



Speaking to GROW Your Business Podcasts and Stages

Results May Vary

Past performance is not a guarantee of future performance. HighLevel does not guarantee that you will experience financial gain or generate revenue, results will vary

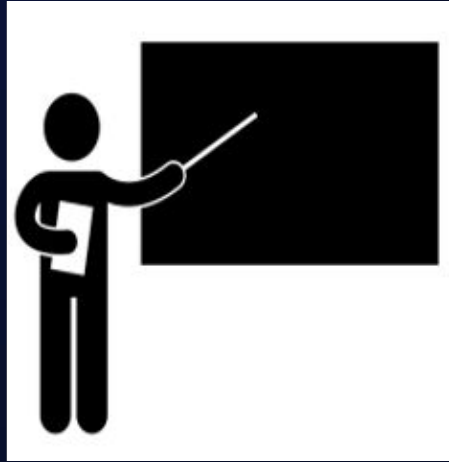
How Speaking Grew My Business



When I first got started I had:

- An idea of what I wanted to teach
- No idea how to share it

I Did What Most Do



It's All Sales and/or Marketing



The Common Theme:

- Just run Ads
- Post to Social Media

I Didn't Know My Avatar



That's a Big Problem:

- If you don't know who you are looking for you're wasting money
- Talking to everyone, is talking to no one

Talk to Everyone You Know



It's a Good Start But...:

- You may be overly excited on an unclear message
- People don't always understand your idea

Find Success People



Find and Follow People Like You:

- Who is already doing something similar to what you want to do?
- Start following them and learning from them

Pay For Access To People



Invest Time and Money:

- Go to Live Events
 - Seminars, Networking events, etc
- Join Masterminds

Network With Everyone!!



Network To Give And You'll Receive:

- How can you help others?
- Who can you connect them with?
- Tip: It's not just the Speakers

Knowledge Gets You Noticed



When People Start Talking:

- Others Pay Attention
 - Testimonials carry weight
- Referrals Roll In

Word Spreads To The Top



When You Start Gaining Attention:

- Podcasters notice
- Event Organizers notice

Continue to Provide Value



Continue With A Giving Mindset:

- Podcasters care about listeners
- Event Organizers sell value for the cost of tickets

Consistency is Key



Keep Showing Up To Be Seen:

- People pay attention to who continues to invest in themselves
- The more people you help the more your name spreads

When Given A Chance TAKE IT!!!



Opportunity Is Rare (At First):

- If someone offers to help you, take them up on it
- If you see an opportunity ask

Someone Gave Me A Chance



She Was Willing To Help:

- Janine gave me my first break
- It was SCARY!!!

And I Wasn't Prepared...



Learn From My Mistake:

- Crappy Website
- No CRM
- No QR Code/Landing Page
- No Lead Magnet
- No Funnel

Podcasts and Stages



A Few To A Few Thousand:

- Share your message
- Podcasts and stages give you Authority and Reach

The Power of Podcasts



Questions and Clarity:

- Podcasts are great because you get asked questions you never thought of to perfect your pitch
- New audiences

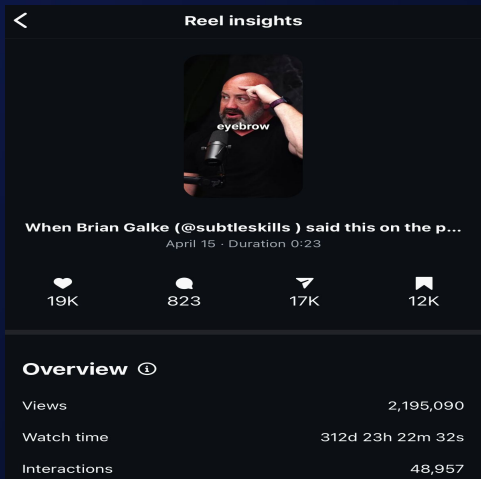
The Power of Podcasts



Passion, Persona, and Public:

