

00:21:43 Amy Castronova: I'm in car (and have chapter at 16) but wanted to listen in

00:22:19 Valeria Rodriguez Codina: enjoy Dawn!

00:25:41 Virginie Audet: Hello Tomi Jane, is it for internal usage or we can share through our social media (Linkedin) ?

00:26:03 Mary Dalton: This is so fabulous

00:26:07 Tomi Jane DeTorres: Replying to "Hello Tomi Jane, is ..."

great question! we had not considered that but we will discuss internally and let you know, Virginie :)

00:28:00 Josefina Maluf: This is so cool

00:29:22 Ellen Grinsfelder: Marketing materials look great.

00:29:34 Hulya Kurt: they are amazing

00:30:26 Lindsay Shields: Overly Excited!!!

00:30:35 Lauren Nichols - WPO Long Island: Looks fantastic!!!

00:31:14 Annette White Klososky: It looks great and is much appreciated

00:33:48 Anni Wilhelmi: PPT's and PDF: About WPO; Seeking Partners for Sponsorship

00:35:06 Valeria Rodriguez Codina: Josefina is one of our newest chapter chair from Argentina, welcome to the WPO!

00:35:23 Jayne Huston: Like Stacy, I attend awards events where women entrepreneurs are highlighted. Great for marketing for business/executives coaches AND WPO prospective members.

00:36:13 Dr. Sandi Webster: I must confess that I haven't gotten approval from WPO for presentations - what is the process for that? Should social media posts be approved as well?

00:36:59 Karen Tracey: Also if you are keynoting you can mention WPO - but you must protect confidentiality!

00:37:00 Valeria Rodriguez Codina: I belong to several women organizations in Spain and Latam (Vital Voices, WEConnect International, The Break Fellowship).

00:37:14 Jayne Huston: Yes! Golf is a great resource to leverage! 😊

00:37:38 Valeria Rodriguez Codina: And we are so clearly different from all other women organizations!

00:37:45 Dr. Shannon Jennings: Starting from scratch...I can tell you what I am not doing well for either:

Lack clarity: Not enough density for in-person 100%, clear on WPO value but why this chapter vs established virtual group

00:42:17 Jayne Huston: Authenticity goes a long way - yeah, Lauren! Flex!

00:43:17 Amelya Stevenson Sacramento: THANK YOU ANNI

00:43:56 Anni Wilhelmi: My pleasure

00:46:20 Amy Castronova: What actually is AI Scrape? A list generated from AI or a prompt we put in?

00:49:31 Linda Rappaport -She/Her/Hers: How do we access the tool? Do we request it from WPO?

00:49:33 Amelya Stevenson Sacramento: When can we begin using, please

00:50:17 Lindsay Shields: Take a number! This is too exciting!,

00:50:33 Elizabeth van Geerestein: Once you have your scrape list, is there a post playbook to use up until your launch?

00:55:33 Mary DALton: I monitor Linked In

00:56:00 Anni Wilhelmi: Linked In Premium

00:56:16 Anni Wilhelmi: i suggest Premium

00:57:40 Jayne Huston: Monitor Business Journal Book of Lists, Award recipients, etc. Add to prospect list. Have Recruitment on my agenda at most every meeting and ask members if they have a relationship with any of these leads. Member provides "warm" intro for me via e-mail.

00:59:46 Jayne Huston: Me too! Thanks Karen!

01:00:13 Dawn Harsch: I have a KPI for myself to have 1 coffee a week , on average, with a prospect.

01:02:50 Jayne Huston: Use the prestige of being a "founding member" as you initially build! Entrepreneurs like to be on the cutting edge! 😊

01:04:44 Jayne Huston: Yes, Dawn! Hold your competitors close. I meet routinely with Vistage. WPO members definitely come after membership in Vistage.

01:04:50 Dr. Sandi Webster: I just met with a Vistage chair

01:09:06 Dr. Sandi Webster: Friday phone calls

01:10:24 Valeria Rodriguez Codina: I´m sorry I need to pick up my daughter. Will watch the rest! Lovely seeing you all!

01:11:12 Dr. Sandi Webster: Write a script for your call

01:13:24 Jayne Huston: Replying to "Write a script for y..."

Yes, Sandi! And ask great questions and use your listening skills. Get them talking!

