intuit quickbooks CONNECT

How to grow, nurture and amplify your business relationships

Jayson Gaignard

CPD Process

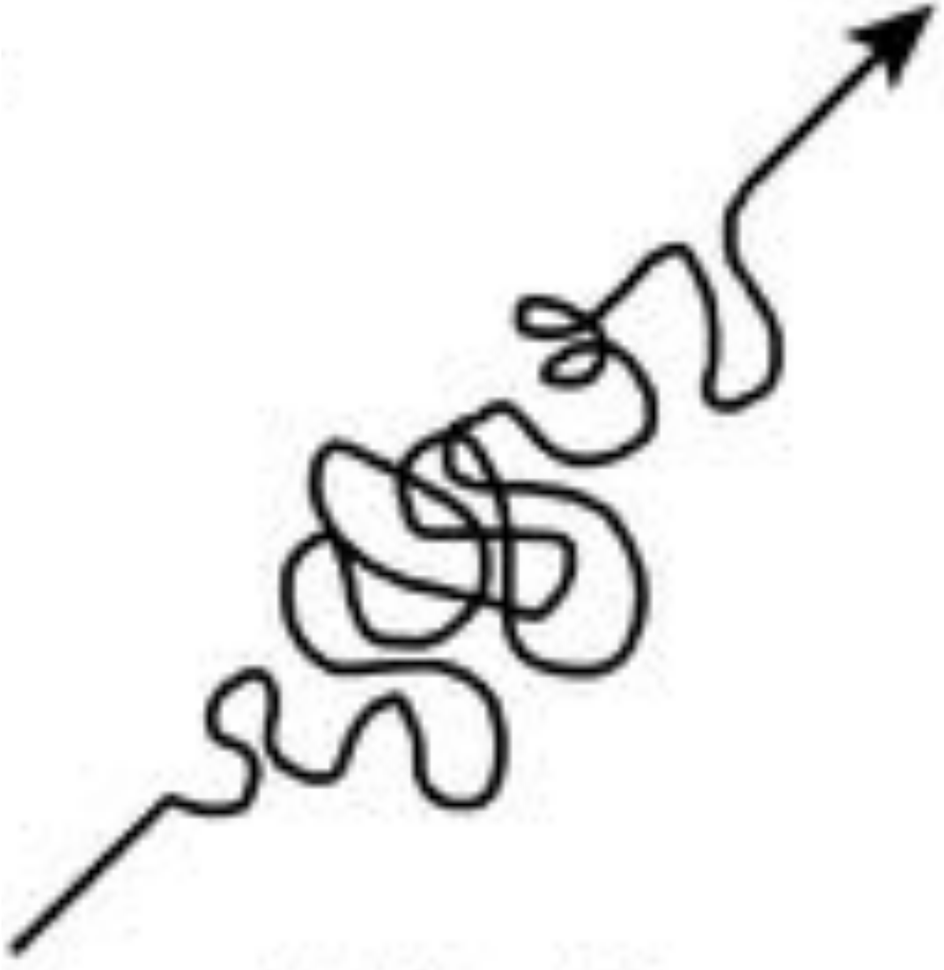
In order to receive CPD credit

- Be sure to sign in or scan your badge for this session
- You must stay in the session for the duration of the training
- This session is eligible for **1 hour of CPD**
- CPD certificates are emailed directly to you within 4 weeks of the conference date to the same email address you used to register

What brought
you to **this** session?

What are you looking to **learn** or **discover**?

1



2

3

85

"Don't look to jump over seven foot bars… Look around for one foot bars that you can step over."

- Warren Buffett

Helix
MADE IN CHINA

Top 50

2. 12 Things Successful People Never Reveal About Themselves at Work

amazon.ca

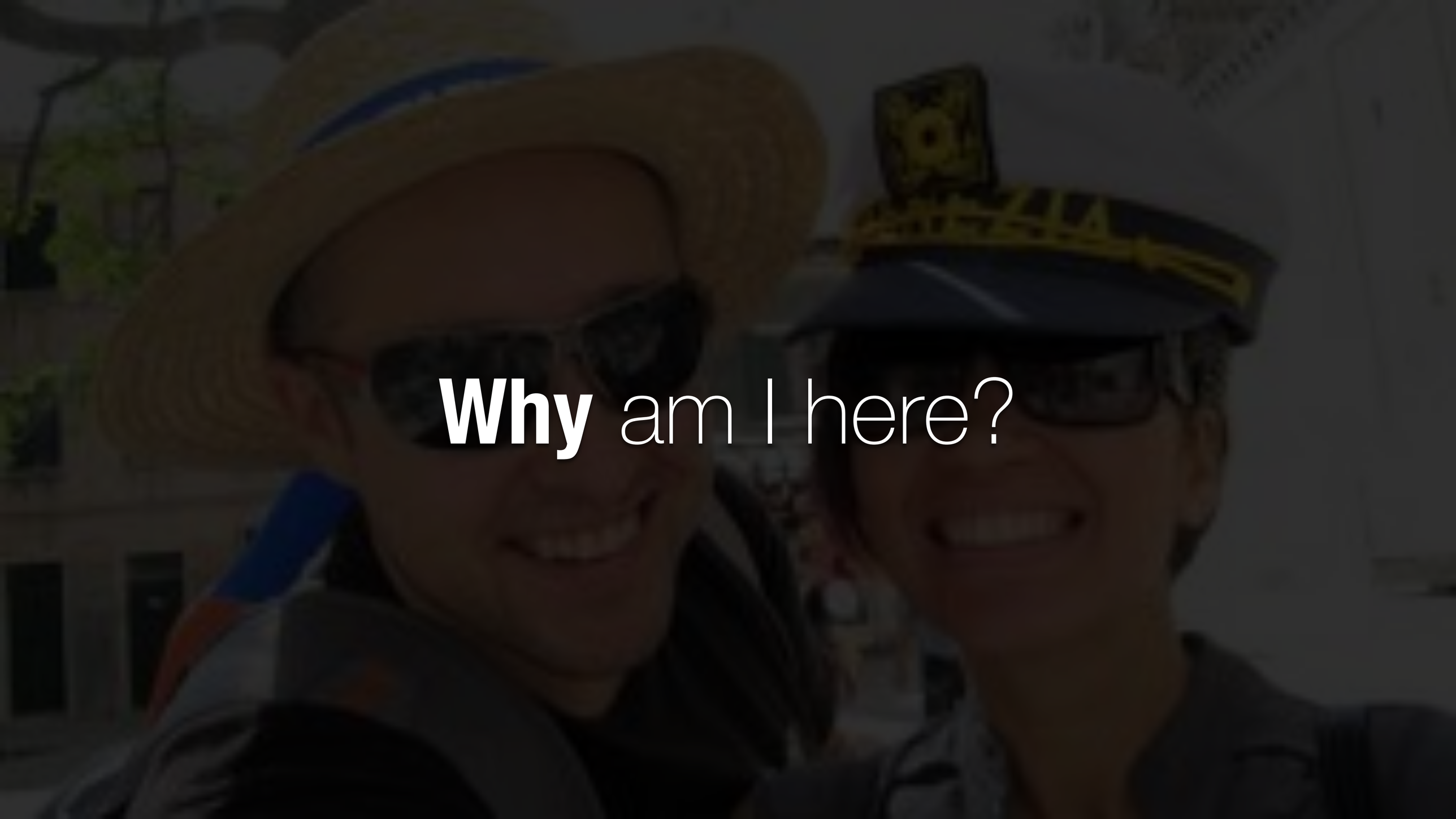
CDN$ 29.47

Forbes

“Top 25 Professional Networking Experts to Watch”

