



smallbizlady:	Welcome to #SmallBizChat, a weekly conversation where emerging small business owners can get answers to their questions. #smallbizchat
RecruitProStaff:	RT @smallbizlady: Tonight on #SmallBizChat 8PM How to be more effective with sales @jillkonrath http://bit.ly/sbchat94 #smallbizchat
smallbizlady:	Welcome to my co-host & social media manager @TaiGoodwin & our virtual assistant @SoniaSchenker #smallbizchat
smallbizlady:	Q: What's the focus of #Smallbizchat? A: To end small business failure by helping you succeed as your own boss #smallbizchat
TaiGoodwin:	@thehealthmaven Welcome to the show! #smallbizchat
JDEbberly:	RT @smallbizlady: Tonight on #SmallBizChat 8PM How to be more effective with sales @jillkonrath http://bit.ly/sbchat94
Morgan_LP:	RT @smallbizlady: Q: What's the focus of #Smallbizchat? A: To end small biz failure by helping you succeed as your own boss #smallbizchat
smallbizlady:	Right now on #SmallBizChat How to be more effective with sales with sales expert @JillKonrath http://bit.ly/sbchat94 #smallbizchat
lollydaskal:	so glad to be here. #SmallBizChat
JDEbberly:	Heads Up to my followers - I'll be tweeting much more than usual thru at least 9pm as I join SmallBizChat already in progress #SmallBizChat
smallbizlady:	Welcome to tonight's guest uber Sales Strategist and author of Snap Selling @JillKonrath #smallbizchat
thehealthmaven:	@TaiGoodwin merci...looks like a dynamic group #smallbizchat
TaiGoodwin:	Join Snap Selling author @jillkonrath for Sales techniques for small biz owners 2nite 8PM EST http://bit.ly/sbchat94 #smallbizchat
yourjobmyoffice:	Happy Wednesday y'all! #smallbizchat
TaiGoodwin:	RT @smallbizlady: Welcome to my co-host & social media manager @TaiGoodwin & our virtual assistant @SoniaSchenker #smallbizchat
JDEbberly:	RT @smallbizlady: Welcome to tonight's guest uber Sales Strategist and author of Snap Selling @JillKonrath #SmallBizChat
LoisMarketing:	Hi everyone in #smallbizchat Babysitting and joining the convo
TaiGoodwin:	RT @lollydaskal: Hi - welcome to the show! #smallbizchat
jillkonrath:	Hey everyone! Glad to see you all on #smallbizchat tonight.
CathyWebSavvyPR:	RT @smallbizlady: Welcome to tonight's guest uber Sales Strategist and author of Snap Selling @JillKonrath #smallbizchat
TaiGoodwin:	@LoisMarketing HI Lois - welcome! #smallbizchat
smallbizlady:	Q1: WHAT ARE THE CHARACTERISTICS OF SUCCESSFUL SELLERS? #smallbizchat
Simon_GB:	I'm getting real-time search results at TweetGrid http://tweetgrid.com/ #smallbizchat



butterflylost:	RT @smallbizlady: Tonight on #SmallBizChat 8PM How to be more effective with sales @jillkonrath http://bit.ly/sbchat94 #smallbizchat
DesignWiseCO:	Hi Everyone #smallbizchat , so glad I finally made it back!
TaiGoodwin:	@smallbizlady Q1: WHAT ARE THE CHARACTERISTICS OF SUCCESSFUL SELLERS? #smallbizchat
JDEbberly:	RT @smallbizlady: Q1: WHAT ARE THE CHARACTERISTICS OF SUCCESSFUL SELLERS? #SmallBizChat
CathyWebSavvyPR:	RT @smallbizlady: : Q1: WHAT ARE THE CHARACTERISTICS OF SUCCESSFUL SELLERS? #smallbizchat
LoisMarketing:	@TaiGoodwin Thanks :) Say hi to little Mia -- although she's not an active participant tonight! #smallbizchat
jillkonrath:	A1: Good question. The best sellers that I encounter have these qualities:.... #smallbizchat
JDEbberly:	Q1 Meet the needs of your audience - Your customers #SmallBizChat
jillkonrath:	A1b: Top sellers are learners. They're extremely curious. They read and ask lots of questions. They never get stale. #smallbizchat
JanMBradshaw:	Hi Everyone! #SmallBizChat
lollydaskal:	RT @smallbizlady Q1: WHAT ARE THE CHARACTERISTICS OF SUCCESSFUL SELLERS? A1: Discipline is key. #SmallBizChat
JDEbberly:	RT @jillkonrath: A1: Good question. The best sellers that I encounter have these qualities:.... #SmallBizChat
thehealthmaven:	A1, well, for me it has been understanding and applying the right market segment strategy #smallbizchat
TaiGoodwin:	RT @JDEbberly: Q1 Meet the needs of your audience - Your customers #smallbizchat
jillkonrath:	A1c: Top sellers are creative & critical thinkers. They analyze, then synthesize their ideas ? always planning. #smallbizchat
SurePressAgency:	RT @Simon_GB: #smallbizchat
JDEbberly:	RT @jillkonrath: A1b: Top sellers are learners. They're extremely curious. They read,ask lots questions. They never get stale #SmallBizChat
RecruitProStaff:	RT @jillkonrath: A1b: Top sellers are learners. They're extremely curious. They read and ask lots of questions. They never get stale. #smallbizchat
LoisMarketing:	#smallbizchat A1 Best "sellers" are not sellers -- Instead they are engagers, there to ID and fulfill a need
Morgan_LP:	RT @jillkonrath: A1b: Top sellers are learners. They're extremely curious. They read, ask lots of ?s, & never get stale. #smallbizchat
My_WebEvent:	Hello Everyone! This is Steph with My_WebEvent. Sorry I'm late! Looking forward to tonight's #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A1c: Top sellers are creative & critical thinkers. They analyze, then synthesize their ideas, always planning #smallbizchat
yourjobmyoffice:	Welcome to the party, Jan. RT @JanMBradshaw: Hi Everyone! #smallbizchat
TaiGoodwin:	RT @jillkonrath: Top sellers are creative & critical thinkers. #smallbizchat
JDEbberly:	RT @jillkonrath: A1c: Top sellers are creative & critical thinkers. They analyze, then synthesize their ideas? always planning #SmallBizChat



jillkonrath:	A1d: Top sellers do "mind melds" with their customers, evaluating their approach/strategy thru their customer's eyes. #smallbizchat
helenantholis:	A1. Hi all, Helen here. Successful seller have 2 qualities: Empathy and Ego Drive (Levitt, Harvard) - understanding & closure #SmallBizChat
CathyWebSavvyPR:	RT @LoisMarketing: A1 Best "sellers" are not sellers -- Instead they are engagers, there to ID and fulfill a need [YES!] #smallbizchat
smallbizlady:	A1 People who know their niche customer are the best sellers! #smallbizchat
RecruiterEarth:	RT @TaiGoodwin: RT @jillkonrath: Top sellers are creative & critical thinkers. #smallbizchat
Morgan_LP:	RT @jillkonrath A1c: Top sellers are creative & critical thinkers. They analyze, then synthesize their ideas, always planning. #smallbizchat
DeelishZamicae:	RT @smallbizlady: Q: What's the focus of #Smallbizchat? A: To end small business failure by helping you succeed as your own boss #smallbizchat
JDEbberly:	RT @jillkonrath: A1d: Top sellers do "mind melds" with their customers, eval their approach/strategy thru their cust's eyes. #SmallBizChat
jillkonrath:	A1e: Top sellers know they?ll be successful if they help customers achieve their objectives. #smallbizchat
JDEbberly:	RT @smallbizlady: A1 People who know their niche customer are the best sellers! #SmallBizChat
torreymcgraw:	A1: Top sellers are able to solve a buyer's problem(s), especially when they didn't realize they had one #smallbizchat
TaiGoodwin:	@helenantholis Hi Helen! Welcome to the chat! #smallbizchat
Morgan_LP:	RT @jillkonrath: A1d: Top sellers do "mind melds" with their customers, evaluating their approach thru their customer's eyes. #smallbizchat
TaiGoodwin:	RT @jillkonrath: A1e: Top sellers know they?ll be successful if they help customers achieve their objectives. #smallbizchat
smallbizlady:	RT @jillkonrath: A1e: Top sellers know they?ll be successful if they help customers achieve their objectives. #smallbizchat
Morgan_LP:	RT @jillkonrath: A1e: Top sellers know they?ll be successful if they help customers achieve their objectives. #smallbizchat
jillkonrath:	A1f: Top sellers are resilient. They never fail ? but they have tons of "invaluable learning experiences." #smallbizchat
Design36ixty:	Hi There! just joined in the party #smallbizchat
helenantholis:	@TaiGoodwin Thank you, Tai! #SmallBizChat
torreymcgraw:	Hello everyone #smallbizchat
JDEbberly:	RT @jillkonrath: A1e: Top sellers know they?ll be successful if they help customers achieve their objectives. #SmallBizChat
kindracotton:	RT @smallbizlady: Tonight on #SmallBizChat 8PM How to be more effective with sales @jillkonrath http://bit.ly/sbchat94
My_WebEvent:	A1: Good seller listen and ask lot of questions. Then help connect the dots for the prospect! #smallbizchat
ellenlange:	believe in themselves #smallbizchat
CathyWebSavvyPR:	A1: smallbiz folks who are best @ selling know their customers needs/wants/problems & communicate how 2 help solve em #smallbizchat



kindracotton:	RT @smallbizlady: A1 People who know their niche customer are the best sellers! #smallbizchat
TaiGoodwin:	@Design36ixty Welcome to the chat! #smallbizchat
JDEbberly:	RT @jillkonrath: Top sellers are resilient. They never fail ? but they have tons of "invaluable learning experiences." #SmallBizChat
MamaBritt:	RT @LollyDaskal: I will be there. Tonights #SmallBizChat is w/@jillkonrath - http://bit.ly/sbchat94 heres how to join conver #SmallBizChat
Morgan_LP:	RT @jillkonrath: A1f: Top sellers are resilient. They never fail ? but they have tons of "invaluable learning experiences." #smallbizchat
lollydaskal:	RT @kindracotton: RT @smallbizlady: A1 People who know their niche customer are the best sellers! #SmallBizChat
JDEbberly:	RT @My_WebEvent: A1: Good seller listen and ask lot of questions. Then help connect the dots for the prospect! #SmallBizChat
thehealthmaven:	A1 Top sellers can visualize closing at the beginning of a biz relationship #smallbizchat
RecruitProStaff:	RT @jillkonrath: A1c: Top sellers are creative & critical thinkers. They analyze, then synthesize their ideas ? always planning. #smallbizchat
TaiGoodwin:	RT @My_WebEvent: Top sellers are creative & critical thinkers. #smallbizchat
MamaBritt:	RT @jillkonrath: A1e: Top sellers know they'll be successful if they help customers achieve their objectives. #smallbizchat
jillkonrath:	A1g: Top sellers do the work ? even when they don't feel like it. They're disciplined on a daily basis. #smallbizchat
thehealthmaven:	RT @lollydaskal: RT @kindracotton: RT @smallbizlady: A1 People who know their niche customer are the best sellers! #SmallBizChat
WhitneyK11:	RT @smallbizlady: RT @jillkonrath: A1e: Top sellers know they'll be successful if they help customers achieve their objectives. #smallbizchat
LoonRustics:	Hi everyone first time here thanks 4 having me #smallbizchat
Simon_GB:	A1:Top sellers are cooperative foster human growth are catalyists,initiators and motivators #smallbizchat
smallbizlady:	Q2: ARE SALESPEOPLE BORN OR MADE? #smallbizchat
Design36ixty:	Thanks Tai! Glad to be here. #smallbizchat
JDEbberly:	RT @thehealthmaven: A1 Top sellers can visualize closing at the beginning of a biz relationship #SmallBizChat
learntech:	Good evening tweepie! I may be tweeting more than usual as I participate in #smallbizchat/
learntech:	RT @smallbizlady: Tonight on #SmallBizChat 8PM How to be more effective with sales @jillkonrath http://bit.ly/sbchat94
lollydaskal:	A1: Great sales people ask quality questions #SmallBizChat
JDEbberly:	RT @jillkonrath: A1g: Top sellers do the work ? even when they don't feel like it. They're disciplined on a daily basis. #SmallBizChat
TaiGoodwin:	@LoonRustics Welcome to the chat! #smallbizchat



