17:51:40 From Jenefeness Tucker, MBA to Everyone: can you enable the share 17:52:47 From Sabrina Santos, BERK Consulting to Jenefeness Tucker, MBA(Direct Message): Yes! You are now co-host so you should be able to share 17:57:18 From Sabrina Santos, BERK Consulting to Tara Edens(Direct Message): Made you a co-host as a backup just in case! 17:57:28 From Tara Edens to Sabrina Santos, BERK Consulting(Direct Message): Thank you! 18:07:19 From Roxanne Best to Everyone: Finessed 18:07:35 From jennabicknell to Everyone: Finessed for sure! 18:07:41 From Elizabeth Jones (Blackbird + Ivory) to Everyone: Definitely want to move over on the scale to Finessed 18:07:45 From Michelle Calvin - Beaver Tales Coffee to Everyone: Of course I would like to be finessed! Working toward that but not there. 18:08:42 From raul quintero to Everyone: 18:08:55 From Stephanie Seliga-Soulseed to Everyone: I am in Failing... on three elements. 18:09:00 From Stephanie Seliga-Soulseed to Everyone: I am in fair in a few 18:09:08 From Stephanie Seliga-Soulseed to Everyone: I would like to be finessed 18:09:30 From Lainey Lee to Everyone: Hey! We are a here we are a solution provider, just listening today but happy to be here! :) 18:10:30 From Mark Prentice to Everyone: Also a solution provider here, and I would say: Finessed! 18:12:28 From Roxanne Best to Everyone: 18:12:29 From Elizabeth Jones (Blackbird + Ivory) to Everyone: 18:12:41 From Michelle Calvin - Beaver Tales Coffee to Everyone: 18:12:43 From raul quintero to Everyone: 18:12:51 From Lainey Lee to Everyone: 3 categories! 18:13:05 From Stephanie Seliga-Soulseed to Everyone: 18:13:34 From Stephanie Seliga-Soulseed to Everyone: Those are the benefits 18:14:06 From Tara Edens to Everyone: I am with the PNWER team so happy to just listen! 18:15:06 From Sabrina Santos, BERK Consulting to Jenefeness Tucker, MBA(Direct Message): We have 5 business participants today, plus 3 solutions providers--and everyone else is support staff! 18:20:16 From Stephanie Seliga-Soulseed to Everyone: are these the six? 18:20:23 From Michelle Calvin - Beaver Tales Coffee to Everyone: This just clarified for me how many I actually have! Yay me! 18:20:23 From Stephanie Seliga-Soulseed to Everyone: Or are there more 18:23:53 From Michelle Calvin - Beaver Tales Coffee to Everyone: This really feels good. I have had folks tell me I am doing too much (to broad) but in all actuality it is

supporting the main business and the mission. 3 passive sources currently. And yes, those items just

showing up on the POS are awesome... little to know work to make them happen.

18:26:34 From Stephanie Seliga-Soulseed to Everyone: I have an annual membership 18:26:49 From Stephanie Seliga-Soulseed to Everyone: I could offer a monthly option... 18:29:09 From Michelle Calvin - Beaver Tales Coffee to Everyone: It would be great to hear about what others are offering for their "memberships"... maybe on the slack channel? 18:31:14 From Elizabeth Jones (Blackbird + Ivory) to Everyone: I don't have a membership for my business 18:31:36 From Stephanie Seliga-Soulseed to Everyone: Elizabeth, wine and new arrivals night once a month! 18:32:08 From Elizabeth Jones (Blackbird + Ivory) to Everyone: Reacted to "Elizabeth, wine and ..." with 18:32:16 From Elizabeth Jones (Blackbird + Ivory) to Everyone: Love that Steph 18:35:19 From Tara Edens to Everyone: Reacted to "Elizabeth, wine and ..." with 18:35:57 From Michelle Calvin - Beaver Tales Coffee to Everyone: Of the passive? 18:35:59 From raul quintero to Everyone: 18:36:08 From Roxanne Best to Everyone: 3 or 4. 18:36:09 From Stephanie Seliga-Soulseed to Everyone: Certificates and gift cards, Swag, Ihave a rental. 18:36:14 From Elizabeth Jones (Blackbird + Ivory) to Everyone: I could easily do 2 of those 18:36:18 From Michelle Calvin - Beaver Tales Coffee to Everyone: I have 4 currently (maybe 3) 18:36:40 From Stephanie Seliga-Soulseed to Everyone: I want to do a book/e-course that can passive income 18:39:23 From Elizabeth Jones (Blackbird + Ivory) to Everyone: Reacted to "I want to do a book/..." with 18:40:53 From Michelle Calvin - Beaver Tales Coffee to Everyone: Doing cash flow with you in our session today was AMAZING... really helped clarify things. 18:47:46 From Stephanie Seliga-Soulseed to Everyone: prepayment messes me up. 18:48:10 From Roxanne Best to Everyone: No questions 18:49:22 From Elizabeth Jones (Blackbird + Ivory) to Everyone: No questions 19:00:24 From Elizabeth Jones (Blackbird + Ivory) to Everyone: I completed your website account questionnaire 19:00:44 From Elizabeth Jones (Blackbird + Ivory) to Everyone: Fiscal Finese - love your biz name! 19:01:12 From Stephanie Seliga-Soulseed to Everyone: I made a review for you 19:01:28 From Roxanne Best to Everyone: I have questions about premium pricing. 19:02:06 From Stephanie Seliga-Soulseed to Everyone:

And NEVER undercut yourself... I see so many folks who do not charge what they should be because

my business is running with my personal credit what can I do?

19:05:54 From Elizabeth Jones (Blackbird + Ivory) to Everyone:

19:06:29 From Michelle Calvin - Beaver Tales Coffee to Everyone:

19:04:08 From raul quintero to Everyone:

Fund raising Steph!!!

they lack confidence in themselves. In my previous business (consulting) I created demand and charged accordingly. I often referred people to other consultants and they always came back... wanting my services. 19:09:26 From Sabrina Santos, BERK Consulting to Everyone:

Our next session will be with Sheryl McGrath from SBDC!