

TWEETREPORTS

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#smallbizchat

2011-05-25 to 2011-05-26
954 Twitter search results

98 contributors
475 retweets 193 @replies 102 links

Time	User	Tweet
2011-05-25 11:19 pm	saleslounge	RT @SmallBizLady : Tonight #smallbizchat @SalesLounge teaches effective sales strategy - join us http://bit.ly/sbchat104 8PM EST
2011-05-25 11:24 pm	My_WebEvent	RT @smallbizlady : Tonight on #smallbizchat 8PM EST Jennifer Abernethy @SalesLounge teaches effective sales strategy http://bit.ly/sbchat104
2011-05-25 11:24 pm	sjmckee	RT @smallbizlady : Tonight on #smallbizchat 8PM EST Jennifer Abernethy @SalesLounge teaches effective sales strategy http://bit.ly/sbchat104
2011-05-25 11:25 pm	TheAfter5Edge	#smallbizchat RT @michaelcarusi : @TheAfter5Edge Thanks for letting me know - lot of my clients r #smallbiz so it'll be gr8 2 b on this chat.
2011-05-25 11:25 pm	CoachFloSchell	Nice Jennifer! @SmallBizLady : Tonight #smallbizchat @SalesLounge teaches effective sales strategy. http://bit.ly/sbchat104 8PM EST
2011-05-25 11:38 pm	speakerceo	RT @saleslounge : RT @SmallBizLady : Tonight #smallbizchat @SalesLounge teaches effective sales strategy - join us http://bit.ly/sbchat104 8PM EST
2011-05-25 11:40 pm	saleslounge	Sales Lounge opening up! On #smallbizchat tonight 8PM..join us...Shaken or stirred?!!! http://bit.ly/sbchat104
2011-05-25 11:42 pm	mattsmansfield	RT @smallbizlady : Tonight on #smallbizchat Jennifer Abernethy @SalesLounge teaches effective sales strategy: http://bit.ly/sbchat104 8PM EST
2011-05-25 11:43 pm	JanMBradshaw	RT @smallbizlady : Tonight on #smallbizchat Jennifer Abernethy @SalesLounge teaches effective sales strategy http://bit.ly/sbchat104 8PM EST
2011-05-25 11:47 pm	smallbizlady	My son just gave me a kiss.luv #jojosugar #smallbizchat
2011-05-25 11:48 pm	HighwaysCattery	RT @smallbizlady : My son just gave me a kiss.luv #jojosugar #smallbizchat
2011-05-25 11:49 pm	psbdelegation	RT @saleslounge : Sales Lounge opening up! On #smallbizchat tonight 8PM..join us...Shaken or stirred?!!! http://bit.ly/sbchat104
2011-05-25 11:50 pm	TheAfter5Edge	This would be the time to get your popcorn, water, chips, etc. #SmallBizChat is about to start! Don't miss it!
2011-05-25 11:50 pm	saleslounge	Raise my glass to that! RT @TheAfter5Edge : It is almost that time.... #SmallBizChat at 8PM EST http://twitpic.com/4q9yka
2011-05-25 11:58 pm	DeshlerDesigns	Looking forward to my first chat! #SmallBizChat
2011-05-25 11:59 pm	BarryBirkett	Same here! RT @deshlerdesigns : Looking forward to my first chat! #SmallBizChat
2011-05-25 11:59 pm	BlackDreams	Are u joining us for @smallbizchat at 8 pm if not you should be. @SmallBizLady special guest @Saleslounge #SmallBizChat & join

the convo

2011-05-26 12:00 am [smallbizlady](#) Tonight on **#SmallBizChat** 8PM Interview with sales expert Jennifer Abernethy [@saleslounge](#) <http://bit.ly/sbchat104> **#smallbizchat**

2011-05-26 12:00 am [mattsmansfield](#) Hey followers - gonna' be tweeting lots in the next hour as I chat on **#smallbizchat**

2011-05-26 12:00 am [DanitaBlackwood](#) RT [@smallbizlady](#): Tonight on **#SmallBizChat** 8PM Interview with sales expert Jennifer Abernethy [@saleslounge](#) <http://bit.ly/sbchat104> **#smallbizchat**

2011-05-26 12:00 am [smallbizlady](#) How 2 participate in **#SmallBizChat**: <http://bit.ly/S797e>; try our prepared [@Tweetgrid](#) and join us now <http://bit.ly/sbchat104> **#smallbizchat**

2011-05-26 12:01 am [thehealthmaven](#) Glass of wine ready **#smallbizchat** ~ how is everyone?

2011-05-26 12:01 am [mattsmansfield](#) Hello all my **#smallbizchat** friends! **#smallbizchat**

2011-05-26 12:01 am [smallbizlady](#) Welcome to **#SmallBizChat**, a weekly conversation where emerging small business owners can get answers to their questions. **#smallbizchat**

2011-05-26 12:01 am [saleslounge](#) Clink clink!RT [@thehealthmaven](#): Glass of wine ready **#smallbizchat** ~ how is everyone?

2011-05-26 12:01 am [BizFinanceForum](#) Join me on **#smallbizchat** now. Amazing way to learn and network.n **#smallbizchat**

2011-05-26 12:01 am [mattsmansfield](#) RT [@thehealthmaven](#): Glass of wine ready **#smallbizchat** ~ how is everyone? << great idea, lol! **#smallbizchat**

2011-05-26 12:01 am [BizFinanceForum](#) [@saleslounge](#) [@thehealthmaven](#) Could you pass me a virtual glass? **#smallbizchat**

2011-05-26 12:01 am [Morgan_LP](#) [@thehealthmaven](#) Love the glass of wine idea! *Clink* **#smallbizchat**

2011-05-26 12:02 am [smallbizlady](#) Welcome to my co-host & social media manager [@TaiGoodwin](#) **#smallbizchat**

2011-05-26 12:02 am [gnosisarts](#) Try not to let the form, identity and boundary of your service offerings restrict your #sales staff **#smallbizchat**

2011-05-26 12:02 am [TaiGoodwin](#) Joining **#smallbizchat** - beware lots of tweets coming through join us at <http://bit.ly/sbchat104>

2011-05-26 12:02 am [smallbizlady](#) Q: What's the focus of **#Smallbizchat**? A: To end small business failure by helping you succeed as your own boss **#smallbizchat**

2011-05-26 12:02 am [thehealthmaven](#) [@smallbizlady](#) [@](#) MattSMansfield hi there! **#smallbizchat**

2011-05-26 12:02 am [mattsmansfield](#) RT [@TaiGoodwin](#): Joining **#smallbizchat** - beware lots of tweets coming through join us at <http://bit.ly/sbchat104> **#smallbizchat**

2011-05-26 12:02 am [TheAfter5Edge](#) RT [@smallbizlady](#): Welcome to **#SmallBizChat**, a weekly conversation where emerging small business owners can get answers to their questions. **#smallbizchat**

2011-05-26 12:02 am [smallbizlady](#) Right now on **#SmallBizChat** we are with sales expert Jennifer Abernethy [@saleslounge](#) <http://bit.ly/sbchat104> **#smallbizchat**

2011-05-26 12:03 am [Morgan_LP](#) Joining up on **#smallbizchat**. Lots of tweets over the next hour!

2011-05-26 12:03 am [saleslounge](#) Hi Everyone...glad to be here **#smallbizchat**

2011-05-26 12:03 am [mattsmansfield](#) RT [@thehealthmaven](#): [@smallbizlady](#) [@](#) MattSMansfield hi there! >> howdy! **#smallbizchat**

2011-05-26 12:03 am [TaiGoodwin](#) Q: What's the focus of **#Smallbizchat**? A: To end small business failure by helping you succeed as your own boss **#smallbizchat**

2011-05-26 12:03 am [JanMBradshaw](#) RT [@smallbizlady](#): Right now on **#SmallBizChat** we are with sales expert Jennifer Abernethy [@saleslounge](#) <http://bit.ly/sbchat104>

2011-05-26 12:04 am [mattsmansfield](#) **#smallbizchat** RT [@saleslounge](#): Hi Everyone...glad to be here > Heya! :)

2011-05-26 12:04 am [RedBaronUSA](#) **#smallbizchat** Well, thank you! [@SalesLounge](#) Clink clink! RT [@thehealthmaven](#): Glass of wine ready **#smallbizchat** ~ how is everyone? **#smallbiz** **#startups**

2011-05-26 12:04 am [thehealthmaven](#) [@gnosisarts](#) [@TaiGoodwin](#) Eric, hope you are well, Tai, I know that you are still fabulous! **#smallbizchat**

2011-05-26 12:04 am [TaiGoodwin](#) Hey - [@thehealthmaven](#) [@Morgan_LP](#) Welcome to the chat!

2011-05-26 12:04 am [smallbizlady](#) **#smallbizchat** Q1: WHY IS IMPORTANT FOR SMALL BUSINESS OWNERS TO HAVE A SALES STRATEGY? **#smallbizchat**

2011-05-26 12:04 am [Morgan_LP](#) RT [@TaiGoodwin](#): Q: What's the focus of **#Smallbizchat**? A: To end small biz failure by helping you succeed as your own boss

2011-05-26 12:04 am [TaiGoodwin](#) **#smallbizchat** Hi Matt [@mattsmansfield](#) **#smallbizchat**

2011-05-26 12:04 am [thehealthmaven](#) [@redbaronusa](#) 'clink' **#smallbizchat**

2011-05-26 12:04 am [psbdelegation](#) RT [@smallbizlady](#): Q1: WHY IS IMPORTANT FOR SMALL BUSINESS OWNERS TO HAVE A SALES STRATEGY? **#smallbizchat**

2011-05-26 12:05 am [saleslounge](#) A) Because they need to know where they are going! Or where they want to be in terms of revenue! **#smallbizchat**

2011-05-26 12:05 am [Morgan_LP](#) [@TaiGoodwin](#) Hello to you as well! **#smallbizchat**

2011-05-26 12:05 am [smallbizlady](#) [@stefpark](#) congrats! **#smallbizchat**

2011-05-26 12:05 am [mattsmansfield](#) A1. So they can measure against it. **#smallbizchat**

2011-05-26 12:05 am [My_WebEvent](#) Hey There! It's Steph here with [@My_WebEvent!](#) **#smallbizchat**

2011-05-26 12:05 am [TaiGoodwin](#) Good to see you here! [@RedBaronUSA](#) JanMBradshaw **#smallbizchat**

2011-05-26 12:05 am [mattsmansfield](#) RT [@TaiGoodwin](#): Hi Matt [@mattsmansfield](#) > Hi Tai! **#smallbizchat**

2011-05-26 12:05 am [TaiGoodwin](#) RT [@smallbizlady](#): Q1: WHY IS IMPORTANT FOR SMALL BUSINESS OWNERS TO HAVE A SALES STRATEGY? **#smallbizchat**

2011-05-26 12:05 am [mattsmansfield](#) RT [@My_WebEvent](#): Hey There! Its Steph here with [@My_WebEvent!](#) > hey Steph! **#smallbizchat**

2011-05-26 12:06 am [thehealthmaven](#) [@my_webevent](#) hi Steph **#smallbizchat**

2011-05-26 12:06 am [TaiGoodwin](#) RT [@saleslounge](#): A) Because they need to know where they are going! Or where they want to be in terms of revenue! **#smallbizchat**

2011-05-26 12:06 am [My_WebEvent](#) [@mattsmansfield](#) Hey Matt! Good to see you! **#smallbizchat**

2011-05-26 12:06 am [BizFinanceForum](#) Good evening to everyone! **#smallbizchat**

2011-05-26 12:06 am [smallbizlady](#) RT [@saleslounge](#): A1 Because they need to know where they are going! Or where they want to be in terms of revenue! **#smallbizchat**

2011-05-26 12:06 am [psbdelegation](#) RT [@saleslounge](#): A) Because they need to know where they are going! Or where they want to be in terms of revenue! **#smallbizchat**

2011-05-26 12:07 am [My_WebEvent](#) [@thehealthmaven](#) Hey Lea! Good to see you again tonight! Love Tuesday and Wednesdays! **#smallbizchat**

2011-05-26 12:07 am [TaiGoodwin](#) [@BizFinanceForum](#) Welcome! **#smallbizchat**

2011-05-26 12:07 am [Morgan_LP](#) Having a **#sales** strategy forces U to work thru your process from prospect to repeat biz. Look for gaps and opportunities. **#smallbizchat**

2011-05-26 12:07 am [smallbizlady](#) Q2: WHAT'S THE FIRST THING FOLKS NEED TO DO WITH THEIR

2011-05-26 12:07 am [TaiGoodwin](#) SALES STRATEGY? **#smallbizchat**
RT [@smallbizlady](#): Right now on **#SmallBizChat** we are with sales expert Jennifer Abernethy [@saleslounge](#) <http://bit.ly/sbchat104> **#smallbizchat**

2011-05-26 12:07 am [RobertSpiller](#) RT [@smallbizlady](#): Q1: WHY IS IMPORTANT FOR SMALL BUSINESS OWNERS TO HAVE A SALES STRATEGY? **#smallbizchat**

2011-05-26 12:07 am [Morgan_LP](#) RT [@saleslounge](#): A) Because they need to know where they are going! Or where they want to be in terms of revenue! **#smallbizchat**

2011-05-26 12:08 am [BizFinanceForum](#) A2. Make sure it's realistic. **#smallbizchat**

2011-05-26 12:08 am [mattsmansfield](#) A2. Implement it! **#smallbizchat**

2011-05-26 12:08 am [My_WebEvent](#) RT [@smallbizlady](#): Q2: WHAT'S THE FIRST THING FOLKS NEED TO DO WITH THEIR SALES STRATEGY? **#smallbizchat**

2011-05-26 12:08 am [mattsmansfield](#) RT [@BizFinanceForum](#): Good evening to everyone! >> hey Nicole! **#smallbizchat**

2011-05-26 12:08 am [TaiGoodwin](#) RT [@smallbizlady](#): Q2: WHAT'S THE FIRST THING FOLKS NEED TO DO WITH THEIR SALES STRATEGY? **#smallbizchat**

2011-05-26 12:08 am [vasimpleservice](#) Just stopping by **#smallbizchat** to say hello! Can't stay for long...kids are too distracting!

2011-05-26 12:08 am [brendachrist](#) [@MattSMansfield](#) ...and stick with it! **#smallbizchat**

2011-05-26 12:08 am [mattsmansfield](#) RT [@BizFinanceForum](#): A2. Make sure its realistic. > #truth **#smallbizchat**

2011-05-26 12:09 am [BizFinanceForum](#) [@mattsmansfield](#) Hi Matt. Excited for your SEO Webinar :) **#smallbizchat**

2011-05-26 12:09 am [mattsmansfield](#) RT [@vasimpleservice](#): Just stopping by **#smallbizchat** to say hello! Cant stay for long...kids are too distracting!> LOL! **#smallbizchat**

2011-05-26 12:09 am [WeddingBlush](#) A2. Be persistent! **#smallbizchat**

2011-05-26 12:09 am [mattsmansfield](#) RT [@brendachrist](#): [@MattSMansfield](#) ...and stick with it! > right on! **#smallbizchat**

2011-05-26 12:09 am [TheAfter5Edge](#) A2: Know your target audience, plan & be specific w/ marketing strategy, execute it and measure, measure, measure! **#SmallBizChat**

2011-05-26 12:09 am [BarryBirkett](#) A1. Small biz don't have the luxury of resources to flail aimlessly so need to move in a planned direction. **#smallbizchat**

2011-05-26 12:09 am [Morgan_LP](#) A2: If goals aren't being met, rethink the tactics to meet the sales strategy. And stick with it. **#smallbizchat**

2011-05-26 12:09 am [My_WebEvent](#) RT [@mattsmansfield](#): RT [@BizFinanceForum](#): A2. Make sure its realistic. > #truth **#smallbizchat**

2011-05-26 12:09 am [mattsmansfield](#) RT [@BizFinanceForum](#): [@mattsmansfield](#) Hi Matt. Excited for your SEO Webinar :) > cool! **#smallbizchat**

2011-05-26 12:09 am [walterrhett](#) RT [@Morgan_LP](#): Having a #sales strategy forces U to work thru your process from prospect to repeat biz. Look for gaps and opportunities. **#smallbizchat**

2011-05-26 12:09 am [BlackDreams](#) [@SmallBizLady](#) cuz if there's not a strategy then there's no continuity. **#SmallBizChat**

2011-05-26 12:09 am [My_WebEvent](#) RT [@WeddingBlush](#): A2. Be persistent! <YES! **#smallbizchat**

2011-05-26 12:09 am [smallbizlady](#) A2 You can't develop a sales strategy until you know your target customer **#smallbizchat**

2011-05-26 12:10 am [mattsmansfield](#) [@TheAfter5Edge](#) Measurement is so key... **#smallbizchat**

2011-05-26 12:10 am [BlackDreams](#) RT [@smallbizlady](#): Q1: WHY IS IMPORTANT FOR SMALL BUSINESS OWNERS TO HAVE A SALES STRATEGY?

2011-05-26 12:10 am [TheAfter5Edge](#) **#smallbizchat** [@Morgan_LP](#) Good point. It may take a little while to see results. So stick w/ it long enough to be able to measure **#SmallBizChat**

2011-05-26 12:10 am [My_WebEvent](#) When is it Matt? RT [@mattsmansfield](#): RT [@BizFinanceForum](#): [@mattsmansfield](#) Hi Matt. Excited for your SEO Webinar :) > cool!

2011-05-26 12:10 am [LoisMarketing](#) **#smallbizchat** **#smallbizchat** A2 Be sure to include benchmarks. Should be long-term and short-term focused with clear measuring tools

2011-05-26 12:10 am [vasimpleservice](#) RT [@smallbizlady](#): A2 You can't develop a sales strategy until you know your target customer **#smallbizchat**

2011-05-26 12:10 am [RedBaronUSA](#) A2: **#Smallbizchat** Sales strategy: Segment your customer base into actionable channels of unique service, frequency, and price.

2011-05-26 12:10 am [mattsmansfield](#) RT [@smallbizlady](#): A2 You cant develop a sales strategy until you know your target customer > #truth **#smallbizchat**

2011-05-26 12:10 am [My_WebEvent](#) RT [@smallbizlady](#): A2 You can't develop a sales strategy until you know your target customer **#smallbizchat**

2011-05-26 12:10 am [thehealthmaven](#) A2 1st thing in sales strategy: confirm that engaged in right target market, nothing drains cash faster-spinning sales wheels

2011-05-26 12:10 am [My_WebEvent](#) **#smallbizchat** RT [@LoisMarketing:A2](#) Be sure to include benchmarks. Should be long-term and short-term focused with clear measuring tools

2011-05-26 12:10 am [BizFinanceForum](#) **#smallbizchat** [@smallbizlady](#) Do you advocate the Avatar method? **#smallbizchat**

2011-05-26 12:11 am [BarryBirkett](#) But not stubborn to the point of failure, right?? RT [@my_webevent](#): RT [@WeddingBlush](#): A2. Be persistent! <YES! **#smallbizchat**

2011-05-26 12:11 am [TheAfter5Edge](#) [@MattSMansfield](#) It is! You can't do anything blindly! Use track record to plan for the future - doing the same or changes **#SmallBizChat**

2011-05-26 12:11 am [mattsmansfield](#) RT [@LoisMarketing](#): **#smallbizchat** A2 Be sure to include benchmarks. < agree with you here... **#smallbizchat**

2011-05-26 12:11 am [TaiGoodwin](#) RT [@LoisMarketing](#): A2 Be sure to include benchmarks. Should be long-term and short-term focused with clear measuring tools

2011-05-26 12:11 am [My_WebEvent](#) **#smallbizchat** [@BarryBirkett](#) Yes! True! **#smallbizchat**

2011-05-26 12:11 am [thehealthmaven](#) Absolutely! RT [@redbaronusa](#): A2: **#Smallbizchat** Sales strategy: Segment customer base into actionable channels of service, frequency, price.

2011-05-26 12:11 am [loiscreamer](#) Sorry I'm late .. BIG fan of [@saleslounge](#) **#smallbizchat**

2011-05-26 12:12 am [BizFinanceForum](#) [@thehealthmaven](#) drains cash AND morale. People give up. **#smallbizchat**

2011-05-26 12:12 am [Morgan_LP](#) A2 Think about time in terms of what's billable, what's administrative, & what's personal. Gives realistic timeframe. **#smallbizchat**

2011-05-26 12:12 am [mattsmansfield](#) [@BarryBirkett](#) [@my_webevent](#) [@WeddingBlush](#) LOL - hard to not fall victim to that! **#smallbizchat**

2011-05-26 12:12 am [thehealthmaven](#) [@bizfinanceforum](#) great point! re: morale **#smallbizchat**

2011-05-26 12:12 am [saleslounge](#) A2d)A2d)Then they need to figure out the best way to achieve that goal in the fastest **#smallbizchat**

2011-05-26 12:12 am [HallGloria1](#) RT [@My_WebEvent](#): RT [@smallbizlady](#): A2 You can't develop a sales strategy until you know your target customer **#smallbizchat**

2011-05-26 12:13 am [walterrhett](#) RT [@thehealthmaven](#): Absolutely! RT [@redbaronusa](#): A2: **#Smallbizchat** Sales strategy: Segment customer base into

actionable channels of service, frequency, price.

