

Chat file from REALITY-CHECK CONVERSATIONS Workshop

00:17:31 Cathy Heath: Good morning from New Zealand. It's 8am Thursday morning and I'm Cathy Heath, Heath Research Services. What would be amazing for me is to find out how this years challenges (Covid-19, slashed budgets) might work to my advantage to clients.

00:17:36 Barbara Ingrassia: Barbara Ingrassia  
Manage Copyright  
Manage Copyright. Don't Let it Manage You!  
GUARD YOUR GOLDMINE  
An amazing Take Away: Whom to interview AND how to start the conversation so it doesn't sound salsey. THANKS

00:17:37 Mary Ellen Bates: Mary Ellen Bates, Bates Information Services, I get new ideas on how best to do a virtual workshop

00:19:15 Jo-Anne Weiler: Hi, my name is Jo-Anne Weiler, my company name is Vivify Solutions and a great takeaway would be how to start the conversations and finding the right people to speak to

00:20:46 Gary Gruesbeck: Gary Gruesbeck Three Rivers Research, LLC. Improve communications through interview

00:21:09 Kelly Schrank: Kelly Schrank, Bookworm Editing Services, how to find and talk to clients

00:21:23 Sarah Blake: Sarah Blake - Sarah Blake Consulting, LLC. Very VERY newly filed LLC - so how to identify real customers and get to the root of what they REALLY need.

00:22:21 Maureen Shields: Hello all! I am Maureen Shields my business is I Need Maureen. Amazing takeaway...more confidence to get the hell out there and talk to people about my business

00:22:47 Laura Gordon-Murnane: Laura Gordon-Murnane, C3 Information Services, LLC. A great take away would be to how to get the conversation started and really understand how to understand what clients really need.

00:24:36 Oliver Deacon: Hi - my business is coaching finance directors. I'm based in the Uk, so its 7pm here! I would love to get clearer on what I'm offering to attract more and better clients

00:24:37 Mark Broderick: Hi everyone. I'm Mark Broderick. I'm with Panoramic Research. Key takeaway? Trying to find clients that don't take ALL of my time, allowing me to actually work on the things that they're paying me for! Seriously, looking for a little balance in finding the right clients with the right balance of work.

00:36:48 Denise Claridy: Denise Claridy, Evandy InfoSolutions. Hoping to learn more about how to build client base

01:44:11 Oliver Deacon: I started reaching out to people a few weeks ago on LinkedIn. I found that the response rate was about 20%-40% from people I didn't know. The less sales-ey and tighter the message, the better the response rate.

My message was this:

Hi xxxxx

I'm looking to talk to other finance leaders about how they're leveraging the latest technology, and dealing with challenges of innovation.

I'm happy to share my experiences from Microsoft, where many of the latest finance technologies are already in daily use.

Would you have 20-30 minutes to connect at some point in the next 2 weeks? I'm not selling anything at all – this is purely a research and information sharing call.

If so, you can book any 30 minutes that works for you here

Feel free to message me with any questions

Oliver