! **#smallbizchat**

2011-04-28 12:38 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) [@mattsmansfield](#) So you are saying it IS a good model to offer classes, just not to trainers? **#smallbizchat**

2011-04-28 12:38 am [BentleyGTCSpeed](#) [@toolboxforbiz](#) Become a partner, not a resource. The guy paving the lot is a resource. **#smallbizchat**

2011-04-28 12:39 am [mattsmansfield](#) So you can be a trainer making courses, but don't sell to them? **#smallbizchat**

2011-04-28 12:39 am [CathyWebSavvyPR](#) [@BentleyGTCSpeed](#) occasionally you have to fire a client - **#SmallBizChat**

2011-04-28 12:39 am [BentleyGTCSpeed](#) [@BizFinanceForum](#) Offering classes is offering deliverables. You need to focus on results and value, not the class. **#smallbizchat**

2011-04-28 12:39 am [KayAshaolu](#) [@loiscreamer](#) [@BentleyGTCSpeed](#) [@mattsmansfield](#) but what about those talented trainers that can take you to the next level? **#smallbizchat**

2011-04-28 12:39 am [Design36ixty](#) [@TaiGoodwin](#) [@smallbizlady](#) Hmmmm. I Love that! **#smallbizchat**

2011-04-28 12:39 am [BentleyGTCSpeed](#) [@mattsmansfield](#) Yes. You can't sell to them. **#smallbizchat**

2011-04-28 12:40 am [TecaCameron](#) [@smallbizlady](#) A8 they r our billboards. Great results=great referrals! Keep them informed about goings on. They luv to share **#smallbizchat**

2011-04-28 12:40 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) My courses allow them to dramatically grow their profit, that is the value. **#smallbizchat**

2011-04-28 12:40 am [BentleyGTCSpeed](#) [@smallbizlady](#) They are NOT buyers. Training courses are merely inputs designed to, hopefully, produce outputs. **#smallbizchat**

2011-04-28 12:40 am [BentleyGTCSpeed](#) [@BizFinanceForum](#) That's right, but don't promote the course, promote the result and base fee on that **#smallbizchat**

2011-04-28 12:41 am [smallbizlady](#) Q9: WHAT ARE SOME WAYS TO INCREASE THE VALUE OF AN EXISTING CUSTOMER? **#smallbizchat**

2011-04-28 12:41 am [BentleyGTCSpeed](#) A9: Elicit referrals, include them in the design process of new products and services, **#smallbizchat**

2011-04-28 12:41 am [TheAfter5Edge](#) [@BentleyGTCSpeed](#) How do you incorporate feedback from customers into mixing up your value proposition? **#smallbizchat**

2011-04-28 12:41 am [BentleyGTCSpeed](#) A9b: Give them discounts for repeat business. **#smallbizchat**

2011-04-28 12:41 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) Got it - thanks:) You've successfully explained marketing to a numbers geek. **#smallbizchat**

2011-04-28 12:42 am [BentleyGTCSpeed](#) [@TheAfter5Edge](#) Feedback has to be about the improved condition resulting from your work. Only use solicited feedback **#smallbizchat**

2011-04-28 12:42 am [OlliesLounge](#) A9: Treat them as well as or better than a prospective or new customer **#smallbizchat**

2011-04-28 12:42 am [BentleyGTCSpeed](#) [@BizFinanceForum](#) Some day you can explain numbers to me  
**#smallbizchat**

2011-04-28 12:43 am [BizFinanceForum](#) [@BentleyGTCSpeed](#) Deal! **#smallbizchat**

2011-04-28 12:43 am [Chris\\_Hendricks](#) [@smallbizlady](#): Q9: WHAT ARE SOME WAYS TO INCREASE THE VALUE OF AN EXISTING CUSTOMER? **#SmallBizChat** A9 treat each one extra special!