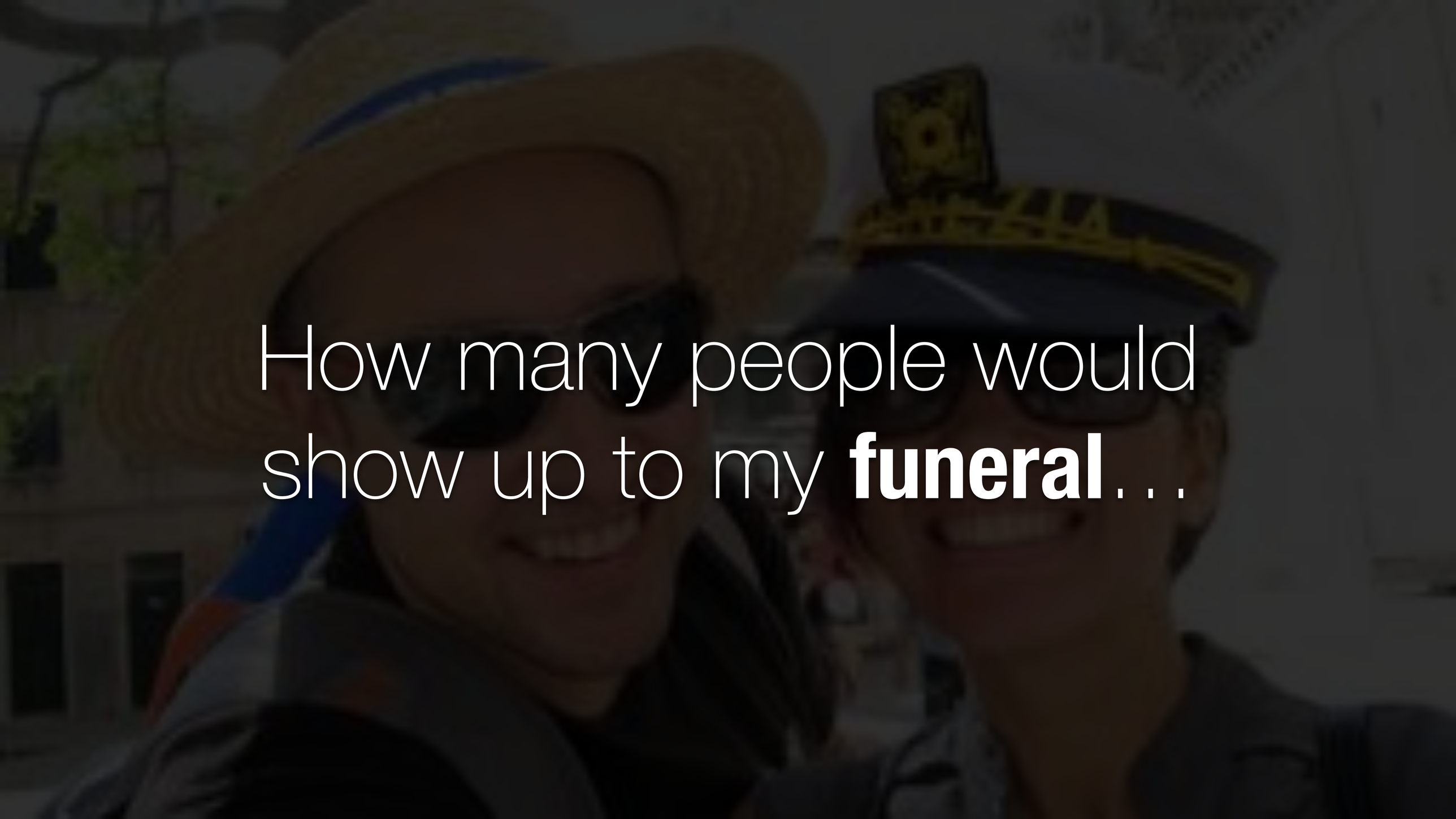
Opportunity
NEXT EXIT

HOCKEY
TICKETS
CONCERT
TICKETS



Why am I here?

Will I be **remembered**?



How many people would show up to my **funeral**…

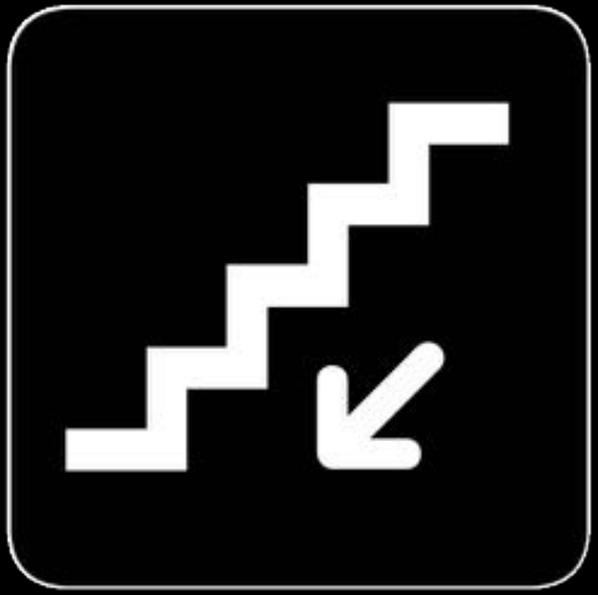
Emergency

MONEY

V.S.

HAPPINESS

RF15 XLG



Michelle Piper
September 15, 2012

GIVE: Going to Godin event, have an extra ticket to his NYC "The Revolution is Here, Let's Go," weekend October 20,21. First reply is welcome to have it.
THANKS to GTK for a great window into a wider world.

Mike Anderson and Jade Barclay — 6 Comments Seen by 115

Like — Comment

Jayson Gaignard Message sent 😊
6y · Like

Michelle Piper I'm GIVING it for free as a gift to you if you want it. 😉 I bought two
tickets to have one to give one away. "For me and a colleague." So instead of getting just a normal ticket i allowed myself to be upsold to a... See More
6y · Like · 1

Jayson Gaignard I would be forever grateful to take it if it's still available!
6y · Like

Michelle Piper Great! It will be nice to have a fellow GTKer around.
6y · Like

Jayson Gaignard Thank you so very much. Sending plenty of good Karma your way 😉
6y · Like

Relationships.