CathyWebSavvyPR:	RT @jillkonrath A1d Top sellers do "mind melds" w/ their customers, evaluating the approach/strategy thru customer's eyes #smallbizchat
JDEbberly:	RT @smallbizlady: ARE SALESPEOPLE BORN OR MADE? #SmallBizChat
thehealthmaven:	RT @lollydaskal: A1: Great sales people ask quality questions #SmallBizChat
jillkonrath:	A2: People who say salespeople are born do NOT understand what it takes to be successful at sales today. #smallbizchat
FranticMommy:	@SmallBizLady I say a bit of both. You have to have the right personality & drive paired with the right skills. #smallbizchat
JDEbberly:	Q2 Some are born - Many others can learn to be a salesperson #SmallBizChat
LoisMarketing:	#smallbizchat A2: Everyone is a salesperson. Identifying and cultivating that makes all the difference.
theKATsimpson:	ditto RT @learntech: Good evening tweepie! I may be tweeting more than usual as I participate in #smallbizchat/
da_buzz:	RT @lollydaskal: A1: Great sales people ask quality questions #SmallBizChat
femme40:	Good question. @SmallBizLady Q2: ARE SALESPEOPLE BORN OR MADE? #smallbizchat
lollydaskal:	A2: Some Sellers are self-made, learning what works best through intuition and experience. #SmallBizChat
jillkonrath:	A2b: You can't just "try" sales, you need to commit to it. It's s a challenging job, but it can be learned. #smallbizchat
CathyWebSavvyPR:	RT @smallbizlady: Q2: ARE SALESPEOPLE BORN OR MADE? #smallbizchat
JDEbberly:	RT @jillkonrath: A2: People who say salespeople are born do NOT understand what it takes to be successful at sales today. #SmallBizChat
TaiGoodwin:	RT @smallbizlady: Top sellers are creative & critical thinkers. #smallbizchat
femme40:	RT @JDEbberly: Q2 Some are born - Many others can learn to be a salesperson #SmallBizChat
DesignWiseCO:	important to speak your client's language as seller #smallbizchat
smallbizlady:	RT @jillkonrath: A2: People who say salespeople are born do NOT understand what it takes to be successful at sales today. #smallbizchat
JDEbberly:	RT @jillkonrath: A2b: You can't just "try" sales, you need to commit to it. It's s a challenging job, but it can be learned. #SmallBizChat
helenantholis:	All are born with the abilities but made to be their best at selling. RT @smallbizlady: Q2: ARE SALESPEOPLE BORN OR MADE? #SmallBizChat
learntech:	On #smallbizchat @jillkonrath is sharing the characteristics of top sellers.
TaiGoodwin:	RT @jillkonrath: People who say salespeople are born do NOT understand what it takes to be successful at sales today. #smallbizchat
JDEbberly:	RT @lollydaskal: A2: Some Sellers are self-made, learning what works best through intuition and experience. #SmallBizChat
smallbizlady:	RT @jillkonrath: A2b: You can't just "try" sales, you need to commit to it. It's s a challenging job, but it can be learned. #smallbizchat
jillkonrath:	A2b: Business owners who fail to learn what it takes to sell are setting themselves up for failure. #smallbizchat



Morgan_LP:	@LoisMarketing: So true! And sales isn't a "dirty" word. It isn't inherently bad. #smallbizchat
JDEbberly:	RT @DesignWiseCO: important to speak your client's language as seller #SmallBizChat
kindracotton:	A2: Anyone can have an innate ability to do something well, but everyone gets better with practice. #SmallBizChat
torreymcgraw:	RT @jillkonrath: A1g: Top sellers do the work ? even when they don't feel like it. They're disciplined on a daily basis. #smallbizchat
LoonRustics:	A1 ability to close, asking right ?'s getting in front of decision maker, know ur product, integrity #smallbizchat
Simon_GB:	@thehealthmaven some top sellers are not always the best closers #smallbizchat
My_WebEvent:	YES> RT @jillkonrath: Top sellers are learners. They're extremely curious. They read,ask lots questions. They never get stale #smallbizchat
lollydaskal:	A2: Many sellers are trained, learning system, & eventually settling on the selling system that produces outstanding results. #SmallBizChat
CathyWebSavvyPR:	A2: I think you can learn anything, but having natural drive & reillience are crucial sales skills - inborn helps? #smallbizchat
yourjobmyoffice:	RT @learntech: On #smallbizchat @jillkonrath is sharing the characteristics of top sellers. #smallbizchat
JDEbberly:	RT @jillkonrath: A2b: Business owners who fail to learn what it takes to sell are setting themselves up for failure. #SmallBizChat
Design36ixty:	I find that it doesn't feel much like selling when I'm passionate...come right from the heart #smallbizchat
TaiGoodwin:	RT @DesignWiseCO: Important to speak your client's language as seller #smallbizchat
GRIT08:	Evening #smallbizchat
lollydaskal:	A2: top salespeople are clearly made. #SmallBizChat
LMcCadney:	Great ones are born. Good ones can be taught. -> @SmallBizLady ARE SALESPEOPLE BORN OR MADE? #smallbizchat
TaiGoodwin:	RT @jillkonrath: A2b: Business owners who fail to learn what it takes to sell are setting themselves up for failure. #smallbizchat
JDEbberly:	RT @kindracotton: A2: Anyone can have an innate ability to do something well, but everyone gets better with practice. #SmallBizChat
jillkonrath:	A2c:Sales is simply a skill. It can be learned. And, it is NOT about being a good schmoozer, fast talker or hard talker. #smallbizchat
My_WebEvent:	@JDEbberly Good to see you! Missed you last week:) #smallbizchat
LoisMarketing:	No matter your role, you "sell" that you are the best for that role, day in and day out. #smallbizchat A2
TaiGoodwin:	@Design36ixty Passion helps keep the sales conversation real! #smallbizchat
Morgan_LP:	@jillkonrath: A2B - And "selling" themselves short! #smallbizchat
thehealthmaven:	A2 They are born & made...their common characteristic: great vision & represent the client & employer both w/great savvy #smallbizchat



Morgan_LP:	RT @jillkonrath: A2c:Sales is simply a skill. It can be learned. NOT about being a good schmoozer, fast talker or hard talker #smallbizchat
JDEbberly:	RT @jillkonrath: A2c:Sales is simply a skill. It can be learned. And, NOT abt being good schmoozer, fast talker or hard talker #SmallBizChat
femme40:	RT @JDEbberly: RT @kindracotton: A2: Anyone can have an innate ability to do something well, but everyone gets better with practice. #SmallBizChat
madelinesloane:	RT @Design36ixty: I find that it doesn't feel much like selling when I'm passionate...come right from the heart #smallbizchat
CathyWebSavvyPR:	@jillkonrath True - I think small biz owners need 2 learn to sell, although crucial, it is only 1 of needed skills #smallbizchat
RecruitProStaff:	@jillkonrath sharing great biz advice on #smallbizchat come join is!
JDEbberly:	@My_WebEvent Good to see you too! :) I finally managed to make it back this week #SmallBizChat
helenantholis:	RT @jillkonrath: A2b: Business owners who fail to learn what it takes to sell are setting themselves up for failure. #SmallBizChat
smallbizlady:	Q3: WHY ARE CUSTOMERS SO MUCH MORE ?FRAZZLED? THESE DAYS? #smallbizchat
DesignWiseCO:	When you have quality product/service, selling comes easier. In my business much of it is selling me! #smallbizchat
thehealthmaven:	@Simon_GB agreee, in todays environ...a bit more skill needed..., but u r accurate #smallbizchat
coneymedia:	RT @jillkonrath: Business owners who fail to learn what it takes to sell are setting themselves up for failure #smallbizchat
JDEbberly:	RT @smallbizlady: Q3: WHY ARE CUSTOMERS SO MUCH MORE ?FRAZZLED? THESE DAYS? #SmallBizChat
ellenlange:	are trade shows still important to attend for sales or is internet enough #smallbizchat
CathyWebSavvyPR:	RT @smallbizlad Q3: WHY ARE CUSTOMERS SO MUCH MORE ?FRAZZLED? THESE DAYS? #smallbizchat
torreymcgraw:	Tactics are great but it's key to remember that we are all sellers, whether it's a product, service or ourselves #smallbizchat
TaiGoodwin:	RT @smallbizlady: Q3: WHY ARE CUSTOMERS SO MUCH MORE ?FRAZZLED? THESE DAYS? #smallbizchat
JDEbberly:	RT @DesignWiseCO: When you have quality product/service, selling comes easier. In my business much of it is selling me! #SmallBizChat
jillkonrath:	A3: Lots of reasons. Companies are obsessed with maximizing shareholder value & quarterly earnings. #smallbizchat
GRIT08:	A3 Customers have more choice and more messages are being pushed at them #smallbizchat
helenantholis:	Too many choices; not sure whom to trust. RT @smallbizlady: Q3: WHY ARE CUSTOMERS SO MUCH MORE ?FRAZZLED? THESE DAYS? #SmallBizChat
LoisMarketing:	Lurking in #smallbizchat and @IMCChat side by side on TweetDeck -- interesting to say the least!
TaiGoodwin:	RT @ellenlange: are trade shows still important to attend for sales or is internet enough #smallbizchat
CathyWebSavvyPR:	@ellenlange I think at online & Offline networking are both still important 2 biz selling. But go where yr customers are #smallbizchat
JDEbberly:	RT @jillkonrath: A3: Lots of reasons. Companies are obsessed with maximizing shareholder value & quarterly earnings #SmallBizChat



learntech:	Amen to that! RT @jillkonrath: A2c:Sales ... is NOT about being a good schmoozer, fast talker or hard talker. #smallbizchat
My_WebEvent:	A2: To me selling is not about the seller but about the person you are talking to! Discover the need & fill it! #smallbizchat
only1golda:	@yourjobmyoffice Top sellers are master askers #smallbizchat
DesignWiseCO:	RT @learntech: Amen to that! RT @jillkonrath: A2c:Sales ... is NOT about being a good schmoozer, fast talker or hard talker. #smallbizchat
CathyWebSavvyPR:	@ellenlange I see to many of us going to conferences were more people like us hang out, not the clients who want to hre or buy #smallbizchat
lollydaskal:	A3: information overload. #SmallBizChat
yourjobmyoffice:	@coneymedia Just followed you. You can take this girl out of Sheepshead Bay, but she's still a Brooklyn girl at heart! #smallbizchat
CareerAction:	RT @taigoodwin: RT @jillkonrath: Business owners who fail to learn what it takes to sell are setting themselves up for failure #smallbizchat
TaiGoodwin:	@LoisMarketing You are a queen multi-tasker! #smallbizchat
HealerAvalaura:	@SmallBizLady A1: Successful Sales ppl have great listening skills & good negotiation skills so both parties hv a win win. #smallbizchat
jillkonrath:	@ellenlange Re: Trade shows: It depends on your customers & your offering. #smallbizchat
Simon_GB:	@TaiGoodwin A3:Because they are overloaded with information and choice #smallbizchat
Colin_Hung:	A3: Too many options and too much fear of making the wrong decision? #smallbizchat
thehealthmaven:	RT @HealerAvalaura: @SmallBizLady A1: Successful Sales ppl have great listening skills & good negotiation skills so both parties hv a win win. #smallbizchat
kindracotton:	A3: Customers are more "frazzled" because they think they don't have enough time, but it's really about priorities. #SmallBizChat
LoisMarketing:	RT @TaiGoodwin: @LoisMarketing You are a queen multi-tasker! #smallbizchat >> And a babysitter on top of it all :)
JDEbberly:	RT @yourjobmyoffice: @coneymedia Just followed you. You can take this girl out of She #SmallBizChat
MichelleMMM:	@LollyDaskal ohhh a #SmallBizChat? what time did it start?
TaiGoodwin:	RT @Simon_GB: @TaiGoodwin A3:Because they are overloaded with information and choice #smallbizchat
LoonRustics:	A3 tons of options, price comps, trust issues, and second guessing purchases more and more #smallbizchat
jillkonrath:	@ellenlange Re: Trade shows: However, your website is CRUCIAL & should be thought leadership focused #smallbizchat
GRIT08:	A2 The most successful sales people have the customers interests at heart. They build relationships #smallbizchat
JanMBradshaw:	RT @lollydaskal: A3: information overload. #SmallBizChat
KikiThornton:	RT @jillkonrath: A2c:Sales is simply a skill. It can be learned. And, it is NOT about being a good schmoozer, fast talker or hard talker. #smallbizchat



CathyWebSavvyPR:	@ellenlange Example: I just got new coaching client today. She searched LinkedIn 4 SM coach, liked my blog, called, hired me #smallbizchat
LMcCadney:	In the name of "efficiency" companies downsized and are demanding more w/ less. ->WHY ARE CUSTOMERS SO ?FRAZZLED? THESE DAYS? #smallbizchat
TaiGoodwin:	@Simon_GB Info overload is huge! A good sales person filters it for prospects. #smallbizchat
pamslim:	RT @jillkonrath: A2b: You can't just "try" sales, you need to commit to it. It's a challenging job, but it can be learned. #smallbizchat
JDEbberly:	RT @yourjobmyoffice @coneymedia Just followed you. U can take this girl out of Sheepshead Bay, but still a Bklyn girl at heart #SmallBizChat
ellenlange:	in skin care biz, I think the customer is frazzled because information is not direct and people dont understand the products #smallbizchat
TaiGoodwin:	RT @jillkonrath: @ellenlange Re: Trade shows: However, your website is CRUCIAL & should be thought leadership focused #smallbizchat
JDEbberly:	RT @GRIT08: A2 The most successful sales people have the customers interests at heart. They build relationships #SmallBizChat
jillkonrath:	A3b: Lean-and-mean is the name of the game. #smallbizchat
CathyWebSavvyPR:	RT jillkonrath: Re: Trade shows: However, yr website is CRUCIAL & should be thought leadership focused [re client needs] #smallbizchat
HealerAvalaura:	@SmallBizLady A1: Some ppl are more natural to sales, however it is a learned skill that must be developed. #smallbizchat
nettyboops:	RT @GRIT08: A2 The most successful sales people have the customers interests at heart. They build relationships #smallbizchat
jillkonrath:	A3d: Our prospects are expected to do more, with fewer resources and in less time. #smallbizchat
JDEbberly:	RT @jillkonrath: A3b: Lean-and-mean is the name of the game. #SmallBizChat
CathyWebSavvyPR:	@MichelleMMM the chat is 8 pm ET 5 pm Pt every Wednesday night #smallbizchat
kindracotton:	A3: Also, add to that more choices and it makes some less decisive, sometimes waiting until "crisis mode" to act. #SmallBizChat
GRIT08:	A3 Customers also have less time and more activities and responsibilities to manage #smallbizchat
My_WebEvent:	@thehealthmaven Thanks for the RT! Great to see you here and last night on #learnfromwithin! #smallbizchat
lollydaskal:	RT @jillkonrath: A3d: Our prospects are expected to do more, with fewer resources and in less time. #SmallBizChat
Design36ixty:	@DesignWiseCO Ditto! And I know me pretty darn well so its a very real conversation #smallbizchat
JDEbberly:	RT @jillkonrath: A3d: Our prospects are expected to do more, with fewer resources and in less time. #SmallBizChat
jillkonrath:	A3e: Our prospects are burnt out and overwhelmed. 78% would switch jobs if an opportunity arose. #smallbizchat
Morgan_LP:	RT @jillkonrath: A3d: Our prospects are expected to do more, with fewer resources and in less time. #smallbizchat