2011-04-28 12:43 am [BentleyGTCSpeed](#) Unsolicited feedback is always for the sender. Ignore it.  
**#smallbizchat**

2011-04-28 12:43 am [jimharshaw](#) [@ducttape](#) has some great tips on increasing current customer value. (Q9 **#smallbizchat**)

2011-04-28 12:43 am [TaiGoodwin](#) A9: Don't stop communicating with them after they buy.  
**#smallbizchat**

2011-04-28 12:43 am [mattsmansfield](#) [@moxietonic](#): Hey Natalie! **#smallbizchat**

2011-04-28 12:43 am [CathyWebSavvyPR](#) [@loiscreamer](#) I didn't know you knew John [@GetResults](#) - he was a friend, mentor & I worked w/ him for 5 years **#SmallBizChat**

2011-04-28 12:43 am [thehealthmaven](#) A9 To add value to your customers, help them prepare for the market of tomorrow **#smallbizchat**

2011-04-28 12:43 am [toolboxforbiz](#) [@MattSMansfield](#) [@smallbizlady](#) True some hide or pretend to have passion but most can pick up on that. **#smallbizchat**

2011-04-28 12:44 am [BentleyGTCSpeed](#) [@karlenesinrob](#) Why would you offer discounts to someone not asking for them? **#smallbizchat**

2011-04-28 12:44 am [mattsmansfield](#) [@BentleyGTCSpeed](#) Is all this in your value pricing book? :)  
**#smallbizchat**

2011-04-28 12:44 am [BentleyGTCSpeed](#) [@CathyWebSavvyPR](#) I'm completely unaware of him **#smallbizchat**

2011-04-28 12:44 am [jimharshaw](#) A9 Customer service that wows them to the point of referring!  
**#smallbizchat**

2011-04-28 12:45 am [JDEbberly](#) [@thehealthmaven](#) Sounds like you are familiar with Brian Clark of [@copyblogger](#) TeachingSells fame :) **#SmallBizChat**

2011-04-28 12:45 am [LoisMarketing](#) "Reject acceptance from those who cant help you" -- don't dismiss so quickly. They cannot help you RIGHT NOW ... **#smallbizchat**

2011-04-28 12:45 am [KayAshaolu](#) A9: proactively offer the customer services and products that add value to the customer **#smallbizchat**

2011-04-28 12:45 am [BentleyGTCSpeed](#) [@mattsmansfield](#) Yes, increase your revenues by 100%  
**#smallbizchat**

2011-04-28 12:45 am [TheAfter5Edge](#) [@JDEbberly](#) [@TaiGoodwin](#) Agreed. The relationship doesn't end with the transaction/sale itself! Foster the relationship. **#smallbizchat**

2011-04-28 12:45 am [yourjobmyoffice](#) A9 leverage your relationship. Show them the value you bring to their biz. **#smallbizchat**

2011-04-28 12:45 am [smallbizlady](#) Q10: How do you measure success? **#smallbizchat**

2011-04-28 12:45 am [Design36ixty](#) [@JDEbberly](#) [@karlenesinrob](#) [@BentleyGTCSpeed](#) This works great for me-clients love discounts.They feel super special & they are!  
**#smallbizchat**

2011-04-28 12:45 am [loiscreamer](#) 9 I dont think discounts should apply. Clients know your value. Seek to help them get what they need, grow their biz.n**#smallbizchat**

2011-04-28 12:45 am [BentleyGTCSpeed](#) A10: I don't. That's one of the silliest things people try to do.  
**#smallbizchat**

2011-04-28 12:45 am [karlenesinrob](#) [@BentleyGTCSpeed](#) Certainly give discounts if they ask but don't unrate the value of what we bring to the table. **#smallbizchat**

2011-04-28 12:45 am [BentleyGTCSpeed](#) A10b: If you have to be convinced by a metric that you're successful, then you aren't. **#smallbizchat**

2011-04-28 12:46 am [KayAshaolu](#) [@loiscreamer](#) yeah you have to be careful about discounts, before you reduce the value of your product **#smallbizchat**

2011-04-28 12:46 am [thehealthmaven](#) [@JDEbberly](#) No, not all, but will certainly checkout per your recommendation....thank you! **#smallbizchat**

2011-04-28 12:46 am [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**

2011-04-28 12:46 am [BentleyGTCSpeed](#) [@Design36ixty](#) How much do you lose with discounts that aren't necessary? You don't know. Self esteem issue. **#smallbizchat**

2011-04-28 12:46 am [smallbizlady](#) We're always looking for small biz experts to share...Here's how to be a guest on **#Smallbizchat** <http://bit.ly/4r5KEZ> **#smallbizchat**

2011-04-28 12:46 am [yourjobmyoffice](#) [@CathyWebSavvyPR](#) Me, too, Cathy! John was good for me. **#smallbizchat**

2011-04-28 12:46 am [moxietonic](#) "@mattsmansfield: [@moxietonic](#): Hey Natalie! **#smallbizchat**" hey Matt. Thanks for getting me in on this. Great discussion.

