

Please join us in October for another great speaker

**Denver Entrepreneur Meetup**

October 23, 2008 6:30 -8:30 PM  
Perrin Room, Englewood Public Library  
1000 Englewood Parkway  
Englewood

**Bloody Turnips - How to Collect Money  
From (almost) Anyone!**

In tough economic times, collections becomes a more important part of the business process. If you can't collect the money you're owed, your business may not survive!

Our Speaker, John Bailey says: *I wish I could count the number of times that somebody told me that I couldn't collect my money because "you can't get blood from a turnip." In the process of bleeding out a few "turnips," I discovered something. They have money. The problem was that they didn't regard my bill as a priority. Once I got those people to reorder their priorities, I received my money.*

*Of course, the best way to avoid collection problems is to keep accounts from becoming seriously past due. We'll talk about ways to keep your accounts current and we'll look at ways to collect on accounts that are in default.*

We'll take questions, share experiences with each other, and brainstorm ways to help you collect your debts.

**NETWORKING:** Early networking will start at 6:30. We'll start the meeting at 7. There'll be more networking time at the end of the evening.

**MARKETING MATERIALS TABLE:** A table will be set up for you to place your marketing materials on, so bring plenty! There is room for each person to place one item (or items) up to the size of an 8 1/2 x 11 piece of paper.


Directions:

The meeting is in the Perrin Room at the Englewood Public Library. Here's a map: <http://tinyurl.com/22rkc8>. The Library is on the first floor of the Englewood Civic Center. To get to the Englewood Public Library, take Hampden to South Inca Street, and then turn North. You'll see the entrance to the parking structure on the West side of the road, before you get to the Civic Center. There is an entrance to the library on the lower level of the parking structure. If you'd like to get a good look at this area, click on the "Satellite" view on the Google map, and you can see the location of the parking structure and Civic Center.

---

The Denver Entrepreneur Meetup is a group of small business persons who meet once a month to learn and share ways to make them, and their business, more productive and profitable. For more information, and to RSVP for our next meeting, go to:

<http://entrepreneur.meetup.com/72/>



**Roberta Poirier**  
4840 West 29th Avenue  
Denver, CO 80212  
toll-free: 877.786.7859  
phone: 303.824.2069  
fax: 303.824.2070  
[www.RobertasChocolates.com](http://www.RobertasChocolates.com)



Web Design • Development • Marketing  
*Making your online vision a reality™*

**Barbara Bailey**  
[bb@VisibilityConsultants.com](mailto:bb@VisibilityConsultants.com)  
303-495-3239  
<http://VisibilityConsultants.com>

P.O. Box 19323  
Denver, CO 80219

The time to  
focus on your  
health is  
Today

**Mannatech**  
Hope. Health. Opportunity.

**Celeste Neiman**  
GKCC, GNWC, NR, WMA  
**Darwin Neiman, Ph.D.**  
Independent Associates  
National Directors

**Synergy Wellness**  
Phone: (303) 795-7110  
Cell: (303) 547-5206  
cdneiman@comcast.net  
www.mannapages.com/cdneiman

**WEIGHT LOSS CONSULTANT**

**PIPER**  
ELECTRIC CO., INC.

(303) 422-9219  
FAX (303) 420-2983  
Cell (303) 994-6340

**Paul Miller**  
Vice President

5960 Jay Street  
Arvada, CO 80003  
pmiller@piperelectric.com



[redwhiteandrose.com](http://redwhiteandrose.com) is a free online wine  
publication, featuring reviews of wine, beer,  
and spirits available in Colorado (not  
just Colorado products).

Reviews include a 'where to find it' list of places to buy  
the libation. The newsletter includes events, articles,  
vocabulary, and more.

*Read about it today, experience it tonight.*

We follow all the Federal anti-SPAM laws and will never  
share, sell, or abuse your email address.