2011-05-26 12:13 am [saleslounge](#) A2e)way possible looked at Facebook and said.."okay there are 30 million people on this site..I need 30 to become clients."
#smallbizchat

2011-05-26 12:13 am [Morgan_LP](#) RT [@thehealthmaven](#) [@redbaronusa](#): Sales strategy: Segment customer base into actionable channels of service, frequency, price.
#smallbizchat

2011-05-26 12:13 am [BlackDreams](#) RT [@smallbizlady](#): Q2: WHAT'S THE FIRST THING FOLKS NEED TO DO WITH THEIR SALES STRATEGY? **#smallbizchat**

2011-05-26 12:13 am [TaiGoodwin](#) RT [@saleslounge](#): A2c) possible. Then you need to account for holiday's /vacation time etc. **#smallbizchat**

2011-05-26 12:13 am [My_WebEvent](#) RT [@saleslounge](#): A2d)A2d)Then they need to figure out the best way to achieve that goal in the fastest **#smallbizchat**

2011-05-26 12:13 am [mattsmansfield](#) RT [@saleslounge](#): look at Facebook and said.."okay there are 30 million people on this site..I need 30 to become clients."
#smallbizchat

2011-05-26 12:13 am [TaiGoodwin](#) RT [@saleslounge](#): A2d)Then they need to figure out the best way to achieve that goal in the fastest **#smallbizchat**

2011-05-26 12:13 am [IACEZ](#) RT [@HallGloria1](#): RT [@My_WebEvent](#): RT [@smallbizlady](#): A2 You cant develop a sales strategy until you know your target customer
#smallbizchat

2011-05-26 12:13 am [smallbizlady](#) RT [@saleslounge](#): A2)Then you need to account for holiday's /vacation time etc. **#smallbizchat**

2011-05-26 12:13 am [acpollard](#) Joining **#smallbizchat** w/ [@SmallBizLady](#) & [@SalesLounge](#)
#womenofpg

2011-05-26 12:14 am [thekencook](#) I hate being late - it's going to take me 45 minutes to catch up with what happened in the first 12 minutes **#smallbizchat**

2011-05-26 12:14 am [TaiGoodwin](#) RT [@saleslounge](#): A2e) We looked at FB and said.."okay there are 30 million people on this site..I need 30 to become clients."
#smallbizchat

2011-05-26 12:14 am [mattsmansfield](#) [@thekencook](#) LOL! **#smallbizchat**

2011-05-26 12:14 am [BlackDreams](#) RT [@TaiGoodwin](#): RT [@saleslounge](#): A2d)Then they need to figure out the best way to achieve that goal in the fastest **#smallbizchat**

2011-05-26 12:14 am [My_WebEvent](#) RT [@saleslounge](#): look at Facebook and said.."okay there are 30 million people on this site..I need 30 to become clients."
#smallbizchat

2011-05-26 12:14 am [TheAfter5Edge](#) I like that. And outsource what you can [@Morgan_LP](#) A2 Think of time in terms of what's billable, admininstrative, & personal.
#smallbizchat

2011-05-26 12:14 am [JDEbberly](#) RT [@smallbizlady](#): Q1: WHY IS IMPORTANT FOR SMALL BUSINESS OWNERS TO HAVE A SALES STRATEGY?
#SmallBizChat

2011-05-26 12:14 am [smallbizlady](#) RT A2b [@saleslounge](#) Then they need to figure out the best way to achieve that goal in the fastest. **#smallbizchat**

2011-05-26 12:15 am [JDEbberly](#) RT [@smallbizlady](#): Q2: WHAT'S THE FIRST THING FOLKS NEED TO DO WITH THEIR SALES STRATEGY? **#SmallBizChat**

2011-05-26 12:15 am [BlackDreams](#) RT [@smallbizlady](#): A2 You can't develop a sales strategy until you know your target customer **#smallbizchat**

2011-05-26 12:15 am [saleslounge](#) Hi there! RT [@loiscreamer](#): Sorry I'm late .. BIG fan of [@saleslounge](#)
#smallbizchat

2011-05-26 12:15 am [loiscreamer](#) A 2 At the end of every day ask, what did I do today to accomplish goal? **#smallbizchat**

2011-05-26 12:15 am [WeddingBlush](#) [@SalesLounge](#) targeted marketing? {right direction} **#smallbizchat**

2011-05-26 12:15 am [JDEbberly](#) RT [@smallbizlady](#): A2 You can't develop a sales strategy until you know your target customer **#SmallBizChat**

2011-05-26 12:15 am [BizFinanceForum](#) RT [@TheAfter5Edge](#): outsource what you can [@Morgan_LP](#) A2 Think of time in terms of whats billable, admin & personal. <- YES! **#smallbizchat**

2011-05-26 12:15 am [Morgan_LP](#) [@TheAfter5Edge](#) LOVE the outsource idea. Definitely part of an effective sales strategy! **#smallbizchat**

2011-05-26 12:15 am [JDEbberly](#) RT [@RedBaronUSA](#) A2 Sales strategy: Segment your cust base into actionable channels of unique service, frequency, and price. **#SmallBizChat**

2011-05-26 12:15 am [smallbizlady](#) Q3: WHAT ARE COMMON MISTAKES SMALL BIZ OWNERS MAKE WHEN IT COMES TO SALES? **#smallbizchat**

2011-05-26 12:16 am [JanMBradshaw](#) RT [@smallbizlady](#): A2 You cant develop a sales strategy until you know your target customer **#smallbizchat**

2011-05-26 12:16 am [mattsmansfield](#) RT [@my_webevent](#): When is it Matt? Info here: <http://ow.ly/53aml> RT [@BizFinanceForum](#): Hi Matt. Excited for your SEO Webinar :) **#smallbizchat**

2011-05-26 12:16 am [BlackDreams](#) RT [@SmallBizLady](#) A2 You can't develop a sales strategy.. **#smallbizchat** targeting the wrong customer can be harmful and financial loss also.

2011-05-26 12:16 am [BizFinanceForum](#) Q3 Not asking for the business **#smallbizchat**

2011-05-26 12:16 am [mattsmansfield](#) A3. Being afraid of it. **#smallbizchat**

2011-05-26 12:16 am [DanitaBlackwood](#) RT [@smallbizlady](#): A2 You can't develop a sales strategy until you know your target customer **#smallbizchat**

2011-05-26 12:16 am [My_WebEvent](#) RT [@smallbizlady](#): Q3: WHAT ARE COMMON MISTAKES SMALL BIZ OWNERS MAKE WHEN IT COMES TO SALES? **#smallbizchat**

2011-05-26 12:16 am [chamcon](#) RT [@smallbizlady](#): Q3: WHAT ARE COMMON MISTAKES SMALL BIZ OWNERS MAKE WHEN IT COMES TO SALES? **#smallbizchat**

2011-05-26 12:16 am [theflagagency](#) [@SmallBizLady](#) A3 forgetting to ask for the sale **#smallbizchat**

2011-05-26 12:16 am [TaiGoodwin](#) RT [@smallbizlady](#): Q3: WHAT ARE COMMON MISTAKES SMALL BIZ OWNERS MAKE WHEN IT COMES TO SALES? **#smallbizchat**

2011-05-26 12:16 am [thekencook](#) A2 avoid theory or at least understand theory is expensive. Start with what you know and learn as you grow (or hire a pro :) **#smallbizchat**

2011-05-26 12:16 am [MichaelCarusi](#) A2 Market share, promotions, all aspects of marketing stem directly from the target audience **#SmallBizChat**

2011-05-26 12:16 am [saleslounge](#) A3) They forget to pick up the phone....Daily! **#smallbizchat**

2011-05-26 12:16 am [JDEbberly](#) RT [@saleslounge](#): A2d)A2d)Then they need to figure out the best way to achieve that goal in the fastest **#SmallBizChat**

2011-05-26 12:16 am [TaiGoodwin](#) RT [@BizFinanceForum](#): Q3 Not asking for the business **#smallbizchat**

2011-05-26 12:16 am [mattsmansfield](#) RT [@BizFinanceForum](#): Q3 Not asking for the business < good one! You are so smart about this stuff! **#smallbizchat**

2011-05-26 12:17 am [WeddingBlush](#) [@thekencook](#) ha! right on... this thread is rollin' **#smallbizchat**

2011-05-26 12:17 am [BizFinanceForum](#) [@theflagagency](#) Exactly :) **#smallbizchat**

2011-05-26 12:17 am [BarryBirkett](#) A3. Thinking that everyone will see their brilliance and show up to buy. "We built is so they will come" **#smallbizchat**

2011-05-26 12:17 am [DeshlerDesigns](#) [@smallbizlady](#) Q3: Not thinking globally **#SmallBizChat**

2011-05-26 12:17 am [thekencook](#) A3 not knowing how they got the sale. Forgetting the simple, "how did you hear about us?" question. **#smallbizchat**

2011-05-26 12:17 am [Morgan_LP](#) A3: Selling based on needs rather than wants. Need to deliver on both, but communicate about customer wants, dreams, values. **#smallbizchat**

2011-05-26 12:17 am [BizFinanceForum](#) [@mattsmansfield](#) LOL. Years of "eating what I kill" **#smallbizchat**

2011-05-26 12:17 am [JDEbberly](#) RT [@saleslounge](#): A2e)way possible looked at FB and said.."okay there are 30 mil ppl on this site..Need 30 become clients." **#SmallBizChat**

2011-05-26 12:17 am [mattsmansfield](#) [@BarryBirkett](#) They don't just come? ;) **#smallbizchat**

2011-05-26 12:17 am [saleslounge](#) A3b) They bring their moods to work. On my worst days my clients NEVER know it **#smallbizchat**

2011-05-26 12:17 am [chamcon](#) [@smallbizlady](#) A2 based their sales strategy on generalities instead of tailoring it for their business **#smallbizchat**

2011-05-26 12:17 am [My_WebEvent](#) [@mattsmansfield](#) Thanks Matt! Next time use [@My_WebEvent](#), we'll save you \$ and we're way cooler! LOL **#smallbizchat**

2011-05-26 12:17 am [loiscreamer](#) Not target marketing. Not leveraging sales efforts. **#smallbizchat**

2011-05-26 12:17 am [TaiGoodwin](#) A3: Not thinking in terms of multiple streams of income! 1-1 service based businesses get exhausting! **#smallbizchat**

2011-05-26 12:17 am [JDEbberly](#) RT [@smallbizlady](#): Q3: WHAT ARE COMMON MISTAKES SMALL BIZ OWNERS MAKE WHEN IT COMES TO SALES? **#SmallBizChat**

2011-05-26 12:18 am [thekencook](#) [@mattsmansfield](#) [@BarryBirkett](#) lol Matt. That was my first plan, too. **#smallbizchat**

2011-05-26 12:18 am [mattsmansfield](#) [@My_WebEvent](#) [@mattsmansfield](#) ROFL! **#smallbizchat**

2011-05-26 12:18 am [TaiGoodwin](#) RT [@saleslounge](#): A3) They forget to pick up the phone....Daily! **#smallbizchat**

2011-05-26 12:18 am [mattsmansfield](#) RT [@saleslounge](#): A3b) They bring their moods to work. On my worst days my clients NEVER know it **#smallbizchat**

2011-05-26 12:18 am [Morgan_LP](#) Important question - RT [@thekencook](#): A3 not knowing how they got the sale. Forgetting the simple, "how did you hear about us?" **#smallbizchat**

2011-05-26 12:18 am [acpollard](#) [@SmallBizLady](#) [@SalesLounge](#) trying to sell to everyone **#smallbizchat**

2011-05-26 12:18 am [smallbizlady](#) A3 Not being confident enough to hold firm on your price. **#smallbizchat**

2011-05-26 12:18 am [JDEbberly](#) RT [@saleslounge](#): A3b) They bring their moods to work. On my worst days my clients NEVER know it **#SmallBizChat**

2011-05-26 12:18 am [thehealthmaven](#) In last 2 years, we have a very different market & traditional sales mindset may not get the traction that a new biz needs **#smallbizchat**

2011-05-26 12:18 am [WeddingBlush](#) [@Morgan_LP](#) changing product offerings? or is it how you package what you already have??? **#smallbizchat**

2011-05-26 12:18 am [JDEbberly](#) RT [@TaiGoodwin](#): A3: Not thinking in terms of multiple streams of income! 1-1 service based businesses get exhausting! **#SmallBizChat**

2011-05-26 12:18 am [theflagagency](#) [@SalesLounge](#) Picking up the phone to call out to existing clients is my biggest weakness. **#smallbizchat**

2011-05-26 12:18 am [MichaelCarusi](#) A3 Small businesses always treat #socialmedia like a raw sales tool instead of relationship building that LEADS to sales **#SmallBizChat**

2011-05-26 12:18 am [JDEbberly](#) RT [@smallbizlady](#): A3 Not being confident enough to hold firm on your price **#SmallBizChat**

2011-05-26 12:18 am [mattsmansfield](#) RT [@smallbizlady](#): A3 Not being confident enough to hold firm on your price. > oohhhh, so true! **#smallbizchat**

2011-05-26 12:18 am [TaiGoodwin](#) RT [@smallbizlady](#): A3 Not being confident enough to hold firm on your price. **#smallbizchat**

2011-05-26 12:18 am [saleslounge](#) A3c) They loose focus...and forget they have a goal they have to attain. And they are afraid to ask for the sale! **#smallbizchat**

2011-05-26 12:19 am [WeddingBlush](#) [@MattSMansfield](#) [@BarryBirkett](#) They come in droves!!!
#smallbizchat

2011-05-26 12:19 am [TracieHegeman](#) RT [@smallbizlady](#): Q1: WHY IS IMPORTANT FOR SMALL BUSINESS OWNERS TO HAVE A SALES STRATEGY?
#SmallBizChat <http://dld.bz/abpZm>

2011-05-26 12:19 am [RedBaronUSA](#) A2: **#SmallbizChat** 1st sales strategy task? Share your strategy w/ an accountability partner, coach, counsel-to keep you on track

2011-05-26 12:19 am [JanMBradshaw](#) A3 Failing to plan and schedule enough time to focus on sales.
#smallbizchat

2011-05-26 12:19 am [chamcon](#) A3 also talking when they should be listeningn **#smallbizchat**

2011-05-26 12:19 am [JDEbberly](#) RT [@saleslounge](#) A3c) They lose focus..and forget they have goal they have to attain. And they are afraid to ask for the sale!
#SmallBizChat

2011-05-26 12:19 am [theflaggagency](#) [@SmallBizLady](#) A3b Chasing everyone down to the bottom as far as discounting. It is crowded at the bottom **#smallbizchat**

2011-05-26 12:19 am [My_WebEvent](#) RT [@saleslounge](#): A3c) They loose focus, forget they have a goal they have to attain. And they are afraid to ask for the sale!
#smallbizchat

2011-05-26 12:19 am [JDEbberly](#) RT [@JanMBradshaw](#): A3 Failing to plan and schedule enough time to focus on sales **#SmallBizChat**

2011-05-26 12:19 am [BizFinanceForum](#) RT [@JDEbberly](#): RT [@smallbizlady](#): A3 Not being confident enough to hold firm on your price. <- Exactly - you ARE worth it.
#smallbizchat

2011-05-26 12:19 am [TaiGoodwin](#) RT [@theflaggagency](#): [@SalesLounge](#) Picking up the phone to call out to existing clients is my biggest weakness. **#smallbizchat**

2011-05-26 12:19 am [mattsmansfield](#) RT [@RedBaronUSA](#): A2: **#SmallbizChat** 1st sales strategy task? Share strategy w/accountability partner-to keep you on track
#smallbizchat

2011-05-26 12:19 am [saleslounge](#) A3d) It's also good to have an accountability coach... or someone to help you stay focused. **#smallbizchat**

2011-05-26 12:19 am [TRethore](#) Hey [@saleslounge](#)! Hope u have a full glass for **#smallbizchat**!

2011-05-26 12:20 am [mattsmansfield](#) RT [@JDEbberly](#): RT [@JanMBradshaw](#): A3 Failing to plan and schedule enough time to focus on sales **#smallbizchat**

2011-05-26 12:20 am [IACEZ](#) [@MichaelCarusi](#), I agree. It's better to build relationships with social media first. **#smallbizchat**

2011-05-26 12:20 am [theflaggagency](#) [@SmallBizLady](#) A3c Forgetting they are in the sales biz Not the nursery biz or the travel biz or the widgeit biz. **#smallbizchat**

2011-05-26 12:20 am [BarryBirkett](#) Send some of those droves my will, will ya? ☐ RT [@weddingblush](#): [@MattSMansfield](#) They come in droves!!! **#smallbizchat**

2011-05-26 12:20 am [loiscreamer](#) [@saleslounge](#) not spending time on phone correct! **#smallbizchat**

2011-05-26 12:20 am [thekencook](#) [@chamcon](#) big time! Good answer A3 **#smallbizchat**

2011-05-26 12:20 am [MichaelCarusi](#) A3 Launching a market strategy without a clear mission in mind - which leads to giving up or lackluster results **#SmallBizChat**

2011-05-26 12:20 am [Morgan_LP](#) A3: Price based on what it took for them to create the product rather

2011-05-26 12:20 am [TheAfter5Edge](#) than what it will do for the cust. \$ left on table. **#smallbizchat**
@Morgan_LP It is! At some point, necessary but non-complex tasks keep you from doing what you do best! Train & delegate!
#smallbizchat

2011-05-26 12:20 am [ShannonRenee](#) A3: thinking one sale equals customer loyalty **#SmallBizChat**
2011-05-26 12:21 am [markalves](#) & how to keep in contact in future RT [@thekencook](#) A3...Forgetting simple, "how'd u hear about us?" question **#smallbizchat**

2011-05-26 12:21 am [TaiGoodwin](#) RT [@MichaelCarusi](#): A3 Launching a market strategy without a clear mission in mind >> leads to giving up or lackluster results
#smallbizchat

2011-05-26 12:21 am [JDEbberly](#) RT [@saleslounge](#): A3d) It's also good to have an accountability coach... or someone to help you stay focused **#SmallBizChat**

2011-05-26 12:21 am [mattsmansfield](#) [@Morgan_LP](#) Yes! Value-based pricing! **#smallbizchat**
2011-05-26 12:21 am [TRethore](#) Helpful also to break down revenue goals into other metrics. E.g. \$500K means 3 big projects and 2 smaller ones **#smallbizchat**

2011-05-26 12:21 am [backngroovemom](#) r u talkin bout me? RT [@BizFinanceForum](#) RT [@JDEbberly](#): RT [@smallbizlady](#): Not being confident enough to hold firm on your price
#smallbizchat

2011-05-26 12:21 am [My_WebEvent](#) RT [@JDEbberly](#): RT [@smallbizlady](#): A3 Not being confident enough to hold firm on price.<Exactly,you ARE worth it. **#smallbizchat**

2011-05-26 12:21 am [saleslounge](#) A3e) Use my 5 x 5 rule..(It's helped me for 20+ years) Make 5 calls a day 5 days a week..to people you DON"T know. **#smallbizchat**

2011-05-26 12:21 am [MichaelCarusi](#) [@IACEZ](#) Yes - I see Twitter accounts spamming sales pitches and they have very few followers comparatively **#smallbizchat**

2011-05-26 12:21 am [BizFinanceForum](#) [@backngroovemom](#) LOL. No, just in general. Good to see you Rachel :) **#smallbizchat**

2011-05-26 12:22 am [smallbizlady](#) RT [@saleslounge](#): A3c) They loose focus...and forget they have a goal they have to attain. & they are afraid to ask 4 the sale!
#smallbizchat

2011-05-26 12:22 am [Morgan_LP](#) A: Must charge for what you're worth and the outcome the customer will have. That's what they're buying. The outcome. **#smallbizchat**

2011-05-26 12:22 am [theflagagency](#) [@SalesLounge](#) I do send out 5 handwritten notes a week to people I know and don't know. [@loisgeller](#) taught me that **#smallbizchat**

2011-05-26 12:22 am [backngroovemom](#) yes, I agree RT [@JDEbberly](#) RT [@saleslounge](#): A3d) It's also good to have an accountability coach some1 to help u stay focused
#SmallBizChat

2011-05-26 12:22 am [thekencook](#) [@backngroovemom](#) lol - a common challenge for many people when it comes time for the pressure of the transaction. Hang tough!
#smallbizchat

2011-05-26 12:22 am [MichaelCarusi](#) A3 Thinking that with 300 Twitter followers, you have 300 loyal customers; this applies to any #sm network **#SmallBizChat**

2011-05-26 12:22 am [saleslounge](#) A3e) Take your goal..say \$100K per year..and break it down per month. Now..what do you need to do to make it. **#smallbizchat**

2011-05-26 12:22 am [loiscreamer](#) A3 Accountability big when solo preneur. I use mastermind group.
#smallbizchat

2011-05-26 12:22 am [WeddingBlush](#) Yes! RT [@MattSMansfield](#): [@Morgan_LP](#) Yes! Value-based pricing!
#smallbizchat

2011-05-26 12:22 am [TheAfter5Edge](#) [@My_WebEvent](#) [@JDEbberly](#) [@smallbizlady](#) And in sticking to price, make sure your service/product showcases this value! **#smallbizchat**

2011-05-26 12:22 am [TaiGoodwin](#) Hey there [@markalves](#) [@thekencook](#) Welcome to the chat!

2011-05-26 12:23 am [Prakky](#) **#smallbizchat** Good **#smallbizchat** happening right now ... tune in if you have time.

2011-05-26 12:23 am [theflaggagency](#) [@Morgan_LP](#) I wrote on my blog last week that you will not save the most money using my services: <http://bit.ly/im02vj> **#smallbizchat**

2011-05-26 12:23 am [BizFinanceForum](#) [@theflaggagency](#) oohh, that is a good one. I'm going to borrow it! **#smallbizchat**

2011-05-26 12:23 am [BarryBirkett](#) [@michaelcarusi](#): [@IACEZ](#) That's why the "smart" ones are spamming hashtags. Real pain! **#smallbizchat**

2011-05-26 12:23 am [Morgan_LP](#) RT [@saleslounge](#): A3e) my 5 x 5 rule..(It's helped me for 20+ years) Make 5 calls a day 5 days a wk..to people U DON'T know. **#smallbizchat**

2011-05-26 12:23 am [mattsmansfield](#) rt [@saleslounge](#) Make 5 calls a day 5 days a week..to people you DON'T know. > eek! :) **#smallbizchat**

2011-05-26 12:23 am [TaiGoodwin](#) RT [@saleslounge](#): A3e) Use my 5 x 5 rule.. Make 5 calls a day 5 days a week..to people you DON'T know. **#smallbizchat**

2011-05-26 12:23 am [My_WebEvent](#) RT [@saleslounge](#): A3e) Use my 5 x 5 rule..(It's helped me 20+ years) Make 5 calls a day 5 days a week to people you DON'T know. **#smallbizchat**

2011-05-26 12:23 am [RedBaronUSA](#) A3 **#smallbizchat** Sales mistakes? Asking for the order too soon w/out building a relationship, segmentation analysis, and firm price. **#smallbizchat**

2011-05-26 12:23 am [TaiGoodwin](#) RT [@Morgan_LP](#): A: Must charge for what you're worth and the outcome the customer will have. That's what they're buying. **#smallbizchat**

2011-05-26 12:23 am [theflaggagency](#) RT [@SalesLounge](#): A3e) Use my 5 x 5 rule.. Make 5 calls a day 5 days a week..to people you DON'T know. **#smallbizchat**

2011-05-26 12:23 am [vasimpleservice](#) Good 1! RT [@taigoodwin](#): RT [@saleslounge](#): A3e) Use my 5 x 5 rule.. Make 5 calls a day 5 days a week..to people you DON'T know. **#smallbizchat**

2011-05-26 12:23 am [JDEbberly](#) RT [@saleslounge](#): A3e) Take your goal..say \$100K per year..and break it down per month. Now..what do you need to do to make it **#SmallBizChat**

2011-05-26 12:23 am [TaiGoodwin](#) RT [@MichaelCarusi](#): A3 Thinking that with 300 Twitter followers, you have 300 loyal customers; this applies to any #sm network **#smallbizchat**

2011-05-26 12:23 am [saleslounge](#) A3f) When I was in corporate..we looked at our numbers..not only DAILY but WEEKLY. AND I mean LOOKED at the numbers **#smallbizchat**

2011-05-26 12:24 am [backngroovemom](#) [@thekencook](#) thnx...I began in the nonprofit world, so charging does not always come naturally **#smallbizchat**

2011-05-26 12:24 am [IACEZ](#) [@BarryBirkett](#) [@michaelcarusi](#), by "smart" you mean bots right? ;) **#smallbizchat**

2011-05-26 12:24 am [theflaggagency](#) [@BizFinanceForum](#) They can ignore your phone calls and emails, but they will not ignore a hand written and stamped note. **#smallbizchat**

2011-05-26 12:24 am [BizFinanceForum](#) [@mattsmansfield](#) When I was an exec recruiter I would call at least 50 people a day I didn't know. **#smallbizchat**

2011-05-26 12:24 am [chamcon](#) Love this! RT [@saleslounge](#): A3e) my 5 x 5 rule...Make 5 calls a day 5 days a wk..to people U DON'T know. **#smallbizchat**

2011-05-26 12:24 am [MichaelCarusi](#) [@BarryBirkett](#) [@IACEZ](#) YES! Maximum exposure maybe, but it's skin deep at best. **#SmallBizChat**

2011-05-26 12:24 am [mattsmansfield](#) [@saleslounge](#) How do you identify those people you "don't know"?