2011-04-28 12:46 am [smallbizlady](#) Want a limited edition **#smallbizchat** anniversary T-shirt? Now you got it! <http://bit.ly/smallbizchattshirt>

2011-04-28 12:46 am [BentleyGTCSpeed](#) [@mattsmansfield](#) Name is Value Based Fees, from Wiley **#smallbizchat**

2011-04-28 12:46 am [BizFinanceForum](#) A10 That I've been a good wife, mother, daughter, and friend. Success is not a number. **#smallbizchat**

2011-04-28 12:46 am [CathyWebSavvyPR](#) [@BentleyGTCSpeed](#) He was a student of Peter Drucker back in the day - strong regional reptn, passed away dec 2010 **#SmallBizChat**

2011-04-28 12:47 am [smallbizlady](#) Get your FREE chapter of Become Your Own Boss in 12 Months: <http://bit.ly/eM4XTR> **#smallbizchat**

2011-04-28 12:47 am [karlenesinrob](#) [@BentleyGTCSpeed](#) I love it! **#smallbizchat**

2011-04-28 12:47 am [smallbizlady](#) Q11: WHAT'S YOUR MUST-READ RESOURCE FOR SMALL BUSINESS OWNERS AND WHY? **#smallbizchat**

2011-04-28 12:47 am [BentleyGTCSpeed](#) A11: Peter Drucker on strategy, which he invented in all reality **#smallbizchat**

2011-04-28 12:47 am [JDEbberly](#) [@thehealthmaven](#) Check out his blog too! <http://www.copyblogger.com/> and <http://teachingsells.com/>  
**#SmallBizChat**

2011-04-28 12:47 am [BentleyGTCSpeed](#) A11b: My own Million Dollar Consulting, which has been on the shelves for 20 years **#smallbizchat**

2011-04-28 12:47 am [SoNJOfficial](#) [@SmallBizLady](#) **#smallbizchat** I will consider my biz to be successful if it can sustain my lifestyle and pay my mrtg.

2011-04-28 12:48 am [omaruddin](#) Agreed. [@BentleyGTCSpeed](#): A11: Peter Drucker on strategy, which he invented in all reality **#smallbizchat**

2011-04-28 12:48 am [BentleyGTCSpeed](#) A11c: Alas Shrugged, which tells crazed political correctness to undermine true talent.you that you can't allow **#smallbizchat**

2011-04-28 12:48 am [toolboxforbiz](#) [@SmallBizLady](#) Hey, I like that T-Shirt. Very nice! **#SmallBizChat**

2011-04-28 12:48 am [CathyWebSavvyPR](#) [@BentleyGTCSpeed](#) small world! **#SmallBizChat**

2011-04-28 12:48 am [KayAshaolu](#) [@BentleyGTCSpeed](#) I loved Atlas Shrugged: good stuff **#smallbizchat**

2011-04-28 12:48 am [loiscreamer](#) 10 I measure success in life and biz by the amt of choice I have in the way I live my life.n**#smallbizchat**

2011-04-28 12:49 am [karlenesinrob](#) [@BentleyGTCSpeed](#) At the end of the day, if your client achieved their goals and you got paid, then that's win-win for all. **#smallbizchat**

2011-04-28 12:49 am [thehealthmaven](#) Read it, believe it : Million Dollar Consulting, **#smallbizchat**

2011-04-28 12:49 am [My\\_WebEvent](#) [@BentleyGTCSpeed](#) Atlas Shrugged! One of my favorites! Not often that I hear that book mentioned as favorite! **#SmallBizChat**

2011-04-28 12:49 am [memes4u](#) **#smallbizchat** Must read book "E-Myth" Michael Gerber

2011-04-28 12:50 am [loiscreamer](#) 11 I just commit to being a life long learner.**#smallbizchat**