$84,000*

$84,000*
*72 hours

PLEASE
GIVE

1

2

3

Date
$
Dollars
3130

l **wasn’t** investing in the business…

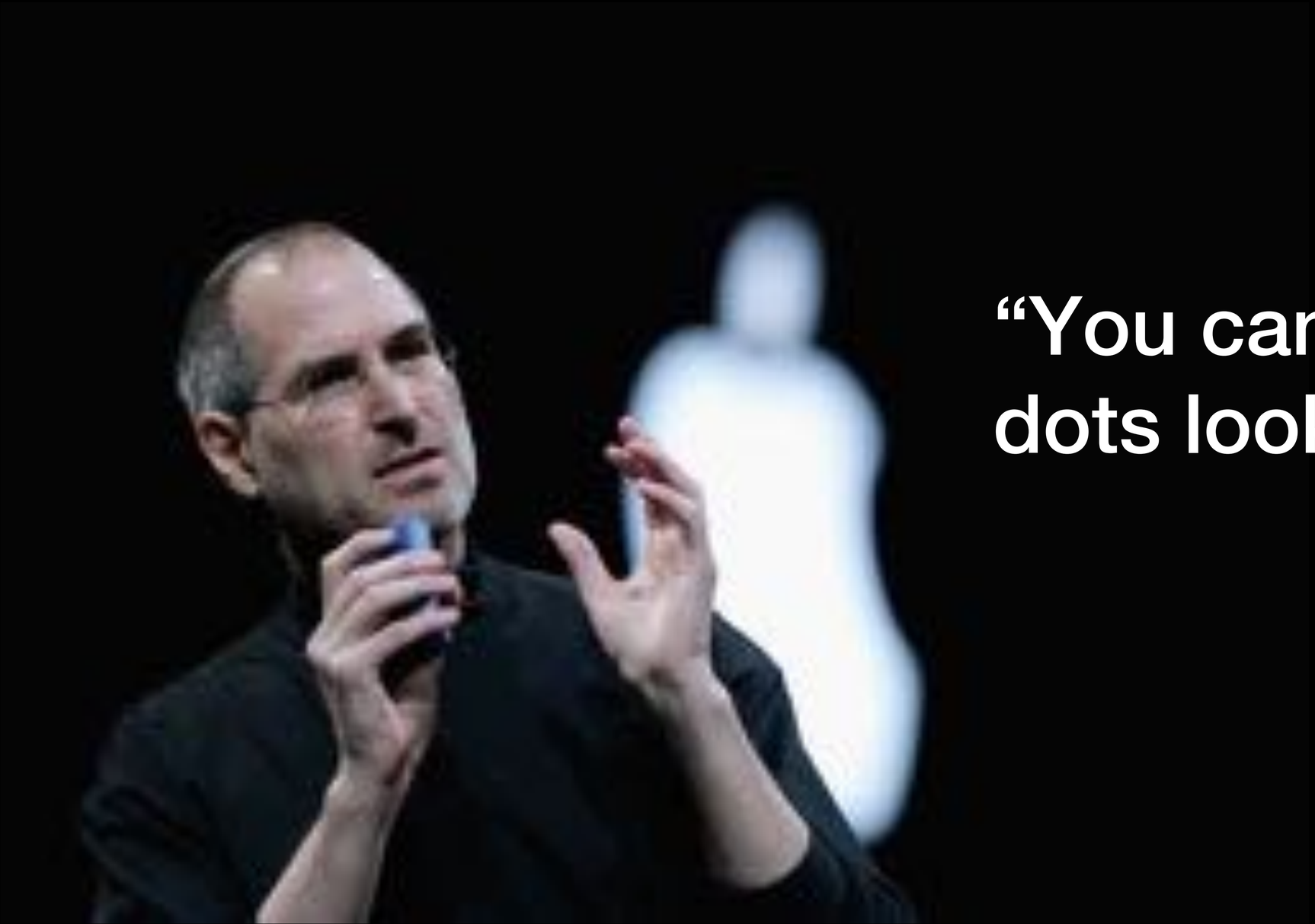
You never know the value of
your relationships until you
really need them.

PLEASE
GIVE

Your **Word.**

Your **Word.**
Your **Relationships.**

MMT



“You can’t connect the dots looking forward…

7
6
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4
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37
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22
23

The 4 Words That Will Get Your Email Opened

4301

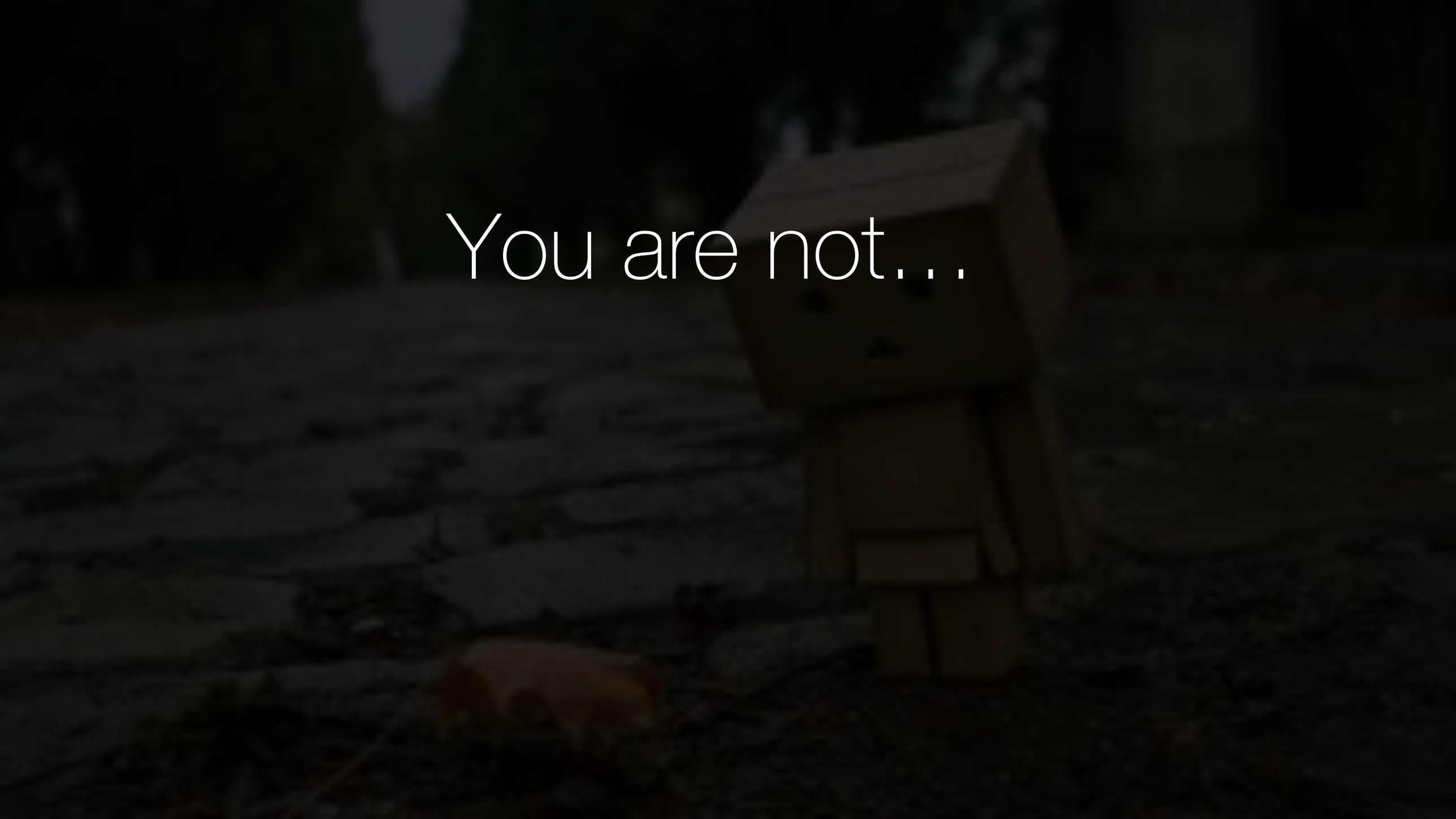
"You Are Not Alone"

In more and a half years of sending all kinds of emails to all kinds of lists, the simple phrase "You Are Not Alone" is the most opened subject line I've ever sent. — by Ian.