#smallbizchat

- 2011-05-26 12:24 am [KyBedard](#) RT [@RedBaronUSA](#): A3 **#smallbizchat** Sales mistakes? Asking for the order too soon w/out building a relationship, segmentation analysis, and firm price.
- 2011-05-26 12:24 am [TaiGoodwin](#) RT [@Prakky](#): Good **#smallbizchat** happening right now ... tune in if you have time. (Or check out the blog tomorrow)
- 2011-05-26 12:24 am [backngroovemom](#) RT [@SalesLounge](#) When I was in corporate..we looked at our numbers..not only DAILY but WEEKLY. ANd I mean LOOKED at the numbers **#smallbizchat**
- 2011-05-26 12:25 am [thekencook](#) [@RedBaronUSA](#) some orders don't always require an early relationship - but it is important to understand BUY signals.
- 2011-05-26 12:25 am [mattsmansfield](#) **#smallbizchat** [@BizFinanceForum](#) [@mattsmansfield](#) So it was YOU always calling me - lol. Tech headhunters were the worst... **#smallbizchat**
- 2011-05-26 12:25 am [saleslounge](#) A3f) You NEVER know where your next customer is coming from..could be sitting next to you on plane..everything is business. **#smallbizchat**
- 2011-05-26 12:25 am [acpollard](#) "@SalesLounge:great rule, but scary :) A3e) Use my 5 x 5 rule(It's helped me for 20+ years) Mk 5 calls a day 5 days a wk **#smallbizchat"**
- 2011-05-26 12:25 am [JadeYG](#) RT [@SmallBizLady](#): Join tonight's **#SmallBizChat** 8PM EST - <http://bit.ly/sbchat94>: Here's how: <http://bit.ly/S797e>
- 2011-05-26 12:25 am [MichaelCarusi](#) [@backngroovemom](#) I hear you - I got my start at [@americares](#) before going independent - quite a change isn't it? **#SmallBizChat**
- 2011-05-26 12:25 am [RedBaronUSA](#) Love this. RT [@SalesLounge](#) Look at your numbers, not only DAILY but WEEKLY. And I mean LOOK at the numbers granularly **#smallbizchat**
- 2011-05-26 12:25 am [markalves](#) [@TaiGoodwin](#) Thanks, Tai. Always good to hear the latest from the front lines. **#smallbizchat**
- 2011-05-26 12:25 am [KyBedard](#) I do 20 x5 RT [@chamcon](#) Love this! RT [@saleslounge](#): A3e) my 5 x 5 rule...Make 5 calls a day 5 days a wk..to people U DON"T know **#smallbizchat**
- 2011-05-26 12:26 am [smallbizlady](#) RT [@saleslounge](#): A3e) Use my 5 x 5 rule (It's helped me for 20 yrs) Make 5 calls a day 5 days a week to people you DON"T know. **#smallbizchat**
- 2011-05-26 12:26 am [TaiGoodwin](#) RT [@saleslounge](#): A3f) You NEVER know where your next customer is coming from..could be sitting next to you on plane. **#smallbizchat**
- 2011-05-26 12:26 am [BizFinanceForum](#) [@mattsmansfield](#) LOL. No I did finance, CFOs etc. At least half those were to potential clients. **#smallbizchat**
- 2011-05-26 12:26 am [backngroovemom](#) gr8! RT [@theflagagency](#) [@BizFinanceForum](#) They can ignore ur phone calls & emails but they will not ignore a hand written note **#smallbizchat**
- 2011-05-26 12:26 am [saleslounge](#) A3g) Do your calls in the am.. Get names from LinkedIN, Twitter, FB **#smallbizchat**
- 2011-05-26 12:26 am [JDEbberly](#) RT [@saleslounge](#): A3e) Use my 5 x 5 rule (It's helped me for 20 yrs) Make 5 calls a day 5 days a week to people you DON"T know **#SmallBizChat**
- 2011-05-26 12:26 am [guymadison](#) RT [@saleslounge](#): A3e) Take your goal..say \$100K per year..and break it down per month. Now..what do you need to do to make it. **#smallbizchat**

2011-05-26 12:26 am [LoisMarketing](#) **#smallbizchat** A3 Not asking enough questions! Probe to uncover needs, guide your prospect to open up and talk. Then LISTEN.

2011-05-26 12:26 am [Morgan_LP](#) [@WeddingBlush](#) Dining out (want) v. buying groceries at store (need). Find way to make both possible. **#smallbizchat**

2011-05-26 12:26 am [toniallday](#) RT [@TaiGoodwin](#) RT [@smallbizlady](#): Q2: WHAT'S THE FIRST THING FOLKS NEED TO DO WITH THEIR SALES STRATEGY? **#smallbizchat**

2011-05-26 12:26 am [BarryBirkett](#) Or not asking for sale at all RT [@RedBaronUSA](#): A3 **#smallbizchat** Sales mistakes? Asking for the order too soon

2011-05-26 12:26 am [MichaelCarusi](#) RT [@SalesLounge](#) A3f) You NEVER know where your next customer is coming from..everything is business. **#smallbizchat**

2011-05-26 12:26 am [smallbizlady](#) Q4: HOW CAN SMALL BIZ OWNERS INCORPORATE SOCIAL MEDIA INTO THEIR SALES STRATEGY? **#smallbizchat**

2011-05-26 12:26 am [mattsmansfield](#) RT [@saleslounge](#): A3g) Do your calls in the am.. Get names from LinkedIn, Twitter, FB **#smallbizchat**

2011-05-26 12:26 am [MyCareerCentral](#) RT [@TheAfter5Edge](#): A2: Know your target audience, plan & be specific w/ marketing strategy, execute it and measure, measure, measure! **#SmallBizChat**

2011-05-26 12:27 am [KyBedard](#) RT [@LoisMarketing](#): **#smallbizchat** A3 Not asking enough questions! Probe to uncover needs, guide your prospect to open up and talk. Then LISTEN.

2011-05-26 12:27 am [bebehjett](#) RT [@smallbizlady](#): RT [@saleslounge](#): A3c) They loose focus...and forget they have a goal they have to attain. & they are afraid to ask 4 the sale! **#smallbizchat**

2011-05-26 12:27 am [vasimpleservice](#) [@saleslounge](#) That's right! Always be on your best behavior :-)
#smallbizchat

2011-05-26 12:27 am [MyCareerCentral](#) RT [@smallbizlady](#): A2 You can't develop a sales strategy until you know your target customer **#smallbizchat**

2011-05-26 12:27 am [TaiGoodwin](#) RT [@smallbizlady](#): Q4: HOW CAN SMALL BIZ OWNERS INCORPORATE SOCIAL MEDIA INTO THEIR SALES STRATEGY? **#smallbizchat**

2011-05-26 12:27 am [MyCareerCentral](#) RT [@thehealthmaven](#): A2 1st thing in sales strategy: confirm that engaged in right target market, nothing drains cash faster-spinning sales wheels **#smallbizchat**

2011-05-26 12:27 am [JDEbberly](#) RT [@smallbizlady](#): Q4: HOW CAN SMALL BIZ OWNERS INCORPORATE SOCIAL MEDIA INTO THEIR SALES STRATEGY? **#SmallBizChat**

2011-05-26 12:27 am [guymadison](#) Breaking goals down monthly - simple in the world of complex **#smallbizchat**

2011-05-26 12:27 am [MyCareerCentral](#) RT [@thehealthmaven](#): Absolutely! RT [@redbaronusa](#): A2: **#Smallbizchat** Sales strategy: Segment customer base into actionable channels of service, frequency, price.

2011-05-26 12:27 am [thekencook](#) A4 - just going to watch the responses on this one :) **#smallbizchat**

2011-05-26 12:27 am [mattsmansfield](#) A4. Build relationships, conduct market research. **#smallbizchat**

2011-05-26 12:27 am [theflaggagency](#) RT [@SmallBizLady](#): Q4: HOW CAN SMALL BIZ OWNERS INCORPORATE SOCIAL MEDIA INTO THEIR SALES STRATEGY? **#smallbizchat**

2011-05-26 12:27 am [toniallday](#) RT [@TaiGoodwin](#): RT [@saleslounge](#): A2d)Then they need to figure out the best way to achieve that goal in the fastest **#smallbizchat**

2011-05-26 12:27 am [JanMBradshaw](#) A3 Trying to figure out everything by yourself, and not asking for help.

2011-05-26 12:27 am [toniallday](#) It helps to have a Business Coach or Mentor. **#smallbizchat**
RT [@TaiGoodwin](#): RT [@saleslounge](#): A2e) We looked at FB and said.."okay there are 30 million people on this site..I need 30 to become clients." **#smallbizchat**

2011-05-26 12:27 am [JDEbberly](#) RT [@mattsmansfield](#): RT [@saleslounge](#): A3g) Do your calls in the am.. Get names from LinkedIN, Twitter, FB **#SmallBizChat**

2011-05-26 12:27 am [saleslounge](#) A4)Whether you have your own biz or or working for someone else...Have a professional profile on all sites. **#smallbizchat**

2011-05-26 12:27 am [KyBedard](#) [@LoisMarketing](#) Lois been awhile. How are you? you are always full of insight. **#smallbizchat**

2011-05-26 12:27 am [My_WebEvent](#) RT [@LoisMarketing:A3](#) Not asking enough questions! Probe to uncover needs, guide your prospect to open up & talk. Then LISTEN. **#smallbizchat**

2011-05-26 12:27 am [guymadison](#) [@smallbizlady](#) Great Question **#smallbizchat**

2011-05-26 12:27 am [backngroovemom](#) yes! I was a social wker [@MichaelCarusi](#) RT I got my start at [@americares](#) before going independent - quite a change isn't it? **#SmallBizChat**

2011-05-26 12:27 am [Morgan_LP](#) RT [@guymadison](#): Breaking goals down monthly - simple in the world of complex **#smallbizchat**

2011-05-26 12:27 am [MyCareerCentral](#) RT [@smallbizlady](#): Q3: WHAT ARE COMMON MISTAKES SMALL BIZ OWNERS MAKE WHEN IT COMES TO SALES? **#smallbizchat**

2011-05-26 12:27 am [TheAfter5Edge](#) RT [@smallbizlady](#): RT [@saleslounge](#): A3e) Use my 5 x 5 rule (It's helped me for 20 yrs) Make 5 calls a day 5 days a week to people you DON"T know. **#smallbizchat**

2011-05-26 12:27 am [smallbizlady](#) How to participate in **#SmallBizChat** <http://bit.ly/S797e>; join in via tonight's tweetgrid: <http://bit.ly/sbchat103> **#smallbizchat**

2011-05-26 12:28 am [RedBaronUSA](#) Of course! RT [@BarryBirkett](#) Or not asking for sale at all RT [@RedBaronUSA](#): A3 **#smallbizchat** Sales mistakes? Asking for the order too soon

2011-05-26 12:28 am [toniallday](#) RT [@TaiGoodwin](#): RT [@BizFinanceForum](#): Q3 Not asking for the business **#smallbizchat**

2011-05-26 12:28 am [TaiGoodwin](#) RT [@saleslounge](#): A4)Whether you have your own biz or or working for someone else...Have a professional profile on all sites. **#smallbizchat**

2011-05-26 12:28 am [mattsmansfield](#) RT [@thekencook](#): A4 - just going to watch the responses on this one :) > scaredy-cat! **#smallbizchat**

2011-05-26 12:28 am [LoisMarketing](#) **#smallbizchat** A4 Remember to include the real "you" in SM posts/tweets. Create bonds of friendship and support. Don't sell sell.

2011-05-26 12:28 am [toniallday](#) RT [@TaiGoodwin](#): A3: Not thinking in terms of multiple streams of income! 1-1 service based businesses get exhausting! **#smallbizchat**

2011-05-26 12:28 am [BizFinanceForum](#) RT [@saleslounge](#): A3g) Do your calls in am.. Get names from LinkedIN, Twitter, FB <- if u can't find the number, try jigsaw.com **#smallbizchat**

2011-05-26 12:28 am [theflagagency](#) [@SmallBizLady](#) A\$ Every SmallBiz owner should read this, print it out and read it again by [@petershankman](#) <http://bit.ly/iywaMP> **#smallbizchat**

2011-05-26 12:28 am [saleslounge](#) A4b) Get on social media and begin sharing your expertise. Network. **#smallbizchat**

2011-05-26 12:28 am [toniallday](#) RT [@TaiGoodwin](#) RT [@saleslounge](#): A3) They forget to pick up the

phone....Daily! **#smallbizchat**

2011-05-26 12:28 am [backngroovemom](#) [@BizFinanceForum](#) hi there! glad to be here! **#smallbizchat** -

2011-05-26 12:28 am [MyCareerCentral](#) RT [@smallbizlady](#): A3 Not being confident enough to hold firm on your price. **#smallbizchat**

2011-05-26 12:28 am [Morgan_LP](#) [AGREE!] RT [@saleslounge](#): A4)Whether you have your own biz or or working for someone else...Have a profile on all sites. **#smallbizchat**

2011-05-26 12:28 am [bebehjett](#) RT [@smallbizlady](#): RT [@saleslounge](#): A3e) Use my 5 x 5 rule (It's helped me for 20 yrs) Make 5 calls a day 5 days a week to people you DON'T know. **#smallbizchat**

2011-05-26 12:28 am [smallbizlady](#) Live right now - Interview with sales expert Jennifer Abernethy [@saleslounge](#) <http://bit.ly/sbchat104> **#smallbizchat**

2011-05-26 12:28 am [BlackDreams](#) RT [@TaiGoodwin](#): A3: Not thinking in terms of multiple streams of income! 1-1 service based businesses get exhausting! **#smallbizchat**

2011-05-26 12:28 am [thekencook](#) [@mattsmansfield](#) heck no ... my bosses may be reading :) **#smallbizchat**

2011-05-26 12:28 am [thehealthmaven](#) A4 - Use SoMe 2 identify industry pains, thought leaders & market trends, very valuable & closes time gaps down sales process **#smallbizchat**

2011-05-26 12:29 am [LoisMarketing](#) [@KyBedard](#) Hey you :) Thanks! I enjoy **#smallbizchat** and have missed it! Have started wonderful new job, up to my eyeballs in training!

2011-05-26 12:29 am [MyCareerCentral](#) RT [@thehealthmaven](#): In last 2 years, we have a very different market & traditional sales mindset may not get the traction that a new biz needs **#smallbizchat**

2011-05-26 12:29 am [My_WebEvent](#) RT [@toniallday](#): RT [@TaiGoodwin](#): A3: Not thinking of multiple streams of income! 1-1 service based businesses get exhausting! **#smallbizchat**

2011-05-26 12:29 am [guymadison](#) RT [@saleslounge](#): A4)Whether you have your own biz or or working for someone else...Have a professional profile on all sites. **#smallbizchat**

2011-05-26 12:29 am [Guide2SmallBiz](#) RT [@smallbizlady](#): Q: What's the focus of **#Smallbizchat**? A: To end small business failure by helping you succeed as your own boss... I've never used tweetgrid before trying it tonight with <http://bit.ly/sbchat103> **#smallbizchat**

2011-05-26 12:29 am [dandelionweb](#) RT [@theflagagency](#): [@SmallBizLady](#) <http://bit.ly/iywaMP> > LOL! Thanks! **#smallbizchat**

2011-05-26 12:29 am [saleslounge](#) A4c)Facebook is the world's largest tradeshow 700,000,000 million people . **#smallbizchat**

2011-05-26 12:29 am [TheAfter5Edge](#) [@JanMBradshaw](#) Yes, you need to know what you know and what you don't. And, be willing to ask for help. **#smallbizchat**

2011-05-26 12:29 am [BlackDreams](#) RT [@SalesLounge](#) A3b) They bring their moods to work. On my worst days my clients NEVER know it **#smallbizchat** (definetly important)

2011-05-26 12:29 am [karen_leslie](#) Google Maps, Yelp: essential. fb, twitter: recommended. Groupon, 4sq:think first. **#smallbizchat**

2011-05-26 12:29 am [bebehjett](#) RT [@smallbizlady](#): Q4: HOW CAN SMALL BIZ OWNERS INCORPORATE SOCIAL MEDIA INTO THEIR SALES STRATEGY? **#smallbizchat**

2011-05-26 12:29 am [mattsmansfield](#) RT [@thekencook](#): [@mattsmansfield](#) heck no ... my bosses may be reading :) > hehe **#smallbizchat**

2011-05-26 12:29 am [smallbizlady](#) My latest post: The Fortune is in the Follow-up <http://t.co/zWAWewV> #smallbusiness #smallbizchat

2011-05-26 12:29 am [LoisMarketing](#) #smallbizchat A4 Small biz owners and staff have freedom to add personal touch in social media. To really connect with people

2011-05-26 12:29 am [backngroovemom](#) me 2 @Morgan_LP [AGREE!] RT @saleslounge: Whether u have ur own biz or working for someone else...Have a profile on all sites #smallbizchat

2011-05-26 12:29 am [markalves](#) A4 Listen for needs & problems being discussed, provide solutions not sales pitches. Be a resource #smallbizchat

2011-05-26 12:30 am [My_WebEvent](#) RT @saleslounge: A4c)Facebook is the world's largest tradeshow 700,000,000 million people. #smallbizchat

2011-05-26 12:30 am [TheAfter5Edge](#) RT @BizFinanceForum: RT @saleslounge: A3g) Do your calls in am.. Get names from LinkedIN, Twitter, FB <- if u can't find the number, try jigsaw.com #smallbizchat

2011-05-26 12:30 am [chamcon](#) A4 Share, share, share...be generous with information and expertise and people will want to work with you #smallbizchat

2011-05-26 12:30 am [mattsmansfield](#) RT @saleslounge: A4b) Get on social media and begin sharing your expertise. Network. > Yes! Give, give, give! #smallbizchat

2011-05-26 12:30 am [JDEbberly](#) RT @smallbizlady: My latest post: The Fortune is in the Follow-up <http://t.co/zWAWewV> #smallbusiness #SmallBizChat

2011-05-26 12:30 am [MichaelCarusi](#) A4 Identify audience location - good rule of thumb is if there's regular communication in your industry it's on #sm already #SmallBizChat

2011-05-26 12:30 am [saleslounge](#) A4d) And you are given to free booths. One your profile (the professional you) and 1 your biz page. #smallbizchat

2011-05-26 12:30 am [thehealthmaven](#) RT @LoisMarketing: #smallbizchat A4 Small biz owners and staff have freedom to add personal touch in social media. To really connect with people

2011-05-26 12:30 am [thekencook](#) @dandelionweb I love tweetgrid 3x1 #smallbizchat

2011-05-26 12:30 am [mattsmansfield](#) RT @markalves: A4 Listen for needs & problems being discussed, provide solutions not sales pitches. Be a resource #smallbizchat

2011-05-26 12:30 am [JDEbberly](#) RT @saleslounge: A4)Whether you have your own biz or or working for someone else...Have a professional profile on all sites #SmallBizChat

2011-05-26 12:30 am [smallbizlady](#) It's finally available on Amazon! The "Are You Ready to Become Your Own Boss?" workbook. Emerson <http://t.co/DvHRQQ8> #smallbizchat

2011-05-26 12:30 am [JDEbberly](#) RT @saleslounge: A4b) Get on social media and begin sharing your expertise. Network #SmallBizChat

2011-05-26 12:30 am [backngroovemom](#) I agree, I like the personal touch @LoisMarketing Rt #smallbizchat Small biz owners have freedom to add personal touch in social media.