**Visibility Consultants**

Web Design • Development • Marketing  
*Making your online vision a reality™*

**Barbara Bailey**  
bb@VisibilityConsultants.com

P.O. Box 19323  
Denver, CO 80219

**303-495-3239**

**<http://VisibilityConsultants.com>**

### **“How to Speak for Fun and Profit” Seminar**

Register for one of these upcoming dates:

Oct 7 Tuesday 5-9 PM  
Nov 6 Thursday 12-4 PM  
Dec 11 Thursday 12-4 PM



CALL Joe Sabah  
**303-722-7200**

**Denver Entrepreneur Meetup**  
September 25, 2008

## **10 Keys to Becoming Better Speakers**

Joe Sabah has generously allowed us to re-produce his “10 Keys” handout from tonight’s speech to include with this month’s flyer.

If you missed this meeting, and you are interested in becoming a professional speaker, are interested in speaking to grow your business, promote a product or service, or just to speak for fun and profit, register for Joe’s upcoming seminar: “How to Speak For Fun and Profit.” You can call Joe Sabah at 303-722-7200

**Firelight Business Enterprises, Inc.**  
**<http://contest.frontporchfolks.com>**

Firelight Business Enterprises, Inc. has just launched a grant program aimed at shoestring startups. It is a service based grant, which offers a full website design and build, plus some peripheral services. The website build is very flexible, maximum value of \$2000, and can include many Web 2.0 type features within that budget. They are awarding the grant on a monthly basis, and accepting applications perpetually. One grant per month will be awarded, beginning near the end of November of this year. No strings - They don't market to applicants, there is no application fee, no hidden costs, this is exactly what it purports to be. Details are at: <http://contest.frontporchfolks.com>.

# 10 Keys to Become a Better Speaker

- 1 - **Only, Only, Only** speak on something you've earned the right to speak about . . . either from your own experience or your education.
- 2 - Audiences love stories. Include these vignettes in every talk. The more the better.
- 3 - Use the journalists formula, people love details . . . many details.  
Who, What, When, Where, Why, and How
- 4 - Humor is best when it is natural humor. Especially stories that make the speaker the "butt of the joke."
- 5 - **Never, Ever write out your talk.** This creates the tendency to either read it or memorize it. Either case spells disaster.
- 6 - Notes may help. Better still use an **Acronym** to structure your talk. For example:  
if you are speaking on Goals . . .  
**G** - Get paper and pencil and write down your goals  
**O** - Organize all your goals and dreams in list form, most important one first  
**A** - Allocate 15 minutes each morning, and 15 minutes each evening to read your goals aloud  
**L** - Learn to "go the extra mile." Do not end your day without completing everything on your "to do list"  
**S** - Share your GOALS ONLY with other positive people
- 7 - Record every presentation. Play it back several times. You will become your best coach and critic.
- 8 - Arrive early at every talk. Learn the names of at least 3 or 4 persons. Use these names in your talk.
- 9 - Expand your speaking training through Toastmasters – [www.toastmasters.org](http://www.toastmasters.org), the Dale Carnegie Courses – [www.dale-carnegie.com](http://www.dale-carnegie.com), the National Speakers Association – [www.nsaspeaker.org](http://www.nsaspeaker.org) and the Colorado Speakers Association, now NSA/CO – [www.nsacolorado.org](http://www.nsacolorado.org)
- 10 - PRACTICE - PRACTICE - PRACTICE.  
There are 480+ service clubs and organizations in the Denver Metro area who need speakers every week/every month. In addition, there are 390+ Colorado Associations and Corporations who also need speakers/trainers for their meetings.  
To receive a FREE report with details on these two lists call Joe Sabah at 303-722-7200.

***Remember you don't have to be good to start.  
You just have to start to be good!***

Compiled by

**Joe Sabah**

**Speaker/Author/Consultant**

**Founding President of the Colorado Speakers Association, now NSA/CO**

**P O Box 101330 • Denver CO 80250**

**303-722-7200 • email [Joe@JoeSabah.com](mailto:Joe@JoeSabah.com) • [www.JoeSabah.com](http://www.JoeSabah.com)**