2011-04-28 12:50 am [BentleyGTCSpeed](#) [@memes4u](#) Lot of people have trouble with that book. **#smallbizchat**

2011-04-28 12:50 am [My\\_WebEvent](#) [@BentleyGTCSpeed](#) Favorite or Must Read resource...  
**#SmallBizChat**

2011-04-28 12:50 am [smallbizlady](#) Q12 COMPLETE THESE SENTENCE: IF STANDING ON A ROOFTOP FACING CROWDS OF ASPIRING SMALL BUSINESS OWNERS, I WOULD SHOUT **#smallbizchat**

2011-04-28 12:51 am [BentleyGTCSpeed](#) [@My\\_WebEvent](#) Read The Grapes of Wrath to get some perspective  
**#smallbizchat**

2011-04-28 12:51 am [TaiGoodwin](#) Q12 COMPLETE THESE SENTENCE: IF STANDING ON A ROOFTOP FACING CROWDS OF ASPIRING SMALL BUSINESS OWNERS, I WOULD SHOUT **#smallbizchat**

2011-04-28 12:51 am [mattsmansfield](#) A12: I am the best person for the job! **#smallbizchat**

2011-04-28 12:51 am [BentleyGTCSpeed](#) [@moxietonic](#) You don't want to book yourself solid. That's the antithesis of discretionary time **#smallbizchat**

2011-04-28 12:51 am [BentleyGTCSpeed](#) A12: How many of you would like to buy my special techniques for getting up here on the roof? **#smallbizchat**

2011-04-28 12:51 am [OlliesLounge](#) Q12: Cash flow! **#smallbizchat**

2011-04-28 12:52 am [BizFinanceForum](#) [@backngroovemom](#) Thanks Rachel. Didn't know you were lurking here. **#smallbizchat**

2011-04-28 12:52 am [SoNJOfficiant](#) [@SmallBizLady](#) **#smallbizchat** Anybody wanna get married?

2011-04-28 12:52 am [KayAshaolu](#) A12: Why are you here? :) **#smallbizchat**

2011-04-28 12:52 am [memes4u](#) [@BentleyGTCSpeed](#) Took parts that worked for us, but own 5 of yours Alan :) **#smallbizchat**

2011-04-28 12:52 am [BentleyGTCSpeed](#) Melinda is cool! This is a great show. Having fun! **#smallbizchat**

2011-04-28 12:52 am [CathyWebSavvyP](#) [@BentleyGTCSpeed](#) ;-)  
R good answer (A12) **#SmallBizChat**

2011-04-28 12:53 am [TaiGoodwin](#) [@moxietonic](#) Hope to see you back next week! **#smallbizchat**

2011-04-28 12:53 am [thehealthmaven](#) I would shout to a crowd of small biz owners: Don't Give Up & Read Million Dollar Consulting **#smallbizchat**

2011-04-28 12:53 am [backngroovemom](#) [@bizfinanceforum](#) I am in and out tonite **#smallbizchat** --> science fair next week & piano lessons so doing a bit of everything

2011-04-28 12:53 am [toolboxforbiz](#) [@SmallBizLady](#) Be a resource for your clients / customers. Prove you care! **#SmallBizChat**

2011-04-28 12:53 am [smallbizlady](#) Thanks to author and expert Alan Weiss [@BentleyGTCSpeed](#) for celebrating our 100th show w/us <http://www.summitconsulting.com>  
**#smallbizchat**

2011-04-28 12:53 am [CathyWebSavvyP](#) [@BentleyGTCSpeed](#) you did a great job as a guest - handling both  
R [@SmallBizlady's](#) qus & those from crowd on the fly. G8t info  
**#SmallBizChat**

2011-04-28 12:54 am [Boomiteer](#) A12 I understand you - I will help you! **#smallbizchat**

2011-04-28 12:54 am [smallbizlady](#) Next week join us as Jane Applegate [@janewapplegate](#) shares on her new book 201 Great Ideas for Small Business **#smallbizchat**

2011-04-28 12:54 am [moxietonic](#) Book your work time solid & leave enough time to recharge"  
[@BentleyGTCSpeed](#): [@moxietonic](#) You don't want to book yourself solid **#smallbizchat"**



2011-04-28 12:54 am [BentleyGTCSpeed](#) [@JDEbberly](#) Also new book, The Consulting Bible from Wiley  
**#smallbizchat**

2011-04-28 12:54 am [OlliesLounge](#) Thanks [@BentleyGTCSpeed](#) and [@SmallBizLady](#) for **#smallbizchat** tonight!

