

00:17:46 Susan Jarema - Grand Connection & New Earth Marketing: and you have the colorful travel shirts to go with your lifestyle!

00:19:39 Kel Holliday - Productivity Guru - Thailand: <https://www.linkedin.com/in/kelvinholliday/>

00:20:22 Susan Jarema - Grand Connection & New Earth Marketing: GHJ

00:20:27 Susan Jarema - Grand Connection & New Earth Marketing: MMT

00:20:29 Bernie Franzgrote: GHJ, Office,

00:20:35 David Bush: HubSpot

00:20:37 Susan Jarema - Grand Connection & New Earth Marketing: Chatbridge (for my chats)

00:20:43 Summer Trkulja: ShareFile & Canopy

00:20:44 Susan Jarema - Grand Connection & New Earth Marketing: looking at using ReferU2

00:21:18 Patrick Seaton: Patrick Seaton | LinkedIn DECODED, Neuroscience Communication Company. Let's connect.

00:21:19 Susan Jarema - Grand Connection & New Earth Marketing: EventRaptor for our event registration, summits and Giveaways

00:24:19 Susan Jarema - Grand Connection & New Earth Marketing: from where? leads or sales calls?

00:24:30 Patrick Seaton: Most companies think that 2 out of 10 is adequate and "normal"

00:24:53 Summer Trkulja: I would say 2/10 convert to client

00:25:19 Susan Jarema - Grand Connection & New Earth Marketing: 20%

00:25:20 Patrick Seaton: Which means that we are losing 8 out of 10. Yikes.

00:25:21 nadinehanchar: Most of mine are referrals so my first contact I almost always sign them up

00:25:37 Susan Jarema - Grand Connection & New Earth Marketing: Reacted to "Most of mine are referrals so my first contact I almost always sign them up" with ❤️

00:28:44 Susan Jarema - Grand Connection & New Earth Marketing: Jul 21 | Meet a Superconnector at MMT Referral Group With Sheri Mills & Brenda Marie Sheldrake <https://grandconnection.ca/jul-21-meet-a-superconnector-at-mmt-referral-group/>

00:28:56 Susan Jarema - Grand Connection & New Earth Marketing: Grab our free version of MMT <https://grandconnection.ca/grand-connection-referral-app/>

00:30:19 Bernie Franzgrote: N

00:30:22 Summer Trkulja: N

00:30:23 Susan Jarema - Grand Connection & New Earth Marketing: once inawhile i boost a post

00:30:24 nadinehanchar: No

00:30:29 Bernie Franzgrote: podcasting

00:30:30 David Bush: Webinar events

00:30:43 Susan Jarema - Grand Connection & New Earth Marketing: my mixers, JV partners

00:30:47 Patrick Seaton: Networking

00:30:48 David Bush: Lead magnet/lead capture

00:30:55 Susan Jarema - Grand Connection & New Earth Marketing: speaking

00:35:09 Susan Jarema - Grand Connection & New Earth Marketing: do you need to be paying for premium or sales navigator on LI to run your BDR campaign?

00:39:22 Susan Jarema - Grand Connection & New Earth Marketing: i need to do more of the client expectation for my web design agency.

00:39:30 Summer Trkulja: Yes, I try to break down what their experience should look like and what our should look like once we partner.

00:43:06 Susan Jarema - Grand Connection & New Earth Marketing: we are using the GHL one

00:43:09 David Bush: yes

00:43:13 Bernie Franzgrote: Y

00:43:15 Patrick Seaton: Affiliate program

00:43:17 nadinehanchar: no

00:44:43 nadinehanchar: I have 40years of working successfully with people who refer me to others who are looking for my services.

00:45:17 Susan Jarema - Grand Connection & New Earth Marketing: i bug Kel all the time! :)

00:49:00 Susan Jarema - Grand Connection & New Earth Marketing: GHL offer for GC Members Through the Productivity Hub \$49
<https://go.productivityhub.tech/grandconnection>

00:55:19 David Bush: @Susan Jarema - Grand Connection & New Earth Marketing I also recommend exporting your LinkedIn Connections Data and uploading it into AI and asking it to sort by column headers (job title, location, etc.) is another good way to organize and prioritize your 1st degree connections.

00:58:19 Patrick Seaton: AskAlex.coach

01:08:09 Susan Jarema - Grand Connection & New Earth Marketing: 😊 New? Grand Connection Welcome you.
 There is so much to share that we have organized it all here for you to learn more:
<https://grandconnection.ca/welcome-links/>
 Become a member today! We'd love to have you in this community.
<https://grandconnection.ca/gcmembers/join/>
 🎧 Annual members get a podcast interview
 📌 Member Reminders for June 2026 <https://grandconnection.ca/member-reminders/>
 🧠 Learn about The Neuroscience of Connection (Starting Sept), that blends neuroscience, mindfulness, and community support to help you thrive in both life and business using the latest in brain network switching. Includes our Masterclass as a gift
<https://community.grandconnection.ca/self-mastery-info>

01:08:14 Summer Trkulja: Thank you for sharing that Susan

01:08:45 Susan Jarema - Grand Connection & New Earth Marketing:
<https://app.eventraptor.com/apply/the-summer-grand-giveaway-2607>

01:08:51 nadinehanchar: Progressive Edge Plus NLP Inc.
 Nadine Hanchar –
 Let's talk!
 Creating Better Relationships at Home and at Work!
 Counsellor, Consultant, Facilitator
 Developer of the PEP Personality Process
 Author of "Knowing Me Knowing You - The PEP Personality Process"
 Nadine@progressiveplus.com
www.progressiveplus.com
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LinkedIn:

<https://www.linkedin.com/in/nadinehanchar/>

Instagram:

<https://www.instagram.com/nadine.hanchar/>

Twitter:

<https://twitter.com/NadineHanchar>

01:09:19 Susan Jarema - Grand Connection & New Earth Marketing:

<https://grandconnection.ca/positive-prime-session-collaboration/>

01:09:20 Bernie Franzgrote: <https://www.linkedin.com/in/bernie-franzgrote/>

01:12:05 Susan Jarema - Grand Connection & New Earth Marketing:

<https://grandconnection.ca/july-31-grand-plan-accelerator-networking-lab/>

01:22:52 Susan Jarema - Grand Connection & New Earth Marketing:

<https://calendly.com/susanjarema>