2011-05-26 12:30 am [KyBedard](#) @LoisMarketing Congratulations on your new venture :) #smallbizchat

2011-05-26 12:31 am [JDEbberly](#) RT @smallbizlady: Live right now - Interview with sales expert Jennifer Abernethy @saleslounge <http://bit.ly/sbchat104> #SmallBizChat

2011-05-26 12:31 am [TheAfter5Edge](#) Google Map is great for finding local opportunities in your neighborhood or beyond! #smallbizchat

2011-05-26 12:31 am [MyCareerCentral](#) RT @thehealthmaven: A4 - Use SoMe 2 identify industry pains, thought leaders & market trends, very valuable & closes time gaps down sales process #smallbizchat

2011-05-26 12:31 am [BlackDreams](#) @bebehjett with great care and lots of thought. @SmallBizLady

2011-05-26 12:31 am [JDEbberly](#) **#smallbizchat @Saleslounge** Q4
RT [@saleslounge](#): A4c) Facebook is the world's largest tradeshow 700,000,000 million people **#SmallBizChat**

2011-05-26 12:31 am [JDEbberly](#) RT [@saleslounge](#): A4d) And you are given to free booths. One your profile (the professional you) and 1 your biz page **#SmallBizChat**

2011-05-26 12:31 am [My_WebEvent](#) Love this! >RT [@markalves](#): A4 Listen for needs & problems being discussed, provide solutions not sales pitches. Be a resource **#smallbizchat**

2011-05-26 12:31 am [loiscreamer](#) [@saleslounge](#) is a go to person on SM at Natl Speakers Assoc **#smallbizchat**

2011-05-26 12:31 am [MichaelCarusi](#) A4 The best way to promote your #socialmedia is to leave it - reach out to others, do the connecting, people remember you **#SmallBizChat**

2011-05-26 12:31 am [cjurquico](#) RT [@smallbizlady](#): Live right now - Interview with sales expert Jennifer Abernethy [@saleslounge](#) <http://bit.ly/sbchat104> **#smallbizchat**

2011-05-26 12:31 am [backngroovemom](#) love it! Rt [@SalesLounge](#) Facebook is the world's largest tradeshow 700,000,000 million people . **#smallbizchat**

2011-05-26 12:31 am [moxietonic](#) RT [@JDEbberly](#): RT [@smallbizlady](#): Live right now - Interview with sales expert Jennifer Abernethy [@saleslounge](#) <http://bit.ly/sbchat104> **#SmallBizChat**

2011-05-26 12:31 am [thehealthmaven](#) A4 The most important aspect of SoMe is influencer identification & utilization for small business **#smallbizchat**

2011-05-26 12:32 am [TheAfter5Edge](#) [@backngroovemom](#) [@LoisMarketing](#) And social media, helps you build relationships. Can take these offline & foster **#smallbizchat**

2011-05-26 12:32 am [saleslounge](#) A4d) Video is HUGE now ..do video! **#smallbizchat**

2011-05-26 12:32 am [smallbizlady](#) Q5: WHAT'S THE DIFFERENCE BETWEEN A SALES STRATEGY AND YOUR MARKETING/BRANDING STRATEGY? **#smallbizchat**

2011-05-26 12:32 am [mattsmansfield](#) RT [@backngroovemom](#): love it! Rt [@SalesLounge](#) Facebook is the worlds largest tradeshow 700,000,000 million people . **#smallbizchat**

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2011-05-26 12:32 am [JDEbberly](#) RT [@thehealthmaven](#): A4 The most important aspect of SoMe is influencer identification & utilization for small business **#SmallBizChat**

2011-05-26 12:32 am [TaiGoodwin](#) [@chamcon](#) Thanks for joining the chat! **#smallbizchat**

2011-05-26 12:32 am [stefpark](#) Hubs was CFO. I worked in Non-profit sector. As of April we now own [@mercedgardens](#) . #BigLifeChange **#smallbizchat**

2011-05-26 12:32 am [moxietonic](#) RT [@backngroovemom](#): love it! Rt [@SalesLounge](#) Facebook is the world's largest tradeshow 700,000,000 million people . **#smallbizchat**

2011-05-26 12:32 am [TaiGoodwin](#) RT [@smallbizlady](#): Q5: WHAT'S THE DIFFERENCE BETWEEN A SALES STRATEGY AND YOUR MARKETING/BRANDING STRATEGY? **#smallbizchat**

2011-05-26 12:32 am [bebehjett](#) RT [@smallbizlady](#): Q5: WHAT'S THE DIFFERENCE BETWEEN A SALES STRATEGY AND YOUR MARKETING/BRANDING STRATEGY? **#smallbizchat**

2011-05-26 12:32 am [RedBaronUSA](#) Q4 **#smallbizchat** SM into sales strategy? Get peer-review published, hire a brilliant SEO co, have very best people in your company Tweet!

2011-05-26 12:32 am [BlackDreams](#) RT [@Guide2SmallBiz](#): RT [@smallbizlady](#): Q: What's the focus of **#Smallbizchat**? A: To end small business failure by helping you succeed as your own boss...

2011-05-26 12:32 am [msrasberryinc](#) very good info being shared on **#smallbizchat** right now

2011-05-26 12:32 am [guymadison](#) Jennifer this is incredible insight **#smallbizchat**

2011-05-26 12:32 am [KyBedard](#) [@MattSMansfield](#) [@markalves](#) better to give smaller doses of info + education over time w some reinforcement than all at once. **#smallbizchat**

2011-05-26 12:33 am [TheAfter5Edge](#) [@My_WebEvent](#) [@markalves](#) Simple but effective question to ask - How can I help you succeed? **#smallbizchat**

2011-05-26 12:33 am [smallbizlady](#) If you know a small biz owner who could use some advice tell them to follow [@SmallBizChat](#) and join us every Wed 8-9 ET **#smallbizchat**

2011-05-26 12:33 am [theflaggagency](#) [@SmallBizLady](#) A4 Go where your customer are. If they are not on 4square or LinkedIn, don't waste your time on them. **#smallbizchat**

2011-05-26 12:33 am [backngroovemom](#) [@TheAfter5Edge](#) [@LoisMarketing](#) - I only really "connect" on social media with those that are personal **#smallbizchat**

2011-05-26 12:33 am [MichaelCarusi](#) A4 Social media requires commitment - a neglected FB or Twitter page is the online version of a dirty storefront **#SmallBizChat**

2011-05-26 12:33 am [JDEbberly](#) RT [@saleslounge](#) A4e) What does your "booth" on Facebook say about you when folks stop by. **#SmallBizChat**

2011-05-26 12:33 am [cjurquico](#) RT [@saleslounge](#): Facebook is the world's largest tradeshow 700,000,000 million people **#smallbizchat**

2011-05-26 12:33 am [CoachFloSchell](#) [@SalesLounge](#) A3d **#smallbizchat** Yea! to having a wise and skilled coach in your corner. Accountability + motivation = results.

2011-05-26 12:33 am [JDEbberly](#) RT [@saleslounge](#): A4d) Video is HUGE now ..do video! **#SmallBizChat**

2011-05-26 12:33 am [ChurchOfSearch](#) Q4 **#smallbizchat** SM into sales strategy? Get peer-review published, hire a brilliant SEO co, have very best peop... <http://bit.ly/mHuUOL>

2011-05-26 12:33 am [mom4ws](#) RT [@smallbizlady](#): Q3: WHAT ARE COMMON MISTAKES SMALL BIZ OWNERS MAKE WHEN IT COMES TO SALES? **#smallbizchat**

2011-05-26 12:33 am [mom4ws](#) RT [@smallbizlady](#): A3 Not being confident enough to hold firm on your price. **#smallbizchat**

2011-05-26 12:33 am [JDEbberly](#) RT [@smallbizlady](#): Q5: WHAT'S THE DIFFERENCE BETWEEN A SALES STRATEGY AND YOUR MARKETING/BRANDING STRATEGY? **#SmallBizChat**

2011-05-26 12:33 am [saleslounge](#) A5) Marketing..is visibility. Get known, be seen, be findable both online / off. Your reputation /followup & style is mrktg. **#smallbizchat**

2011-05-26 12:34 am [backngroovemom](#) RT [@theflaggagency](#) [@SmallBizLady](#) Go where your customer are. If they are not on 4square or LinkedIn, don't waste your time **#smallbizchat**

2011-05-26 12:34 am [BizFinanceForum](#) RT [@backngroovemom](#): I only really "connect" on social media with those that are personal <- me too, relationship first **#smallbizchat**

2011-05-26 12:34 am [guymadison](#) Your right Google's algorithms love video **#smallbizchat**

2011-05-26 12:34 am [TheAfter5Edge](#) Everyone, let's welcome [@MichaelCarusi](#) Gave a heads up that he would join **#smallbizchat** to better serve his clients!

2011-05-26 12:34 am [vasimpleservice](#) RightRT [@michaelcarusi](#): A4 SM requires commitment - a neglected FB or Twitter page is the online version of a dirty storefront **#SmallBizChat**

2011-05-26 12:34 am [Jungle_Gardenia](#) A4: Listening, monitoring & responding to what customers say about

your brand. Social media provides the means and tools.

#smallbizchat

- 2011-05-26 12:34 am [msrasberryinc](#) [@theflaggagency](#) why do you think that? what stood out to you about [@petershankman's](#) post as making it a 'must-read'? **#smallbizchat**
- 2011-05-26 12:34 am [karen_leslie](#) RT [@smallbizlady](#): If you know a small biz owner who could use some advice tell them to follow [@SmallBizChat](#) & join Wed 8-9 ET **#smallbizchat**
- 2011-05-26 12:34 am [IACEZ](#) RT [@saleslounge](#): Facebook is the worlds largest tradeshow 700,000,000 million people. **#smallbizchat**
- 2011-05-26 12:34 am [moxietonic](#) A5 Marketing is who you are. Sales is how you go about it your business **#smallbizchat**
- 2011-05-26 12:35 am [saleslounge](#) A5b) Sales Strategy: Numbers. Goals. Who you want/need to meet. Where you need to be seen, what you need to say. **#smallbizchat**
- 2011-05-26 12:35 am [BizFinanceForum](#) Didn't know this, need to do some video. RT [@guymadison](#): Your right Googles algorithms love video **#smallbizchat**
- 2011-05-26 12:35 am [MichaelCarusi](#) [@theflaggagency](#) I find that a lot of smallbiz owners want a broad brush strategy; more sm platforms just to broaden reach **#SmallBizChat**
- 2011-05-26 12:35 am [TaiGoodwin](#) RT [@moxietonic](#): A5 Marketing is who you are. Sales is how you go about it your business >.Great Answer **#smallbizchat**
- 2011-05-26 12:35 am [backngroovemom](#) RT [@SalesLounge](#) Mrktg..is visibility Get known be seen be findable both online/off Your reputation /followup & style is mrktg. **#smallbizchat**
- 2011-05-26 12:35 am [MichaelCarusi](#) [@TheAfter5Edge](#) Thanks Edge! I'm glad I caught your announcement about it this afternoon - always looking to learn more. **#SmallBizChat**
- 2011-05-26 12:35 am [KyBedard](#) **#smallbizchat** Keep in mind when it comes to #SM..do not confuse traffic with value. Conversion is most important.
- 2011-05-26 12:35 am [saleslounge](#) A5c. Sales is really how you work your business. Your really focused on relationships, numbers and amazing customer service. **#smallbizchat**
- 2011-05-26 12:35 am [RedBaronUSA](#) RT [@michaelcarusi](#): A4 SM requires commitment. Neglected Twitter page is online version of a dirty storefront **#SmallBizChat**
- 2011-05-26 12:35 am [Morgan_LP](#) RT [@saleslounge](#): A5) Mktg is visibility, get known, be seen, be findable online / off. Reputation /followup & style is mrktg. **#smallbizchat**
- 2011-05-26 12:35 am [loiscreamer](#) Sales are the result of outbound marketing in action! **#smallbizchat**
- 2011-05-26 12:35 am [My_WebEvent](#) RT [@saleslounge:A5\)Marketing](#) is visibility. Get known, be seen, be findable online/off. Reputation, followup & style is mrktg. **#smallbizchat**
- 2011-05-26 12:36 am [saleslounge](#) Yes..GOOD!RT [@loiscreamer](#): Sales are the result of outbound marketing in action! **#smallbizchat**
- 2011-05-26 12:36 am [stefpark](#) We retained name and logo from previous owner. Now working on branding it in community ..my Mom would call it bassackwards. **#smallbizchat**
- 2011-05-26 12:36 am [CoachFloSchell](#) Good point! RT [@MichaelCarusi](#) Social media = commitment;neglected FB or Twitter page is online version of a dirty storefront **#SmallBizChat**
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#SmallBizChat

- 2011-05-26 12:36 am [KyBedard](#) [@LoisMarketing](#) Please keep me in the loop too **#smallbizchat**
- 2011-05-26 12:36 am [backngroovemom](#) I did know that about google loving video -- I just do not love doing it!
[@BizFinanceForum](#) [@guymadison](#) **#smallbizchat**
- 2011-05-26 12:36 am [thehealthmaven](#) Today's sales executive genuinely 'gets' the pivotal role, importance of marketing/branding, much different in this economy **#smallbizchat**
- 2011-05-26 12:36 am [markalves](#) [@TheAfter5Edge](#) [@My_WebEvent](#) Hmm, when I hear that I usually hold onto my wallet! **#smallbizchat**
- 2011-05-26 12:36 am [saleslounge](#) Oh good.. RT [@MichaelCarusi](#) Social media = commitment;neglected FB or Twitter page is online version of a dirty storefront **#SmallBizChat**
- 2011-05-26 12:36 am [mattsmansfield](#) RT [@KyBedard](#): **#smallbizchat** when it comes to #SM..do not confuse traffic with value. Conversion is most important. > #truth **#smallbizchat**
- 2011-05-26 12:36 am [smallbizlady](#) [@IamAshCash](#) I hired an instructional designer [@TaiGoodwin](#) to design it with me. She's gr8. Several colleges will use this fall **#smallbizchat**
- 2011-05-26 12:36 am [JDEbberly](#) RT [@saleslounge](#): A5b) Sales Strategy: Numbers. Goals. Who you want/need to meet. Where u need be seen, what you need to say **#SmallBizChat**
- 2011-05-26 12:36 am [BlackDreams](#) RT [@smallbizlady](#) Q5: WHAT'S THE DIFFERENCE BETWEEN A SALES STRATEGY AND YOUR MARKETING/BRANDING STRATEGY? **#smallbizchat** interesting question
- 2011-05-26 12:36 am [Morgan_LP](#) RT [@saleslounge](#): A5c. Sales is how you work your business. U R focused on relationships, #s, and amazing customer service. **#smallbizchat**
- 2011-05-26 12:36 am [cjurquico](#) [@vasimpleservice](#) a neglected FB or Twitter page is..found this on FB (blog entry mine) <http://j.mp/iklO3b> **#smallbizchat**
- 2011-05-26 12:36 am [mattsmansfield](#) RT [@saleslounge](#): Yes..GOOD!RT [@loiscreamer](#): Sales are the result of outbound marketing in action! > how about inbound? **#smallbizchat**
- 2011-05-26 12:37 am [acpollard](#) RT [@smallbizlady](#): Q5: WHAT'S THE DIFFERENCE BETWEEN A SALES STRATEGY AND YOUR MARKETING/BRANDING STRATEGY? **#smallbizchat**
- 2011-05-26 12:37 am [TaiGoodwin](#) RT [@MichaelCarusi](#) Social media = commitment;neglected FB or Twitter page is online version of a dirty storefront **#smallbizchat**
- 2011-05-26 12:37 am [JDEbberly](#) RT [@saleslounge](#) A5c Sales is really how you work your biz. Your really focused on r'ships, numbers and amazing cust service **#SmallBizChat**
- 2011-05-26 12:37 am [TheAfter5Edge](#) [@JDEbberly](#) [@saleslounge](#) Yes, video success rate has been taking off. Leverage YouTube & its millions of viewers **#smallbizchat**
- 2011-05-26 12:37 am [KyBedard](#) [@loiscreamer](#) What about inbound? **#smallbizchat**
- 2011-05-26 12:37 am [smallbizlady](#) Q6: WHAT ARE THE TOP MARKETING TACTICS THAT CAN HELP SMALL BIZ OWNERS INCREASE SALES? **#smallbizchat**
- 2011-05-26 12:37 am [Morgan_LP](#) A5: Marketing makes the sales the possible. And helps them stick. **#smallbizchat**
- 2011-05-26 12:37 am [markalves](#) [@KyBedard](#) [@MattSMansfield](#) I like that -- keep them coming back for me. **#smallbizchat**
- 2011-05-26 12:37 am [acpollard](#) RT [@saleslounge](#): A5) Marketing..is visibility. Get known, be seen, be findable both online / off. Your reputation /followup & style is mrktg.

2011-05-26 12:37 am [loiscreamer](#) **#smallbizchat** A5 If you can't sell/uncomfortable selling, need to work for someone, not yourself **#smallbizchat**

2011-05-26 12:37 am [BarryBirkett](#) Marketing/Branding is what gets customers' ears open when you put your sales strategy in action. **#smallbizchat**

2011-05-26 12:37 am [TaiGoodwin](#) RT [@smallbizlady](#): Q6: WHAT ARE THE TOP MARKETING TACTICS THAT CAN HELP SMALL BIZ OWNERS INCREASE SALES? **#smallbizchat**

2011-05-26 12:37 am [acpollard](#) RT [@saleslounge](#): A5b) Sales Strategy: Numbers. Goals. Who you want/need to meet. Where you need to be seen, what you need to say. **#smallbizchat**

2011-05-26 12:37 am [JDEbberly](#) RT [@smallbizlady](#): Q6: WHAT ARE THE TOP MARKETING TACTICS THAT CAN HELP SMALL BIZ OWNERS INCREASE SALES? **#SmallBizChat**

2011-05-26 12:37 am [My_WebEvent](#) RT [@smallbizlady](#): Q6: WHAT ARE THE TOP MARKETING TACTICS THAT CAN HELP SMALL BIZ OWNERS INCREASE SALES? **#smallbizchat**

2011-05-26 12:38 am [chamcon](#) RT [@loiscreamer](#): A5 If you cant sell/uncomfortable selling, need to work for someone, not yourself **#smallbizchat**

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2011-05-26 12:38 am [BizFinanceForum](#) RT [@loiscreamer](#): A5 If you cant sell/uncomfortable selling, need to work for someone, not yourself <- This is cold hard truth. **#smallbizchat**

2011-05-26 12:38 am [saleslounge](#) A6c) SPEAKING! Speak on panels. Breakout sessions..Anywhere..you are seen as the expert. HUGE visibility. **#smallbizchat**

2011-05-26 12:38 am [RedBaronUSA](#) Q5: **#smallbizchat** All three S+M+B must always be aligned.

2011-05-26 12:38 am [saleslounge](#) RT [@loiscreamer](#): A5 If you cant sell/uncomfortable selling, need to work for someone, not yourself <- This is cold hard truth. **#smallbizchat**

2011-05-26 12:38 am [TaiGoodwin](#) RT [@saleslounge](#): A6c) SPEAKING! Speak on panels. Breakout sessions..Anywhere..you are seen as the expert. HUGE visibility. **#smallbizchat**

2011-05-26 12:38 am [smallbizlady](#) For tips on #smallbiz success subscribe to Melinda Emerson's blog at <http://www.succeedasyourownboss.com> **#smallbizchat**

2011-05-26 12:38 am [CoachFloSchell](#) Marketing strategies that worked for me: E-newsletter w/ continuity and education, building trust. Tele-Calls. [@SmallBizLady](#) **#smallbizchat**

2011-05-26 12:38 am [Morgan_LP](#) A6: Build permission-based lists. Brings continuity to ongoing communications. Weeds out ambivalents who never buy. **#smallbizchat**

2011-05-26 12:38 am [JDEbberly](#) This SmallBizChat is so filled with teraquads of useful information that my head is spinning like a supersonic top **#SmallBizChat**

2011-05-26 12:39 am [theflagagency](#) [@SmallBizLady](#) A6 Don't think of it is as bragging, selling is telling. Won an award, send out press release. Volunteer. **#smallbizchat**

2011-05-26 12:39 am [loiscreamer](#) A6 Get testimonials and paper the planet w/them! **#smallbizchat**

2011-05-26 12:39 am [moxietonic](#) Amen! "@KyBedard: **#smallbizchat** Keep in mind when it comes to #SM..do not confuse traffic with value. Conversion is most important."

2011-05-26 12:39 am [TaiGoodwin](#) RT [@RedBaronUSA](#): Q5: All three S+M+B must always be aligned.