- People get a taste of who you are and if they want to follow you
- Podcasts are available to anyone

Podcast Clips Can Go Viral



Guest on the NOYB Podcast:

- This Clip went “Viral” at 2.1M Views
- 300 Leads and 5 Product Sales

A Podcast Changed My Life



From Guest to Guest Speaker:

- This Podcast led to my first official stage
- Ironically I met Steve on another podcast I was a guest host on

The Power of Stages



Credibility and Authority:

- When people see you with a microphone in your hand it builds Credibility
- When on a stage its Authority

Stages Are Promoted



“I Can Make You Famous”:

- Ticketed events are heavily promoted
- You are seen as an Authority

Stages Are Promoted



Guilt By Association



Who Is That With _____?:

- When people see a new face with someone they follow they get curious
- Other's success rubs off on you

Stages Provide Assets



OUR SPEAKERS

ANTONIO REYES
PARTNERSHIP MANAGER
Antonio Reyes is a Strategic Partnerships Manager at TSTB, the largest agencies network in Spain. He has been instrumental in the development of the agency's business model, focusing on creating strategic partnerships and driving growth across the company.

BILLY GENE
FOUNDER & CEO
Billy Gene is the CEO of Billy Gene Marketing, a top digital advertising agency. He has founded over 100 agencies and has a track record of building successful businesses across various industries.

BRIAN GALKE
BUSINESS COACH
Brian Galke is a Social Media Marketing Expert and business coach, known for helping individuals and businesses create meaningful connections through communication. His expertise spans multiple platforms and industries.

CODY ASKINS
FOUNDER
Cody Askins, founder of the Motion and creator of the Cody Askins YouTube Channel, runs 8 companies with \$20M+ in annual revenue. He is a speaker, entrepreneur, and author of 'Zero to Six Figures'.

DAN FLEISHMAN
FOUNDER & ENTREPRENEUR
Dan Fleishman, the youngest founder of a publicly traded company, has scaled businesses across several industries. He is known for his ability to identify and capitalize on market opportunities, and he is also a philanthropist, founding the Model Citizen Fund to help the homeless.

DERRAL EVES
FOUNDER
Derral Eves is the founder of iG Summit, the world's largest online marketing conference. With a passion for video, he helps businesses leverage its power. He is also a philanthropist, having made a significant impact on the community through his work.

JEN GOTTLIEB
CEO/FOUNDER
Jen Gottlieb is an entrepreneur, international speaker, bestselling author of '500 Ways to Grow Your Business', and co-founder of Super Connector Media. Featured in Forbes and INC, 500+ the world's business leaders become her go-to for business success.

JASMINE STAR
FOUNDER & ENTREPRENEUR
Jasmine Star is the CEO of Social Connect, empowering entrepreneurs with growth strategies and business insights. A former photographer, she is now a successful leader and thought leader focused on helping businesses thrive.

KEALA KANAZ
FOUNDER & CEO
Keala Kanaz is the CEO of Inspire Group, a direct response marketing agency that has grown her business to \$1 million per month in 18 months, generating over \$500 million in revenue and serving 250,000+ customers.

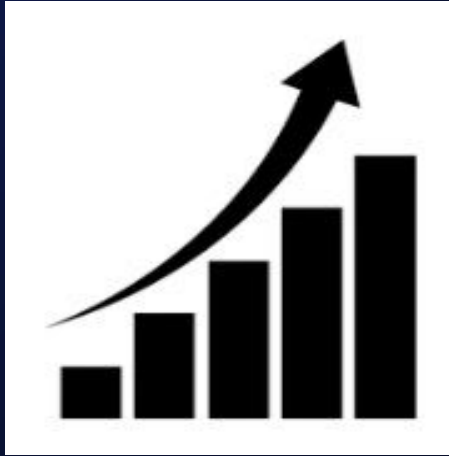
NICK SANTONASTASO
ENTREPRENEUR
Nick Santonastaso is a global keynote speaker and entrepreneur. He is certified in NLP, Hypnosis, and Time Line Therapy. Nick helps people overcome limitations and excel in life. He also works to address mental health and substance abuse issues.