Because (neither counts each email) that's been opened, even if they're from the same user, that single subject line has had an average open rate of 30%, and has surpassed the site's stats several times.

I've seen this subject line used successfully on emails ranging from common vulnerability to personal development to party invites, with a dozen variants in between.

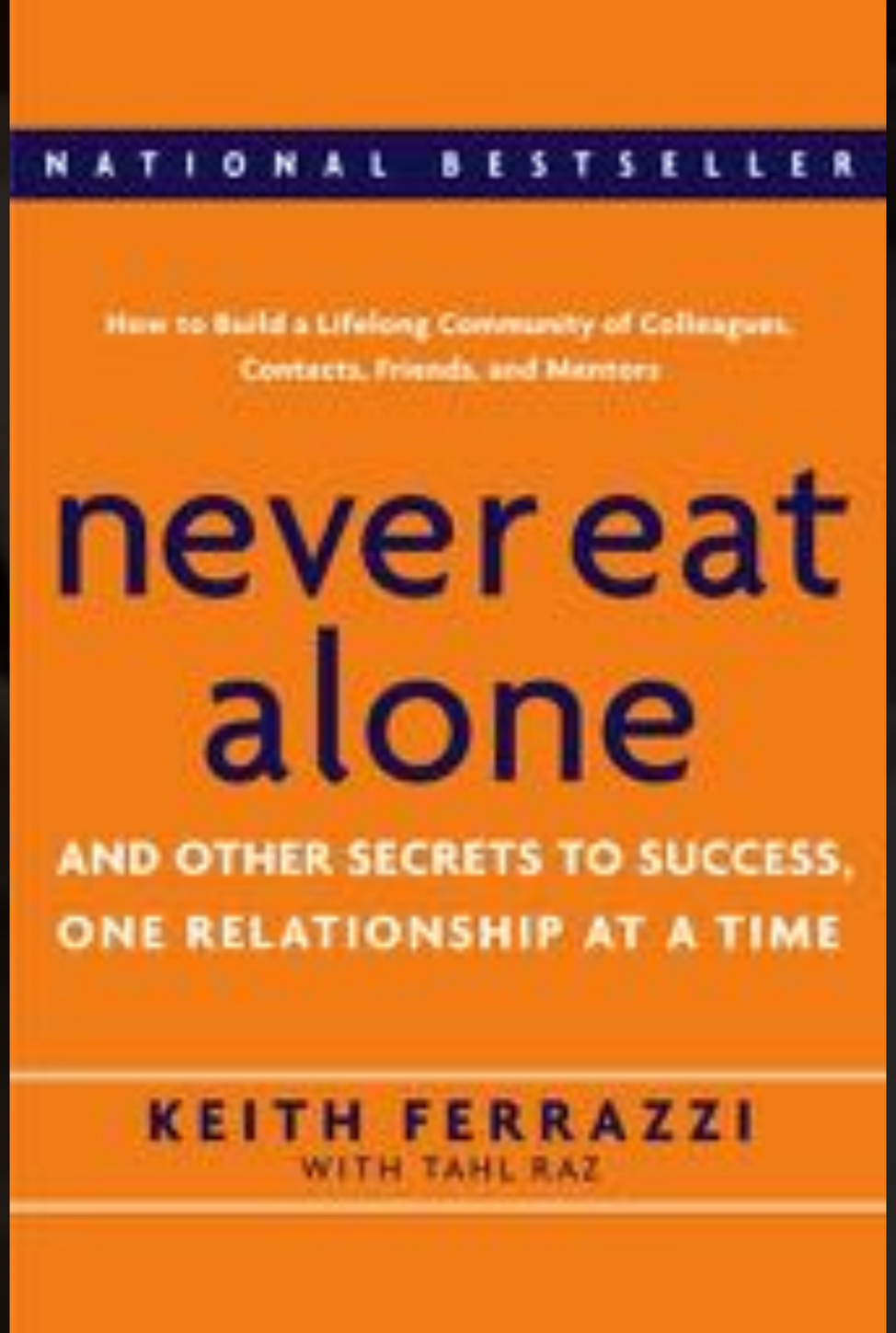
Doubt Copywriting Training — for free.



You are not…

You are not…

ALONE.


NATIONAL BESTSELLER
How to Build a Lifelong Community of Colleagues, Contacts, Friends, and Mentors
never eat alone
AND OTHER SECRETS TO SUCCESS, ONE RELATIONSHIP AT A TIME
KEITH FERRAZZI
WITH TAHL RAZ