JDEbberly:	RT @GRIT08: A3 Customers also have less time and more activities and responsibilities to manage #SmallBizChat
getsweetie:	A3 Clients are overwhelmed with additional self service responsibilities and less customer service experiences #smallbizchat
MichelleMMM:	@CathyWebSavvyPR thanks! Does it run an hour? #SmallBizChat
CathyWebSavvyPR:	RT @jillkonrath: A3d: Our prospects are expected to do more, with fewer resources and in less time. #smallbizchat
TaiGoodwin:	RT @JDEbberly: RT @jillkonrath: A3d: Our prospects are expected to do more, with fewer resources and in less time. #smallbizchat
Morgan_LP:	RT @jillkonrath: A3e: Our prospects are burnt out and overwhelmed. 78% would switch jobs if an opportunity arouse. #smallbizchat
JDEbberly:	RT @jillkonrath: A3e: Our prospects are burnt out and overwhelmed. 78% would switch jobs if an opportunity arouse. #SmallBizChat
Design36ixty:	@GRIT08 Good point... #smallbizchat
only1golda:	RT @JDEbberly: RT @GRIT08: A2 The most successful sales people have the customers interests at heart. They build relationships #SmallBizChat
jillkonrath:	A3f: ven when the economy recovers, your prospects will still be expected to work at breakneck speed. #smallbizchat
CathyWebSavvyPR:	@jillkonrath soif we can help our cleints be more effecve & efficient at getting their job done, solve probs = win win #smallbizchat
JDEbberly:	@MichelleMMM SmallBizChat runs from 8pm to 9pm ET #SmallBizChat
coneymedia:	Regards from Brooklyn? where great salespeople are both born AND made. @JDEbberly @yourjobmyoffice #smallbizchat
WeirdNewsReport:	Sales is not just a skill. It is a talent born of practice, product knowledge, positivity, persistence & drive. #SmallBizChat
LewisPoretz:	Evening all... just lurking the stream if thats ok #smallbizchat
smallbizlady:	Q4: WHAT IS ?SNAP SELLING?? #smallbizchat
Simon_GB:	RT @TaiGoodwin Info overload is huge! A good sales person filters it for prospects #smallbizchat
smallbizlady:	How to participate in #SmallBizChat http://bit.ly/S797e ; join in via tonight's tweetgrid: http://bit.ly/sbchat94 #smallbizchat
JDEbberly:	RT @smallbizlady: Q4: WHAT IS ?SNAP SELLING?? #SmallBizChat
gkrue:	RT @CathyWebSavvyPR: @jillkonrath soif we can help our cleints be more effecve & efficient at getting their job done, solve probs = win win #smallbizchat
Morgan_LP:	Eye-opening stat // 78% of prospects would switch jobs if an opportunity arouse. RT @jillkonrath #smallbizchat
mylovely75me:	RT @lollydaskal: A3: information overload. #SmallBizChat
starry_girl:	RT @LewisPoretz: Evening all... just lurking the stream if thats ok #smallbizchat <I'm lurking as well ;)
CathyWebSavvyPR:	@MichelleMMM yes 8-9 pm et one our. host is @smallbizlady cohost @taigoodwin follo @smallbizchat 4 weekly reminders #smallbizchat
lollydaskal:	RT @Simon_GB: RT @TaiGoodwin Info overload is huge! A good sales person filters it for prospects #SmallBizChat



TaiGoodwin:	@LewisPoretz We like lurkers - be careful though this chat can be addicting! #smallbizchat
femme40:	RT @smallbizlady: How to participate in #SmallBizChat http://bit.ly/S797e ; join in via tonight's tweetgrid: http://bit.ly/sbchat94 #smallbizchat
getsweetie:	A3 #smallbizchat There seems to be fewer products tailored to client needs, more one size fits all, less client specific offerings
My_WebEvent:	ABSOLUTELY!> RT @Simon_GB @TaiGoodwin Info overload is huge! A good sales person filters it for prospects #smallbizchat
yourjobmyoffice:	Happy lurking ;-) Chime in when ready. RT @LewisPoretz: Evening all... just lurking the stream if thats ok #smallbizchat
CathyWebSavvyPR:	RT @smallbizlady: Q4: WHAT IS ?SNAP SELLING?? #smallbizchat
smallbizlady:	Live now author & sales expert @JillKonrath on #smallbizchat #WomenWhoRockBusiness month Entrepreneur http://bit.ly/sbchat94
KyBedard:	RT @WeirdNewsReport Sales is not just a skill. Its a talent born of practice, product knowledge,positivity,persistence & drive #SmallBizChat
TaiGoodwin:	RT @smallbizlady: WHAT IS ?SNAP SELLING?? #smallbizchat
DesignWiseCO:	@Design36ixty Yes! It does make for very real conversations & I think that builds more trust quicker than in most professions #smallbizchat
smallbizlady:	For even more great content join the #Smallbizchat Linkedin group! http://bit.ly/smallbizchatonlinkedin #smallbizchat
jillkonrath:	A4: SNAP is an acronym that stands for 4 factors prospects use to evaluate interactions w/ sellers #smallbizchat
smallbizlady:	Join @SmallBizLady live in Philly for #BYOB2011 for Step by step plan to become your own boss http://t.co/UyayEbd #smallbizchat
CathyWebSavvyPR:	@MichelleMMM How 2participate in #SmallBizChat http://bit.ly/S797e ; join in via 2night's tweetgrid: http://bit.ly/sbchat94 #smallbizchat
lollydaskal:	RT @smallbizlady: For even more great content join the #Smallbizchat Linkedin group! http://bit.ly/smallbizchatonlinkedin #SmallBizChat
femme40:	RT @smallbizlady: Live now author & sales expert @JillKonrath on #smallbizchat #WomenWhoRockBusiness month Entrepreneur http://bit.ly/sbchat94
helenantholis:	RT @jillkonrath: A4: SNAP is an acronym that stands for 4 factors prospects use to evaluate interactions w/ sellers #SmallBizChat
Design36ixty:	@DesignWiseCO Indeed! #smallbizchat
TaiGoodwin:	RT @jillkonrath: SNAP is an acronym that stands for 4 factors prospects use to evaluate interactions w/ sellers #smallbizchat
jillkonrath:	A4b: But SNAP also means easy: It's a snap. SNAP means quick: In a snap! SNAP means broken: It snapped. #smallbizchat



JDEbberly:	RT @jillkonrath: A4: SNAP is an acronym that stands for 4 factors prospects use to evaluate interactions w/ sellers #SmallBizChat
RecruitProStaff:	"@jillkonrath: A3d: Our prospects are expected to do more, with fewer resources and in less time. #smallbizchat" Same 4 employees
BeyondtheBrink:	RT @smallbizlady: Join @SmallBizLady live in Philly for #BYOB2011 for Step by step plan to become your own boss http://t.co/UyayEbd #smallbizchat
GRIT08:	@SmallBizLady What is Snap Selling ? scratches head :) #smallbizchat
MichelleMMM:	Hey, glad to be here! I'm digital strategist at LoveTheCool http://bitly.com/WelcomeLTC #SmallBizChat
GRIT08:	Evening @JDEbberly @LewisPoretz @only1golda @Design36ixty #smallbizchat :)
jillkonrath:	A4c: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better. #smallbizchat
InfoUpgrade:	@SmallBizLady I'm feeling overwhelmed by the # of cold calls I have to do... Know of any company's that could do this for me? #SmallBizChat
My_WebEvent:	RT @jillkonrath: A4: SNAP is an acronym that stands for 4 factors prospects use to evaluate interactions w/ sellers #smallbizchat
femme40:	RT @TaiGoodwin: RT @jillkonrath: SNAP is an acronym that stands for 4 factors prospects use to evaluate interactions w/ sellers #smallbizchat
JDEbberly:	RT @jillkonrath: A4b: But SNAP also means easy: It's a snap. SNAP means quick: In a snap! SNAP means broken: It snapped. #SmallBizChat
CathyWebSavvyPR:	Join @SmallBizLady live in Philly 4#BYOB2011Step by step plan 2 become yr own boss http://t.co/UyayEbd #smallbizchat
TaiGoodwin:	Join @SmallBizLady live in Philly for #BYOB2011 -Step by step plan to become your own boss http://t.co/UyayEbd #smallbizchat
JDEbberly:	RT @jillkonrath: A4c: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better #SmallBizChat
jillkonrath:	A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #smallbizchat
starry_girl:	Evening all. Sorry for dropping in late. Lurker here. #smallbizchat
LewisPoretz:	i see some friendly faces... #smallbizchat
Morgan_LP:	RT @jillkonrath: A4c: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better. #smallbizchat
helenantholis:	RT @jillkonrath: A4c: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better. #SmallBizChat
TaiGoodwin:	RT @jillkonrath: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better. #smallbizchat



helenantholis:	RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #SmallBizChat
Morgan_LP:	RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #smallbizchat
JDEbberly:	RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #SmallBizChat
smallbizlady:	RT @jillkonrath: A4: SNAP is an acronym that stands for 4 factors prospects use to evaluate interactions w/ sellers #smallbizchat
GRIT08:	@My_WebEvent Interesting. Do you have more info ? #smallbizchat re snap selling.
My_WebEvent:	RT @jillkonrath: A4c: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better #smallbizchat
dawnlan7:	RT @smallbizlady: How to participate in #SmallBizChat http://bit.ly/S797e ; join in via tonight's tweetgrid: http://bit.ly/sbchat94 #smallbizchat
jillkonrath:	A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, you're irrelevant. #smallbizchat
femme40:	RT @TaiGoodwin: RT @jillkonrath: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better. #smallbizchat
TaiGoodwin:	@starry_girl Welcome to the chat better late than not at all...join the convo #smallbizchat
smallbizlady:	RT @jillkonrath: A4c: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better. #smallbizchat
kindracotton:	RT @smallbizlady: Join @SmallBizLady live in Philly for #BYOB2011 for Step by step plan to become your own boss http://t.co/UyayEbd #smallbizchat
TaiGoodwin:	RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #smallbizchat
femme40:	RT @JDEbberly: RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #SmallBizChat
starry_girl:	@TaiGoodwin Thank you. #Smallbizchat
kindracotton:	RT @smallbizlady: For even more great content join the #Smallbizchat LinkedIn group! http://bit.ly/smallbizchatonlinkedin #smallbizchat
smallbizlady:	RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #smallbizchat
BeyondtheBrink:	RT @jillkonrath: A4c: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better. #smallbizchat



jillkonrath:	A4f: P = Priorities. Prospects always ask: Is it urgent? If your product, service or solution isn't, no action will be taken. #smallbizchat
My_WebEvent:	RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #smallbizchat
JDEbberly:	RT @jillkonrath: A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, you're irrelevant. #SmallBizChat
SurePressAgency:	How do you identify your niche in the competitive advertising industry? #smallbizchat
thehealthmaven:	RT @helenantholis: RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #SmallBizChat
Design36ixty:	@GRIT08 Good Evening #smallbizchat
TaiGoodwin:	RT @jillkonrath: A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, you're irrelevant. #smallbizchat
BeyondtheBrink:	RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #smallbizchat
helenantholis:	RT @jillkonrath: A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, youre irrelevant. #SmallBizChat
smallbizlady:	RT @jillkonrath: A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, you're irrelevant. #smallbizchat
BeyondtheBrink:	RT @jillkonrath: A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, you're irrelevant. #smallbizchat
WWalkerWW:	@LollyDaskal Hello #smallbizchat IF your selling hoola hops everyone has one; products that fill relevant need and best of brand niche mkts.
katskloset:	RT @ellenlange: in skin care biz, I think the customer is frazzled because information is not direct and people dont under #smallbizchat
GRIT08:	@starry_girl Evening :) #smallbizchat
femme40:	RT @JDEbberly: RT @jillkonrath: A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, you're irrelevant. #SmallBizChat
jillkonrath:	A4g: When you understand the 4 SNAP Factors, you change how you approach every customer interaction. #smallbizchat
JDEbberly:	RT @SurePressAgency: How do you identify your niche in the competitive advertising industry? #SmallBizChat
My_WebEvent:	RT @jillkonrath: A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, you're irrelevant. #smallbizchat
helenantholis:	RT @jillkonrath: A4f: P = Priorities. Prospects ask: Is it urgent? If your product, service isnt, no action will be taken. #SmallBizChat



Morgan_LP:	RT @jillkonrath: A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, youre irrelevant. #smallbizchat
getsweetie:	The Acronym I was taught was S is it simple to use N is it necessary A is it Accessible P is it productive... #smallbizchat
starry_girl:	@Grit08 Evening to you :) Nice to see you. #Smallbizchat
LoisMarketing:	RT @GetSweetie: The Acronym I was taught was S is it simple to use N is it necessary A is it Accessible P is it productive... #smallbizchat
TaiGoodwin:	RT @jillkonrath: A4f: P = Priorities. Prospects always ask: Is it urgent? #smallbizchat
smallbizlady:	RT @jillkonrath A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #smallbizchat
Morgan_LP:	RT @jillkonrath: A4f: P = Priorities. Prospects always ask: Is it urgent? If your solution isn't, no action will be taken. #smallbizchat
JanMBradshaw:	Snap - Keep it Simple, Be iNvaluable, Always Aligned, and Raise Priorities #SmallBizChat
My_WebEvent:	RT @jillkonrath: A4f: P = Priorities. Prospects always ask: Is it urgent? #smallbizchat
TaiGoodwin:	RT @jillkonrath: A4g: When you understand the 4 SNAP Factors, you change how you approach every customer interaction. #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A4c: S stands for Simple. Prospects constantly ask: Is it SIMPLE or is it complex? The simpler, the better. #smallbizchat
lollydaskal:	RT @getsweetie: The Acronym I was taught was S is it simple to use N is it necessary A is it Accessible P is it productive... #SmallBizChat
FearBustinSales:	RT @jillkonrath: A2b: Business owners who fail to learn what it takes to sell are setting themselves up for failure. #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A4d: N = iNvaluable. Prospects ask: Does this person add value? Or is she just another salesperson? #smallbizchat
My_WebEvent:	RT @getsweetie: The Acronym I was taught was S is it simple to use N is it necessary A is it Accessible P is it productive #smallbizchat
JDEbberly:	RT @jillkonrath A4f P=Priorities. Prospects always ask: Is it urgent? If your prod, srvce or soln isn't, no actionll be taken #SmallBizChat
femme40:	RT @TaiGoodwin: RT @jillkonrath: A4f: P = Priorities. Prospects always ask: Is it urgent? #smallbizchat
TaiGoodwin:	RT @JanMBradshaw: A4g: When you understand the 4 SNAP Factors, you change how you approach every customer interaction. #smallbizchat
FearBustinSales:	RT @jillkonrath: A2c:Sales is simply a skill. It can be learned. And, it is NOT about being a good schmoozer, fast talker or hard talker. #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A4e: A = Aligned. Prospects ask: Is this aligned with my key priorities? If not, you're irrelevant. #smallbizchat