01:13:40 Dr. Shannon Jennings: Perhaps I need an accountability buddy on making that call lol Per Karen's experience

01:13:55 Kelly Ferrara Bayne: Cheers to all. I have to run to another meeting.

01:16:05 Stacy Nehring: Sorry I need to pop off. Thanks Ladies

01:16:10 Betsy Wallace: Thanks and cheers! I have another meeting...

01:16:50 Karen Tracey: Anni makes an very important point for ATW Chairs that we don't have a wide known value of WPO and create momentum from people seeing the PeerView and meeting others

01:19:29 Mary DALton: Love that launch and learn!

01:19:53 Dawn Harsch: Where can we find that colourful marketing material that explains PeerView ?

01:21:42 Tomi Jane DeTorres: we are sending this out to everyone in the follow up! :)

01:21:55 Dr. Sandi Webster: Depends on the market. I have a lot of lawyers, wealth advisors, marketing in NYC

01:21:56 Dawn Harsch: HEALTH & PEOPLE seats seem easy to fill

01:22:10 Mary DALton: Legal and Fonance

01:22:11 Anni Wilhelmi: Lawyer. Tax advisor

01:22:23 Karen Tracey: I find lawyers very good

01:23:35 Lindsay Shields: Attorneys are plentiful

01:24:42 Mary DALton: Employment lawyers are a great asset

01:25:33 Dr. Sandi Webster: cold lead is people you don't know

01:30:49 Dawn Harsch: Thanks @Dawn O'Connor - this has been great! Have to leave now.

01:33:48 Jayne Huston: I have a "WPO Chapter Chair Tool Kit:A Recruiting Conversation" Maybe Home Office can tell me where I got that! Very useful!

01:34:32 Josefina Maluf: Replying to "I have a "WPO Chapte..."

Can you share it?

01:34:47 Amy Castronova: yes please!

01:36:33 Karen Tracey: I share my tracker at every WPO meeting with members so we can update, delete and add and that is a long term habit

01:36:54 Virginie Audet: I have an appointment at 1:30 😊 . Many thanks for this meeting! 🤖

01:37:00 Mary DALton: An you show us the tracker

01:41:05 Amy Castronova: I'd like to watch this video. Can you put the link in the chat?

01:41:43 Denise - AI InnoVision: me

01:41:44 Tomi Jane DeTorres: i can send it after, i cannot paste it during the slideshow :)

01:42:00 Amy Castronova: Reacted to "i can send it after,..." with 👍

01:42:08 Karen Tracey: Brilliant sharings and learning

01:43:21 Anni Wilhelmi: Tracking tool

01:43:26 Mary DALton: This has been great today including the new mktg. sorry I have to race to an in person

01:43:34 Lindsay Shields: Going to jump into AI connections

01:43:36 Jayne Huston: Celebrating New Members on LinkedIn! Thank you, Karen!

01:43:41 Dr. Shannon Jennings: Time blocking, founding members, one coffee per week

01:43:43 Elizabeth van Geerestein: LinkedIn playbook/ training

01:43:46 Amelya Stevenson Sacramento: new members to have them add to LI and Celebrate them as new members!!

01:43:47 Denise - AI InnoVision: Denise Smith - Me -

01:43:48 Amy Castronova: Celebrating new members on LinkedIn

01:43:49 Josefina Maluf: I like the idea to show what worked in the past to a member in another part of the world

01:43:51 Linda Rappaport -She/Her/Hers: The new marketing materials are wonderful.

01:43:57 Dr. Shannon Jennings: New materials!!

01:44:18 Karen Tracey: AI Scrape

Ask Chat GPT

Use brilliant new materials

01:44:31 Monica Coburn, Las Vegas Chapter Chair: Thank you Dawn and great to be a part of this training with all these amazing women. The marketinig materials are great.

01:44:31 Jayne Huston: This was wonderful, Dawn! Thank you!

01:44:33 Luciana Giudice Barrella: Improve my sales Pitch in recruitment process. Thank you for all guidance!

01:44:45 Linda Rappaport -She/Her/Hers: Thank you.

01:44:49 Karen Tracey: DAWN you are awesome - fantastic session

01:44:59 Dr. Sandi Webster: Much appreciated

01:45:01 Amelya Stevenson Sacramento: thank you great session

01:45:30 Cristina Amaral: THANK YOU everyone. My sincere best wishes for each of you