2011-04-28 12:54 am [smallbizlady](#) Roll call, who's on [@Smallbizchat](#) tonight? Give me your best 140-character commercial. **#smallbizchat**

2011-04-28 12:54 am [JDEbberly](#) [@BentleyGTCSpeed](#) is cool! This is a great show. Having fun!  
**#SmallBizChat**

2011-04-28 12:54 am [My\\_WebEvent](#) [@BentleyGTCSpeed](#) Read it long ago, great suggestion!  
**#smallbizchat**

2011-04-28 12:54 am [smallbizlady](#) On the blog tomorrow the full interview with [@BentleyGTCSpeed](#)  
<http://www.succeedasyourownboss.com> **#smallbizchat**

2011-04-28 12:54 am [TaiGoodwin](#) Thanks to author and expert Alan Weiss [@BentleyGTCSpeed](#) for celebrating our 100th show w/us <http://www.summitconsulting.com>  
**#smallbizchat**

2011-04-28 12:54 am [BentleyGTCSpeed](#) [@CathyWebSavvyPR](#) Easy, great system **#smallbizchat**

2011-04-28 12:54 am [backnroovemom](#) A12 - I always love the honesty and dialogue at **#smallbizchat** - tune in whenever I can

2011-04-28 12:54 am [Boomiteer](#) A12 Planning is the first step! Not marketing. **#smallbizchat**

2011-04-28 12:54 am [TecaCameron](#) **#smallbizchat** great time on **#smallbizchat** can't believe i've been missing out for so long. Im a believer! Thanks all. :)

2011-04-28 12:54 am [smallbizlady](#) If you found this interview helpful, join us every Wednesday 8-9p ET follow [@SmallBizChat](#) on Twitter for info. **#smallbizchat**

2011-04-28 12:54 am [BentleyGTCSpeed](#) Thanks for asking me to be on. **#smallbizchat**

2011-04-28 12:55 am [cmsexpo](#) A12: "Knock KNOCK!" **#smallbizchat**

2011-04-28 12:55 am [mattsmansfield](#) The Consulting Bible vs. Million Dollar Consulting - which one or both? **#smallbizchat**

2011-04-28 12:55 am [karlenesinrob](#) [@toolboxforbiz](#) Agree with you 100% **#smallbizchat**

2011-04-28 12:55 am [moxietonic](#) "@TaiGoodwin: [@moxietonic](#) Hope to see you back next week!"  
**#smallbizchat**" thanks and ditto!

2011-04-28 12:55 am [Boomiteer](#) [@BentleyGTCSpeed](#) it was a great chat today! Thanks for the insight  
**#smallbizchat**

2011-04-28 12:55 am [vasimpleservice](#) [@smallbizlady](#) I totally missed it. Do you have a transcript of the chat?  
**#smallbizchat**

2011-04-28 12:55 am [smallbizlady](#) I have three free gift tonight from [@pbsmallbusiness](#) who can tell me the title of [@BarbaraCorcoran's](#) new book? **#smallbizchat**

2011-04-28 12:55 am [BentleyGTCSpeed](#) [@mattsmansfield](#) Your choice, Bible has more about delivery, MDC focuses largely on marketing **#smallbizchat**

2011-04-28 12:55 am [loiscreamer](#) Thanks Alan for your generosity of spirit!  
**#smallbizchat**

2011-04-28 12:55 am [My\\_WebEvent](#) [@TecaCameron](#) Glad you could join us! You're going to love the support and ideas you get from thsi group! **#smallbizchat**

2011-04-28 12:55 am [yourjobmyoffice](#) #pitch: Executive virtual assistant who brings value to your biz. Non-trad'l college stew; Phi Theta Kappa. **#smallbizchat**

2011-04-28 12:55 am [KayAshaolu](#) [@BentleyGTCSpeed](#) thanks for all of the insight! **#smallbizchat**