RYAN DEISS
FOUNDER & CEO
Ryan Deiss is the Founder and CEO of Skoolio and DigitalMarketer.com, and a founding partner at Galileo Equity, LLC. He builds and acquires SaaS media and software brands with a focus on business growth.

RYAN STEWMAN
FOUNDER & CEO
Ryan Stewman is a bestselling author, speaker, and CEO known for his candid advice on success. With multiple thriving businesses, he's also a philanthropist dedicated to helping others achieve their goals.



A Slow Steady Build



One Stage At A Time:

- Free pay your own travel
- Free with travel paid
- Small fee
- Medium fee
- Larger fees

Visibility Increases Demand



Exposure increases:

- The more stages people see you on the more they want you on theirs
- Your calendar becomes filled

Fortune Is In The Follow Up



Give Value For Their Information:

- Lead Magnets
- Checklists
- E-books
- Slides

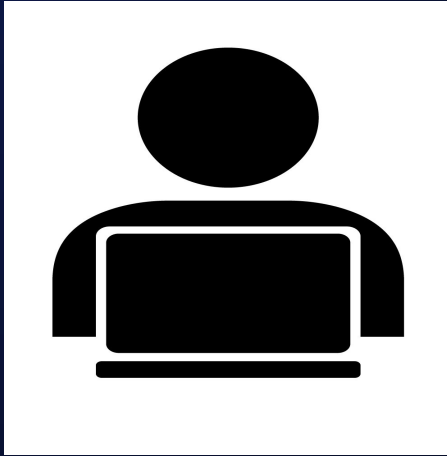
Keep Adding Value



How To Keep Them Interested:

- Blogs
- Newsletters
- Emails
- New Products

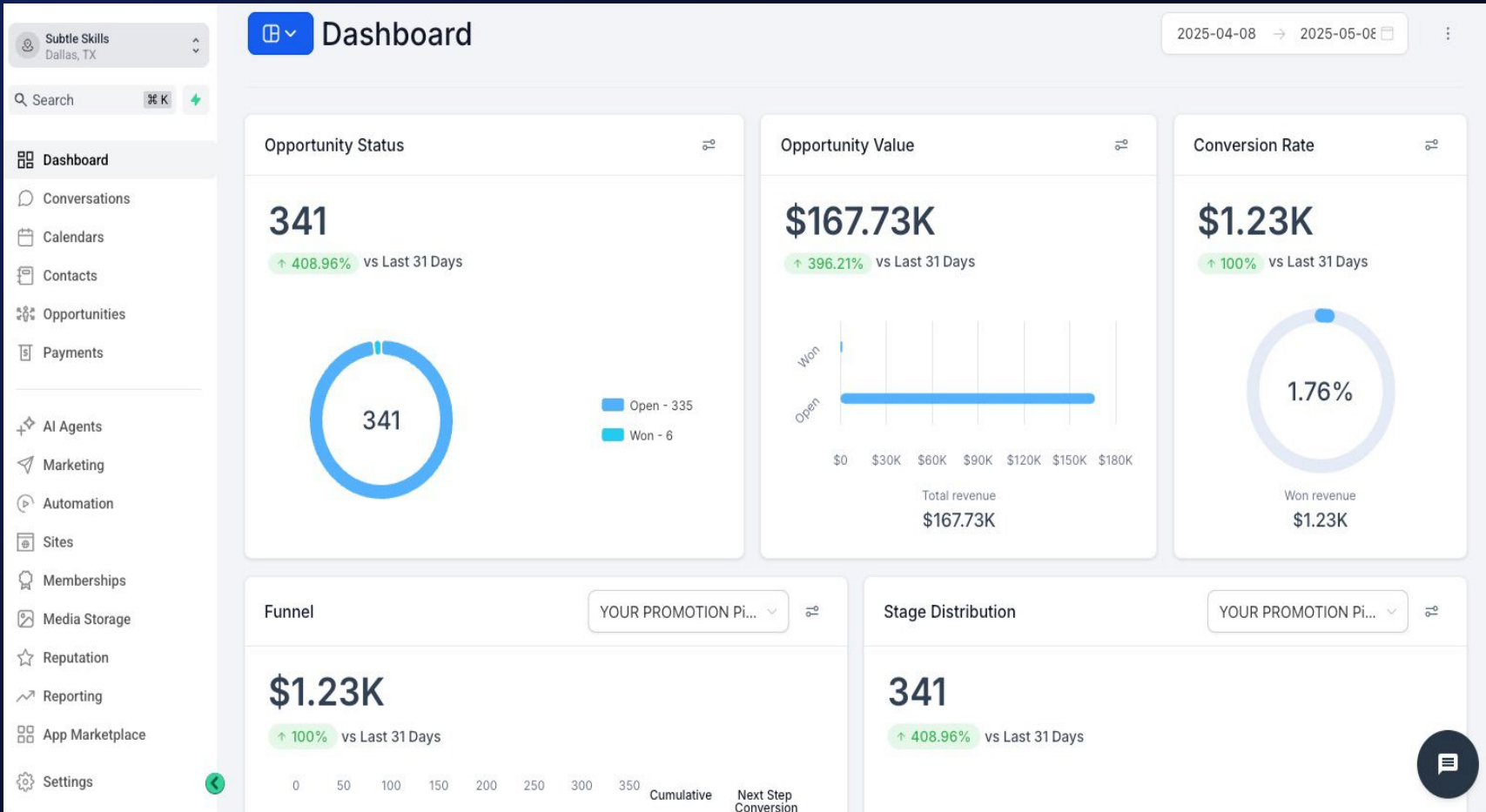
How I Use HighLevel



Everything All In One Place:

- Website
- CRM
- Funnels
- Marketing (with Automation)
- Community (Growing)

Used to have several different disparate systems



Subtle Skills
Dallas, TX

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Dashboard

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AI Agents

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Snippets

Trigger Links

New

Search

Team Inbox

Unread

Recents

Starred

All

My Inbox

Assigned to me

Unread

Recents

Starred

All

Internal Chat

Unread

All

View opportunity

May 5th, 2025

Happy Monday!!! The podcast I co-host is launching tomorrow. It would mean so much to me if you would please subscribe and share, thank you so much for your support!!!

01:31 PM

SMS WhatsApp Email Internal Comment

Type a message

Segs: 0 Clear Send

Ryan Reichert

Tags

Active Automations

DND OFF

DND All

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Bulk Actions

Restore

Tasks

Companies

Manage Smart Lists

AllValid EmailsGHL Summit 2024 Leads

+

Filter

Send

Reply

Reply All

Star

Share

Download

Print

More

Columns

Quick search

More Filters

Total 4500 records | 1 of 225 Pages

1

Page Size: 20

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<input type="checkbox"/>	RP	1 hour ago
<input type="checkbox"/>	M	7 hours ago
<input type="checkbox"/>	L	7 hours ago
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Tags

flashcard purchaser

website_cheat_sheetnewsletter_subscriber

+3

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+3

website_contact_usemail_opener

website_cheat_sheetnewsletter_subscriber

+3

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Countdown Timers

Trigger Links

Affiliate Manager

Brand Boards

Ad Manager


Prospecting

Content AI

EMAIL CAMPAIGNS

GHL_NEWSLETTER (clone)	Draft Email	Jan 10, 2025 09:16 am	Draft		
GHL_NEWSLETTER	Batch Email	Jan 10, 2025 09:16 am	Jan 10, 2025 12:50 pm	Sent	
50th Birthday Promo	Batch Email	Dec 12, 2024 03:45 pm	Dec 30, 2024 11:15 am	Sent	
BlackFriday_Promo	Batch Email	Nov 29, 2024 11:29 am	Dec 07, 2024 07:00 am	Sent	

< Back to Workflows

Cheat Sheet Download to Flash Card Upsell 

Builder

Settings

Enrollment History

Execution Logs

30 DAY AUTOMATION (EMAIL AND SMS)

 Add Tag ...