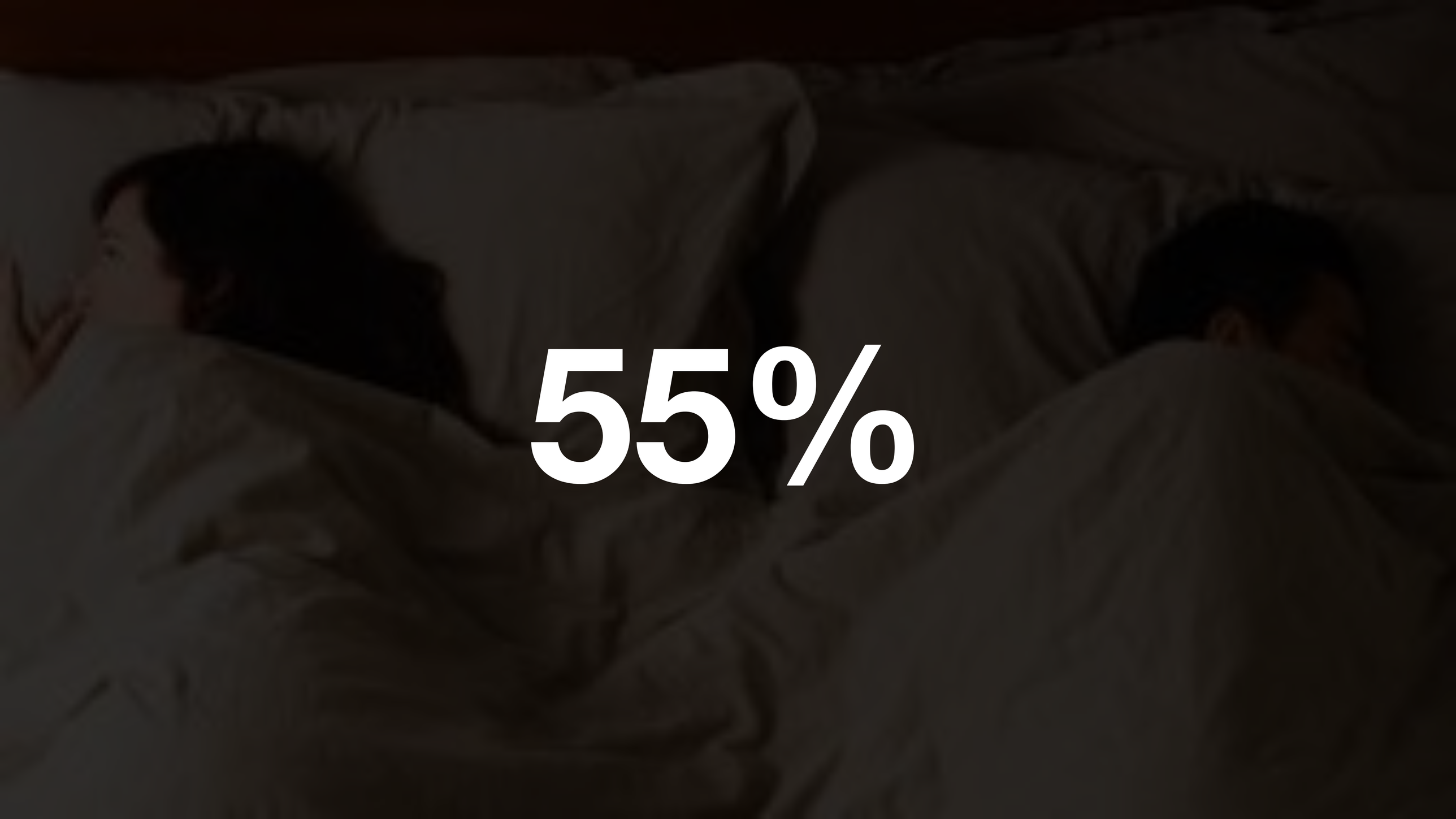
BESTSELLING AUTHOR OF NEVER EAT ALONE

The Secret to Finding the 3 People Who Will Change Your Life

who's got your back

THE BREAKTHROUGH PROGRAM TO BUILD DEEP, TRUSTING RELATIONSHIPS THAT CREATE SUCCESS—AND WON'T LET YOU FAIL

KEITH FERRAZZI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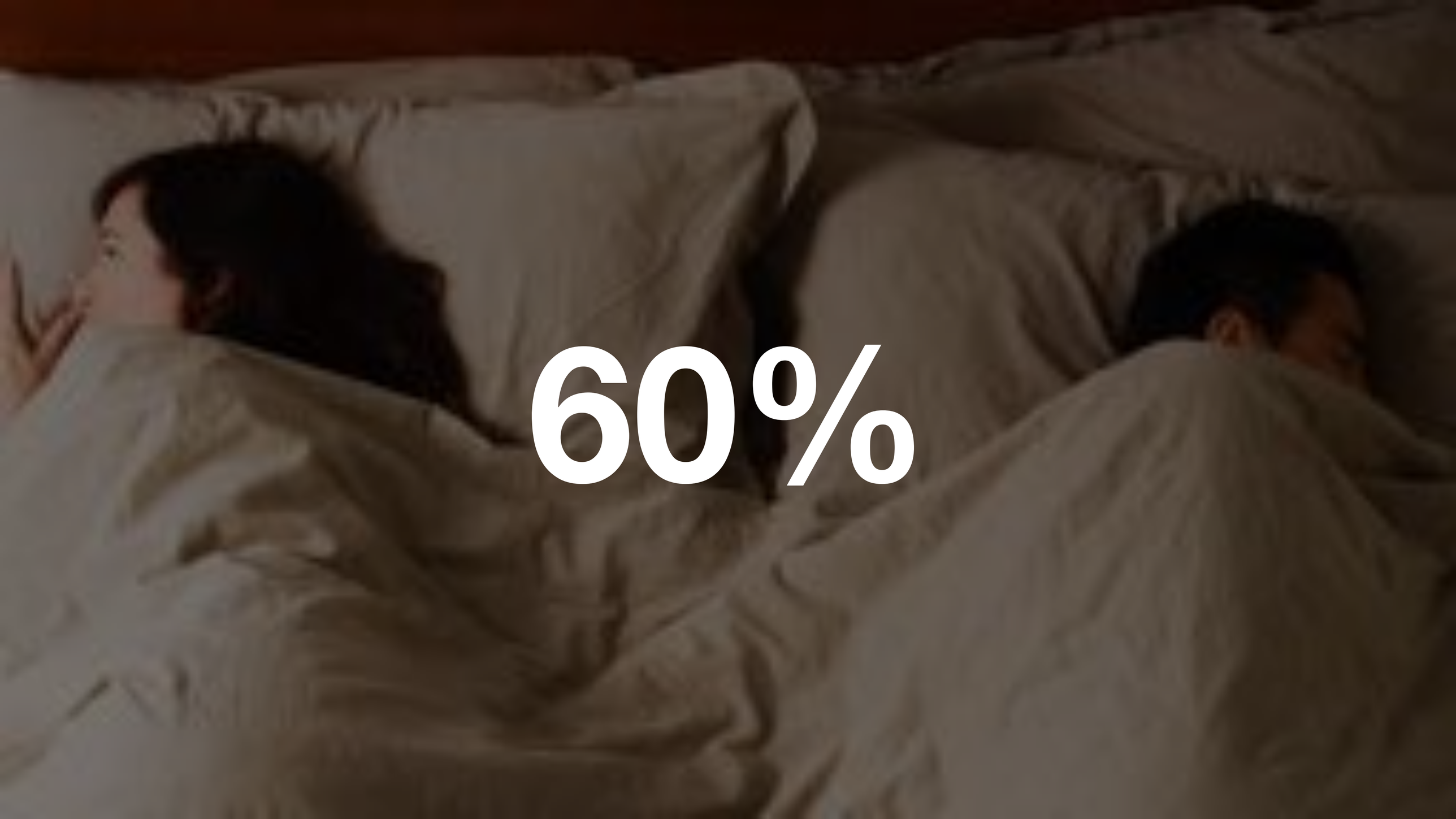

60%

What makes a good life?