2011-04-28 12:56 am [TaiGoodwin](#) [@BentleyGTCSpeed](#) Great way to celebrate the 100th show! Thanks for sharing tonight! **#smallbizchat**

2011-04-28 12:56 am [JDEbberly](#) RT [@smallbizlady](#) Thx author/expert AlanWeiss  
[@BentleyGTCSpeed](#) 4 celb 100th show w/us  
<http://www.summitconsulting.com> **#SmallBizChat**

2011-04-28 12:56 am [thehealthmaven](#) Shark Tales **#smallbizchat**

2011-04-28 12:56 am [BizFinanceForum](#) #pitch Looking to Rock Your Profits? I can help, visit <http://www.financerockstar.com> **#smallbizchat**

2011-04-28 12:56 am [smallbizlady](#) Can anyone tell me the title of any other Alan Weiss book other than Million Dollar Consulting? **#smallbizchat**

2011-04-28 12:57 am [smallbizlady](#) [@thehealthmaven](#) winner DM me address email and phone number **#smallbizchat**

2011-04-28 12:57 am [MizBanks](#) Shark Tales by Barbar Corcoran **#SmallBizChat**

2011-04-28 12:57 am [BentleyGTCSpeed](#) [@CathyWebSavvyPR](#) Must be audience (customer) oriented **#smallbizchat**

2011-04-28 12:57 am [TheAfter5Edge](#) Very interactive & fast-paced **#smallbizchat** tonight with guest [@BentleyGTCSpeed!](#)

2011-04-28 12:57 am [JanMBradshaw](#) Use What You've Got, and Other Business Lessons I Learned from My Mom **#smallbizchat**

2011-04-28 12:57 am [TaiGoodwin](#) [@thehealthmaven](#) Congrats on winning! **#smallbizchat**

2011-04-28 12:57 am [thehealthmaven](#) Getting started in Consulting **#smallbizchat**

2011-04-28 12:57 am [KayAshaolu](#) thanks for the great ideas! now back to creating websites **#smallbizchat**

2011-04-28 12:58 am [My\\_WebEvent](#) [@BentleyGTCSpeed](#) Thanks for the great tweetchat tonight. I had many aha moments! **#smallbizchat**

2011-04-28 12:58 am [loiscreamer](#) [@SmallBizLady](#) Big thanks for tonight!**#smallbizchat**

2011-04-28 12:58 am [smallbizlady](#) Who can tell me why "passion" is dangerous in a new small business? **#smallbizchat**

2011-04-28 12:58 am [MizBanks](#) The Consulting Bible by Alan Weiss **#SmallBizChat**

2011-04-28 12:58 am [JDEbberly](#) #pitch If you're a small biz owner then you need to attend SmallBizChat Wed nights 8pm to 9pm - It's a life/biz changer!! **#SmallBizChat**

2011-04-28 12:58 am [bridgebldr](#) Got a little bit too busy with my small biz & missed **#smallbizchat** (!), but there's always next week...

2011-04-28 12:58 am [mattsmansfield](#) G'night all! Thanks [@BentleyGTCSpeed](#) [@smallbizlady](#) and [@taigoodwin!](#) **#smallbizchat**

2011-04-28 12:58 am [CathyWebSavvyPR](#) [@smallbizlady](#) Shark Tales: How I Turned \$1,000 into a Billion Dollar Business **#SmallBizChat**

2011-04-28 12:58 am [TaiGoodwin](#) [@JanMBradshaw](#) That was her first book - her new book is Shark Tales **#smallbizchat**

2011-04-28 12:58 am [Boomiteer](#) [@smallbizlady](#) it motivates, but clouds judgement. **#smallbizchat**

2011-04-28 12:58 am [TheAfter5Edge](#) [@SmallBizLady](#) Getting Started in Consulting! **#smallbizchat**

2011-04-28 12:58 am [smallbizlady](#) [@msceo](#) winner DM me your address email and phone number **#smallbizchat**

2011-04-28 12:59 am [TaiGoodwin](#) [@bridgebldr](#) Get the transcript or check out tomorrow's blog post - some really good info tonight! **#smallbizchat**

2011-04-28 12:59 am [robinmelina](#) [@SmallBizLady](#) **#Smallbizchat** In Chile want to help others design the career that takes them through life, now learning how to do small biz.