#smallbizchat

- 2011-05-26 12:39 am [thehealthmaven](#) Now more than ever-need to have the total package! RT [@redbaronusa](#): Q5: **#smallbizchat** All three S+M+B must always be aligned.
- 2011-05-26 12:39 am [chamcon](#) Q6 Stop selling and start being an awesome person to know (& an awesome company) **#smallbizchat**
- 2011-05-26 12:39 am [MichaelCarusi](#) [@theflaggagency](#) I agree. A good rule is to ask clients "What do you hope to get out of Twitter/FSQ/Reddit/YouTube?" **#SmallBizChat**
- 2011-05-26 12:39 am [JDEbberly](#) RT [@saleslounge](#): A6c) SPEAKING! Speak on panels. Breakout sessions..Anywhere..you are seen as the expert. HUGE visibility **#SmallBizChat**
- 2011-05-26 12:39 am [My_WebEvent](#) A6: Reaching out with outbound marketing is important, but I believe inbound marketing is just as important! **#smallbizchat**
- 2011-05-26 12:39 am [backngroovemom](#) A6 being an "expert" in their field RT [@SmallBizLady](#) WHAT ARE TOP MRKTG TACTICS THAT CAN HELP SMALL BIZ OWNERS INCREASE SALES? **#smallbizchat**
- 2011-05-26 12:39 am [TheAfter5Edge](#) [@markalves](#) [@My_WebEvent](#) Def doesn't have to be that way. Helping doesn't have to mean \$. Could be info, resources, referral **#smallbizchat**
- 2011-05-26 12:39 am [saleslounge](#) A6b) Get testimonials, Network. Make sure a lot of people know about YOU and how you Help them! **#smallbizchat**
- 2011-05-26 12:39 am [mattsmansfield](#) RT [@chamcon](#): Q6 Stop selling and start being an awesome person to know (& an awesome company) **#smallbizchat**
- 2011-05-26 12:39 am [TaiGoodwin](#) RT [@loiscreamer](#): A5 If you cant sell/uncomfortable selling, need to work for someone, not yourself <- This is cold hard truth. **#smallbizchat**
- 2011-05-26 12:40 am [DennisACharles](#) [@MattSMansfield](#) hey Matt - just checking in - hope you are well! **#smallbizchat**
- 2011-05-26 12:40 am [theflaggagency](#) [@SmallBizLady](#) A6a Charge a consultation fee for what you are worth before you do the work. **#smallbizchat**
- 2011-05-26 12:40 am [JDEbberly](#) RT [@chamcon](#): Q6 Stop selling and start being an awesome person to know (& an awesome company) **#SmallBizChat**
- 2011-05-26 12:40 am [backngroovemom](#) love RT [@chamcon](#) Stop selling and start being an awesome person to know (& an awesome company) **#smallbizchat**
- 2011-05-26 12:40 am [TheAfter5Edge](#) RT [@MichaelCarusi](#): [@TheAfter5Edge](#) Thanks Edge! I'm glad I caught your announcement about it this afternoon - always looking to learn more. **#SmallBizChat**
- 2011-05-26 12:40 am [smallbizlady](#) WIN \$10K IN SERVICES FOR YOUR #SMALLBIZ FROM [@PBSMALLBUSINESS](#) - [HTTP://BIT.LY/JU4KZL](http://bit.ly/ju4kzl) [@SMALLBIZLADY](#) & [@PHILSIMON](#) WILL VISIT YO **#smallbizchat**
- 2011-05-26 12:40 am [JDEbberly](#) RT [@saleslounge](#): A6b) Get testimonials, Network. Make sure a lot of people know about YOU and how you Help them! **#SmallBizChat**
- 2011-05-26 12:40 am [BizFinanceForum](#) RT [@saleslounge](#): A6c) SPEAKING! Speak on panels. Breakout sessions.u r seen as expert. Don't forget online radio / podcasts **#smallbizchat**
- 2011-05-26 12:40 am [loiscreamer](#) A6 Testimonials are the working capital of your biz. **#smallbizchat**
- 2011-05-26 12:40 am [CoachFloSchell](#) A5 [@SalesLounge](#) [@loiscreamer](#) Fear of selling biggest reason 4 small business demise.Find a relationship based selling model. **#smallbizchat**
- 2011-05-26 12:40 am [TaiGoodwin](#) RT [@saleslounge](#): A6b) Get testimonials, Network. Make sure a lot

2011-05-26 12:40 am [TheAfter5Edge](#) of people know about YOU and how you Help them! **#smallbizchat**
RT [@saleslounge](#): A6b) Get testimonials, Network. Make sure a lot of people know about YOU and how you Help them! **#smallbizchat**

2011-05-26 12:40 am [mattsmansfield](#) RT [@DennisACharles](#): [@MattSMansfield](#) hey Matt - just checking in - hope you are well! > hey Dennis! Well thanks! **#smallbizchat**

2011-05-26 12:40 am [saleslounge](#) A63) Listening. Listen..did I say LISTEN..the best sales strategy out there. **#smallbizchat**

2011-05-26 12:40 am [My_WebEvent](#) A6: Provide a great product/service as well as customer service and people will start talking for you! **#smallbizchat**

2011-05-26 12:41 am [Morgan_LP](#) A6: Pitch stories to the press. Let them know (politely) you're an expert. Get intro-d to their audiences. **#smallbizchat**

2011-05-26 12:41 am [smallbizlady](#) Back at the blog >> Guest post: 4 Tips for Listening to Your Audience Online <http://shar.es/H63mK> by [@kindracotton](#) **#smallbizchat**

2011-05-26 12:41 am [JDEbberly](#) RT [@philsimon](#) Is Marketing a Dirty Word? The case for and against. [@pbsmallbusiness](#) - my latest post. <http://ht.ly/52qOE> **#SmallBizChat**

2011-05-26 12:41 am [CoachFloSchell](#) [@SalesLounge](#) Great job with chat tonight! Enjoying it immensely. **#smallbizchat**

2011-05-26 12:41 am [saleslounge](#) RT [@Morgan_LP](#): A6: Pitch stories to the press. Let them know (politely) you're an expert. Get intro-d to their audiences. **#smallbizchat**

2011-05-26 12:41 am [mattsmansfield](#) RT [@saleslounge](#): A63) Listening. Listen..did I say LISTEN..the best sales strategy out there. > ask questions, then listen? **#smallbizchat**

2011-05-26 12:41 am [saleslounge](#) Clink Clink..RT [@CoachFloSchell](#): [@SalesLounge](#) Great job with chat tonight! Enjoying it immensely. **#smallbizchat**

2011-05-26 12:41 am [JDEbberly](#) RT [@saleslounge](#): A63) Listening. Listen..did I say LISTEN..the best sales strategy out there **#SmallBizChat**

2011-05-26 12:41 am [TheAfter5Edge](#) [@MattSMansfield](#) [@chamcon](#) Be *genuinely* willing to help. Doesn't have to come with strings. **#smallbizchat**

2011-05-26 12:41 am [backnroovemom](#) so imp't to get & give -- RT [@SalesLounge](#) Get testimonials Make sure a lot of people know about YOU and how you Help them! **#smallbizchat**

2011-05-26 12:41 am [TaiGoodwin](#) A6 Testimonials are huge for credibility online. Doesn't matter if they come from paid or probono gigs - But get them **#smallbizchat**

2011-05-26 12:41 am [MichaelCarusi](#) A6 Be personable! Little things like rewarding customers or thanking them for a retweet mean a lot. **#SmallBizChat**

2011-05-26 12:42 am [loiscreamer](#) A6. Yes, speaking on front of target markets is what I do. **#smallbizchat**

2011-05-26 12:42 am [WeddingBlush](#) [@Morgan_LP](#) Baby duty... but I appreciate your feedback! Good stuff **#smallbizchat**

2011-05-26 12:42 am [bebehjett](#) RT [@smallbizlady](#): Q6: WHAT ARE THE TOP MARKETING TACTICS THAT CAN HELP SMALL BIZ OWNERS INCREASE SALES? **#smallbizchat**

2011-05-26 12:42 am [mattsmansfield](#) RT [@JDEbberly](#): RT [@philsimon](#) Is Marketing a Dirty Word? The case for and against. [@pbsmallbusiness](#) <http://ht.ly/52qOE> **#smallbizchat**

2011-05-26 12:42 am [TRethore](#) [@saleslounge](#) Define what makes a good *referral* for you & be sure everyone knows what that is! **#smallbizchat**

2011-05-26 12:42 am [smallbizlady](#) RT [@saleslounge](#): A6c Listening. Listen..did I say LISTEN..the best sales strategy out there. **#smallbizchat**

2011-05-26 12:42 am [saleslounge](#) [@SalesLounge](#) [@loiscreamer](#) Fear of selling biggest reason 4

#smallbiz demise. Find relationship-based selling models

#smallbizchat

- 2011-05-26 12:43 am [TheAfter5Edge](#) RT [@smallbizlady](#): Back at the blog >> Guest post: 4 Tips for Listening to Your Audience Online <http://shar.es/H63mK> by [@kindracotton](#) **#smallbizchat**
- 2011-05-26 12:43 am [JDEbberly](#) RT [@moxietonic](#): A5 Marketing is who you are. Sales is how you go about it your business **#smallbizchat** <--Yes!! **#SmallBizChat**
- 2011-05-26 12:43 am [psbdelegation](#) RT [@smallbizlady](#): RT [@saleslounge](#): A6c Listening. Listen..did I say LISTEN..the best sales strategy out there. **#smallbizchat**
- 2011-05-26 12:43 am [Morgan_LP](#) [@WeddingBlush](#) Glad to chat with you too! **#smallbizchat**
- 2011-05-26 12:43 am [TheAfter5Edge](#) RT [@My_WebEvent](#): A6: Provide a great product/service as well as customer service and people will start talking for you! **#smallbizchat**
- 2011-05-26 12:43 am [TaiGoodwin](#) RT [@TRethore](#): [@saleslounge](#) Define what makes a good *referral* for you & be sure everyone knows what that is! **#smallbizchat**
- 2011-05-26 12:43 am [KyBedard](#) [@MichaelCarusi](#) Definitely. One thing I need to work on is post-sales relationships. Send thanks! **#smallbizchat**
- 2011-05-26 12:43 am [DennisACharles](#) [@MattSMansfield](#) good to hear! **#smallbizchat**
- 2011-05-26 12:43 am [My_WebEvent](#) RT [@CoachFloSchell](#): RT [@SalesLounge](#) A63) Listening. Listen..did I say LISTEN..the best sales strategy out there. **#smallbizchat**
- 2011-05-26 12:43 am [TRethore](#) [@SalesLounge](#) *referral* is an implied recommendation. "lead" is just a tip about possible new customer/work. **#smallbizchat**
- 2011-05-26 12:43 am [JDEbberly](#) RT [@Morgan_LP](#): A6: Pitch stories to the press. Let them know (politely) you're an expert. Get intro-d to their audiences **#SmallBizChat**
- 2011-05-26 12:43 am [theflaggagency](#) [@SmallBizLady](#) A6c Invest time in Toastmasters. People think TM is about public speaking only. It is really about listening! **#smallbizchat**
- 2011-05-26 12:43 am [saleslounge](#) A6f) Be enjoyable to be around. Smile. and did I say Listen? **#smallbizchat**
- 2011-05-26 12:43 am [acpollard](#) Perfect! "@chamcon: Q6 Stop selling and start being an awesome person to know (& an awesome company) **#smallbizchat**"
- 2011-05-26 12:43 am [loiscreamer](#) A6 Selling joyfully, confidently and expectantly. **#smallbizchat**
- 2011-05-26 12:43 am [MyCareerCentral](#) RT [@TaiGoodwin](#) RT [@smallbizlady](#): Q6: WHAT ARE THE TOP MARKETING TACTICS THAT CAN HELP SMALL BIZ OWNERS INCREASE SALES? **#smallbizchat**
- 2011-05-26 12:44 am [TheAfter5Edge](#) [@My_WebEvent](#) Agreed! When you provide top notch service/products, your clients and service/products market for you! **#smallbizchat**
- 2011-05-26 12:44 am [MichaelCarusi](#) [@loiscreamer](#) Why not have guest blog posts from happy customers? They'll share with all their friends = advertising. **#SmallBizChat**
- 2011-05-26 12:44 am [theflaggagency](#) [@SmallBizLady](#) A6d Hire a sales coach. You must have homework and goals because what gets measured gets done. **#smallbizchat**
- 2011-05-26 12:44 am [markalves](#) [@morgan_lp](#) Ways to pitch to press besides a press release <http://bit.ly/mU8gHD> **#smallbizchat**
- 2011-05-26 12:44 am [JDEbberly](#) RT [@MichaelCarusi](#): A6 Be personable! Little things like rewarding customers or thanking them for a retweet mean a lot **#SmallBizChat**
- 2011-05-26 12:44 am [RedBaronUSA](#) SEO! RT [@Morgan_LP](#): A6: Pitch stories to the press. Let them know (politely) you're an expert. Get intro-d to their audiences **#SmallBizChat**
- 2011-05-26 12:44 am [smallbizlady](#) IS EMAIL MARKETING STILL AN EFFECTIVE STRATEGY FOR SMALL BUSINESS? **#smallbizchat**

2011-05-26 12:44 am [DMPeanutBrittle](#) "@SalesLounge: A3b) They bring their moods to work. On my worst days my clients NEVER know it **#smallbizchat**" As it should be. #professional

2011-05-26 12:44 am [bebehjett](#) RT [@smallbizlady](#): RT [@saleslounge](#): A6c Listening. Listen..did I say LISTEN..the best sales strategy out there. **#smallbizchat**

2011-05-26 12:44 am [KyBedard](#) Glad to connect w both of you :) RT [@markalves](#) [@MattSMansfield](#) I like that -- keep them coming back for me. **#smallbizchat**

2011-05-26 12:44 am [CoachFloSchell](#) **#smallbizchat** When getting testimonials, have them be specific and action oriented. How much did you increase revenue? It's bottom line.

2011-05-26 12:44 am [markalves](#) A6: 6 strategies for prospecting <http://bit.ly/mU8gHD> **#smallbizchat**

2011-05-26 12:44 am [BizFinanceForum](#) RT [@saleslounge](#): A6f) Be enjoyable to be around. Smile. did I say Listen?<- Great advice, people tell me they love my laugh:) **#smallbizchat**

2011-05-26 12:44 am [MichaelCarusi](#) [@chamcon](#) There's an old saying that the best salesman tries hardest not to actually sell anything **#SmallBizChat**

2011-05-26 12:45 am [MyCareerCentral](#) RT [@thehealthmaven](#) Now more than ever-need to have the total package! RT [@redbaronusa](#): Q5: **#smallbizchat** All (cont) <http://tl.gd/amjni4>

2011-05-26 12:45 am [TaiGoodwin](#) [@TRethore](#) Hey Nice to see you too! **#smallbizchat**

2011-05-26 12:45 am [Beccamus](#) RT [@saleslounge](#): A63) Listening. Listen..did I say LISTEN..the best sales strategy out there. **#smallbizchat**

2011-05-26 12:45 am [cjurquico](#) RT [@saleslounge](#): A6f) Be enjoyable to be around. Smile. and did I say Listen? **#smallbizchat**

2011-05-26 12:45 am [Jungle Gardenia](#) Moving to TweetDeck ... HootSuite way too slow tonight! **#smallbizchat**

2011-05-26 12:45 am [TRethore](#) [@TaiGoodwin](#) Hi Tai - nice to 'see' you! **#smallbizchat**

2011-05-26 12:45 am [JDEbberly](#) RT [@loiscreamer](#): A6 Selling joyfully, confidently and expectantly **#SmallBizChat**

2011-05-26 12:45 am [saleslounge](#) This is an awesome group...You don't need me...YOU ROCK! **#smallbizchat**

2011-05-26 12:45 am [LoisMarketing](#) **#smallbizchat** A6 Focus on how you can be a resource to your customers, clients, prospects. Give first - without expecting anything in return

2011-05-26 12:45 am [theflaggagency](#) [@SmallBizLady](#) A7 Email is great but do not forget direct mail. They are all just tools designed for one thing, to make a sale! **#smallbizchat**

2011-05-26 12:45 am [loiscreamer](#) A6 I call toastmasters the off Broadway of speaking! **#smallbizchat**

2011-05-26 12:45 am [JDEbberly](#) RT [@smallbizlady](#): IS EMAIL MARKETING STILL AN EFFECTIVE STRATEGY FOR SMALL BUSINESS? **#SmallBizChat**

2011-05-26 12:45 am [TRethore](#) [@RuthSherman](#) Hello Ruth! Hope all is well! **#smallbizchat**

2011-05-26 12:45 am [RedBaronUSA](#) RT [@thehealthmaven](#): Now more than ever-need to have the total package! RT [@redbaronusa](#): Q5: **#smallbizchat** All three S+M+B must always be aligned.

2011-05-26 12:45 am [RedBaronUSA](#) RT [@TaiGoodwin](#): RT [@RedBaronUSA](#): Q5: All three S+M+B must always be aligned. **#smallbizchat**

2011-05-26 12:45 am [JDEbberly](#) RT [@markalves](#): [@morgan_lp](#) Ways to pitch to press besides a press release <http://bit.ly/mU8gHD> **#SmallBizChat**

2011-05-26 12:45 am [saleslounge](#) Who is going to make a million this year? **#smallbizchat**

2011-05-26 12:45 am [mattsmansfield](#) [@KyBedard](#) [@markalves](#) [@MattSMansfield](#) Back at ya! **#smallbizchat**

2011-05-26 12:46 am [mattsmansfield](#) RT [@JDEbberly](#): RT [@smallbizlady](#): IS EMAIL MARKETING STILL AN EFFECTIVE STRATEGY FOR SMALL BUSINESS? > YES!
#smallbizchat

2011-05-26 12:46 am [chamcon](#) Great advice! RT [@MichaelCarusi](#): [@chamcon](#) There's an old saying that best salesman tries hardest not to actually sell anything
#smallbizchat

2011-05-26 12:46 am [DMPeanutBrittle](#) RT [@saleslounge](#): A3e) Use my 5 x 5 rule..(It's helped me for 20+ years) Make 5 calls a day 5 days a week..to people you DON'T know. **#smallbizchat**

2011-05-26 12:46 am [JDEbberly](#) RT [@loiscreamer](#): A6 I call toastmasters the off Broadway of speaking! **#SmallBizChat**

2011-05-26 12:46 am [BizFinanceForum](#) [@saleslounge](#) We do need you. This is great stuff. **#smallbizchat**

2011-05-26 12:46 am [CoachFloSchell](#) **#smallbizchat** [@SalesLounge](#) People really do buy from people that they like. We're in an Intention Economy. Consumers ck us out first. I've seen email marketing be very effective with #smallbiz clients.
#smallbizchat

2011-05-26 12:46 am [itsasmallpond](#) **#smallbizchat**

2011-05-26 12:46 am [BarryBirkett](#) [@michaelcarusi](#): I always heard that what the best salesperson does is sell her/himself to the prospect **#SmallBizChat**

2011-05-26 12:46 am [JDEbberly](#) RT [@saleslounge](#): Who is going to make a million this year?
#SmallBizChat

2011-05-26 12:46 am [TheAfter5Edge](#) RT [@RedBaronUSA](#): SEO! RT [@Morgan_LP](#): A6: Pitch stories to the press. Let them know (politely) you're an expert. Get intro-d to their audiences **#SmallBizChat**

2011-05-26 12:46 am [loiscreamer](#) [@saleslounge](#) .. Need and want you here! **#smallbizchat**

2011-05-26 12:46 am [MyCareerCentral](#) RT [@SmallBizLady](#) IS EMAIL MARKETING STILL AN EFFECTIVE STRATEGY FOR SMALL BUSINESS? **#smallbizchat**

2011-05-26 12:46 am [smallbizlady](#) Q7 IS EMAIL MARKETING STILL AN EFFECTIVE STRATEGY FOR SMALL BUSINESS? **#smallbizchat**

2011-05-26 12:46 am [saleslounge](#) A7) Yes..Email Marketing is an effective part of strategy. I put out an ultra hip ezine using constant contact. Love it! **#smallbizchat**

2011-05-26 12:47 am [TaiGoodwin](#) RT [@smallbizlady](#): Q7: IS EMAIL MARKETING STILL AN EFFECTIVE STRATEGY FOR SMALL BUSINESS? **#smallbizchat**

2011-05-26 12:47 am [mattsmansfield](#) RT [@BizFinanceForum](#): [@saleslounge](#) We do need you. This is great stuff. > agreed! **#smallbizchat**

2011-05-26 12:47 am [Morgan_LP](#) [Totally!] RT [@smallbizlady](#): IS EMAIL MARKETING STILL AN EFFECTIVE STRATEGY FOR SMALL BUSINESS? **#smallbizchat**

2011-05-26 12:47 am [JDEbberly](#) RT [@smallbizlady](#): Q7 IS EMAIL MARKETING STILL AN EFFECTIVE STRATEGY FOR SMALL BUSINESS? **#SmallBizChat**

2011-05-26 12:47 am [TaiGoodwin](#) RT [@saleslounge](#): Who is going to make a million this year? >>>>ME **#smallbizchat**

2011-05-26 12:47 am [BlackDreams](#) RT [@guymadison](#) Your right Google's algorithms love video **#smallbizchat**, heard a coyle of years ago that the... (cont)
<http://deck.ly/~fl847>

2011-05-26 12:47 am [saleslounge](#) A7b) Email Marketing..Your customers need to hear from you weekly or every other week. Don't rely on them coming to you.
#smallbizchat

2011-05-26 12:47 am [MichaelCarusi](#) [@SmallBizLady](#) In the right context yes - E-mail marketing has taken the form of a newsletter that a Tweet can't have **#SmallBizChat**

2011-05-26 12:47 am [LoisMarketing](#) Add the same personal touch to your email as in social media. Be succinct and valuable. **#smallbizchat** A7

2011-05-26 12:47 am [JDEbberly](#) RT [@smallbizlady](#): Q7 IS EMAIL MARKETING STILL AN EFFECTIVE STRATEGY FOR SMALL BUSINESS? **#SmallBizChat**

2011-05-26 12:47 am [CoachFloSchell](#) **#smallbizchat** What does your website say about you? Your photo? Your audios? The colors and logo you choose? It all counts!

2011-05-26 12:47 am [mattsmansfield](#) A7. Yep - warm prospects already interested enough to give you their e-mail address... **#smallbizchat**

2011-05-26 12:47 am [BizFinanceForum](#) A7 - if your ezine have valuable hard to find info people save it and remember you **#smallbizchat**

2011-05-26 12:47 am [BlackDreams](#) RT [@smallbizlady](#) Q3: WHAT ARE COMMON MISTAKES SMALL BIZ OWNERS MAKE WHEN IT COMES TO SALES? **#smallbizchat**

2011-05-26 12:47 am [RedBaronUSA](#) Dinner is on. So I must go. Best to you all, + [@TaiGoodwin](#) [@theHealthMaven](#) + [@SmallbizLady](#) **#smallbizchat** Now follow each other!

2011-05-26 12:47 am [MichaelCarusi](#) [@BarryBirkett](#) Exactly - goes back to relationship building. Paramount for any **#smallbiz owner #smallbizchat**

2011-05-26 12:47 am [cjurquico](#) [@saleslounge](#) We rock and ROCK it really well :) **#smallbizchat**

2011-05-26 12:48 am [saleslounge](#) A7c) Give VALUABLE information in your email marketing. EZINE is a great way to share your expertise. **#smallbizchat**

2011-05-26 12:48 am [loiscreamer](#) A6 email mktg still effective. Magic is in the mix. **#smallbizchat**

2011-05-26 12:48 am [JDEbberly](#) RT [@saleslounge](#) A7) Yes..Email Mrktng is effective part of strategy. I put out ultra hip ezine using const contact. Love it! **#SmallBizChat**

2011-05-26 12:48 am [blah2voila](#) jumping in on **#smallbizchat** - looks like I've missed a lot of good stuff already tonight. trying to catch up

2011-05-26 12:48 am [BizFinanceForum](#) [@saleslounge](#) How often is too often with email marketing? **#smallbizchat**

2011-05-26 12:48 am [angelwingsweb](#) Email is still effective because a lot of people do not want to use social media yet **#smallbizchat**

2011-05-26 12:48 am [markalves](#) [@SmallBizLady](#) A7 An opt-in email list is very valuable way to stay in front of qualified customers **#smallbizchat**

2011-05-26 12:48 am [MichaelCarusi](#) It's extreme to claim blogs or **#sm** will kill E-mail - it's like saying television killed radio. Tech adapts or dies. **#SmallBizChat**

2011-05-26 12:48 am [WeddingBlush](#) Do I smell a challenge?? RT [@saleslounge](#): Who is going to make a million this year? **#SmallBizChat**

2011-05-26 12:48 am [ruthsherman](#) [@TRethore](#) [@TRethore](#) **#smallbizchat** Hi back, Tara!