JDEbberly:	RT @jillkonrath:A4g: When you understand the 4 SNAP Factors, you change how you approach every customer interaction #SmallBizChat
CathyWebSavvyPR:	RT @jillkonrath: A4f: P = Priorities. Prospects always ask: Is it urgent? If your product, service or solution isn't, no action will be taken. #smallbizchat
FearBustinSales:	RT @jillkonrath: A4f: P = Priorities. Prospects always ask: Is it urgent? If your product, service or solution isn't, no action will be taken. #smallbizchat
JDEbberly:	RT @JanMBradshaw: Snap - Keep it Simple, Be iNvaluable, Always Aligned, and Raise Priorities #SmallBizChat
smallbizlady:	RT @jillkonrath A4f P =Priorities. Prospects always ask: Is it urgent? If your product, service isn't, no action will be taken #smallbizchat
My_WebEvent:	RT @jillkonrath: A4g: When you understand the 4 SNAP Factors, you change how you approach every customer interaction. #smallbizchat
smallbizlady:	Q5: CAN YOU SHARE AN EXAMPLE OF HOW A SALES EFFORT CAN BECOME MORE VALUABLE TO CUSTOMERS? #smallbizchat
femme40:	RT @JDEbberly: RT @JanMBradshaw: Snap - Keep it Simple, Be iNvaluable, Always Aligned, and Raise Priorities #SmallBizChat
JDEbberly:	RT @smallbizlady: Q5: CAN YOU SHARE AN EXAMPLE OF HOW A SALES EFFORT CAN BECOME MORE VALUABLE TO CUSTOMERS? #SmallBizChat
AffordAnything:	@JDEbberly @JanMBradshaw "raise" priorities -- does this mean, constantly re-evaluate priorities so that the best are on top? #smallbizchat
smallbizlady:	RT @InfoUpgrade: @SmallBizLady I'm feeling overwhelmed by the # of cold calls I have to do... Know of any company's that could do this for me? #SmallBizChat
TaiGoodwin:	RT @smallbizlady: Q5: CAN YOU SHARE AN EXAMPLE OF HOW A SALES EFFORT CAN BECOME MORE VALUABLE TO CUSTOMERS? #smallbizchat
BeyondtheBrink:	RT @smallbizlady: RT @jillkonrath A4f P =Priorities. Prospects always ask: Is it urgent? If your product, service isn't, no action will be taken #smallbizchat
My_WebEvent:	RT @JDEbberly: RT @JanMBradshaw: Snap - Keep it Simple, Be iNvaluable, Always Aligned, and Raise Priorities #smallbizchat
GRIT08:	I have one principle all customers are important and have a network you can access whether you sell to them or not. #smallbizchat
yourjobmyoffice:	@learntech Hi Jackie! Enjoying #smallbizchat tonight?
ellenlange:	I am always so envious of the confidence of good sales people #smallbizchat
SurePressAgency:	RT @jillkonrath: Aligned. Prospects ask: Is this aligned with my key priorities? If not, you're irrelevant. #smallbizchat



getsweetie:	When you truly understand your client's needs, helping them select an appropriate product will increase their business/prod #smallbizchat
LoisMarketing:	In SNAP be aware and responsive to customer's N = NOW. What is their priority, urgency? Don't judge or rank it -- answer it! #smallbizchat
gunterwessels:	Q5 It's all about the network and connections #smallbizchat
helenantholis:	A5 To be more valuable to customers, solve more than the obvious problem. #SmallBizChat
jillkonrath:	A5: Absolutely. Here are several examples of what prospects might find to be ?valuable.? #smallbizchat
NickBianchi:	RT @jillkonrath: A1b: Top sellers are learners. They're extremely curious. They read and ask lots of questions. They never get stale. #smallbizchat
JDEbberly:	RT @ellenlange: I am always so envious of the confidence of good sales people #SmallBizChat
starry_girl:	RT @LoisMarketing: In SNAP be aware and responsive to customer's N = NOW. What is their priority, urgency? Don't judge or rank it -- answer it! #smallbizchat
thehealthmaven:	RT @ellenlange: agree, it is an amazing skill set! I am always so envious of the confidence of good sales people #smallbizchat
JDEbberly:	RT @helenantholis: A5 To be more valuable to customers, solve more than the obvious problem. #SmallBizChat
TaiGoodwin:	RT @AffordAnything: "raise" priorities -- does this mean, constantly re-evaluate priorities so that the best are on top? #smallbizchat
smallbizlady:	@Grit08 Snap Selling is @JillKonrath's #1 best selling book. Get the transcript for more #smallbizchat
jillkonrath:	A5b: To be an invaluable resource to your prospects, study industry trends ? theirs and yours. #smallbizchat
JDEbberly:	RT @jillkonrath: A5: Absolutely. Here are several examples of what prospects might find to be ?valuable.? #SmallBizChat
AffordAnything:	@smallbizlady @InfoUpgrade Careful about outsourcing cold calls ... if the listener is interested, caller must know what 2 say #smallbizchat
sinteriordesign:	RT @DesignWiseCO: When you have quality product/service, selling comes easier. In my business much of it is selling me! #smallbizchat
Design36ixty:	RT @helenantholis: Great Point! #smallbizchat
getsweetie:	Qualify potentials, know if they are ready for your product or services...if not help them find appropriate steps to get ready #smallbizchat
gunterwessels:	Anticipating and redefining the issue based on the relationship RT @helenantholis:solve more than the obvious problem. #SmallBizChat
BeyondtheBrink:	RT @smallbizlady: Q5: CAN YOU SHARE AN EXAMPLE OF HOW A SALES EFFORT CAN BECOME MORE VALUABLE TO CUSTOMERS? #smallbizchat
GRIT08:	@SmallBizLady Thank you. :) #smallbizchat
jillkonrath:	@infoupgrade Yes, I know companies who do lead gen, but do you really need to make so many calls? #smallbizchat



lollydaskal:	A5: think less-- do more. #SmallBizChat
WeirdNewsReport:	Everyone sells in thriving markets. Great salespeople perform in down markets. Don't participate in the recession. Improve #SmallBizChat .
LoisMarketing:	#smallbizchat Focus on solving the obvious problem -- then they'll count on you to solve the underlying ones #smallbizchat
SurePressAgency:	RT @jillkonrath: To be an invaluable resource to your prospects, study industry trends ? theirs and yours. #smallbizchat
gunterwessels:	Equally good to think more...and make a bigger contribution...RT @LollyDaskal: A5: think less-- do more. #SmallBizChat
jillkonrath:	@infoupgrade You need to also look at what you're saying too. Most people have bad messages. #smallbizchat
ellenlange:	I find the sales part of a business overwhelming #smallbizchat
LoonRustics:	Referral business is the best business get a good referral!! #smallbizchat
smallbizlady:	RT @AffordAnything @InfoUpgrade Careful abt outsourcing cold calls if the listener is interested, caller must know what 2 say #smallbizchat
helenantholis:	Talk less -- say more. RT @lollydaskal: A5: think less-- do more. #SmallBizChat
thehealthmaven:	RT @LollyDaskal: A5: u r point on, Lolly...now is the time where execution is so valuable re: think less-- do more. #SmallBizChat
AffordAnything:	@WeirdNewsReport I love your last comment AND your avatar! #smallbizchat
JDEbberly:	RT @WeirdNewsReport Everyone sells in thriving mrkts. Gr8 salesppl perform down mrkts. Don't participate in recession. Improv #SmallBizChat
My_WebEvent:	Confidence comes when you're not hinging on prospect. When seller only sees \$\$ signs on the forehead, prospect feels it! #smallbizchat
TaiGoodwin:	RT @LoisMarketing: be responsive to customer's N = NOW. What is their priority, urgency? Don't judge or rank it -- answer it! #smallbizchat
Design36ixty:	@WeirdNewsReport Like it! be a creative thinker-do-er! #smallbizchat
starry_girl:	I agree. RT @ellenlange: I find the sales part of a business overwhelming #smallbizchat
AffordAnything:	RT @WeirdNewsReport: Everyone sells in thriving markets. Great salespeople perform in down markets. Don't participate in the recession. Improve #SmallBizChat .
TaiGoodwin:	RT @getsweetie: Qualify potentials, know if they are ready for your services...if not help them find appropriate steps #smallbizchat
jillkonrath:	A5c: To be an invaluable resource, bring your prospects ideas on how other companies handle key business issues. #smallbizchat
getsweetie:	Confidence comes from having competence in your offerings, knowledge and experience of knowing who your client is. #smallbizchat
Morgan_LP:	A5: Solve problems. If you had the cure for cancer you wouldn't wonder about sharing it. Believe in your solutions. #smallbizchat



JDEbberly:	RT @AffordAnything @InfoUpgrade Careful abt outsourcing cold calls if the listener is interested, caller must know what 2 say #SmallBizChat
jillkonrath:	A5d: To be an invaluable resource, challenge your prospect's thinking. Help them see their situation in a new light. #smallbizchat
gunterwessels:	Break it down into phases and steps.RT @starry_girl: I agree. RT @ellenlange: I find the sales part of a business overwhelming #smallbizchat
thehealthmaven:	@My_WebEvent .agree..that 's when the prospect starts to take the small steps backwards...\$\$ #smallbizchat
JDEbberly:	RT @jillkonrath: A5c: To be an invaluable resource, bring your prospects ideas on how other companies handle key biz issues #SmallBizChat
TaiGoodwin:	RT @jillkonrath: To be an invaluable resource, bring your prospects ideas on how other companies handle key business issues. #smallbizchat
LoonRustics:	Look at down markets as opportunities not problems #smallbizchat
Morgan_LP:	A5: Believe in what you're offering. If you don't believe in it, the client won't either. #smallbizchat
JDEbberly:	RT @getsweetie: Confidence comes from having competence in ur offerings, knowledge, experience of knowing who your client is #SmallBizChat
lollydaskal:	RT @LoonRustics: Look at down markets as opportunities not problems #SmallBizChat
smallbizlady:	Q6: WE ARE ALL INUNDATED WITH INFORMATION NOW. HOW DO YOU AVOID BECOMING PART OF THE NOISE? #smallbizchat
lollydaskal:	RT @Morgan_LP: A5: Believe in what youre offering. If you dont believe in it, the client wont either. #SmallBizChat
WWalkerWW:	RT @lollydaskal: RT @smallbizlady: For even more great content join the #Smallbizchat Linkedin group! http://bit.ly/smallbizchatonlinkedin #SmallBizChat
JDEbberly:	RT @jillkonrath: A5d: To be an invaluable resource, challenge your prosp's thinking. Help 'em see their situation in new light #SmallBizChat
helenantholis:	So true. RT @Morgan_LP: A5: Believe in what youre offering. If you dont believe in it, the client wont either. #SmallBizChat
NamasteLight:	RT @lollydaskal: RT @LoonRustics: Look at down markets as opportunities not problems #SmallBizChat
CathyWebSavvyPR:	@InfoUpgrade I'd need 2 know more about yr biz, but U can use SM 2 turn cold calls into warm leads - http://bit.ly/fOmtk3 #smallbizchat
sandymcmullen:	RT @lollydaskal: RT @Morgan_LP: A5: Believe in what youre offering. If you dont believe in it, the client wont either. #SmallBizChat
JDEbberly:	RT @LoonRustics: Look at down markets as opportunities not problems (AMEN!!!!) #SmallBizChat
getsweetie:	The invaluable service recognizes potential and builds the bridges w/clients to support current/future success #smallbizchat
smallbizlady:	RT @LoonRustics: Look at down markets as opportunities not problems #smallbizchat