2011-04-28 12:59 am [robinmelina](#) [@SmallBizLady](#) **#Smallbizchat** In Chile want to help others design the career that takes them through life, now learning how to do small biz.

2011-04-28 12:59 am [Design36ixty](#) Thanks for a great chat! **#smallbizchat**

2011-04-28 12:59 am [My\\_WebEvent](#) We provide webinar, screen share and video designed for sm biz entrepreneurs! <http://www.mywebevent.com> **#smallbizchat**

2011-04-28 12:59 am [memes4u](#) **#smallbizchat** Melinda - passion isn't always profitable

2011-04-28 12:59 am [BentleyGTCSpeed](#) Goodnight, all, thanks for being here! **#smallbizchat**

2011-04-28 12:59 am [smallbizlady](#) [@Boomiteer](#) winner please DM me your address, email and phone. **#smallbizchat**

2011-04-28 12:59 am [moxietonic](#) Thanks for great ideas everyone. #pitch Moxietonic is the cure for your boring email campaigns. Email marketing consultant. **#smallbizchat**

2011-04-28 12:59 am [BizFinanceForum](#) Goodnight & thanks to everyone - especially [@BentleyGTCSpeed](#) [@smallbizlady](#) **#smallbizchat**

2011-04-28 12:59 am [JanMBradshaw](#) Shark Tales **#smallbizchat**

2011-04-28 1:00 am [KayAshaolu](#) [@smallbizlady](#) because if you are too passionate you may forget that you need money to run a business **#smallbizchat**

2011-04-28 1:00 am [CathyWebSavvyPR](#) [@smallbizlady](#) Read Value Based Fees. another book by alan weiss **#SmallBizChat**

2011-04-28 1:00 am [TheAfter5Edge](#) [@SmallBizLady](#) Passion alone clouds your business acumen. If u're in business, you need to be realistic and think about the #s **#smallbizchat**

2011-04-28 1:00 am [toolboxforbiz](#) [@SmallBizLady](#) [@msceo](#) Thanks everyone! This was my first time with **#SmallBizChat** and I really enjoyed. Thanks for allowing me to be part.

2011-04-28 1:00 am [smallbizlady](#) Special thanks to [@pbsmallbusiness](#) and their new suite of products to help small biz owners I am very excited these giveaways **#smallbizchat**

2011-04-28 1:00 am [Boomiteer](#) [@smallbizlady](#) woohoo!!!! Thank you!! DM sent. **#smallbizchat**

2011-04-28 1:00 am [MizBanks](#) The Smarty Pants Tutor uses effective strategies that compliment the way your child learns best. **#SmallBizChat**

2011-04-28 1:01 am [moxietonic](#) "@smallbizlady: Who can tell me why "passion" is dangerous in a new small business? **#smallbizchat**" burnout too soon if there's no substance

2011-04-28 1:01 am [smallbizlady](#) Thank you to social media strategist and co-host [@TaiGoodwin](#) of Practical Profitable Social Media. **#smallbizchat**

2011-04-28 1:01 am [TaiGoodwin](#) [@toolboxforbiz](#) Thanks for stopping by - hope to see you here again! **#smallbizchat**

2011-04-28 1:01 am [My\\_WebEvent](#) [@smallbizlady](#) Thanks again for another incredible tweetchat. The topics of these chats have been absolutley spot on! **#smallbizchat**

2011-04-28 1:01 am [karlenesinrob](#) [@smallbizlady](#) Passion can blind you to the realities of being a new business. **#smallbizchat**

2011-04-28 1:01 am [Design36ixty](#) Only caught the 2nd half but enjoyed the convo. **#smallbizchat**

2011-04-28 1:01 am [smallbizlady](#) The mission of **#Smallbizchat** is to end small business failure by helping you succeed as your own boss. **#smallbizchat**

2011-04-28 1:01 am [thehealthmaven](#) [@BentleyGTCSpeed](#) When I write my first book, you'll be quoted...really quoted Thanks for your time tonight! **#smallbizchat**

2011-04-28 1:01 am [loiscreamer](#) Time for a little life balance here. Nite all!**#smallbizchat**