2011-05-26 12:48 am [JDEbberly](#) RT [@LoisMarketing](#): Add the same personal touch to your email as in social media. Be succinct and valuable A7 **#SmallBizChat**

2011-05-26 12:48 am [saleslounge](#) A7d) And don't forget a great email signature is a great marketing sales tool if used creatively. Video email is HOT HOT HOT! **#smallbizchat**

2011-05-26 12:48 am [TaiGoodwin](#) A7: Just started using **#ConstantContact** for event registration - they are a great newsletter tool for small business **#smallbizchat**

2011-05-26 12:48 am [theflagagency](#) [@LoisMarketing](#) One of my mentors calls this "Be Bright, Be Brief, Be Gone" **#smallbizchat**

2011-05-26 12:48 am [psbdelegation](#) RT [@angelwingsweb](#): Email is still effective because a lot of people do not want to use social media yet **#smallbizchat**

2011-05-26 12:49 am [itsasmallpond](#) A7 Email is a great top of mind vehicle these days. It goes where the customer is because of mobile apps. **#smallbizchat**

2011-05-26 12:49 am [Jungle_Gardenia](#) A7: Email is still a relevant tool to use in conjunction with **#SMM**, **#SEO** & **#SEM**. **#smallbizchat**

2011-05-26 12:49 am [thekencook](#) [@MichaelCarusi](#) right on. People like to make extreme statements at

2011-05-26 12:49 am [CoachFloSchell](#) their own peril. I'm too pragmatic I guess. **#smallbizchat**
 Yes! RT [@SalesLounge](#) Email Marketing:Customers need to hear from u weekly or every other week.Don't rely on them coming to u. **#smallbizchat**

2011-05-26 12:49 am [TaiGoodwin](#) RT [@MichaelCarusi](#): It's extreme to claim blogs or #sm will kill E-mail - it's like saying television killed radio. **#smallbizchat**

2011-05-26 12:49 am [TRethore](#) [@saleslounge](#) How do u use Twitter lists to build following and network? Do you follow lists or people only? **#smallbizchat**

2011-05-26 12:49 am [smallbizlady](#) Q8: FOR SMALL BIZ OWNERS WHO WANT TO LEARN MORE ABOUT SALES, WHAT RESOURCES WOULD YOU RECOMMEND? **#smallbizchat**

2011-05-26 12:50 am [theflaggagency](#) [@thehealthmaven](#) How many handwritten, stamped notes do you ever leave unopened? **#smallbizchat**

2011-05-26 12:50 am [BlackDreams](#) [@smallbizlady](#) q3 working w/ #family & #friends, expect special treatment, 2 build initial capital. Mix #business w/ #personal **#smallbizchat**

2011-05-26 12:50 am [JDEbberly](#) [@blah2voila](#) This chat moves so fast it left the Borg transwarp unimatrix 5000 million light years astern **#SmallBizChat**

2011-05-26 12:50 am [CoachFloSchell](#) [@SalesLounge](#) I love that we're so in sync with our thinking.Very fun to speak the same language. **#smallbizchat**

2011-05-26 12:50 am [saleslounge](#) A7e) When I say email marketing..I mean an electronic newsletter. Gold is in your list. Video is coming right [@ruthsherman?](#) **#smallbizchat**

2011-05-26 12:50 am [BlackDreams](#) RT [@TheAfter5Edge](#) Everyone, let's welcome [@MichaelCarusi](#) Gave a heads up he would join **#smallbizchat** to better serve his clients! WELCOME

2011-05-26 12:50 am [chamcon](#) This is super chat but starving after long day of networking & learning at #newenglandXPO and supper is ready. Night all! **#smallbizchat**

2011-05-26 12:50 am [BizFinanceForum](#) [@JDEbberly](#) [@blah2voila](#) We need a collapsing wormhole to keep up! **#smallbizchat**

2011-05-26 12:50 am [saleslounge](#) Yes. RT [@CoachFloSchell](#): [@SalesLounge](#) I love that we're so in sync with our thinking.Very fun to speak the same language. **#smallbizchat**

2011-05-26 12:50 am [JDEbberly](#) RT [@saleslounge](#) A7d) And don't forget a great email sig is great mrktg sales tool if used creatively. Vid email is HOT HOT **#SmallBizChat**

2011-05-26 12:50 am [theflaggagency](#) [@SmallBizLady](#) A8 Read "Book Yourself Solid" by [@michaelport](#) **#smallbizchat**

2011-05-26 12:50 am [JDEbberly](#) RT [@smallbizlady](#): Q8: FOR SMALL BIZ OWNERS WHO WANT TO LEARN MORE ABOUT SALES, WHAT RESOURCES WOULD YOU RECOMMEND? **#SmallBizChat**

2011-05-26 12:51 am [TheAfter5Edge](#) [@TaiGoodwin](#) Yes, have been getting your emails. The consistency definitely helps brand recognition! :) **#smallbizchat** #effective

2011-05-26 12:51 am [cjurquico](#) [@saleslounge](#) Who is going to make a million this year? We are working on it :) **#smallbizchat**

2011-05-26 12:51 am [My_WebEvent](#) A8: Join **#smallbizchat**! It's a fabulous resource! #leadfromwithin

2011-05-26 12:51 am [ruthsherman](#) [@SalesLounge](#) Video is HERE! Add to your blog and watch readership skyrocket! **#smallbizchat**

2011-05-26 12:51 am [itsasmallpond](#) Q8: For me, twitter's been a great resource. Tweeps sharing experience and tools from trenches. **#smallbizchat**

2011-05-26 12:51 am [BizWizKevin](#) RT [@smallbizlady](#): Q8: FOR SMALL BIZ OWNERS WHO WANT TO LEARN MORE ABOUT SALES, WHAT RESOURCES WOULD YOU RECOMMEND? **#smallbizchat**

2011-05-26 12:51 am [BlackDreams](#) [@MichaelCarusi](#) thanks for joining can't wait to hear your insights! **#smallbizchat**

2011-05-26 12:51 am [TRethore](#) [@wendroffcpa](#) Consider joining / following **#smallbizchat**. Wed at 8p. You'd benefit, I think!

2011-05-26 12:51 am [saleslounge](#) A7d) As America's Sales Stylist I've always had a coach. Get one..learn from the best. **#smallbizchat**

2011-05-26 12:51 am [JDEbberly](#) RT [@saleslounge](#) A7e) When I say email mktg..I mean electronic newsletter.Golds in your list. Vid is coming right [@ruthsherman?](#) **#SmallBizChat**

2011-05-26 12:51 am [thompsonsarahb](#) Totally Agree a must read!!! RT [@theflaggagency](#): [@SmallBizLady](#) A8 Read "Book Yourself Solid" by [@michaelport](#) **#smallbizchat**

2011-05-26 12:52 am [BlackDreams](#) RT [@Morgan_LP](#): [@TheAfter5Edge](#) LOVE the outsource idea. Definitely part of an effective sales strategy! **#smallbizchat**

2011-05-26 12:52 am [JDEbberly](#) RT [@itsasmallpond](#): Q8: For me, twitter's been a great resource. Tweeps sharing experience and tools from trenches **#SmallBizChat**

2011-05-26 12:52 am [mattsmansfield](#) A8: I'm learning tons from "Book Yourself Solid" by [@michaelport](#) **#smallbizchat**

2011-05-26 12:52 am [saleslounge](#) RT [@RuthSherman](#): [@SalesLounge](#) Video is HERE! Add to your blog and watch readership skyrocket! **#smallbizchat**

2011-05-26 12:52 am [BizFinanceForum](#) A8 think about what works and doesn't work when you are the buyer **#smallbizchat**

2011-05-26 12:52 am [My_WebEvent](#) RT [@itsasmallpond](#): Q8: For me, twitter's been a great resource. Tweeps sharing experience and tools from trenches. **#smallbizchat**

2011-05-26 12:52 am [saleslounge](#) Fantastic BOOK!!!!RT [@MattSMansfield](#): A8: I'm learning tons from "Book Yourself Solid" by [@michaelport](#) **#smallbizchat**

2011-05-26 12:52 am [JDEbberly](#) [@BizFinanceForum](#) And an adjustable timefield **#SmallBizChat**

2011-05-26 12:52 am [loiscreamer](#) Buy [@saleslounge](#) book! Q 8 **#smallbizchat**

2011-05-26 12:52 am [thehealthmaven](#) [@theflaggagency](#) I'm a big believer in handwritten notes..old fashioned? No, it just works for me! :) **#smallbizchat**

2011-05-26 12:52 am [TRethore](#) RT [@saleslounge](#): Fantastic BOOK!!!!RT [@MattSMansfield](#): A8: I'm learning tons from "Book Yourself Solid" by [@michaelport](#) **#smallbizchat**

2011-05-26 12:52 am [TheAfter5Edge](#) RT [@saleslounge](#): RT [@RuthSherman](#): [@SalesLounge](#) Video is HERE! Add to your blog and watch readership skyrocket! **#smallbizchat**

2011-05-26 12:52 am [MichaelCarusi](#) [@thekencook](#) It's almost reflexive, but the fate of anything lies in adaption and change - look at Apple! **#SmallBizChat**

2011-05-26 12:52 am [BlackDreams](#) RT [@WeddingBlush](#) [@SalesLounge](#) targeted marketing? {right direction} **#smallbizchat** (how do u tell right direction just financial gain)

2011-05-26 12:52 am [IACEZ](#) [@TRethore](#) [@saleslounge](#), I prefer a mix of lists & individuals. Lists provide an overview, but you interact w/ individuals. **#smallbizchat**

2011-05-26 12:52 am [TaiGoodwin](#) RT [@saleslounge](#): A7d) And don't forget a great email signature is a great marketing sales tool. Wise Stamp is great! **#smallbizchat**

2011-05-26 12:53 am [vasimpleservice](#) That one is on my list next RT [@mattsmansfield](#): A8: I'm learning tons from "Book Yourself Solid" by [@michaelport](#) **#smallbizchat**

2011-05-26 12:53 am [MichaelCarusi](#) [@BlackDreams](#) Thanks jacqueline! **#Smallbizchat**

2011-05-26 12:53 am [thehealthmaven](#) [@redbaronusa](#) "clink" have a great evening **#smallbizchat**

2011-05-26 12:53 am [smallbizlady](#) Q9: FOR SMALL BIZ OWNERS WHO WANT TO LEARN MORE ABOUT SALES, WHAT RESOURCES WOULD YOU RECOMMEND? **#smallbizchat**

2011-05-26 12:53 am [Jungle_Gardenia](#) A8: Jeffrey Gitomer, Sales 2.0 Network are a couple. **#smallbizchat**

2011-05-26 12:53 am [TheAfter5Edge](#) [@SalesLounge](#) [@RuthSherman](#) And leverage these videos on different channels. i.e. blog, YouTube, etc. **#smallbizchat**

2011-05-26 12:53 am [angelwingsweb](#) Q8 I would recommend [@paulcastain](#) #salesplaybook and he is extremely friendly and helpful. **#smallbizchat**

2011-05-26 12:53 am [markalves](#) Phrasing I wish I used for A7: RT [@saleslounge](#): A7) When I say email marketing I mean e-newsletter. Gold is in your list. **#smallbizchat**

2011-05-26 12:53 am [Morgan_LP](#) A8: Consultative Closing by Greg bennett is great. You have a "no for now" until you have a "yes" and a signature. **#smallbizchat**

2011-05-26 12:53 am [saleslounge](#) A8a) I love Entrepreneur magazine. It inspires me. **#smallbizchat**

2011-05-26 12:54 am [MichaelCarusi](#) A8 Twitter chats, LinkedIn groups, Facebook postings, blogs, #socialmedia is endless information **#SmallBizChat**

2011-05-26 12:54 am [BlackDreams](#) RT [@loiscreamer](#) A 2 At the end of every day ask, what did I do today to accomplish goal? **#smallbizchat** (wha... (cont)
<http://deck.ly/~3PNP1>

2011-05-26 12:54 am [JDEbberly](#) RT [@smallbizlady](#): Q9: FOR SMALL BIZ OWNERS WHO WANT TO LEARN MORE ABOUT SALES, WHAT RESOURCES WOULD YOU RECOMMEND? **#SmallBizChat**

2011-05-26 12:54 am [theflaggagency](#) [@SmallBizLady](#) A9a I would also bookmark and read Seth Godin's blog every single day! **#smallbizchat**

2011-05-26 12:54 am [BarryBirkett](#) Effort shown has a real impact! RT [@thehealthmaven](#): [@theflaggagency](#) I'm a big believer in handwritten notes..old fashioned? **#smallbizchat**

2011-05-26 12:54 am [loiscreamer](#) Gitomer .. Anything by him, sign up for his nl. **#smallbizchat**

2011-05-26 12:54 am [saleslounge](#) A8b) I love following successful people. How they network, look at their website, their writing. **#smallbizchat**

2011-05-26 12:54 am [ruthsherman](#) Yes! RT [@TheAfter5Edge](#): [@SalesLounge](#) [@RuthSherman](#) And leverage these videos on different channels. i.e. blog, YouTube, etc. **#smallbizchat**

2011-05-26 12:54 am [BlackDreams](#) [@loiscreamer](#) can't wait to learn more about branding from you! Love **#smallbizchat**

2011-05-26 12:54 am [saleslounge](#) Yes. Hes good to. RT [@loiscreamer](#): Gitomer .. Anything by him, sign up for his nl. **#smallbizchat**

2011-05-26 12:54 am [backngroovemom](#) RT [@MichaelCarusi](#): A8 Twitter chats, LinkedIn groups, Facebook postings, blogs, #socialmedia is endless information **#SmallBizChat**

2011-05-26 12:55 am [smallbizlady](#) A9 I recommend the book Snap Selling by [@JillKonrath](#) **#smallbizchat**

2011-05-26 12:55 am [JDEbberly](#) RT [@angelwingsweb](#) Q8 I would recommend [@paulcastain](#) #salesplaybook and he is extremely friendly and helpful. **#SmallBizChat**

2011-05-26 12:55 am [My_WebEvent](#) RT [@MichaelCarusi](#): A8 Twitter chats, LinkedIn groups, Facebook postings, blogs, #socialmedia is endless information **#smallbizchat**

2011-05-26 12:55 am [WeddingBlush](#) [@BlackDreams](#) [@SalesLounge](#) Up to you! Is it about the money or the quality of your business? Quality will bring Quantity... **#smallbizchat**

2011-05-26 12:55 am [TaiGoodwin](#) A8: Huge Profits with a Tiny List by [@connigreen](#) for email strategies is a great read! **#smallbizchat**

2011-05-26 12:55 am [BizFinanceForum](#) RT [@saleslounge](#): A8a) I love Entrepreneur magazine. It inspires me. <- I have a subscription, love reading it **#smallbizchat**

2011-05-26 12:55 am [JDEbberly](#) RT [@saleslounge](#): A8a) I love Entrepreneur magazine. It inspires me. **#SmallBizChat**

2011-05-26 12:55 am [TRethore](#) [@IACEZ](#) thx! **#smallbizchat**.

2011-05-26 12:55 am [JDEbberly](#) RT [@saleslounge](#): A8b) I love following successful people. How they network, look at their website, their writing **#SmallBizChat**

2011-05-26 12:55 am [My_WebEvent](#) RT [@theflagagency](#): [@SmallBizLady](#) A9a I would also bookmark and read Seth Godin's blog every single day! <LOVE [@SethGodin](#) **#smallbizchat**

2011-05-26 12:55 am [JanMBradshaw](#) RT [@smallbizlady](#): A9 I recommend the book Snap Selling by [@JillKonrath](#) **#smallbizchat**

2011-05-26 12:55 am [TaiGoodwin](#) RT [@smallbizlady](#): A9 I recommend the book Snap Selling by [@JillKonrath](#) **#smallbizchat**

2011-05-26 12:55 am [CoachFloSchell](#) **#smallbizchat** One more book to take a look at. It's all good. [@smallbizlady](#)
<http://www.stopsellingstartclicking.com/flosbookonselling.html>

2011-05-26 12:55 am [saleslounge](#) A8c)The main thing is BE YOURSELF. Your Sales Style is what makes you unique. People want to know YOU!! **#smallbizchat**

2011-05-26 12:55 am [thehealthmaven](#) RT [@TaiGoodwin](#): A8: Huge Profits with a Tiny List by [@connigreen](#) for email strategies is a great read! **#smallbizchat**

2011-05-26 12:55 am [thepinkboss](#) RT [@smallbizlady](#): A9 I recommend the book Snap Selling by [@JillKonrath](#) **#smallbizchat**

2011-05-26 12:56 am [cjurquico](#) A9: I call it the FYT (fight) strategy, FB for promos, Youtube for engagement and Twitter for TOMA. Blog to merge it all. **#smallbizchat**

2011-05-26 12:56 am [JDEbberly](#) RT [@smallbizlady](#): A9 I recommend the book Snap Selling by [@JillKonrath](#) **#SmallBizChat**

2011-05-26 12:56 am [ruthsherman](#) RT [@saleslounge](#): A8c)The main thing is BE YOURSELF. Your Sales Style is what makes you unique. People want to know YOU!! **#smallbizchat**

2011-05-26 12:56 am [smallbizlady](#) A blog post with a more detailed Q & A with our guest comes out on Thursdays on [@Smallbizlady's](#) blog: <http://bit.ly/3x5Gm2> **#smallbizchat**

2011-05-26 12:56 am [samsclubmatt](#) RT [@RedBaronUSA](#): Love this. RT [@SalesLounge](#) Look at your numbers, not only DAILY but WEEKLY. And I mean LOOK at the numbers granularly **#smallbizchat**

2011-05-26 12:56 am [backngroovemom](#) RT [@BizFinanceForum](#) RT [@saleslounge](#): I love Entrepreneur magazine. It inspires me. <- I have a subscription, love reading it **#smallbizchat**

2011-05-26 12:56 am [TaiGoodwin](#) A8: Huge Profits with a Tiny List by [@conniegreen](#) for email strategies is a great read! **#smallbizchat**

2011-05-26 12:56 am [BlackDreams](#) [@thekencook](#) great! Will check out website tomorrow and let employers know tomorrow! **#SmallBizChat** great networking

2011-05-26 12:56 am [blah2voila](#) Me too! RT [@bizfinanceforum](#): RT [@saleslounge](#): A8a) I love Entrepreneur mag. inspires me. have a subscription, love reading it **#smallbizchat**

2011-05-26 12:56 am [LoisMarketing](#) **#smallbizchat** A9 Seek out your peers (including here on Twitter!),

go one-to-one to get to know, ask for ideas and guidance. BEST sources!

- 2011-05-26 12:56 am [itsasmallpond](#) A8: Also being observant. I like to subscribe and watch successful biz in socmed & email to see what they're doing. Learn. **#smallbizchat**
- 2011-05-26 12:56 am [JDEbberly](#) RT [@saleslounge](#) A8c)Main thing is BE YOURSELF. Your Sales Style is what makes u unique. Ppl want to know YOU!!
#SmallBizChat
- 2011-05-26 12:56 am [smallbizlady](#) We're always looking for small biz experts to share...Here's how to be a guest on **#Smallbizchat** <http://bit.ly/4r5KEZ> **#smallbizchat**
- 2011-05-26 12:57 am [My_WebEvent](#) RT [@CoachFloSchell](#): One more book: [@smallbizlady](#) <http://www.stopsellingstartclicking.com/flosbookonselling.html>
#smallbizchat
- 2011-05-26 12:57 am [LoisMarketing](#) **#smallbizchat** A9 The authors and trainers are great .. but who do you enjoy following on Twitter? Why? Share ideas with THEM!
- 2011-05-26 12:57 am [saleslounge](#) RT [@LoisMarketing](#): **#smallbizchat** A9 Seek out your peers go one-to-one to get to know, ask for ideas and guidance. BEST sources!
- 2011-05-26 12:57 am [MichaelCarusi](#) A8 Learn from the best - often the successful bloggers are the ones who reply to questions hence their success **#SmallBizChat**
- 2011-05-26 12:57 am [BarryBirkett](#) A9. Can't beat [@HarveyMackay](#) books .- The man knows relationships and gives a very enjoyable education **#smallbizchat**
- 2011-05-26 12:57 am [loiscreamer](#) For me it's about loving my biz. When this ceases to be fun, I need to do something else! **#smallbizchat**
- 2011-05-26 12:57 am [thehealthmaven](#) RT [@saleslounge](#): RT [@LoisMarketing](#): **#smallbizchat** A9 Seek out your peers go one-to-one to get to know, ask for ideas and guidance. BEST sources!
- 2011-05-26 12:57 am [Jungle_Gardenia](#) A9: SFor starters, nap Selling & Selling to Big companies by [@jillkonrath](#) **#smallbizchat**
- 2011-05-26 12:57 am [mattsmansfield](#) Well - that fills my reading list for the next month or so! :)
#smallbizchat
- 2011-05-26 12:58 am [smallbizlady](#) Q10: WHEN CREATING A SUCCESSFUL SALES STRATEGY, WHAT ARE THREE THINGS SMALL BIZ OWNERS NEED TO REMEMBER? **#smallbizchat**
- 2011-05-26 12:58 am [BizFinanceForum](#) [@LoisMarketing](#) Great point. I never cease to be amazed at how approachable and genuine people can be online. **#smallbizchat**
- 2011-05-26 12:58 am [Morgan_LP](#) TY to [@smallbizlady](#) [@saleslounge](#) [@taigoodwin](#) for an awesome **#smallbizchat!**
- 2011-05-26 12:58 am [JDEbberly](#) RT [@Jungle_Gardenia](#): A9: SFor starters, nap Selling & Selling to Big companies by [@jillkonrath](#) **#SmallBizChat**
- 2011-05-26 12:58 am [ruthsherman](#) RT [@Morgan_LP](#): TY to [@smallbizlady](#) [@saleslounge](#) [@taigoodwin](#) for an awesome **#smallbizchat!**
- 2011-05-26 12:58 am [Morgan_LP](#) [That makes 2 of us!] RT [@mattsmansfield](#): Well - that fills my reading list for the next month or so! :) **#smallbizchat**
- 2011-05-26 12:58 am [KellieTomney](#) RT [@saleslounge](#): A8c)The main thing is BE YOURSELF. Your Sales Style is what makes you unique. People want to know YOU!!
#smallbizchat
- 2011-05-26 12:58 am [JDEbberly](#) RT [@mattsmansfield](#): Well - that fills my reading list for the next month or so! :) (Make that 2 MONTHS!) **#SmallBizChat**
- 2011-05-26 12:58 am [smallbizlady](#) Get your FREE chapter of Become Your Own Boss in 12 Months: <http://bit.ly/eM4XTR> **#smallbizchat**

2011-05-26 12:58 am [JDEbberly](#) RT [@smallbizlady](#): Q10: WHEN CREATING A SUCCESSFUL SALES STRATEGY, WHAT ARE THREE THINGS SMALL BIZ OWNERS NEED TO REMEMBER? **#SmallBizChat**

2011-05-26 12:59 am [saleslounge](#) A10a) Have an attainable (yet assertive goal.) Don't be afraid to pick up the darn phone. Be an OPEN NETWORKER! **#SMALLBIZCHAT**

2011-05-26 12:59 am [TheAfter5Edge](#) Always inspiring RT [@saleslounge](#): A8b) I love following successful people. How they network, their website, their writing. **#smallbizchat**

2011-05-26 12:59 am [DKMsolutions](#) RT [@saleslounge](#): A7c) Give VALUEABLE information in your email marketing. EZINE is a great way to share your expertise. **#smallbizchat**

2011-05-26 12:59 am [Photog_Amy](#) learning a lot from tonight's **#smallbizchat**

2011-05-26 12:59 am [thekencook](#) [@Morgan_LP](#) [@smallbizlady](#) [@saleslounge](#) [@taigoodwin](#) hear hear - you did it again. Even better than before. Can't wait til next 1 **#smallbizchat**

2011-05-26 12:59 am [psbdelegation](#) 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**

2011-05-26 12:59 am [DKMsolutions](#) RT [@saleslounge](#): A7b) Email Marketing..Your customers need to hear from you weekly or every other week. Don't rely on them coming to you. **#smallbizchat**

2011-05-26 12:59 am [TheAfter5Edge](#) RT [@Morgan_LP](#): TY to [@smallbizlady](#) [@saleslounge](#) [@taigoodwin](#) for an awesome **#smallbizchat!**

2011-05-26 12:59 am [saleslounge](#) a10B) My biggest sales and opportunities usually came from people whom I least expected it from. Stay open. **#smallbizchat**

2011-05-26 12:59 am [smallbizlady](#) Thanks to sales expert Jennifer Abernethy [@saleslounge](#) <http://www.smallbiztrends.com> **#smallbizchat**

2011-05-26 12:59 am [thompsonsarahb](#) 3 of us! RT [@Morgan_LP](#): That makes 2 of us! RT [@mattsmansfield](#): Well that fills my reading list for the next month or so! :) **#smallbizchat**

2011-05-26 12:59 am [theflaggagency](#) [@SmallBizLady](#) Thanks for hosting **#smallbizchat** tonight. Time to put the daughter in bed.