JDEbberly:	RT @smallbizlady: Q6: WE ARE ALL INUNDATED WITH INFORMATION NOW. HOW DO YOU AVOID BECOMING PART OF THE NOISE? #SmallBizChat
starry_girl:	@gunterwessels Good advice, thank you. #Smallbizchat
AffordAnything:	@lollydaskal @LoonRustics Some of the best businesses have been started during down markets ... be hopeful when others are not #SmallBizChat
jillkonrath:	A6: First, let's define "noise." It's "stuff? that doesn't help a person get their work done. #smallbizchat
singlelife2wife:	RT @lollydaskal: RT @Morgan_LP: A5: Believe in what you're offering. If you don't believe in it, the client won't either. #SmallBizChat
AmyPetersStudio:	RT @lollydaskal: RT @LoonRustics: Look at down markets as opportunities not problems #SmallBizChat
JDEbberly:	RT @getsweetie: The invaluable service recognizes potential and builds the bridges w/clients to support current/future success #SmallBizChat
GRIT08:	A5 One way is to focus on lifetime value cross sell/partner with biz in diff market Customers may find valuable #smallbizchat
Simon_GB:	RT @smallbizlady: RT @LoonRustics: Look at down markets as opportunities not problems #smallbizchat
gunterwessels:	Or KNOW what you're offering and match it with the cust. RT @LollyDaskal: RT @Morgan_LP: A5: Believe in what you're offering... #SmallBizChat
Morgan_LP:	RT @jillkonrath: A6: First, let's define "noise." It's "stuff? that doesn't help a person get their work done. #smallbizchat
AffordAnything:	@JDEbberly @smallbizlady Be niche, have a clearly defined identity, target customers with strategy and focus #SmallBizChat
helenantholis:	Keep it clear and focused. RT @smallbizlady: Q6: WE ARE ALL INUNDATED WITH INFORMATION. HOW DO YOU AVOID BEING PART OF NOISE? #SmallBizChat
thehealthmaven:	A6..your signal has to be greater than all the noise out there..good biz savvy invaluable..#smallbizchat
ellenlange:	I sell on passion but I need something else to get me to next level #smallbizchat
jillkonrath:	Q6b: Practice ruthless relevance. Every contact must be focused on a biz objective, issue or challenge. #smallbizchat
KyBedard:	RT @Grit08 A5 One way is to focus on lifetime value cross sell/partner with biz in diff market Customers may find valuable #smallbizchat
LoonRustics:	A6 focus on your customers needs, provide high level of service, have exclusivity, build relationships to stand out #smallbizchat
lollydaskal:	noise = S.O.S shiny object syndrome. #SmallBizChat
JDEbberly:	RT @GRIT08: A5 One way is to focus on lifetime value cross sell/partner with biz in diff market Customers may find valuable #SmallBizChat
smallbizlady:	RT @lollydaskal: RT @Morgan_LP: A5: Believe in what you're offering. If you don't believe in it, the client won't either. #smallbizchat



WeirdNewsReport:	The first letters in Improve = improve! Use your head/talent to rise above others & don't hang around burnt out people. #SmallBizChat
femme40:	Yes! Agree... @JDEbberly @LoonRustics RT Look at down markets as opportunities not problems (AMEN!!!!) #SmallBizChat
THO_R:	RT @GRIT08: I have one principle all customers are important and have a network you can access whether you sell to them or not. #smallbizchat
RusticRetrieval:	RT @LoonRustics: Look at down markets as opportunities not problems #smallbizchat
getsweetie:	A6 Personalizing the details, talking with people not at them, taking time to question and listen well makes you stand out #smallbizchat
DesignWiseCO:	When possible I help clients w/issues outside my realm(even just name of someone2call)...for me it's all abt service to client #smallbizchat
chamberkathy:	RT @MamaBritt: RT @jillkonrath: A1e: Top sellers know they?ll be successful if they help customers achieve their objectives. #smallbizchat
JDEbberly:	RT @AffordAnything: @JDEbberly @smallbizlady Be niche, have a clearly defined identity, target customers w strategy and focus #SmallBizChat
singlelife2wife:	how often do you guys meet? Just came across - #SmallBizChat
jillkonrath:	A6c: Being ruthlessly relevent requires an investment of time upfront, but the payback is huge. #smallbizchat
GRIT08:	@KyBedard Hi Ky #smallbizchat
NICC909:	RT @lollydaskal: noise = S.O.S shiny object syndrome. #SmallBizChat
thehealthmaven:	RT @LollyDaskal: noise = u bet, now is not the time for S.O.S. - excellent. S.O.S shiny object syndrome. #SmallBizChat
helenantholis:	RT @DesignWiseCO: When possible I help clients w/issues outside my realm(even just name of someone2call)..service the client #SmallBizChat
JDEbberly:	RT @getsweetie: A6 Personalizing the details, talking w ppl not at them, taking time question, listen well makes u stand out #SmallBizChat
jillkonrath:	A6d: Think small & parcel info out. #smallbizchat
JDEbberly:	RT @jillkonrath: A6c: Being ruthlessly relevent requires an investment of time upfront, but the payback is huge #SmallBizChat
rebekahpierce:	RT @JDEbberly: RT @GRIT08: A5 One way is to focus on lifetime value cross sell/partner with biz in diff market Customers may find valuable #SmallBizChat
TaiGoodwin:	RT @jillkonrath: A6c: Being ruthlessly relevent requires an investment of time upfront, but the payback is huge. #smallbizchat
Rinidas:	RT @jillkonrath: A6: First, let's define "noise." It's "stuff" that doesn't help a person get their work done. #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A5b: To be an invaluable resource to your prospects, study industry trends ? theirs and yours. #smallbizchat
Ramias:	RT @lollydaskal: noise = S.O.S shiny object syndrome. #SmallBizChat



AmyPetersStudio:	Just wondering same thing! RT @singlelife2wife how often do you guys meet? Just came across - #SmallBizChat
Morgan_LP:	RT @jillkonrath: Q6b: Practice ruthless relevance. Every contact must be focused on a biz objective, issue or challenge. #smallbizchat
jillkonrath:	A6e: Write short emails. Ask for only one decision/message. Only attach one PDF or send on link. #smallbizchat
JDEbberly:	RT @jillkonrath: A6d: Think small & parcel info out. #SmallBizChat
smallbizlady:	Q1f 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
yourjobmyoffice:	Every Weds. 8 pm et. Follow @smallbizlady, @smallbizchat RT @singlelife2wife: how often do you guys meet? Just came across #smallbizchat
JDEbberly:	RT @jillkonrath: A6e: Write short emails. Ask for only one decision/message. Only attach one PDF or send on link. #SmallBizChat
smallbizlady:	For tips on #smallbiz success subscribe to Melinda Emerson?s blog at http://bit.ly/3x5Gm2 http://www.succeedasyourownboss.com/ #smallbizchat
helenantholis:	Perfect. RT @jillkonrath: A6e: Write short emails. Ask for only one decision/message. Only attach one PDF or send on link. #SmallBizChat
My_WebEvent:	RT @lollydaskal: noise = S.O.S shiny object syndrome. #smallbizchat
LoisMarketing:	#smallbizchat A6 Rise above the noise by offering tweets and posts of value, share information, give first
smallbizlady:	Help @SmallBizLady, My Client Doesn?t Value My Expertise http://bit.ly/dQ8f0h #smallbizchat
JDEbberly:	RT @LoisMarketing: #smallbizchat A6 Rise above the noise by offering tweets and posts of value, share information, give first #SmallBizChat
TaiGoodwin:	@jillkonrath Love the concept of ruthlessly relevant...means u have to stay on top of ur game huge benefit for your customers #smallbizchat
smallbizlady:	Q7: IT CAN BE REALLY TOUGH TO LOCATE A DECISION MAKER?S NAME? HOW DO YOU DO IT? #smallbizchat
DesignWiseCO:	RT @SmallBizLady:If you know a small biz owner who could use some advice tell them to follow and join us every Wed 8-9 ET #smallbizchat
CathyWebSavvyPR:	RT @smallbizlady: Q6: WE ARE ALL INUNDATED WITH INFORMATION NOW. HOW DO YOU AVOID BECOMING PART OF THE NOISE? #smallbizchat
JDEbberly:	RT @smallbizlady: Help @SmallBizLady, My Client Doesn?t Value My Expertise http://bit.ly/dQ8f0h #SmallBizChat
GRIT08:	Great sales people sell more in recession. Less competition and more opportunity to deliver value. #smallbizchat
AffordAnything:	Try using an egg timer, stopwatch or watch alarm to appropriate small increments of time (10 min) to specific tasks #SmallBizChat
JDEbberly:	RT @smallbizlady: Q7: IT CAN BE REALLY TOUGH TO LOCATE A DECISION MAKER?S NAME? HOW DO YOU DO IT? #SmallBizChat



Morgan_LP:	A6: Give without expecting something in return. Givers get. #smallbizchat
jillkonrath:	A7: If you're calling a big company, 1st focus on which business unit or division you want to get into. #smallbizchat
TaiGoodwin:	RT @LoisMarketing: A6 Rise above the noise by offering posts of value, share information, give first - words to live by #smallbizchat
JDEbberly:	RT @AffordAnything: Try using an egg timer, stopwatch watch alarm to appropriate small incrts time (10min) to specific tasks #SmallBizChat
CTChrisAdams:	Very true! RT @Morgan_LP: A6: Give without expecting something in return. Givers get. #smallbizchat
JDEbberly:	RT @Morgan_LP: A6: Give without expecting something in return. Givers get #SmallBizChat
DrLauraHills:	@SmallBizLady Give people the information they need. Focus on being of service to others. Edit yourself ruthlessly. #smallbizchat
KyBedard:	Hi KyRT @Grit08 Yo Kenny. Good seeing u #smallbizchat
thehealthmaven:	RT @Morgan_LP: A6: yes, give to give...gotta live that 24/7 :) Give without expecting something in return. Givers get. #smallbizchat
JDEbberly:	RT @jillkonrath: A7: If you're calling a big company, 1st focus on which business unit or division you want to get into. #SmallBizChat
jillkonrath:	A7b: After narrowing your scope, you can research contacts via Advanced Google or LinkedIn searches #smallbizchat
DesignWiseCO:	RT @DrLauraHills: @SmallBizLady Give people the information they need. Focus on being of service to others. Edit yourself ruthlessly. #smallbizchat
rebekahpierce:	RT @smallbizlady: For tips on #smallbiz success subscribe to Melinda Emerson's blog at http://bit.ly/3x5Gm2 http://www.succeedasyourownboss.com/ #smallbizchat
gunterwessels:	RT @LollyDaskal: noise = S.O.S shiny object syndrome. #SmallBizChat
Commercializeme:	RT @LollyDaskal: noise = S.O.S shiny object syndrome. #SmallBizChat
JDEbberly:	RT @DrLauraHills: @SmallBizLady Give people the information they need. Focus being service to others. Edit urself ruthlessly #SmallBizChat
GRIT08:	@ellenlange @starry_girl Outsource or Hire someone who loves to sell or the biz will suffer in the long term. #smallbizchat
AffordAnything:	@DrLauraHills @SmallBizLady Yes, edit yourself!! Stephen King calls this "killing your darlings" #SmallBizChat
rgbrody:	RT @lollydaskal: RT @getsweetie: The Acronym I was taught was S is it simple to use N is it necessary A is it Accessible P is it productive... #SmallBizChat
JDEbberly:	RT @jillkonrath: A7b: After narrowing your scope, you can research contacts via Advanced Google or LinkedIn searches #SmallBizChat
TaiGoodwin:	RT @DrLauraHills: @SmallBizLady Give people what they need. Focus on being of service to others. Edit yourself ruthlessly. #smallbizchat
jillkonrath:	A7c: Use search parameters like: ?VP, Sales? ?General Mills? ?food service? to identify decision makers. #smallbizchat



accessbizcap:	@smallbizlady How to participate in #SmallBizChat http://bit.ly/S797e ; join in via tonight's tweetgrid: http://bit.ly/sbchat94 #smallbizchat
JanMBradshaw:	Understand your customers pain point, and provide information to solve their problem. #SmallBizChat
CathyWebSavvyPR:	@jillkonrath noise = 3 crappy "sales letters" I got via email. No price in email, none on squeeze pg, 3rd click = over \$500 #smallbizchat
JDEbberly:	RT @jillkonrath: A7c: Use search parameters like: ?VP, Sales? ?General Mills? ?food service? to identify decision makers. #SmallBizChat
jillkonrath:	A7d: Put words that go together into quotes to narrow your searches. #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A6e: Write short emails. Ask for only one decision/message. Only attach one PDF or send on link. #smallbizchat
JDEbberly:	RT @JanMBradshaw: Understand your customers pain point, and provide information to solve their problem. #SmallBizChat
jillkonrath:	A7e: Also @Jigsaw, @ZoomInfo & @Netprospex are great resources to get email & phone contact info. #smallbizchat
yourjobmyoffice:	At times I didn't believe this, but it pays off! RT @Morgan_LP: A6: Give without expecting something in return. Givers get. #smallbizchat
JDEbberly:	RT @jillkonrath: A7d: Put words that go together into quotes to narrow your searches. #SmallBizChat
Morgan_LP:	RT @JanMBradshaw: Understand your customers pain point, and provide information to solve their problem. #smallbizchat
LoisMarketing:	#smallbizchat A7 Maybe too elementary -- but my greatest success comes from ASKING for their names :)
milesaustin:	@KyBedard Nice to see you on #smallbizchat. Aren't you supposed to be generating leads? #smallbizchat
TaiGoodwin:	@jillkonrath noise = 3 crappy "sales letters" I got via email. No price in email, none on squeeze pg, 3rd click = over \$500 #smallbizchat
starry_girl:	Good point. RT @Grit08: @ellenlange Outsource or Hire someone who loves to sell or the biz will suffer in the long term. #smallbizchat
MamaBritt:	RT @jillkonrath: A7: If you're calling a big company, 1st focus on which business unit or division you want to get into. #smallbizchat
GRIT08:	A6 Focus on quality, consistency, value, show customers it is not all about the sale. #smallbizchat
TaiGoodwin:	RT @jillkonrath: A7e: Also @Jigsaw, @ZoomInfo & @Netprospex are great resources to get email & phone contact info. #smallbizchat
jillkonrath:	A7f: You can call too. 1st ask to be transferred to biz unit (e.g., marketing, sales, legal) w/in division. #smallbizchat
accessbizcap:	@jillkonrath To be an invaluable resource, bring your prospects ideas on how other companies handle key business issues. #smallbizchat
JDEbberly:	RT @jillkonrath: A7e: Also @Jigsaw, @ZoomInfo & @Netprospex are great resources to get email & phone contact info #SmallBizChat