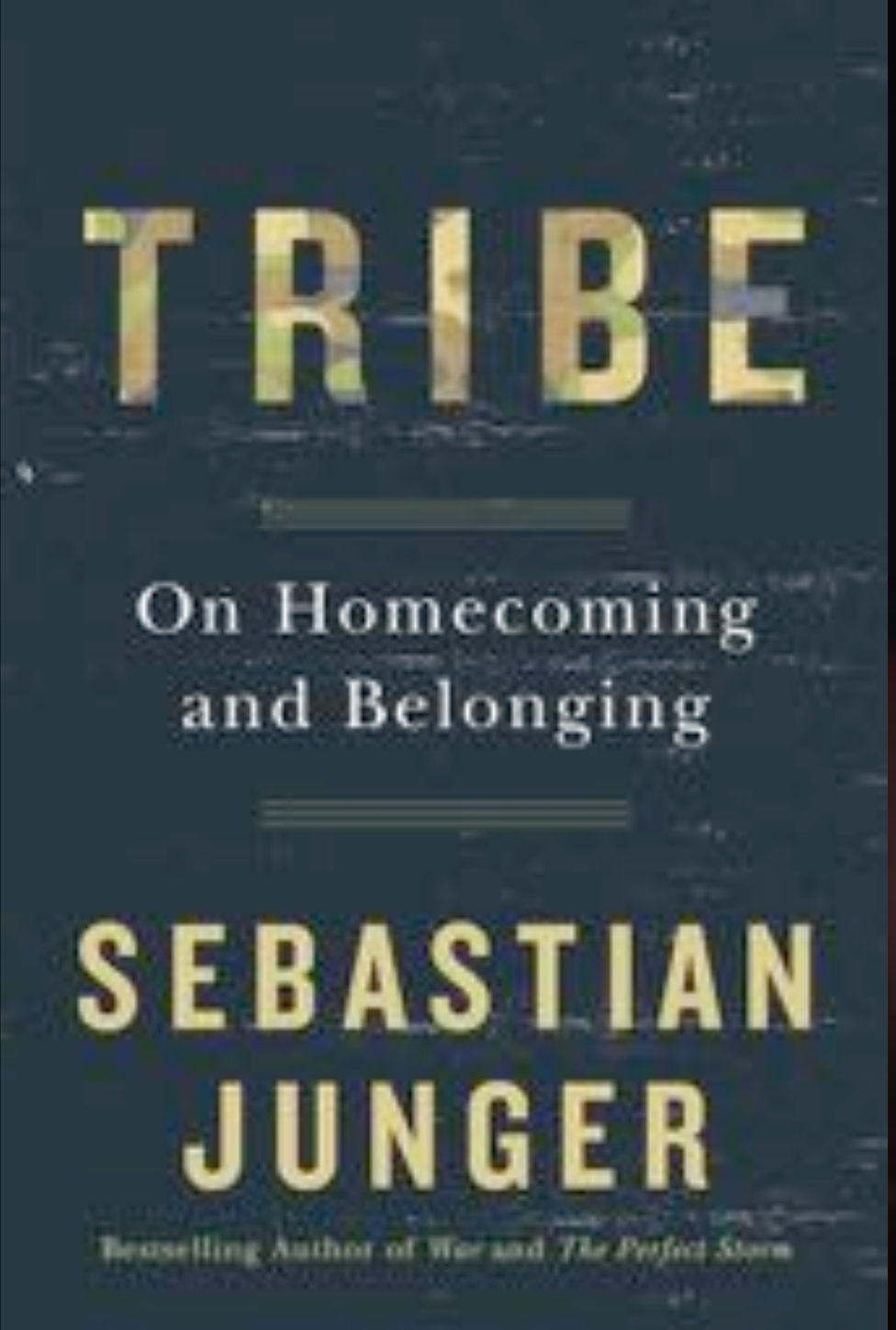
Lessons from the longest study on happiness.

TED

What makes a good life?

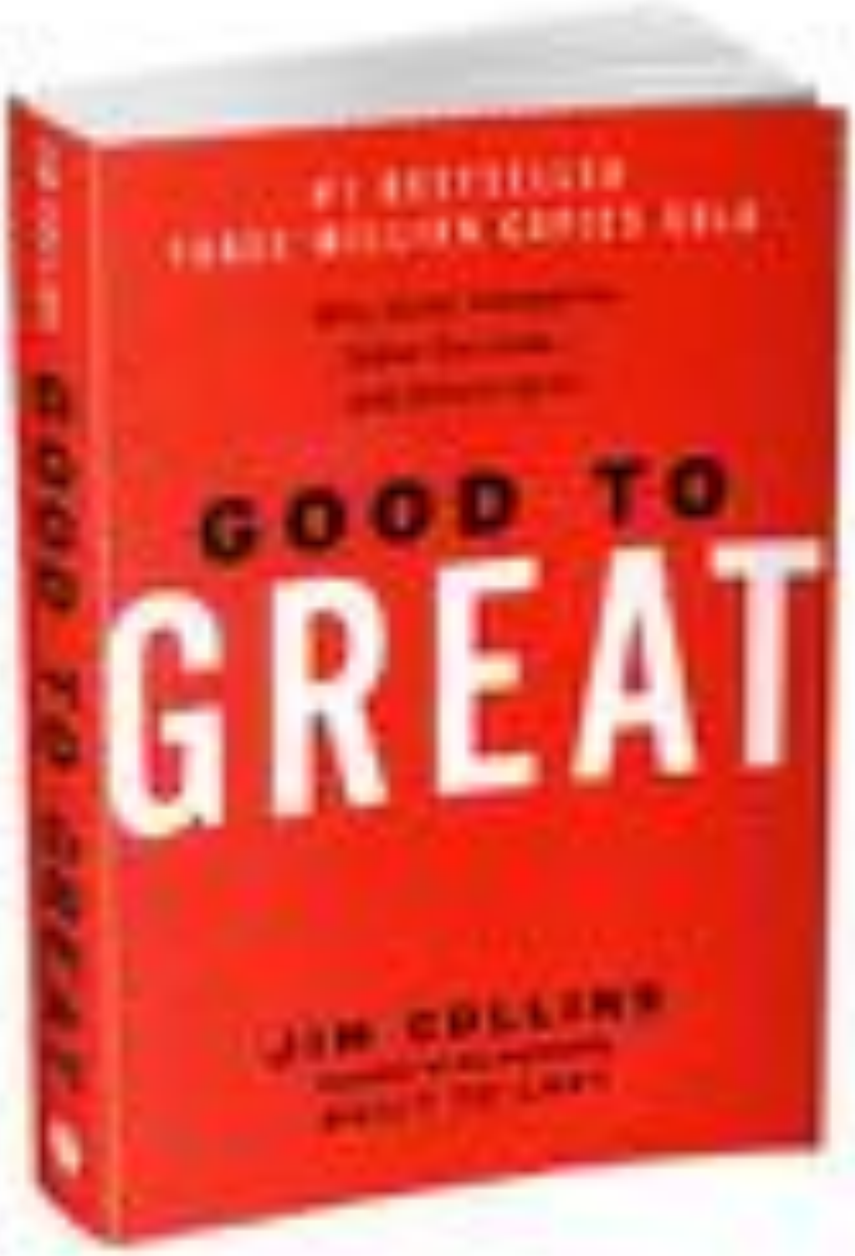
Lessons from the longest study on happiness.

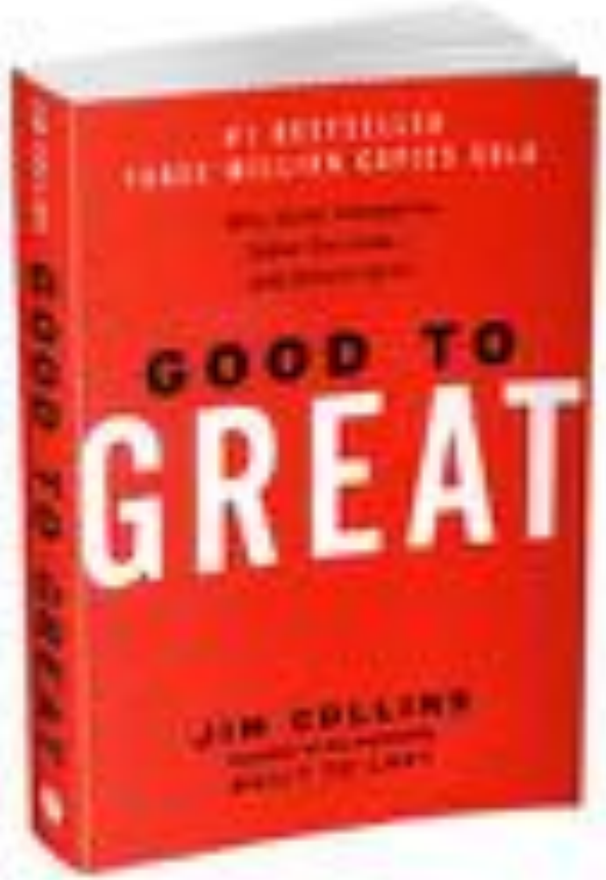
TED


TRIBE
On Homecoming
and Belonging
SEBASTIAN
JUNGER
Bestselling Author of War and The Perfect Storm

“A numberless multitude of people,
of whom no one was close, and no one was distant.”