2011-05-26 12:59 am [CathyWebSavvyPR](#) RT [@saleslounge](#): A10a) Have an attainable (yet assertive goal.) Don't be afraid to pick up the darn phone. Be an OPEN NETWORKER! **#SMALLBIZCHAT**

2011-05-26 12:59 am [CoachFloSchell](#) [@SalesLounge](#) Signing off. GREAT chat. **#smallbizchat** Would be fun to do one together one night:) We're in sync!

2011-05-26 12:59 am [LoisMarketing](#) Who communicates best, keeps your attn, keeps you informed and is go-to guy or gal? THAT is who you should spend time with **#smallbizchat**

2011-05-26 12:59 am [ruthsherman](#) RT [@smallbizlady](#): Thanks to sales expert Jennifer Abernethy [@saleslounge](#) <http://www.smallbiztrends.com> **#smallbizchat**

2011-05-26 12:59 am [JDEbberly](#) RT [@saleslounge](#): A10a) Have an attainable (yet assertive goal.) Don't be afraid to pick up the darn phone. Be OPEN NETWORKER! **#SmallBizChat**

2011-05-26 12:59 am [TaiGoodwin](#) RT [@smallbizlady](#): Q10: WHEN CREATING A SUCCESSFUL SALES STRATEGY, WHAT ARE THREE THINGS SMALL BIZ OWNERS NEED TO REMEMBER? **#smallbizchat**

2011-05-26 12:59 am [TheAfter5Edge](#) The hour flew by! Great **#smallbizchat!**

2011-05-26 1:00 am [markalves](#) [@mattsmansfield](#) A few more for your reading list! <http://bit.ly/kIJYmq> **#smallbizchat**

2011-05-26 1:00 am [TheBlizzrdGroup](#) A10: Your customer, your competition and your strengths!
#smallbizchat

2011-05-26 1:00 am [TaiGoodwin](#) RT [@smallbizlady](#): Thanks to sales expert Jennifer Abernethy
[@saleslounge](#) <http://www.smallbiztrends.com> **#smallbizchat**

2011-05-26 1:00 am [loiscreamer](#) [@smallbizlady](#) [@saleslounge](#), thanks much for this chat!
#smallbizchat

2011-05-26 1:00 am [TheAfter5Edge](#) Enjoyed chatting with you! **#smallbizchat** [@BarryBirkett](#)
[@thehealthmaven](#) [@theflagagency](#)

2011-05-26 1:00 am [mattsmansfield](#) RT [@markalves](#): [@mattsmansfield](#) A few more for your reading list!
<http://bit.ly/kJYmq> - Thanks! **#smallbizchat**

2011-05-26 1:00 am [JDEbberly](#) RT [@ruthsherman](#): RT [@smallbizlady](#): Thanks to sales expert
Jennifer Abernethy [@saleslounge](#) <http://www.smallbiztrends.com>
#SmallBizChat

2011-05-26 1:00 am [TaiGoodwin](#) RT [@TheBlizzrdGroup](#): A10: Your customer, your competition and
your strengths! **#smallbizchat**

2011-05-26 1:00 am [saleslounge](#) A10c) Your 'DIGITAL RELATIONSHIPS" WILL BE THE NEW
CURRENCY FOR SALES. over the next 12 months!
#SMALLBIZCHAT

2011-05-26 1:00 am [MichaelCarusi](#) Wonderful **#Smallbizchat** - learned a boatload as always do in chats!

2011-05-26 1:01 am [JDEbberly](#) RT [@markalves](#): [@mattsmansfield](#) A few more for your reading list!
<http://bit.ly/kJYmq> **#SmallBizChat**

2011-05-26 1:01 am [thehealthmaven](#) A10-speak the language of your customer **#smallbizchat**

2011-05-26 1:01 am [jinicat](#) RT [@MichaelCarusi](#): Wonderful **#Smallbizchat** - learned a boatload
as always do in chats!

2011-05-26 1:01 am [JDEbberly](#) RT [@TheBlizzrdGroup](#): A10: Your customer, your competition and
your strengths! **#SmallBizChat**

2011-05-26 1:01 am [BizFinanceForum](#) RT [@smallbizlady](#): Thanks to sales expert Jennifer Abernethy
[@saleslounge](#) <http://www.smallbiztrends.com> <- TYSM to BOTH of
you **#smallbizchat**

2011-05-26 1:01 am [JDEbberly](#) RT [@saleslounge](#): A10c) Your 'DIGITAL RELATIONSHIPS" WILL BE
THE NEW CURRENCY FOR SALES. over the next 12 months!
#SmallBizChat

2011-05-26 1:01 am [mattsmansfield](#) RT [@smallbizlady](#): Thanks to sales expert Jennifer Abernethy
[@saleslounge](#) <http://www.smallbiztrends.com> > yes! **#smallbizchat**

2011-05-26 1:01 am [CathyWebSavvyPR](#) RT [@saleslounge](#): a10B) My biggest sales and opportunities usually
came from people whom I least expected it from. Stay open.
#smallbizchat

2011-05-26 1:01 am [LoisMarketing](#) Imitation is sincerest form of flattery. Pattern social media interaction
after those you admire - with healthy dose of "you"! **#smallbizchat**

2011-05-26 1:01 am [smallbizlady](#) RT [@saleslounge](#): A10a) Have an attainable yet assertive goal. Don't
be afraid to pick up the darn phone. Be an OPEN NETWORKER!
#smallbizchat

2011-05-26 1:01 am [My_WebEvent](#) RT [@thehealthmaven](#): A10-speak the language of your customer
#smallbizchat

2011-05-26 1:01 am [TaiGoodwin](#) RT [@saleslounge](#): A10c) Your 'DIGITAL RELATIONSHIPS" WILL BE
THE NEW CURRENCY FOR SALES. over the next 12 months!
#smallbizchat

2011-05-26 1:01 am [thompsonsarahb](#) A10: Talk about your business whenever you can! Just got a client
who overheard me in a coffee shop and asked for my card!
#smallbizchat

2011-05-26 1:01 am [TheBlizzrdGroup](#) Thanks for--> RT [@TaiGoodwin](#): RT [@TheBlizzrdGroup](#): A10: Your customer, your competition and your strengths! **#smallbizchat**

2011-05-26 1:01 am [smallbizlady](#) Next week Tom Gazaway [@hawkeyemgmt](#) on alternative funding sources for your small business. **#smallbizchat**

2011-05-26 1:01 am [JDEbberly](#) RT [@smallbizlady](#): Get your FREE chapter of Become Your Own Boss in 12 Months: <http://bit.ly/eM4XTR> **#SmallBizChat**

2011-05-26 1:02 am [freelance2u](#) RT [@JDEbberly](#): RT [@smallbizlady](#): Q5: WHAT'S THE DIFFERENCE BETWEEN A SALES STRATEGY AND YOUR MARKETING/BRANDING STRATEGY? **#SmallBizChat**

2011-05-26 1:02 am [LoisMarketing](#) [@theflaggagency](#) Hey you -- Thank you! **#smallbizchat**

2011-05-26 1:02 am [BlackDreams](#) [@JDEbberly](#) definetly sounds like something to try! **#action channels #smallbizchat**

2011-05-26 1:02 am [JDEbberly](#) RT [@smallbizlady](#): Next week Tom Gazaway [@hawkeyemgmt](#) on alternative funding sources for your small business **#SmallBizChat**

2011-05-26 1:02 am [saleslounge](#) A10d) You are going 2 see business change dramatically over the next 12-24 months. Social Relationships will be KEY 2 success! **#smallbizchat**

2011-05-26 1:02 am [smallbizlady](#) Roll call, who's on [@Smallbizchat](#) tonight? Give me your best 140-character commercial. **#smallbizchat**

2011-05-26 1:02 am [TaiGoodwin](#) RT [@smallbizlady](#): Next week Tom Gazaway [@hawkeyemgmt](#) on alternative funding sources for your small business. **#smallbizchat**

2011-05-26 1:02 am [WhereitBlooms](#) [@TaiGoodwin](#) [@smallbizlady](#) Q10: Network, know your Target Market and Brand Effectively. **#smallbizchat**

2011-05-26 1:02 am [4Fashionistas](#) Thnx--> RT [@JDEbberly](#): RT [@TheBlizzrdGroup](#): A10: Your customer, your competition and your strengths! **#SmallBizChat**

2011-05-26 1:02 am [JDEbberly](#) RT [@WhereitBlooms](#): [@TaiGoodwin](#) [@smallbizlady](#) Q10: Network, know your Target Market and Brand Effectively **#SmallBizChat**

2011-05-26 1:02 am [saleslounge](#) A10e) Social Business 2.0 and Video are the next BIG WAVE. **#smallbizchat**

2011-05-26 1:03 am [JDEbberly](#) RT [@smallbizlady](#): Roll call, who's on [@Smallbizchat](#) tonight? Give me your best 140-character commercial **#SmallBizChat**

2011-05-26 1:03 am [ruthsherman](#) RT [@saleslounge](#): A10e) Social Business 2.0 and Video are the next BIG WAVE. **#smallbizchat**

2011-05-26 1:03 am [BlackDreams](#) RT [@Jungle_Gardenia](#): A4: Listening, monitoring & responding to what customers say about your brand. Social media provides the means and tools. **#smallbizchat**

2011-05-26 1:03 am [JDEbberly](#) RT [@saleslounge](#): A10e) Social Business 2.0 and Video are the next BIG WAVE **#SmallBizChat**

2011-05-26 1:03 am [BarryBirkett](#) Thank you - same here! RT [@theafter5edge](#): Enjoyed chatting with you! **#smallbizchat** [@BarryBirkett](#) [@thehealthmaven](#) [@theflaggagency](#)

2011-05-26 1:03 am [WhereitBlooms](#) Missed **#smallbizchat** ... will have to go back through the feed.

2011-05-26 1:03 am [BlackDreams](#) [@Jungle_Gardenia](#) listening is important, very important, **#smallbizchat**

2011-05-26 1:03 am [LoisMarketing](#) Well-managed time and content in social media can and will make all the difference. Be smart with SM. **#smallbizchat**

2011-05-26 1:03 am [My_WebEvent](#) RT [@JDEbberly](#): RT [@saleslounge](#): A10e) Social Business 2.0 and Video are the next BIG WAVE **#smallbizchat**

2011-05-26 1:03 am [JDEbberly](#) RT [@LoisMarketing](#): Well-managed time and content in social media can and will make all the difference. Be smart with SM

#SmallBizChat

- 2011-05-26 1:03 am [thehealthmaven](#) My Wednesdays are mahhhvelous with **#smallbizchat!** [@smallbizlady](#) [@TaiGoodwin](#) thank you! **#smallbizchat**
- 2011-05-26 1:04 am [smallbizlady](#) WIN \$10K IN SERVICES FOR YOUR SMALLBIZ FROM [@PBSMALLBUSINESS](#) - [HTTP://BIT.LY/JU4KZL](http://bit.ly/ju4kzl) [@SMALLBIZLADY](#) & [@PHILSIMON](#) WILL VISIT YOU **#smallbizchat**
- 2011-05-26 1:04 am [My_WebEvent](#) RT [@LoisMarketing](#): Well-managed time and content in social media can and will make all the difference. Be smart with SM. **#smallbizchat**
- 2011-05-26 1:04 am [smallbizlady](#) On the blog tomorrow the full interview sales expert Jennifer Abernethy [@saleslounge](#) <http://www.succeedasyourownboss.com> **#smallbizchat**
- 2011-05-26 1:04 am [mattsmansfield](#) Think Outside the Browser! Websites should do more than look pretty. Sign-up for a free coaching session: <http://bit.ly/iy0aJD> **#smallbizchat**
- 2011-05-26 1:04 am [theflagagency](#) [@LoisMarketing](#) We must have lunch before times gets away from us. **#smallbizchat**
- 2011-05-26 1:04 am [TheBlizzrdGroup](#) The Blizzrd Group helps you to establish a presence online and then get found. **#smallbizchat**
- 2011-05-26 1:05 am [BlackDreams](#) RT [@moxietonic](#) A5 Marketing is who you are. Sales is how you go about it your business **#smallbizchat** (hmm... (cont) <http://deck.ly/~pBCzn>
- 2011-05-26 1:05 am [smallbizlady](#) Was this interview helpful? Join us every Wednesday 8-9p ET follow [@SmallBizChat](#) on Twitter for info. **#smallbizchat**
- 2011-05-26 1:05 am [JDEbberly](#) SmallBizChat is so dazzling with useful, actionable information that I need a month just to reread the chat **#SmallBizChat**
- 2011-05-26 1:05 am [BizFinanceForum](#) [@smallbizlady](#) Just tried that link, not working **#smallbizchat**
- 2011-05-26 1:05 am [BlackDreams](#) RT [@saleslounge](#): A5b) Sales Strategy: Numbers. Goals. Who you want/need to meet. Where you need to be seen, what you need to say. **#smallbizchat**
- 2011-05-26 1:05 am [JDEbberly](#) RT [@Jungle_Gardenia](#): We will help you to join the discussion, make a favorable impression and improve your soc media leverage **#SmallBizChat**
- 2011-05-26 1:05 am [DKMsolutions](#) RT [@smallbizlady](#): RT [@saleslounge](#): A3e) Use my 5 x 5 rule (It's helped me for 20 yrs) Make 5 calls a day 5 days a week to people you DON'T know. **#smallbizchat**
- 2011-05-26 1:05 am [TaiGoodwin](#) WIN \$10K IN SERVICES FOR YOUR SMALLBIZ FROM [@PBSMALLBUSINESS](#) - [HTTP://BIT.LY/JU4KZL](http://bit.ly/ju4kzl) [@SMALLBIZLADY](#) & [@PHILSIMON](#) WILL VISIT YOU **#smallbizchat**
- 2011-05-26 1:05 am [4Fashionistas](#) Sharing a passion for fashion with a marketing flair! **#smallbizchat**
- 2011-05-26 1:05 am [JarrettSmith](#) "@TaiGoodwin: RT [@RedBaronUSA](#): Q5: All three S+M+B must always be aligned. **#smallbizchat**" Is the B - buyer?
- 2011-05-26 1:05 am [JDEbberly](#) RT [@smallbizlady](#) On blog tmrw full interview sales expert Jennifer Abernethy [@saleslounge](#) <http://www.succeedasyourownboss.com> **#SmallBizChat**
- 2011-05-26 1:05 am [TheAfter5Edge](#) RT [@TaiGoodwin](#): RT [@saleslounge](#): A10c) Your 'DIGITAL RELATIONSHIPS' WILL BE THE NEW CURRENCY FOR SALES. over the next 12 months! **#smallbizchat**
- 2011-05-26 1:06 am [TaiGoodwin](#) On the blog tomorrow the full interview sales expert Jennifer Abernethy [@saleslounge](#) <http://www.succeedasyourownboss.com> **#smallbizchat**

2011-05-26 1:06 am [freelance2u](#) RT [@JDEbberly](#): RT [@saleslounge](#): A4d) Video is HUGE now ..do video! **#SmallBizChat**

2011-05-26 1:06 am [smallbizlady](#) Thank you to social media strategist and co-host [@TaiGoodwin](#) of Practical Profitable Social Media. **#smallbizchat**

2011-05-26 1:06 am [My_WebEvent](#) RT [@smallbizlady](#): WIN \$10K IN SERVICES 4 YOUR SMALLBIZ FROM [@PBSMALLBUSINESS](#) [HTTP://BIT.LY/JU4KZL](http://bit.ly/JU4KZL) **#smallbizchat**

2011-05-26 1:06 am [cjurquico](#) Always inspiring. Learn more about me at Make Believe <http://on.fb.me/kkGtU2> . Thanks :) **#smallbizchat**

2011-05-26 1:06 am [BizFinanceForum](#) RT [@mattsmansfield](#): Think Outside Browser! Website should be more than look pretty Free coaching session: <http://bit.ly/iy0aJD> **#smallbizchat**

2011-05-26 1:06 am [IACEZ](#) We put the "EZ" in Bookkeeping! **#smallbizchat**

2011-05-26 1:06 am [BizFinanceForum](#) RT [@TheBlizzrdGroup](#): The Blizzrd Group helps you to establish a presence online and then get found. **#smallbizchat**

2011-05-26 1:06 am [JDEbberly](#) RT [@cjurquico](#): Always inspiring. Learn more about me at Make Believe <http://on.fb.me/kkGtU2> . Thanks :) **#SmallBizChat**

2011-05-26 1:07 am [smallbizlady](#) The mission of **#Smallbizchat** is to end small business failure by helping you succeed as your own boss. **#smallbizchat**

2011-05-26 1:07 am [TaiGoodwin](#) Are you launching your business while working full-time>>>Drop by <http://www.launchwhileworking.com> **#smallbizchat**

2011-05-26 1:07 am [My_WebEvent](#) We provide webinar, screen share and video for small business! <http://mywebevent.com> **#smallbizchat**

2011-05-26 1:07 am [BizFinanceForum](#) RT [@4Fashionistas](#): Sharing a passion for fashion with a marketing flair! **#smallbizchat**

2011-05-26 1:07 am [4Fashionistas](#) [@JDEbberly](#) **#SmallBizChat** Thanks for RT! ;-)

2011-05-26 1:07 am [JDEbberly](#) RT [@smallbizlady](#): Thank you to social media strategist and co-host [@TaiGoodwin](#) of Practical Profitable Social Media **#SmallBizChat**

2011-05-26 1:07 am [acpollard](#) [@SmallBizLady](#) [@Smallbizchat](#): AC Pollard Event Staffing. Onsite. In-House. Full-Service Event Support. **#smallbizchat**

2011-05-26 1:07 am [JDEbberly](#) RT [@4Fashionistas](#): Sharing a passion for fashion with a marketing flair! **#SmallBizChat**

2011-05-26 1:07 am [mattsmansfield](#) Night all and thanks for all the insights! **#smallbizchat**

2011-05-26 1:07 am [BizFinanceForum](#) RT [@smallbizlady](#): Thank u to social media strategist and co-host [@TaiGoodwin](#) of Practical Profitable Social Media. Thanks Tai! **#smallbizchat**

2011-05-26 1:07 am [msrasberryinc](#) [@smallbizlady](#) I'm Tamara. new media consultant for small biz, entrepreneurs and nonprofits - helping build brand awareness **#smallbizchat**

2011-05-26 1:07 am [JDEbberly](#) RT [@TaiGoodwin](#): Are you launching your business while working full-time>>>Drop by <http://www.launchwhileworking.com> **#SmallBizChat**

2011-05-26 1:07 am [DKMsolutions](#) RT [@saleslounge](#): A3e) Take your goal..say \$100K per year..and break it down per month. Now..what do you need to do to make it. **#smallbizchat**

2011-05-26 1:07 am [JDEbberly](#) RT [@My_WebEvent](#): We provide webinar, screen share and video for small business! <http://mywebevent.com> **#SmallBizChat**

2011-05-26 1:07 am [BizFinanceForum](#) Pitch: Afraid of numbers? Take my free and funny ecourse to tame ur finance phobial <http://bit.ly/mclsRd> **#smallbizchat**

2011-05-26 1:07 am [4Fashionistas](#) [@BizFinanceForum](#) You rock!!! Thanks **#smallbizchat**

2011-05-26 1:08 am [smallbizlady](#) Next week Tom Gazaway [@hawkeyemgmt](#) on alternative funding for your small business. **#smallbizchat**

2011-05-26 1:08 am [JDEbberly](#) Attend SmallBizChat every Wed 8pm-9pm EDT - You and your small business will be changed beyond imagination!! **#SmallBizChat**

2011-05-26 1:08 am [mattsmansfield](#) RT [@BizFinanceForum](#): Pitch: Afraid of numbers? Take my free and funny ecourse to tame ur finance phobial <http://bit.ly/mclsRd>
#smallbizchat

2011-05-26 1:08 am [mattsmansfield](#) RT [@smallbizlady](#): Next week Tom Gazaway [@hawkeyemgmt](#) on alternative funding for your small business. **#smallbizchat**

2011-05-26 1:08 am [4Fashionistas](#) [@JDEbberly](#) Another rocker ... thanks!! **#SmallBizChat**

2011-05-26 1:08 am [mattsmansfield](#) RT [@JDEbberly](#): Attend SmallBizChat every Wed 8pm-9pm EDT - You and your small business will be changed beyond imagination!!
#smallbizchat

2011-05-26 1:08 am [JDEbberly](#) RT [@BizFinanceForum](#): Pitch: Afraid of numbers? Take my free and funny ecourse to tame ur finance phobial <http://bit.ly/mclsRd>
#SmallBizChat

2011-05-26 1:08 am [JDEbberly](#) RT [@smallbizlady](#): Next week Tom Gazaway [@hawkeyemgmt](#) on alternative funding for your small business. **#SmallBizChat**

2011-05-26 1:08 am [saleslounge](#) Goodnight everyone. I raise my glass to YOUR success!
#smallbizchat

2011-05-26 1:08 am [BizFinanceForum](#) RT [@IACEZ](#): We put the "EZ" in Bookkeeping! **#smallbizchat**

2011-05-26 1:08 am [My_WebEvent](#) For those of you who've encouraged me, I finally posted my first couple of blogs! <http://blog.mywebevent.com/> **#smallbizchat**

2011-05-26 1:08 am [cjurquico](#) RT [@smallbizlady](#): Next week Tom Gazaway [@hawkeyemgmt](#) on alternative funding for your small business. **#smallbizchat**

2011-05-26 1:09 am [getnetworking](#) Stopping in to say "hi" on the **#smallbizchat!**

2011-05-26 1:09 am [PVATS](#) **#Smallbizchat** check us out for your data management, valuation AND storage needs!