MamaBritt:	RT @jillkonrath: A7e: Also @Jigsaw, @ZoomInfo & @Netprospex are great resources to get email & phone contact info. #smallbizchat
CathyWebSavvyPR:	RT @smallbizlady: Q7: IT CAN BE REALLY TOUGH TO LOCATE A DECISION MAKER'S NAME? HOW DO YOU DO IT? #smallbizchat
yourjobmyoffice:	@singlelife2wife #smallbizchat launched my biz. Always, always quality info, great people.
CathyWebSavvyPR:	RT @jillkonrath: A7: If you're calling a big company, 1st focus on which business unit or division you want to get into. #smallbizchat
accessbizcap:	@jillkonrath To be an invaluable resource, challenge your prospect's thinking. Help them see their situation in a new light. #smallbizchat
AffordAnything:	@JDEbberly @jillkonrath Listen to others: the highest-ranked aren't always the most influential decision-makers #SmallBizChat
JDEbberly:	There are a lotta people on this chat - SmallBizChat has grown geometrically #SmallBizChat
jillkonrath:	A7g: Ask for help. Say you're trying to reach the person responsible for the biz issue you address. #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A7b: After narrowing your scope, U can research contacts via Advanced Google or LinkedIn searches [LI = yes] #smallbizchat
accessbizcap:	@jillkonrath Practice ruthless relevance. Every contact must be focused on a biz objective, issue or challenge. #smallbizchat
JDEbberly:	RT @AffordAnything: @JDEbberly @jillkonrath Listen to others: highest-ranked aren't always most influential decision-makers #SmallBizChat
thehealthmaven:	@LoisMarketing hi Lois...it's the small things that make the diff! great point! that's never too elementary #smallbizchat
JanMBradshaw:	RT @jillkonrath: A7b: After narrowing your scope, you can research contacts via Advanced Google or LinkedIn searches #SmallBizChat
JDEbberly:	RT @smallbizlady: Q7: IT CAN BE REALLY TOUGH TO LOCATE A DECISION MAKER'S NAME? HOW DO YOU DO IT? #SmallBizChat
LoisMarketing:	#smallbizchat A7: Stop thinking of the 'gatekeeper' as 'the great enemy'. Be kind and professional -- amazing what that will win you!
AffordAnything:	Don't assume a correlation b/t someone's position and their influence in making the decisions #SmallBizChat
starry_girl:	+1 RT @Grit08: A6 Focus on quality, consistency, value, show customers it is not all about the sale. #smallbizchat
JDEbberly:	RT @jillkonrath: A7g: Ask for help. Say you're trying to reach the person responsible for the biz issue you address #SmallBizChat
CathyWebSavvyPR:	RT @jillkonrath: A7e: Also @Jigsaw, @ZoomInfo & @Netprospex are great resources to get email & phone contact info. #smallbizchat
MichaelWillett:	RT @CathyWebSavvyPR: RT @jillkonrath: A7b: After narrowing your scope, U can research contacts via Advanced Google or LinkedIn searches [LI = yes] #smallbizchat



Morgan_LP:	@yourjobmyoffice So true! When I look back on successes, I see that the good stuff came when I didn't have my hand out. #smallbizchat
smallbizlady:	Q8: HOW CAN YOU SPEED UP THE DECISION MAKING PROCESS WITHOUT BEING OBNOXIOUS? #smallbizchat
accessbizcap:	@smallbizlady If you know a small biz owner who could use some advice tell them to follow @SmallBizChat join us Weds 8-9 ET #smallbizchat
RecruitProStaff:	RT @jillkonrath: A1g: Top sellers do the work ? even when they don't feel like it. They're disciplined on a daily basis. #smallbizchat
AffordAnything:	Sometimes people in the middle rungs of an organization have the respect to influence a company decision #SmallBizChat
GreenSoil:	RT @Morgan_LP: @yourjobmyoffice So true! When I look back on successes, I see that the good stuff came when I didn't have my hand out. #smallbizchat
JDEbberly:	RT @starry_girl: +1 RT @Grit08: A6 Focus on quality, consistency, value, show customers it is not all about the sale #SmallBizChat
milesaustin:	A7 Try mypeoplemaps.com to view your connections in a unique way-helps identify a path to a connection visually. #smallbizchat
KyBedard:	I generate leads in my sleep. lol RT @milesaustin Nice to see you on #smallbizchat. Aren't you supposed to be generating leads? #smallbizchat
jillkonrath:	A8: Here?s some good news for you! Obnoxious, pushy behavior never works in #sales. #smallbizchat
getsweetie:	When you have solid products and services gatekeepers will see your value when you develop your tailored offer #smallbizchat
CEOCoch:	RT @jillkonrath: A6c: Being ruthlessly relevant requires an investment of time upfront, but the payback is huge. #smallbizchat
JDEbberly:	RT @smallbizlady: Q8: HOW CAN YOU SPEED UP THE DECISION MAKING PROCESS WITHOUT BEING OBNOXIOUS? #SmallBizChat
jillkonrath:	A8b: Closing early and closing often creates barricades to your #sales success. #smallbizchat
GRIT08:	A6 Never sell what you don't believe in customers can see it in your eyes it will demotivate/undermine confidence in u. #smallbizchat
accessbizcap:	@smallbizlady Help @SmallBizLady, My Client Doesn't Value My Expertise http://bit.ly/dQ8f0h #smallbizchat
JDEbberly:	RT @AffordAnything: Sometimes people in the middle rungs of an organization have the respect to influence a company decision #SmallBizChat
MichaelWillett:	RT @JDEbberly: There are a lotta people on this chat - SmallBizChat has grown geometrically #SmallBizChat
WilsonStorey:	Being passionate about your product makes it so much easier RT @ellenlange: I find the sales part of a business overwhelming #smallbizchat
CathyWebSavvyPR:	@smallbizlady hey - I've lost track lady - which # chat is this - getting near 100th? BTW tonights w/ @jillkonrath is GREAT! #smallbizchat



My_WebEvent:	RT @AffordAnything: Sometimes people in the middle rungs of an organization have the respect to influence a company decision #smallbizchat
JDEbberly:	RT @milesaustin: A7 Try mypeoplemaps.com to view your connections in a unique way-helps identify a path to connection visually #SmallBizChat
jillkonrath:	A8c: Sales speed idea #1: Focus on your prospect's business issues and objectives. #smallbizchat
AffordAnything:	So true!! Know this!! RT @jillkonrath: A8: Here?s some good news for you! Obnoxious, pushy behavior never works in #sales. #SmallBizChat
learntech:	@yourjobmyoffice A lot of good sales tips from @jillkonrath on #smallbizchat, Sonia. I have to set a tickler to print the transcript!
JDEbberly:	RT @jillkonrath: A8b: Closing early and closing often creates barricades to your #sales success #SmallBizChat
milesaustin:	@KyBedard So I have heard! Touche' #smallbizchat
CEOCoch:	RT @jillkonrath: A6e: Write short emails. Ask for only one decision/message. Only attach one PDF or send on link. #smallbizchat
LoisMarketing:	#smallbizchat A8 Respect their time and process -- get to the point!
jillkonrath:	A8d: Sales speed idea #2: Leverage trigger events - e.g., 3rd QTR results, relocations, new laws #smallbizchat
JDEbberly:	RT @jillkonrath: A8: Here?s some good news for you! Obnoxious, pushy behavior never works in #sales. #SmallBizChat
Simon_GB:	A7: set up the path to YES,many people can not see the trees for the forest #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A8c: Sales speed idea #1: Focus on your prospect's business issues and objectives #smallbizchat
JDEbberly:	RT @jillkonrath: A8c: Sales speed idea #1: Focus on your prospect's business issues and objectives. #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
jillkonrath:	A8e: Sales speed idea #3: Eliminate complexity. Make it easy for people to change. #smallbizchat
JDEbberly:	RT @jillkonrath: A8d: Sales speed idea #2: Leverage trigger events - e.g., 3rd QTR results, relocations, new laws #SmallBizChat
smallbizlady:	If you have some expertise to share here?s how to be a guest on #Smallbizchat http://bit.ly/4r5KEZ #smallbizchat
AffordAnything:	@jillkonrath Short and sweet wins every time! #smallbizchat
accessbizcap:	RT @jillkonrath: Sales speed idea #1: Focus on your prospect's business issues and objectives. #smallbizchat
JDEbberly:	RT @jillkonrath: A8e: Sales speed idea #3: Eliminate complexity. Make it easy for people to change. #SmallBizChat
jillkonrath:	A8f: Sales speed idea #4: Before you leave a meeting, suggest the next step & get it on your calendar. #smallbizchat
getsweetie:	Be clear on what you're offering, ask for a direct answer to your call to action with options clearly stated. #smallbizchat
smallbizlady:	Get your FREE chapter of Become Your Own Boss in 12 Months: http://bit.ly/eM4XTR #smallbizchat
CathyWebSavvyPR:	@LoisMarketing the three sales pitches for webinars I got today were so awful & old school 3 clicks & 2 many words b4 got price #smallbizchat



yourjobmyoffice:	@Morgan_LP I know. Still, for me, it was hard to grasp. Even my 85 y/o mother says - you get what you give! #smallbizchat
JDEbberly:	RT @jillkonrath : A8f: Sales speed idea #4: Before you leave a meeting, suggest the next step & get it on your calendar #SmallBizChat
MamaBritt:	RT @GetSweetie : Be clear on what you're offering, ask for a direct answer to your call to action with options clearly stated. #smallbizchat
TaiGoodwin:	RT @smallbizlady : A7e: Also @Jigsaw , @ZoomInfo & @Netprospex are great resources to get email & phone contact info. #smallbizchat
JDEbberly:	RT @getsweetie : Be clear on what you're offering, ask for a direct answer to your call to action with options clearly stated. #SmallBizChat
accessbizcap:	@smallbizlady Great #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath : A8f: Sales speed idea #4: Before you leave a meeting, suggest the next step & get it on your calendar. #smallbizchat
smallbizlady:	Q9: LOTS OF EXPERTS RECOMMEND THAT SELLERS REALLY FOCUS ON DEVELOPING THEIR QUALIFYING & CLOSING SKILLS. WHAT'S YOUR OPINION? #smallbizchat
LoonRustics:	A8 Offer valuable incentives or value adds with deadlines #SmallBizChat
TaiGoodwin:	RT @jillkonrath : A8: Here's some good news for you! Obnoxious, pushy behavior never works in #sales . #smallbizchat
MamaBritt:	RT @SmallBizLady : Get your FREE chapter of Become Your Own Boss in 12 Months: http://bit.ly/eM4XTR #smallbizchat
caseyhills:	True, but some people are more natural at it. @jillkonrath A2c: Sales is simply a skill. It can be learned. And, it is... #smallbizchat
jillkonrath:	A9: I HATE closing skills. They get people focused on the wrong things. #smallbizchat
AffordAnything:	@JDEbberly @jillkonrath Always leave every meeting with specific, actionable steps to take #SmallBizChat
femme40:	Very true. It's not always abt what can they do for me? @JDEbberly @Morgan_LP Give without expecting something in return. #SmallBizChat
JDEbberly:	RT @smallbizlady Q9: LOTS OF EXPERTS RECOMMEND THAT SELLERS REALLY FOCUS ON DEVELOPING QUALIFY & CLOSING SKILLS. YOUR OPINION? #SmallBizChat
MamaBritt:	great point. RT @jillkonrath : A9: I HATE closing skills. They get people focused on the wrong things. #smallbizchat
JDEbberly:	RT @jillkonrath : A9: I HATE closing skills. They get people focused on the wrong things. #SmallBizChat
TaiGoodwin:	RT @smallbizlady : A8c: Sales speed idea #1: Focus on your prospect's business issues and objectives. #smallbizchat
getsweetie:	Be prepared to hear a "no" as not now, I need more information, or this isn't a fit, then listen for it is in their languaging #smallbizchat
KyBedard:	Awesome RT @SmallBizLady If you have some expertise to share here's how to be a guest on #Smallbizchat http://bit.ly/4r5KEZ #smallbizchat



yourjobmyoffice:	@learntech transcript in a.m., plus @smallbizlady's full interview w/ @jillkonrath is on http://succeedasyourownboss.com/ =D #smallbizchat
CathyWebSavvyPR:	RT @smallbizlady Q9 LOTS OF EXPERTS RECOMMEND SELLERS FOCUS ON DEVELOPING THEIR QUALIFYING & CLOSING SKILLS. YR OPINION? #smallbizchat
TaiGoodwin:	RT @AffordAnything: @JDEbberly @jillkonrath Always leave every meeting with specific, actionable steps to take #SmallBizChat #smallbizchat
AffordAnything:	@caseyhills @jillkonrath Be excited about your product -- it'll make you a much better salesperson #SmallBizChat
jillkonrath:	A9b: If you can't close, it's because your prospect doesn't see the value in making a change. #smallbizchat
Jungle_Gardenia:	Just joining #smallbizchat ... This is another good one!
CathyWebSavvyPR:	RT @jillkonrath: A9: I HATE closing skills. They get people focused on the wrong things. #smallbizchat
LoisMarketing:	@CathyWebSavvyPR Amazing how so many are scared of ... receptionists! LOL! #smallbizchat
accessbizcap:	@smallbizlady @karlenesinrob...will get back with you on being a guest. Thanks for all you are doing to assist small business #smallbizchat
CathyWebSavvyPR:	@jillkonrath I think a lot of small biz owners, dealing in spcial media have most trouble wiht the ASK - not the close #smallbizchat
smallbizlady:	@JDEbberly We missed you last week my luv :) #smallbizchat
getsweetie:	a9/ Closing is a skill set, most people talk too much or do not employ the skill of asking for the sale. #smallbizchat
starry_girl:	RT @CathyWebSavvyPR: @jillkonrath I think a lot of small biz owners, dealing in spcial media have most trouble wiht the ASK - not the close #smallbizchat
JDEbberly:	RT @jillkonrath: A9b: If you can't close, it's because your prospect doesn't see the value in making a change. #SmallBizChat
LoisMarketing:	RT @jillkonrath: A9: I HATE closing skills. They get people focused on the wrong things. #smallbizchat
CathyWebSavvyPR:	RT @LoisMarketing: Amazing how so many are scared of ... receptionists! LOL! #smallbizchat
helenantholis:	RT @getsweetie: Be prepared to hear a "no" as not now, I need more information, or this isnt a fit, then listen #SmallBizChat
femme40:	RT @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
accessbizcap:	RT @smallbizlady: @karlenesinrob Get your FREE chapter of Become Your Own Boss in 12 Months: http://bit.ly/eM4XTR #smallbizchat
jillkonrath:	A9c: So focus on helping them figure out if they get value from using your product/service. #smallbizchat
JDEbberly:	@smallbizlady I missed you too, smallbizlady :) #SmallBizChat
Simon_GB:	@smallbizlady A9:Yes if you can't close the door then it leaves space for new offers or a way back out #smallbizchat
rlavigne42:	RT @JDEbberly: RT @getsweetie: Be clear on what you're offering, ask for a direct answer to your call to action with options clearly stated. #SmallBizChat