Leo Tolstoy - War and Peace (1869)


GOOD TO
GREAT
JIM COLLINS



“The most important decisions that businesspeople make are not what decisions, but **who** decisions.”

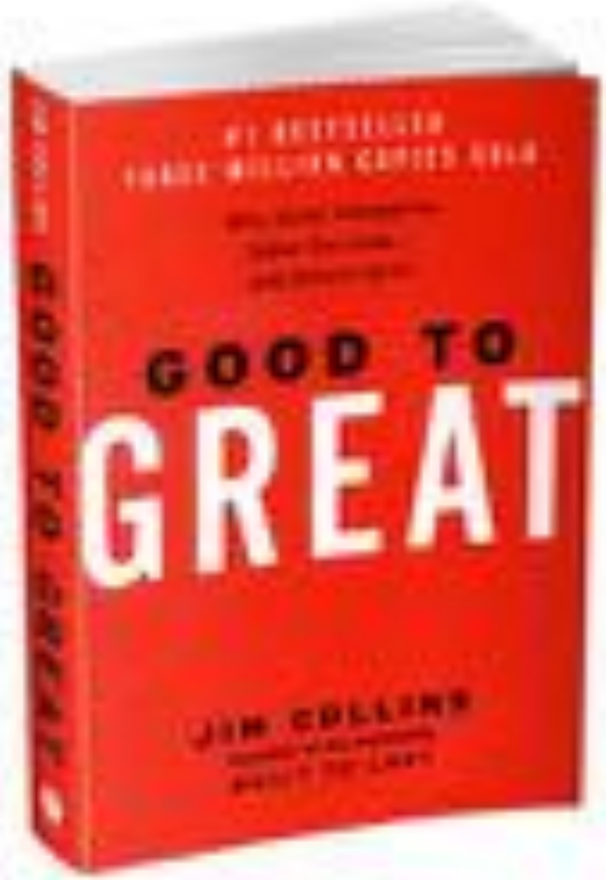
“The bus, your company, is at a standstill, and it’s your job to get it going…

You have to decide **where** you're going,
how you're going to get there,
and **who's** going with you.

Leaders of companies that go from good to great start not with “where” but with “**who**.” They start by getting the right people on the bus, the wrong people off the bus, and the right people in the right seats.”

404

NO LONGER
IN BUSINESS

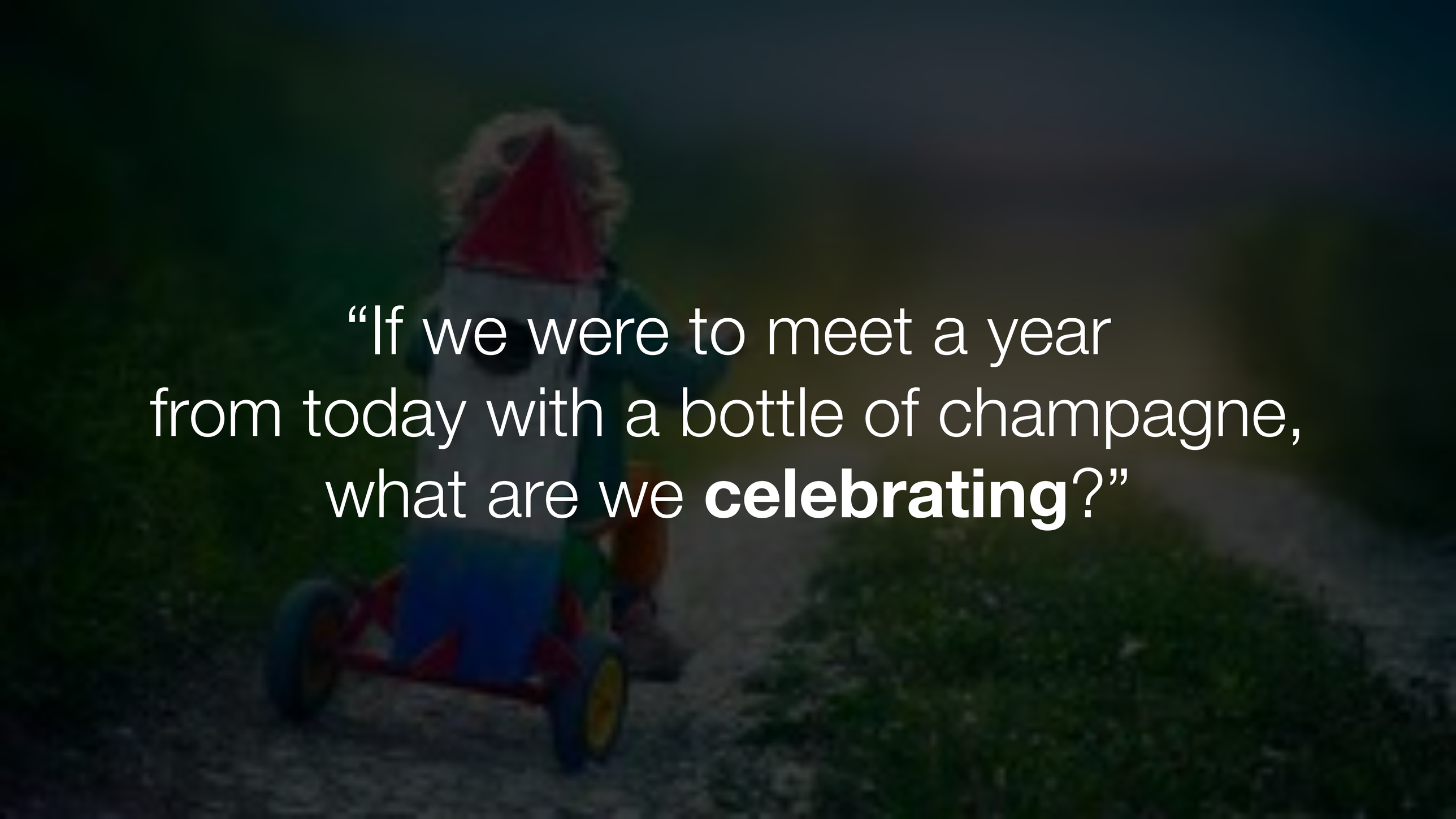


"Whatever challenge or opportunity you have, the solutions are never found in what, how or even why you do something. The solution always comes down to **who** you need in order to resolve the situation."

All problems can be solved with the **right** peer group.