2011-04-28 1:01 am [TheAfter5Edge](#) [@Design36ixty](#) Thank you also! Tonight was great! **#smallbizchat**

2011-04-28 1:01 am [smallbizlady](#) Up next week Jane Applegate [@janewapplegate](#) with 12 Great Ideas for Small Business Wednesday 5/4 8PM EST **#smallbizchat**

2011-04-28 1:02 am [TaiGoodwin](#) [@Design36ixty](#) Thanks for joining the chat tonight! **#smallbizchat**

2011-04-28 1:02 am [MizBanks](#) Yay! Small Businesses! **#SmallBizChat**

2011-04-28 1:02 am [Boomiteer](#) #pitch Boomite connects #babyboomers with experts and each other. Daily articles and a community of your own. **#smallbizchat**

2011-04-28 1:02 am [toolboxforbiz](#) [@My\\_WebEvent](#) Thanks for having me. Looking forward to the next

2011-04-28 1:02 am [TecaCameron](#) time we can connect. Pleasure. **#SmallBizChat**  
[@SmallBizLady](#) [@TecaCameron](#) stylist to those craving a personal style that is 2nd to none. [www.tecacameron.com](#) Get ur style DID **#smallbizchat**

2011-04-28 1:02 am [thehealthmaven](#) [@TaiGoodwin](#) Thanks Tai! good chat tonight! **#smallbizchat**

2011-04-28 1:03 am [CathyWebSavvyPR](#) I am a PR pro who helps established small biz owners make more money by reaching their customers using the rt tools 4 their biz **#SmallBizChat**

2011-04-28 1:03 am [smallbizlady](#) Thats all folks. Thank you all for going on **#smallbizchat** each week. I love helping small business owners. Happy 100th

2011-04-28 1:03 am [TheAfter5Edge](#) Great chat tonight all! [@MizBanks](#) [@Boomiteer](#) [@msceo](#) [@RobinMelina](#) [@loiscreamer](#) [@BentleyGTCSpeed](#) [@bridgebldr](#) [@My\\_WebEvent](#) **#smallbizchat**

2011-04-28 1:04 am [TheAfter5Edge](#) [@JDEbberly](#) Great chatting with you as always! **#SmallBizChat**

2011-04-28 1:04 am [thehealthmaven](#) TY for another great evening [@TaiGoodwin](#) [@SmallBizLady](#) [@karlenesinrob](#) [@JDEbberly](#) [@CathyWebSavvyPR](#) [@MattSMansfield](#) [@Boomiteer](#) **#smallbizchat**

2011-04-28 1:04 am [MizBanks](#) Thank you [@smallbizlady](#)! **#SmallBizChat**

2011-04-28 1:04 am [Boomiteer](#) Thanks for the insight [@MizBanks](#) [@TheAfter5Edge](#) [@msceo](#) [@RobinMelina](#) [@loiscreamer](#) [@BentleyGTCSpeed](#) [@bridgebldr](#) [@My\\_WebEvent](#) **#smallbizchat**

2011-04-28 1:05 am [TaiGoodwin](#) [@smallbizlady](#) THX for your passion and no-nonsense approach to helping small biz owners. Looking forward to the next 100 shows **#smallbizchat**

2011-04-28 1:05 am [moxietonic](#) [@MattSMansfield](#) first ever tweetup that was crazy good fun **#smallbizchat**

2011-04-28 1:05 am [JDEbberly](#) [@smallbizlady](#) Thank YOU for SmallBizChat every week - You are a valuable resource to us - And WE LOVE YOU TOO, Melinda! :) **#SmallBizChat**

2011-04-28 1:06 am [JDEbberly](#) Thank you very much [@BentleyGTCSpeed](#) for all of your valuable input tonight! :) **#SmallBizChat**

2011-04-28 1:35 am [CAELANHUNTRESS](#) "passion" in quotes is a false sense of purpose. Your business is in danger if you have to manufacture enthusiasm. **#smallbizchat**

2011-04-28 1:52 am [femme40](#) LOL. Ok. [@CathyWebSavvyPR](#) [@femme40](#) lurkers are welcome - we call 'em listeners - a kinder, gentler word ;-) **#SmallBizChat**