kathgiovanni:	RT @jillkonrath: A8f: Sales speed idea #4: Before you leave a meeting, suggest the next step & get it on your calendar. #smallbizchat
JDEbberly:	RT @smallbizlady: @karlenesinrob Get your FREE chapter of Become Your Own Boss in 12 Months: http://bit.ly/eM4XTR #SmallBizChat
Morgan_LP:	A9: And when those "closing skills" don't work, people doubt themselves. Or become obnoxious b/c they're desperate. #smallbizchat
JDEbberly:	RT @jillkonrath: A9c: So focus on helping them figure out if they get value from using your product/service #SmallBizChat
jillkonrath:	A9d: Re: qualifying. I suggest you target the right prospects so it's not an issue. #smallbizchat
CathyWebSavvyPR:	RT @smallbizlady: A post w/ a more detailed Q & A w/ guest comes out Thurs on @Smallbizlady?s blog: http://bit.ly/3x5Gm2 #smallbizchat
DesignWiseCO:	RT @jillkonrath: A9d: Re: qualifying. I suggest you target the right prospects so it's not an issue. #smallbizchat
GRIT08:	@SmallBizLady Q7 Link to professional associations for information. LinkedIn is also a goldmine for targeting ? #smallbizchat
TaiGoodwin:	RT @jillkonrath: A9b: If you can't close, it's because your prospect doesn't see the value in making a change #smallbizchat
learntech:	This absolutely works! RT @jillkonrath: A8f: Before you leave a meeting, suggest the next step & get it on your calendar. #smallbizchat
JDEbberly:	RT @jillkonrath: A9d: Re: qualifying. I suggest you target the right prospects so it's not an issue. #SmallBizChat
Simon_GB:	RT @jillkonrath: A9c: So focus on helping them figure out if they get value from using your product/service. #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A9b: If you can't close, it's because your prospect doesn't see the value in making a change. #smallbizchat
CathyWebSavvyPR:	RT @jillkonrath: A9c: So focus on helping them figure out if they get value from using your product/service. #smallbizchat
accessbizcap:	RT @smallbizlady: @karlenesinrob If you have some expertise to share be a guest on #Smallbizchat http://bit.ly/4r5KEZ #smallbizchat
TaiGoodwin:	RT @jillkonrath: A9c: So focus on helping them figure out if they get value from using your product/service. #smallbizchat
jillkonrath:	A9e: Knowing which companies are a good match & going after them is the key. #smallbizchat
lollydaskal:	RT @TaiGoodwin: RT @jillkonrath: A9b: If you cant close, its because your prospect doesnt see the value in making a change #SmallBizChat
Jungle_Gardenia:	Read @jillkonrath book Selling To Big Companies ... Lots of good info! #smallbizchat.
jkingsbury:	RT @JDEbberly: RT @AffordAnything: Sometimes people in the middle rungs of an organization have the respect to influence a company decision #SmallBizChat
Design36ixty:	@smallbizlady @taigoodwin @jillkonrath thanks for a great chat! my first time on the tweet grid-ahhh so much better! #smallbizchat
helenantholis:	RT @CathyWebSavvyPR: RT @jillkonrath: If you cant close, its because your prospect doesnt see the value in making a change. #SmallBizChat



SurePressAgency:	RT @jillkonrath: Sales speed idea #1: Focus on your prospect's business issues and objectives #smallbizchat
LoisMarketing:	With all of our advances in tech, sad how salespeople still become mired in the usual mindsets and setbacks! #smallbizchat
jillkonrath:	A9e: Besides, most small biz owners don't have enough prospects. They need to focus on developing opportunities #smallbizchat
JDEbberly:	RT @jillkonrath: A9e: Knowing which companies are a good match & going after them is the key #SmallBizChat
smallbizlady:	Next week on #Smallbizchat Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
CathyWebSavvyPR:	@jillkonrath A9 I get prospects 2 qualify themselves by focusing my blog & social media activity on problems I can help w/ #smallbizchat
JDEbberly:	RT @Jungle_Gardenia: Read @jillkonrath book Selling To Big Companies ... Lots of good info! #SmallBizChat
GRIT08:	@LoisMarketing Hi #smallbizchat :)
CathyWebSavvyPR:	@helenantholis thanks for the RT! #smallbizchat
CathyWebSavvyPR:	RT @smallbizlady: Next week on #Smallbizchat Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
smallbizlady:	Thanks to guest @jillkonrath author of SNAP Selling & Selling to Big Companies http://www.sellingtobigcompanies.com/ #smallbizchat
JDEbberly:	RT @jillkonrath: A9e: Besides, most small biz owners don't have enough prospects. They need to focus on dev opportunities #SmallBizChat
TaiGoodwin:	RT @smallbizlady: Next week on #Smallbizchat Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
kindracotton:	@Design36ixty Yes, @Tweetgrid is AWESOME for Twitter Chats! @smallbizlady @taigoodwin @jillkonrath #SmallBizChat
yourjobmyoffice:	Yup! RT @smallbizlady: @JDEbberly We missed you last week my luv :) #smallbizchat
smallbizlady:	Roll call, who's on @Smallbizchat tonight? Give me your best 140-character commercial. #smallbizchat
helenantholis:	@CathyWebSavvyPR @helenantholis You're welcome. It was a great point. #SmallBizChat
JDEbberly:	Thanks to guest @jillkonrath author of SNAP Selling & Selling to Big Companies http://www.sellingtobigcompanies.com/ #SmallBizChat
GRIT08:	@AffordAnything Yes. The receptionist is the most important person in the sales chain. #smallbizchat
ellenlange:	thank you for the inspiration and motivation to sell @smallbizlady @jillkonrath@taigoodwin @cathywebsavvypr @jdebberly #smallbizchat
kindracotton:	RT @smallbizlady: Thanks to guest @jillkonrath author of SNAP Selling & Selling to Big Companies http://www.sellingtobigcompanies.com/ #smallbizchat
jillkonrath:	Thanks for the opportunity to share my thoughts on #smallbizchat. It's been lots of fun.
smallbizlady:	On the blog tomorrow Jill Konrath's @jillkonrath full interview: http://www.succeedasyourownboss.com/ #smallbizchat



kindracotton:	RT @smallbizlady: Next week on #Smallbizchat Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
My_WebEvent:	@CathyWebSavvyPR Are you looking for a webinar service? Or was someone asking you to do a webinar? #smallbizchat
Morgan_LP:	RT @smallbizlady: Next week on #Smallbizchat Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
lollydaskal:	RT @smallbizlady: Thanx @jillkonrath author of SNAP Selling & Selling to Big Companies http://www.sellingtobigcompanies.com/ #SmallBizChat
smallbizlady:	If you found this interview helpful, join us every Wednesdays 8-9p ET follow @SmallBizChat on Twitter for info. #smallbizchat
accessbizcap:	RT @smallbizlady: Next week on #Smallbizchat Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
TaiGoodwin:	@jillkonrath Awesome info tonight - the post tomorrow is going to be full of even more details! #smallbizchat
accessbizcap:	@karlenesinrob Next week on #Smallbizchat Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
jillkonrath:	Great FREE sales resources for small biz owners: www.snapselling.com #smallbizchat
JDEbberly:	RT @smallbizlady: Next week on #Smallbizchat Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #SmallBizChat
thehealthmaven:	Thank you for the hospitality tonight ~ I enjoyed my first time #smallbizchat... amazing tweets!
butterflylost:	RT @smallbizlady: If you found this interview helpful, join us every Wednesdays 8-9p ET follow @SmallBizChat on Twitter for info. #smallbizchat
JDEbberly:	RT @smallbizlady: Roll call, who's on @Smallbizchat tonight? Give me your best 140-character commercial. #SmallBizChat
getsweetie:	@Jillkonrath You've done a great job tonight on #SmallBizChat, thanks for your expertise! #smallbizchat
smallbizlady:	Are U serious about your business join @SmallBizLady Live April 2 in Philly http://ht.ly/4g2Ex #smallbizchat
kindracotton:	I'm @kindracotton & I help small businesses use Social Media & Technology more effectively thru @sss4success. :) #SmallBizChat
Design36ixty:	@kindracotton I know...so much better @twittergrid rocks!! #smallbizchat
DesignWiseCO:	RT @jillkonrath: Great FREE sales resources for small biz owners: www.snapselling.com #smallbizchat
smallbizlady:	Thank you to social media manager and co-host @TaiGoodwin of Practical Profitable Social Media. #smallbizchat
yourjobmyoffice:	#pitch: Sonia, exec office pro using techno productively 4 small biz. Phi Theta Kappa, non trad'l college stu, VA to #smallbizchat
My_WebEvent:	@jillkonrath Great tweetchat tonight! I had never heard the concept SNAP, invaluable info! #smallbizchat
lollydaskal:	RT @smallbizlady: If you found this interview helpful, join us every Wednesdays 8-9p ET follow @SmallBizChat on Twitter 4 info #SmallBizChat



accessbizcap:	RT @smallbizlady: If you found this interview helpful, join us every Weds 8-9p ET follow @SmallBizChat on Twitter for info. #smallbizchat
AffordAnything:	AffordAnything.org empowers you to say "Yes, I CAN afford it!" and teaches you how to live richly + savor life. #SmallBizChat
TaiGoodwin:	Overwhelmed with social media marketing? Start with a simple step by step plan: http://www.taigoodwin.com/checklist #smallbizchat
smallbizlady:	Thanks to virtual assistant Sonia @YourJobMyOffice, she'll get a link to the transcript out Thurs am on @SmallBizChat #smallbizchat
LoonRustics:	@SmallBizLady @smallbizchat thanks so much for a fun and interesting chat i will mark my calendar 4 next week #smallbizchat
JDEbberly:	@TaiGoodwin Next week's SmallBizChat is gonna be SPECTACULAR!!!!!!!!!!!!!!!!!!!!!! Spread the WORD!!!!!! #SmallBizChat
getsweetie:	Looking forward to seeing many of you in Philly April 2nd IRL! #smallbizchat
KyBedard:	@SmallBizLady @Smallbizchat Melinda, kindalurked tonight, but great info here. Definitely be back. Nice to meet you too #smallbizchat
lollydaskal:	@smallbizlady Thank you melinda! great chat. #SmallBizChat
smallbizlady:	The mission of #Smallbizchat is to end small business failure by helping you succeed as your own boss. #smallbizchat
jillkonrath:	Thanks everyone for your kind words! Doing a #smallbizchat is a new experience for me!
TaiGoodwin:	RT @jillkonrath: Great FREE sales resources for small biz owners: www.snapselling.com #smallbizchat
accessbizcap:	RT @jillkonrath: Great FREE sales resources for small biz owners: www.snapselling.com @karlenesinrob #smallbizchat
learntech:	Took me several years doing things the hard way to learn what @jillkonrath is sharing about sales on #smallbizchat tonight.
Morgan_LP:	@yourjobmyoffice: Great to chat w/ you tonight! #smallbizchat
JDEbberly:	RT @jillkonrath: Great FREE sales resources for small biz owners: http://www.snapselling.com/ #SmallBizChat
smallbizlady:	On #Smallbizchat next week 3/23 Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
Design36ixty:	@kindracotton whoops! @tweetgrid rocks! #smallbizchat
starry_girl:	Thank you @Smallbizlady for a very interesting/informative chat. Glad I found it, will def be back. #Smallbizchat
AffordAnything:	@smallbizlady thanks for hosting it again! It was huge tonight! #SmallBizChat
LoonRustics:	@jillkonrath Thanks for the great info much appreciated #smallbizchat
SurePressAgency:	Awesome suggestions and advice! www.snapselling.com @jillkonrath #smallbizchat
lollydaskal:	I want to meet you! @smallbizlady and myself Looking forward to seeing many of you in Philly April 2nd Join us. #SmallBizChat
JDEbberly:	@GetSweetie - You were on FIRE tonight!!!! WOOT!!! :) #SmallBizChat