2011-05-26 1:09 am [BizFinanceForum](#) RT [@My_WebEvent](#): We provide webinar, screen share and video for small business! <http://mywebevent.com> **#smallbizchat**

2011-05-26 1:09 am [thehealthmaven](#) RT [@JDEbberly](#): RT [@BizFinanceForum](#): Pitch: Afraid of numbers? Take my free and funny ecourse to tame ur finance phobial
<http://bit.ly/mclsRd> **#SmallBizChat**

2011-05-26 1:09 am [WorldOneWorld](#) RT [@smallbizlady](#): Next week Tom Gazaway [@hawkeyemgmt](#) on alternative funding for your small business. **#smallbizchat**

2011-05-26 1:09 am [BizFinanceForum](#) RT [@TaiGoodwin](#): Are you launching your business while working full-time>>>Drop by <http://www.launchwhileworking.com>
#smallbizchat

2011-05-26 1:09 am [JanMBradshaw](#) Great Chat tonight, thank you Jennifer Abernethy [@SalesLounge](#), [@smallbizlady](#), and [@TaiGoodwin](#) Have a Great Night Everyone!
#smallbizchat

2011-05-26 1:09 am [mattsmansfield](#) RT [@My_WebEvent](#): I finally posted my first couple of blogs! <http://blog.mywebevent.com/> > gratz! **#smallbizchat**

2011-05-26 1:09 am [getnetworking](#) RT [@JDEbberly](#): Attend SmallBizChat every Wed 8pm-9pm EDT - You and your small business will be changed beyond imagination!!
#SmallBizChat

2011-05-26 1:10 am [4Fashionistas](#) Thanks everyone ... time really flies when you're having fun ;-D
#smallbizchat

2011-05-26 1:10 am [BizFinanceForum](#) RT [@msrasberryinc](#): [@smallbizlady](#) new media consultant for small biz, entrepreneurs and nonprofits - build brand awareness

#smallbizchat

- 2011-05-26 1:10 am [PVATS](#) [@SalesLounge](#) yes the 5x5 is great! **#Smallbizchat**
- 2011-05-26 1:10 am [cjurquico](#) RT [@JDEbberly](#): RT [@TaiGoodwin](#): Very interesting :) >>>Drop by <http://www.launchwhileworking.com> **#smallbizchat**
- 2011-05-26 1:10 am [acpollard](#) [@SalesLounge](#) great chat tonight. very valuable info. we must talk more about 5x5 rule. :) thank you! **#smallbizchat** **#womenofpg**
- 2011-05-26 1:10 am [paulcastain](#) [@angelwingsweb](#) Thank you so much for the mention during **#smallbizchat** :)
- 2011-05-26 1:10 am [loiscreamer](#) You all are terrific!**#smallbizchat**
- 2011-05-26 1:10 am [My_WebEvent](#) RT [@TaiGoodwin](#): Are you launching your business while working full-time > Drop by <http://www.launchwhileworking.com> **#smallbizchat**
- 2011-05-26 1:10 am [getnetworking](#) RT [@smallbizlady](#): The mission of **#Smallbizchat** is to end small business failure by helping you succeed as your own boss. **#smallbizchat**
- 2011-05-26 1:10 am [DKMsolutions](#) gr8 idea "@SalesLounge: A3d) It's also good to have an accountability coach... or someone to help you stay focused. **#smallbizchat**"
- 2011-05-26 1:10 am [Jungle_Gardenia](#) Enjoyed this ... thanks [@smallbizlady](#) et al! **#smallbizchat**
- 2011-05-26 1:10 am [BizFinanceForum](#) [@saleslounge](#) Thanks again. Very valuable. **#smallbizchat**
- 2011-05-26 1:10 am [JDEbberly](#) RT [@PVATS](#) : **#Smallbizchat** check us out for your data management, valuation AND storage needs! **#SmallBizChat**
- 2011-05-26 1:11 am [WorldOneWorld](#) RT [@smallbizlady](#): The mission of **#Smallbizchat** is to end small business failure by helping you succeed as your own boss. **#smallbizchat**
- 2011-05-26 1:11 am [WorldOneWorld](#) RT [@smallbizlady](#): Thank you to social media strategist and co-host [@TaiGoodwin](#) of Practical Profitable Social Media. **#smallbizchat**
- 2011-05-26 1:11 am [BizFinanceForum](#) [@My_WebEvent](#) Whoo hooo!!!! Congrats on the blog. **#smallbizchat**
- 2011-05-26 1:11 am [markalves](#) Small biz owners: promote your best Father's Day deal for free <http://bit.ly/mCrKkQ> #shop4pop **#smallbizchat**
- 2011-05-26 1:12 am [theflaggagency](#) We're fee-based travel consultants who specialize in selecting, planning, and administering travel for groups of all sizes. **#smallbizchat**
- 2011-05-26 1:12 am [BizFinanceForum](#) [@JanMBradshaw](#) Night Jan, good to see you. **#smallbizchat**
- 2011-05-26 1:12 am [BizFinanceForum](#) RT [@markalves](#): Small biz owners: promote your best Fathers Day deal for free <http://bit.ly/mCrKkQ> #shop4pop **#smallbizchat**
- 2011-05-26 1:12 am [cjurquico](#) [@saleslounge](#) Thank you :) **#smallbizchat**
- 2011-05-26 1:12 am [TheBlizzrdGroup](#) Night all ... it was real! Thanks [@SmallBizLady](#) **#smallbizchat**
- 2011-05-26 1:12 am [loiscreamer](#) If you want to grow a speaking practice, or grow by speaking, check me out!**#smallbizchat**
- 2011-05-26 1:13 am [getnetworking](#) RT [@markalves](#): Small biz owners: promote your best Father's Day deal for free <http://bit.ly/mCrKkQ> #shop4pop **#smallbizchat**
- 2011-05-26 1:13 am [BizFinanceForum](#) RT [@theflaggagency](#): Fee-based travel consultants who specialize in selecting, planning, & admin travel for groups of all sizes **#smallbizchat**
- 2011-05-26 1:13 am [BizFinanceForum](#) RT [@loiscreamer](#): If you want to grow a speaking practice, or grow by speaking, check me out!**#smallbizchat** **#smallbizchat**
- 2011-05-26 1:13 am [thenewcrush](#) In business sales are secondary to building brand loyalty & developing relationship, we need advocate to bring other sales **#smallbizchat**

2011-05-26 1:13 am [Jungle_Gardenia](#) Cheers-->RT [@SalesLounge](#): Goodnight everyone. I raise my glass to YOUR success! **#smallbizchat**

2011-05-26 1:13 am [thehealthmaven](#) Thank You! great **#smallbizchat** [@BarryBirkett](#) [@theflaggagency](#) [@my_webevent](#) [@TheAfter5Edge](#) [@MyCareerCentral](#) RedBaronUSA [@MyCareerCentral](#)

2011-05-26 1:13 am [ruthsherman](#) RT [@Jungle_Gardenia](#): Cheers-->RT [@SalesLounge](#): Goodnight everyone. I raise my glass to YOUR success! **#smallbizchat**

2011-05-26 1:13 am [My_WebEvent](#) [@BizFinanceForum](#) Thanks! Oh my, hopefully it will get easier! I actually love to write, but for some reason this scares me! **#smallbizchat**

2011-05-26 1:14 am [JASS_ed](#) RT [@smallbizlady](#): On the blog tomorrow the full interview sales expert Jennifer Abernethy [@saleslounge](#) <http://www.succeedasyourownboss.com> **#smallbizchat**

2011-05-26 1:14 am [theflaggagency](#) My goal would be to get all of those who participate in **#smallbizchat** on a 3-4 night cruise where we can network and socialize

2011-05-26 1:15 am [My_WebEvent](#) Thanks everyone for a great tweetchat tonight! [@smallbizlady](#), thanks for all you do to for us! **#smallbizchat**

2011-05-26 1:16 am [thehealthmaven](#) TY for a great chat! **#smallbizchat** [@jdebberly](#) [@Morgan_LP](#) [@bizfinanceforum](#) [@MattSMansfield](#)

2011-05-26 1:16 am [Jungle_Gardenia](#) Absolutely ... Thanks for-->RT [@BlackDreams](#): [@Jungle_Gardenia](#) listening is important, very important, **#smallbizchat**

2011-05-26 1:18 am [mattsmansfield](#) RT [@thehealthmaven](#): TY for a great chat! **#smallbizchat** [@JDEbberly](#) [@Morgan_LP](#) [@BizFinanceForum](#) [@MattSMansfield](#) > you 2!

2011-05-26 1:18 am [DKMsolutions](#) how 2stay on top "@SalesLounge: u are going 2c biz change dramatically over the next 12+ months. Social plan is KEY 2success! **#smallbizchat"**

2011-05-26 1:18 am [Jungle_Gardenia](#) Thnx for-->RT [@JDEbberly](#): RT [@Jungle_Gardenia](#): A9: For starters, Snap Selling & Selling to Big companies by [@jillkonrath](#) **#SmallBizChat**

2011-05-26 1:19 am [loiscreamer](#) Sorry, lost! Inbound what? RT [@KyBedard](#): [@loiscreamer](#) What about inbound? **#smallbizchat**

2011-05-26 1:19 am [TracieHegeman](#) RT [@smallbizlady](#): The mission of **#Smallbizchat** is to end small business failure by helping you succeed as your own bos.. <http://dld.bz/abqnR>

2011-05-26 1:20 am [LeBrandeMedia](#) I missed [@SmallBizLady](#) **#smallbizchat** will try to catch up! So sad!

2011-05-26 1:21 am [TheBlizzrdGroup](#) Thanks for-->RT [@TaiGoodwin](#): RT [@TheBlizzrdGroup](#): A10: Your customer, your competition and your strengths! **#smallbizchat**

2011-05-26 1:21 am [freelance2u](#) RT [@smallbizlady](#): If you know a small biz owner who could use some advice tell them to follow [@SmallBizChat](#) and join us every Wed 8-9 ET **#smallbizchat**

2011-05-26 1:22 am [MyCareerCentral](#) RT [@SmallBizLady](#): Next week Tom Gazaway [@hawkeyemgmt](#) on alternative funding for your small business. **#smallbizchat**

2011-05-26 1:22 am [MyCareerCentral](#) RT [@TaiGoodwin](#): Are you launching your business while working full-time>>>Drop by <http://www.launchwhileworking.com> **#smallbizchat**

2011-05-26 1:23 am [TheBlizzrdGroup](#) [@BizFinanceForum](#) Thanks for the RT! **#smallbizchat**

2011-05-26 1:23 am [thehealthmaven](#) RT [@MyCareerCentral](#): RT [@TaiGoodwin](#): Are you launching your business while working full-time>>>Drop by <http://www.launchwhileworking.com> **#smallbizchat**

2011-05-26 1:23 am [MyCareerCentral](#) RT [@thehealthmaven](#): My Wednesdays are mahhhvelous with **#smallbizchat!** [@smallbizlady](#) [@TaiGoodwin](#) thank you!
#smallbizchat

2011-05-26 1:24 am [MyCareerCentral](#) RT [@TaiGoodwin](#): RT [@saleslounge:A10c](#)Your "DIGITAL RELATIONSHIPS" WILL BE THE NEW CURRENCY FOR SALES. over the next 12 months! **#smallbizchat**

2011-05-26 1:24 am [kimbeasley](#) RT [@TaiGoodwin](#): RT [@theflagagency](#): [@SalesLounge](#) Picking up the phone to call out to existing clients is my biggest weakness.
#smallbizchat

2011-05-26 1:25 am [MyCareerCentral](#) RT [@thehealthmaven](#): A10-speak the language of your customer
#smallbizchat

2011-05-26 1:25 am [MyCareerCentral](#) RT [@TaiGoodwin](#): RT [@TheBlizzrdGroup](#): A10: Your customer, your competition and your strengths! **#smallbizchat**

2011-05-26 1:25 am [JDEbberly](#) [@KelleyRGivens](#) Hi there, Kelley :) **#SmallBizChat**

2011-05-26 1:25 am [freelance2u](#) RT [@TaiGoodwin](#): RT [@smallbizlady](#): Q5: WHAT'S THE DIFFERENCE BETWEEN A SALES STRATEGY AND YOUR MARKETING/BRANDING STRATEGY? **#smallbizchat**

2011-05-26 1:26 am [MyCareerCentral](#) RT [@SalesLounge](#): RT [@LoisMarketing:#smallbizchat](#) A9 Seek out your peers go 1:1 to get to know,ask for ideas & guidance.BEST sources!

2011-05-26 1:26 am [ialamin](#) [@SmallBizLady](#) Enjoyed the convo! I look forward to the full question/answers being posted on the blog. Thanks! **#smallbizchat**

2011-05-26 1:26 am [MyCareerCentral](#) RT [@TaiGoodwin](#): A8: Huge Profits with a Tiny List by [@conniegreen](#) for email strategies is a great read! **#smallbizchat**

2011-05-26 1:26 am [ialamin](#) [@SmallBizLady](#) Kidlingua provides the best way for kids to learn #language; Immersion! Website at <http://bit.ly/kk8zFb> **#smallbizchat**

2011-05-26 1:27 am [MyCareerCentral](#) RT@SmallBizLady:A blog post w/a more detailed Q & A w/our guest comes out Thurs on [@Smallbizlady's](#) blog:<http://bit.ly/3x5Gm2>
#smallbizchat

2011-05-26 1:28 am [MyCareerCentral](#) RT [@TaiGoodwin](#): RT [@smallbizlady](#): A9 I recommend the book Snap Selling by [@JillKonrath](#) **#smallbizchat**

2011-05-26 1:28 am [MyCareerCentral](#) RT@TaiGoodwin:RT@saleslounge:A7d)And don't forget a great email signature is a great marketing sales tool.Wise Stamp is great!
#smallbizchat

2011-05-26 1:28 am [MyCareerCentral](#) RT [@SalesLounge](#): RT [@RuthSherman](#): [@SalesLounge](#) Video is HERE! Add to your blog and watch readership skyrocket!
#smallbizchat

2011-05-26 1:29 am [JDEbberly](#) [@KelleyRGivens](#) Pretty good. How are you Kelley? **#SmallBizChat**

2011-05-26 1:29 am [MyCareerCentral](#) RT [@TaiGoodwin](#): RT [@MichaelCarusi:It's](#) extreme to claim blogs or #sm will kill E-mail-it's like saying television killed radio.**#smallbizchat**

2011-05-26 1:29 am [seriousstartups](#) Night!RT [@SalesLounge](#) Goodnight everyone. I raise my glass to YOUR success! **#smallbizchat**

2011-05-26 1:30 am [ronkarr](#) RT [@RedBaronUSA](#): Dinner is on. So I must go. Best to you all, + [@TaiGoodwin](#) [@theHealthMaven](#) + [@SmallbizLady](#) **#smallbizchat**
Now follow each other!

2011-05-26 1:30 am [freshRoots](#) RT [@smallbizlady](#): It's finally available on Amazon! The "Are You Ready to Become Your Own Boss?" workbook. Emerson <http://t.co/DvHRQQ8> **#smallbizchat**

2011-05-26 1:33 am [DKMsolutions](#) RT [@smallbizlady](#): The mission of **#Smallbizchat** is to end small business failure by helping you succeed as your own boss.

#smallbizchat

- 2011-05-26 1:37 am [SGubara](#) RT [@saleslounge](#): RT [@LoisMarketing](#): #smallbizchat A9 Seek out your peers go one-to-one to get to know, ask for ideas and guidance. BEST sources!
- 2011-05-26 1:37 am [ken_rosen](#) Yep <http://ow.ly/1tcnUU> , couldn't resist! RT [@thehealthmaven](#): A10-speak the language of your customer #smallbizchat
- 2011-05-26 1:38 am [SGubara](#) RT [@thehealthmaven](#): A4 The most important aspect of SoMe is influencer identification & utilization for small business #smallbizchat
- 2011-05-26 1:38 am [JDEbberly](#) [@KelleyRGivens](#) I love to develop ebooks and membership sites. You need not try to earn my fellowship, I love nearly everyone :) #SmallBizChat
- 2011-05-26 1:39 am [TaiGoodwin](#) [@MichaelCarusi](#) It was great having you on #smallbizchat tonight - hope you come back again!
- 2011-05-26 1:39 am [JDEbberly](#) [@KelleyRGivens](#) That goes for online and offline. That's why I love volunteer work in the community :) #SmallBizChat
- 2011-05-26 1:40 am [URBANNEWS702](#) RT [@TaiGoodwin](#): RT [@smallbizlady](#): Q5: WHAT'S THE DIFFERENCE BETWEEN A SALES STRATEGY AND YOUR MARKETING/BRANDING STRATEGY? #smallbizchat
- 2011-05-26 1:47 am [JDEbberly](#) [@KelleyRGivens](#) What do you do? Is it online? #SmallBizChat
- 2011-05-26 1:48 am [ken_rosen](#) Love when favorite ppl are optimistic ;-) RT [@thehealthmaven](#): Today's sales executive 'gets' imp'tance of Mktg/branding #smallbizchat
- 2011-05-26 1:51 am [JDEbberly](#) [@KelleyRGivens](#) [@BallouPhotos](#) Instantly Followed! :) #SmallBizChat
- 2011-05-26 1:52 am [JDEbberly](#) [@KelleyRGivens](#) You teach photography - You might like [@problogger's](#) <http://www.digital-photography-school.com/> #SmallBizChat
- 2011-05-26 1:56 am [JDEbberly](#) [@KelleyRGivens](#) I love his blogging blog!! <http://www.problogger.net/blog/> That is THE place to learn blogging!! #SmallBizChat
- 2011-05-26 1:57 am [AlynRosselini](#) RT [@Morgan_LP](#): RT [@saleslounge](#): A3e) my 5 x 5 rule..(It's helped me for 20+ years) Make 5 calls a day 5 days a wk..to people U DON"T know. #smallbizchat
- 2011-05-26 1:59 am [RedBaronUSA](#) [@JarrettSmith](#) [@TaiGoodwin](#) RT [@RedBaronUSA](#) Q5: All three S+M+B must always be aligned. Jarrett, Sales + Marketing + Branding #smallbizchat
- 2011-05-26 2:05 am [theflagagency](#) I know what [@anierenberg](#) would say about the hand written note #smallbizchat
- 2011-05-26 2:10 am [smallbizlady](#) Next week 6/1 Tom Gazaway [@hawkeyemgmt](#) on alternative funding options for your small business. #smallbizchat
- 2011-05-26 2:13 am [SWorldFinancial](#) RT [@smallbizlady](#): Next week 6/1 Tom Gazaway [@hawkeyemgmt](#) on alternative funding options for your small business. #smallbizchat
- 2011-05-26 2:19 am [RedBaronUSA](#) RT [@thehealthmaven](#): Absolutely! RT [@redbaronusa](#): A2: #Smallbizchat Sales strategy: Segment customer base into actionable channels of service, frequency, price.
- 2011-05-26 2:23 am [PWritesman](#) RT [@loiscreamer](#): A6 Testimonials are the working capital of your biz. #smallbizchat
- 2011-05-26 2:24 am [PWritesman](#) RT [@loiscreamer](#): A5 If you can't sell/uncomfortable selling, need to work for someone, not yourself #smallbizchat
- 2011-05-26 2:25 am [PWritesman](#) RT [@thehealthmaven](#): Absolutely! RT [@redbaronusa](#): A2:

#Smallbizchat Sales strategy: Segment customer base into actionable channels of service, frequency, price.

2011-05-26 2:26 am [PWritesman](#)

RT [@RedBaronUSA](#): [@JarrettSmith](#) [@TaiGoodwin](#) RT [@RedBaronUSA](#) Q5: All three S+M+B must always be aligned. Jarrett, Sales + Marketing + Branding **#smallbizchat**

2011-05-26 2:30 am [seriousstartups](#)

RT [@saleslounge](#): A3f) You NEVER know where your next customer is coming from..could be sitting next to you on plane..everything is business. **#smallbizchat**

2011-05-26 2:41 am [Morgan_LP](#)

RT [@thehealthmaven](#): TY for a great chat! **#smallbizchat**
[@JDEbberly](#) [@Morgan_LP](#) [@BizFinanceForum](#) [@MattSMansfield](#)
[Ditto!]

2011-05-26 2:43 am [signatureladyj](#)

RT [@smallbizlady](#): WIN \$10K IN SERVICES FOR YOUR SMALLBIZ FROM [@PBSMALLBUSINESS](#) - [HTTP://BIT.LY/JU4KZL](http://bit.ly/ju4kzl)
[@SMALLBIZLADY](#) & [@PHILSIMON](#) WILL VISIT YOU **#smallbizchat**