 Email Day 1 ...

 SMS Day 1 ...

 Wait 3 Days ...

I want to interview you, Bri

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Stores

Webinars

Analytics

Blogs

WordPress

Client Portal

Forms

Surveys

Quizzes

Chat Widget

QR Codes

Build funnels to generate leads, appointments and receive payment

Create Folder

New Funnel

Search for Funnels

Name	Last Updated	
50BDAY <div>Version 2</div>	Dec 11, 2024 03:06 PM	1 Step
Book a Call <div>Version 2</div>	Jan 24, 2024 04:05 PM	1 Step
Book a Call (1) <div>Version 2</div>	Jul 16, 2024 10:02 AM	2 Steps
Coaching <div>Version 2</div>	Sep 16, 2024 09:10 AM	7 Steps
Free Discovery Call <div>Version 2</div>	Aug 30, 2023 10:31 AM	3 Steps
Public Talks Cheat Sheet <div>Version 2</div>	Nov 22, 2024 10:39 AM	2 Steps

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Funnels

Websites

Stores

Webinars

Analytics

Blogs

WordPress

Client Portal

Forms

Surveys

Quizzes

Chat Widget

QR Codes

Build Websites to showcase your products and build trusted brand

Create Folder

New Website

Search for Websites

Name	Last Updated
Subtle Skills Version 2	Dec 11, 2024 03:15 PM

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Client Portal

Courses

Communities

Certificates

Gokollab Marketplace

Your Products

Library Sorting

Manage Comments

Search Products

3 Products

Sort: Newest

Close More With Who's Behind T...

Group Coaching Recordings

Basic F.A.C.E Reading Course

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Enhance your white-label app with courses and communities

Community Groups

Active + Create Group




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Members 7




Owner [brian galke](#)


Status [Active](#)





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Active 7


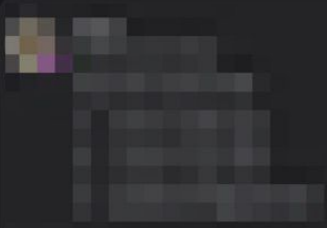
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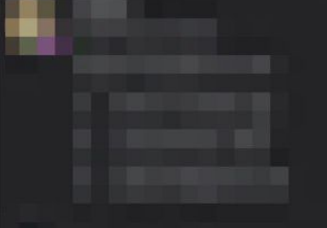
Contributors


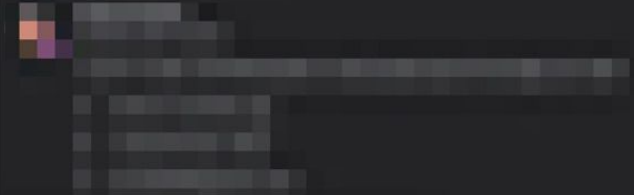
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Banned

 Search Member










Subtle Skills


 Private Group

Share insights, enhance your skills, and connect with like-minded individuals.

7Members

0Posts

2Admin



SETTINGS

INVITE MEMBERS



Past performance is not a guarantee of future performance. HighLevel does not guarantee that you will experience financial gain or generate revenue results will vary





HighLevel

|||||summit|||||

OCTOBER 13th - 16th | DALLAS, TX



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Resources

Resource Doc:

<https://masterclass.gohighlevel.com/resources>

Hop on with our team of specialists!

<https://speakwith.us/live-walkthrough>

End Point