CathyWebSavvyPR:	@jillkonrath you did a great job - I'll have to check out your site #smallbizchat
My_WebEvent:	RT @TaiGoodwin: RT @jillkonrath: Great FREE sales resources for small biz owners: www.snapselling.com #smallbizchat
TheBlizzrdGroup:	This was one of my fav #smallbizchat ... wish I had joined earlier! Is there a transcript available?
yourjobmyoffice:	http://byob2011philly.eventbrite.com/ RT @getsweetie: Looking forward to seeing many of you in Philly April 2nd IRL! #smallbizchat
getsweetie:	RT @starry_girl: Thank you @Smallbizlady for a very interesting/informative chat. Glad I found it, will def be back./ hurrah! #smallbizchat
Morgan_LP:	Thnx to @taigoodwin @yourjobmyoffice @smallbizlady for another awesome #smallbizchat
accessbizcap:	@jillkonrath @smallbizlady: you are welcome! Thanks for doing this. @karlenesinrob #smallbizchat
DesignWiseCO:	@SmallBizLady Thank you for a great chat! #smallbizchat
ellenlange:	RT @GRIT08: @ellenlange @starry_girl Outsource or Hire someone who loves to sell or the biz will suffer in the long term. #smallbizchat
GRIT08:	Q8 Depends on the product/service but communicate additional benefits of a Now purchase or scarcity proposition #smallbizchat
learntech:	RT @smallbizlady: If you found this interview helpful, join us Wednesdays 8-9p ET follow @SmallBizChat on Twitter for info. #smallbizchat
kindracotton:	RT @starry_girl: Thank you @Smallbizlady for a very interesting/informative chat. Glad I found it, will def be back. #SmallBizChat
AffordAnything:	@jillkonrath welcome to #smallbizchat ... it's new for me too (2nd week) and I learn so much each time #SmallBizChat
CathyWebSavvyPR:	@jillkonrath I favorited probably 50 % of your tweets tonight - great info! #smallbizchat
TaiGoodwin:	RT @smallbizlady: On #Smallbizchat next week 3/23 Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
kindracotton:	RT @TaiGoodwin: RT @jillkonrath: Great FREE sales resources for small biz owners: www.snapselling.com #smallbizchat
RecruitProStaff:	RT @TaiGoodwin: RT @jillkonrath: Great FREE sales resources for small biz owners: www.snapselling.com #smallbizchat
yourjobmyoffice:	@Morgan_LP Same here. I love hangin' with the smart kids. ;-) #smallbizchat
getsweetie:	@My_WebEvent Am loving your product. #smallbizchat
CathyWebSavvyPR:	@smallbizlady Thanks for a great chat tonight - your guest @jillkonrath had great info on selling 4 small biz owners #smallbizchat
KyBedard:	Any small businesses here already or planning on adding mobile to their marketing mix yet? #smallbizchat
JDEbberly:	RT @CathyWebSavvyPR: @jillkonrath you did a great job - I'll have to check out your site (ROGER THAT!) #SmallBizChat
My_WebEvent:	If you're in need of webinar, screen share, video broadcasting with just one click give us a try! www.mywebevent.com #smallbizchat
FearBustinSales:	AMEN!!!! RT @jillkonrath: A9: I HATE closing skills. They get people focused on the wrong things. #smallbizchat



JDEbberly:	RT @KyBedard: Any small businesses here already or planning on adding mobile to their marketing mix yet? #SmallBizChat
femme40:	RT @smallbizlady: The mission of #Smallbizchat is to end small business failure by helping you succeed as your own boss. #smallbizchat
My_WebEvent:	@getsweetie Thanks so much! Our goal is to make webinar and screen share simple & affordable! You made my day:) #smallbizchat
helenantholis:	Thanks to @jillkonrath and @smallbizlady. Follow @worksmarta for ideas on building better biz relationships #SmallBizChat #SmallBizChat
AffordAnything:	@KyBedard my family biz is adding mobile, not as a marketing tool but as a value-add for customers #SmallBizChat
GRIT08:	@jillkonrath Absolutely not a professional giving value for shared advantage in that case re pushy #smallbizchat
SurePressAgency:	Thank you @Smallbizlady for a very informative chat. I am so glad that I made it tonight. See you next week. #SmallBizChat #smallbizchat
TaiGoodwin:	RT @smallbizlady: Thanks to virtual assistant Sonia @YourJobMyOffice, she'll get a link to the transcript out Thurs am #smallbizchat
JDEbberly:	PITCH: If you have a smallbiz - DON'T MISS SmallBizChat every Wed night 8pm to 9pm ET - It'll change your biz for the better #SmallBizChat
My_WebEvent:	@getsweetie OMG! Thanks so much! Please let us know if you have questions! We're here to help:) #smallbizchat
accessbizcap:	RT @smallbizlady: The mission of #Smallbizchat is to end small business failure by helping you succeed as your own boss. #smallbizchat
DesignWiseCO:	@helenantholis @sinteriordesign @JDEbberly @TaiGoodwin Thank you fro the RT's tonight! #smallbizchat
accessbizcap:	#smallbizchat
SurePressAgency:	RT @smallbizlady: The mission of #Smallbizchat is to end small business failure by helping you succeed as your own boss. #smallbizchat
getsweetie:	@JDEbberly Always a pleasure to have you in the chaat, thank you #SmallBizChat
FearBustinSales:	This is why I LOVE Jill! RT @jillkonrath: A8: Here?s some good news for you! Obnoxious, pushy behavior never works in #sales. #smallbizchat
GRIT08:	Being Nice and genuinely focused on people is the most underestimated element of selling. #smallbizchat
KyBedard:	@AffordAnything Interesting. what sort of features are most important to them? #smallbizchat
DesignWiseCO:	Agree 100%! RT @Grit08: Being Nice and genuinely focused on people is the most underestimated element of selling. #smallbizchat
AffordAnything:	Very true! Authenticity! RT @GRIT08: Being Nice and genuinely focused on people is the most underestimated element of selling. #SmallBizChat
starry_girl:	@GetSweetie Thank you for the RT and hurrah! #Smallbizchat



getsweetie:	@starry_girl Look forward to knowing you! #Smallbizchat
My_WebEvent:	Thanks everyone for a fantastic tweetchat! I learned so much my head was spinning! LOVE #smallbizchat
DesignWiseCO:	@Design36ixty Nice seeing you here and chatting with you tonight! See you next week! #smallbizchat
starry_girl:	@kindracotton Thank you for the RT. #Smallbizchat
SurePressAgency:	RT @smallbizlady: On #Smallbizchat next week 3/23 Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
GRIT08:	@SmallBizLady Q9 Both are critical elements and help productivity and reduce waste of resources time/effort/focus etc #smallbizchat
CathyWebSavvyPR:	pitch: PR Pro who 1st understands yr biz, then coaches U how 2 use social media 2 reach yr customers (I make tech EZ) #smallbizchat
AffordAnything:	@KyBedard Ease of use & reliability = paramount in mobile app. #SmallBizChat
getsweetie:	@helenantholis Thank you so much for the retweets, I appreciate your presence tonight! #SmallBizChat
yourjobmyoffice:	@smallbizlady gives good chat right? U ain't seen nothin, till u see her live. http://byob2011philly.eventbrite.com/ #smallbizchat
SurePressAgency:	RT @smallbizlady: If you found this interview helpful, join us every Wednesdays 8-9p ET follow @SmallBizChat on Twitter for info. #smallbizchat
psreyna:	RT @jillkonrath A2c:Sales, simply a skill, CAN be learned. NOT about being a good schmoozer, fast talker or hard talker #smallbizchat #sales
starry_girl:	Absolutely true. RT @Grit08: Being Nice and genuinely focused on people is the most underestimated element of selling. #smallbizchat
AffordAnything:	@TaiGoodwin and everyone else who retweeted me -- thanks for you retweets! #SmallBizChat
dreamcatcher189:	RT @jillkonrath: A9e: Besides, most small biz owners don't have enough prospects. They need to focus on developing opportunities #smallbizchat
getsweetie:	Thanks everyone for a great #smallbizchat...@SmallBizLady you did it again, great content and terrific guests!
starry_girl:	@GetSweetie Look forward to the same. Thank you. #Smallbizchat
learntech:	Thanks to @taigoodwin @smallbizlady @yourjobmyoffice and guest @jillkonrath for tonight's #smallbizchat
GRIT08:	Think like a consultant providing a solution even though your a sales person looking for a sale. Switch Mindsets #smallbizchat
LoonRustics:	RT @DesignWiseCO: Agree 100%! RT @Grit08: Being Nice and genuinely focused on people is the most underestimated element of selling. #smallbizchat
starry_girl:	I don't think I've ever "favorited" so many tweets/links before in a chat! Great information. Thank you. #Smallbizchat
KyBedard:	cool so to deploy apps to devices ur customers have? RT @AffordAnything Ease of use & reliability = paramount in mobile app. #SmallBizChat



LoisMarketing:	RT @Grit08: @LoisMarketing Hi #smallbizchat :) >> Hey you :) How are you tonight?
learntech:	I teach professionals to use technology to be more productive and profitable. Specialty: Access Database Training #smallbizchat #pitch
TheSmallBizCFO:	RT @jillkonrath: A9b: If you can't close, it's because your prospect doesn't see the value in making a change. #smallbizchat
karlenesinrob:	RT @accessbizcap: RT @smallbizlady: The mission of #Smallbizchat is to end small business failure by helping you succeed as your own boss. #smallbizchat
karlenesinrob:	RT @accessbizcap: RT @jillkonrath: Great FREE sales resources for small biz owners: www.snapselling.com @karlenesinrob #smallbizchat
TheSmallBizCFO:	RT @jillkonrath: A8f: Sales speed idea #4: Before you leave a meeting, suggest the next step & get it on your calendar. #smallbizchat
karlenesinrob:	RT @accessbizcap: RT @smallbizlady: If you found this interview helpful, join us every Weds 8-9p ET follow @SmallBizChat on Twitter for info. #smallbizchat
GRIT08:	@LoisMarketing I was only a couple of minutes late. Well thank you. :) Nice to see you. #smallbizchat
karlenesinrob:	RT @accessbizcap: @karlenesinrob Next week on #Smallbizchat Cameka Smith @TheBossNetwork on Building a Profitable Membership Site #smallbizchat
karlenesinrob:	RT @accessbizcap: RT @smallbizlady: @karlenesinrob Get your FREE chapter of Become Your Own Boss in 12 Months: http://bit.ly/eM4XTR #smallbizchat
TheSmallBizCFO:	RT @jillkonrath: A8d: Sales speed idea #2: Leverage trigger events - e.g., 3rd QTR results, relocations, new laws #smallbizchat
CupcakeCrayons:	RT @lollydaskal: I want to meet you! @smallbizlady and myself Looking forward to seeing many of you in Philly April 2nd Join us. #SmallBizChat
karlenesinrob:	RT @accessbizcap: @smallbizlady Help @SmallBizLady, My Client Doesn't Value My Expertise http://bit.ly/dQ8f0h #smallbizchat
karlenesinrob:	RT @accessbizcap: @jillkonrath Practice ruthless relevance. Every contact must be focused on a biz objective, issue or challenge. #smallbizchat
getsweetie:	The best sales person is simply the one who brings growth/ease/products to your business for your benefit #becomesoneofus #smallbizchat
karlenesinrob:	RT @accessbizcap: @jillkonrath To be an invaluable resource, challenge your prospect's thinking. Help them see their situation in a new light. #smallbizchat
sean_campbell:	RT @jillkonrath: A9b: If you can't close, it's because your prospect doesn't see the value in making a change. #smallbizchat
TheSmallBizCFO:	RT @jillkonrath: A8b: Closing early and closing often creates barricades to your #sales success. #smallbizchat
CupcakeCrayons:	RT @lollydaskal: RT @smallbizlady: If you found this interview helpful, join us every Wednesdays 8-9p ET follow @SmallBizChat on Twitter 4 info #SmallBizChat



GRIT08:	@jillkonrath @SmallBizLady Apologies for not doing my homework for tonight. Thank you Great Chat Interesting POV's #smallbizchat
CupcakeCrayons:	RT @lollydaskal: RT @smallbizlady: Thanx @jillkonrath author of SNAP Selling & Selling to Big Companies http://www.sellingtobigcompanies.com/ #SmallBizChat
LoisMarketing:	@KyBedard Have other chat groups promote, such as #smallbizchat. Can recommend chat to their followers
GRIT08:	@LoisMarketing Working all evening. Thought I would jump in for some therapy from. #smallbizchat :)
CupcakeCrayons:	RT @lollydaskal: RT @TaiGoodwin: RT @jillkonrath: A9b: If you cant close, its because your prospect doesnt see the value in making a change #SmallBizChat
smallbizlady:	@GRIT08 no worries :) #smallbizchat
TheDancingChef:	Preach girl! RT @LollyDaskal: A5: think less-- do more. #SmallBizChat
TheSmallBizCFO:	RT @jillkonrath: Great FREE sales resources for small biz owners: www.snapselling.com #smallbizchat
LoisMarketing:	@KyBedard Friends will appreciate the "controlled" atmosphere so that all have a voice #smallbizchat #f1chat
TheSmallBizCFO:	RT @jillkonrath: A7b: After narrowing your scope, you can research contacts via Advanced Google or LinkedIn searches #smallbizchat
JDEbberly:	@mike_heslin Want an excellent example of a decent lifestreamer? Check out http://www.steverubel.com/ #SmallBizChat
TheSmallBizCFO:	RT @jillkonrath: A7: If you're calling a big company, 1st focus on which business unit or division you want to get into. #smallbizchat
My_WebEvent:	@CathyWebSavvyPR UGH! I find the more clicks it takes to find pricing, the more expensive the pricing! LOL #smallbizchat
Jungle_Gardenia:	@JDEbberly Thanks for RT! Attended several @jillkonrath webinars & follow her on Twitter. Great resource for smallbiz!. ;-)
TrainingVision:	RT @lollydaskal: A2: top salespeople are clearly made. #SmallBizChat
RecruitProStaff:	Thx @smallbizlady and @jillkonrath tonights #smallbizchat was packed w/value!
TheSmallBizCFO:	RT @jillkonrath: A6e: Write short emails. Ask for only one decision/message. Only attach one PDF or send on link. #smallbizchat
DesignWiseCO:	RT @Jungle_Gardenia: @JDEbberly Thanks for RT! Attended several @jillkonrath webinars & follow her on Twitter. Great resource for smallbiz!. ;-)
TheSmallBizCFO:	RT @jillkonrath: A6d: Think small & parcel info out. #smallbizchat
JDEbberly:	@Jungle_Gardenia Nice to meet you on SmallBizChat! :) #SmallBizChat
TheSmallBizCFO:	RT @jillkonrath: A6c: Being ruthlessly relevent requires an investment of time upfront, but the payback is huge. #smallbizchat
GRIT08:	Thanks to all participants for your insight and smarts. #smallbizchat
LoisMarketing:	@Grit08 Good to see you and nice to introduce you to @smallbizlady and her #smallbizchat