

SPEAKERNET NEWS TELESEMINAR

**HOW TO CAPITALIZE ON YOUR UNIQUENESS
TO
ENSURE REPEAT BUSINESS
PRESENTED BY
GLENNA SALSURY, CSP, CPAE**

- A. The “Proof is in the Pudding” ☺
 - 1. My “accidental” discovery
 - 2. The long term results

- B. Two Keys for Launching Your “On-Purpose” Discovery
 - 1. Recognize your uniqueness
 - 2. Unearth your personal philosophy for living

- C. Doing Some Detective Work
 - 1. What are three or more significant (life-altering, mind-changing) events that have impacted your life?
 - 2. How have these affected your thoughts and actions?
 - 3. Describe two or three people who have significantly impacted your life? (positively or negatively)
 - 4. How did their influence shape your life?
 - 5. What are the five most important elements in your life – your greatest sources of pleasure or satisfaction?

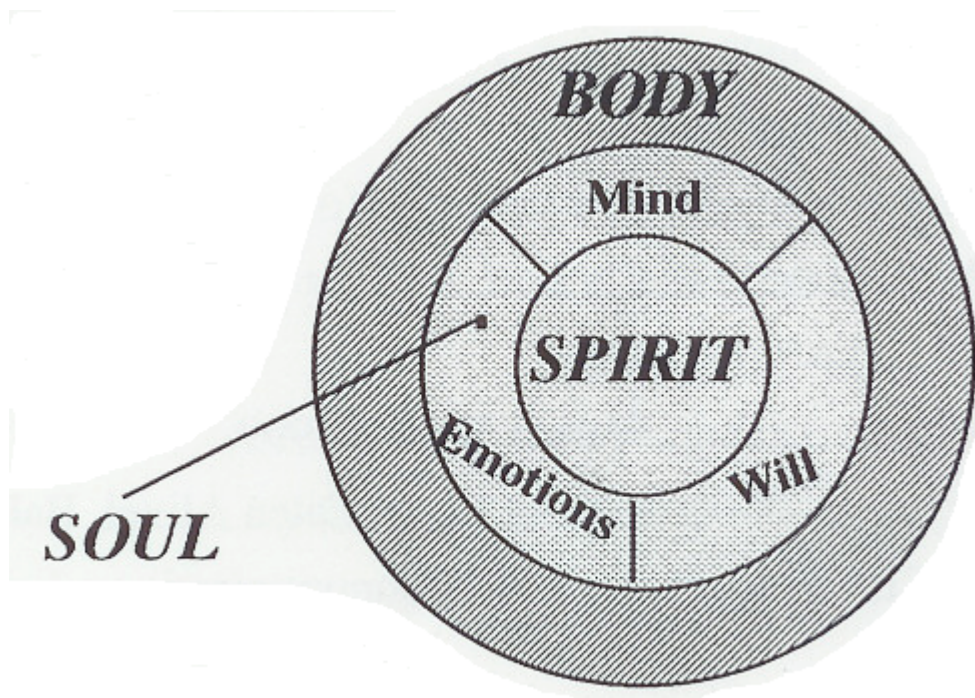
- D. Reflective Thinking
 - 1. Are you currently sharing these events, stories, elements, learnings, etc. from the platform?
 - 2. Why or why not?

E. The Authentic You

1. If I knew you “off the platform”, would you be *living* what you are saying?
2. What is your *primary* motivation behind your message? (Tell yourself the truth.)
3. Would you dare reveal your *primary* motivation to your clients?

F. The Greatest Need for All People (Including clients, meeting planners, friends, significant others, etc.)

1. Love
2. Appreciation
3. Recognition
4. Laughter
5. Transformed Spirit



COACHING OPPORTUNITIES WITH GLENNA

Contact Glenna at **ISpeak4U@aol.com** to obtain information on coaching packages. Glenna helps you discover and craft the unique message you alone have been called to deliver.

In addition, Glenna provides life-coaching sessions to assist you in discovering your calling and purpose and gain a fresh start in your life and work.

Glenna is offering a **Special Product Package** for SpeakerNet News teleseminar buyers. You can obtain all five of the products below for only \$89.

Simply contact her at **ISpeak4U@aol.com** with the reminder that you listened to this teleseminar and purchase selected materials or the Special Package. Include your name, mailing address and Visa or MasterCard info. Or you can send a check to the address below, or call in your order.

Glenna Salsbury
9228 North 64th Place
Paradise Valley, AZ 85253
480/483-7732

**Special Package for SpeakerNet News:
Only \$89 for all five products!**

Book

***The Art of the Fresh Start* \$10.00**

A “must read” book filled with tools to jump-start your life experience! Simple, yet profound, this book reveals why you are unique, how to identify your values and how to approach change and create new beginnings in your life.

DVDs

From Success to Significance \$30.00

Glenna’s newest DVD provides you with two critical clues for discovering your purpose or calling in life. In addition, you will learn two practical action steps for discovering your own unique significance.

The Power of Storytelling \$30.00

Learn how to hold an audience of 1 to 101 in the palm of your hand. Watch Glenna in action as you discover the amazing power in the art of storytelling.

CD

The Power of Eloquence \$20.00

Discover the four secrets for achieving eloquence in your communication style. You will be freed from stress and fear, freed to attain your ultimate success with others.

CD-Rom

Communicate with Power & Simplicity \$20.00

Do you have some great ideas you would like to “share” with others? Discover this simple but powerful plan for creating your message while seated at your computer! (CD-Rom)