PLEASE
GIVE

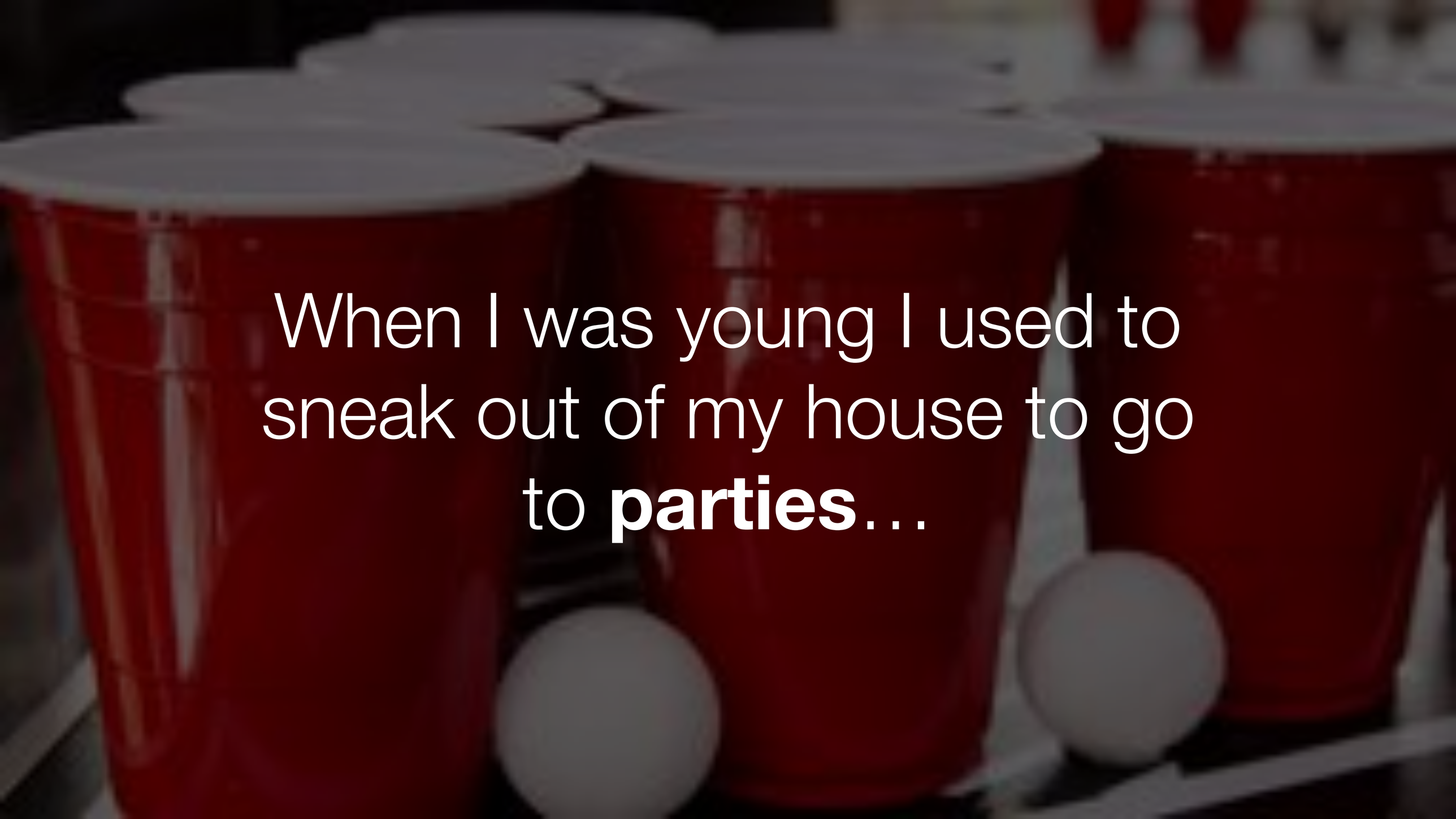
HELLO
my name is



“If we were to meet a year
from today with a bottle of champagne,
what are we **celebrating**?”

5

SOAP FOR
INTROVERTS
UNSCENTED
Because seriously, you're not going anywhere anyway
HANDMADE SOAP


When I was young I used to sneak out of my house to go to **parties**…

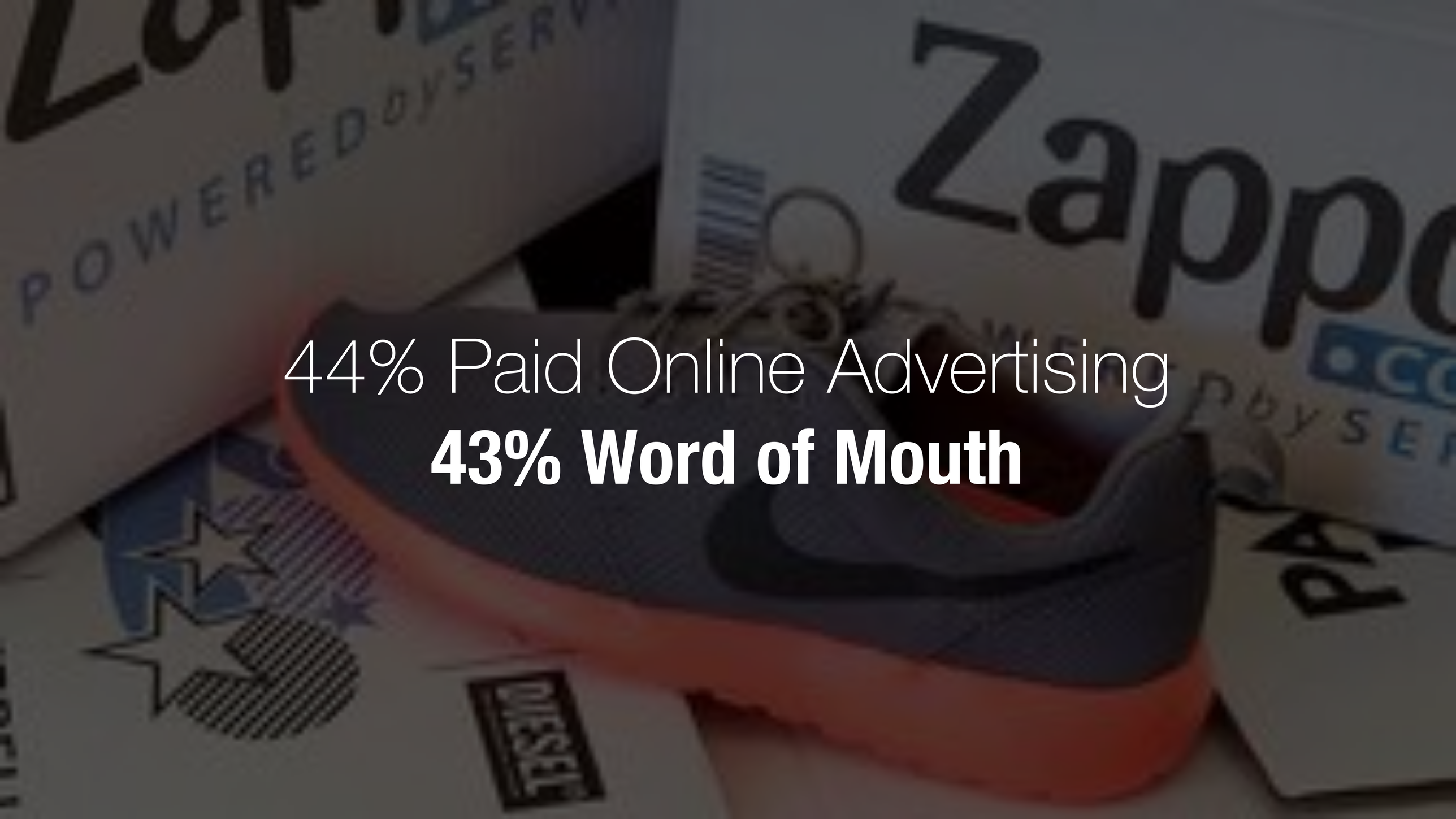
now I sneak out of parties to
go back to my **house.**

Advertising is the tax you pay for being **unremarkable**.

N.97

tripadvisor

POWERED by SERV
Zappo
POWERED by SER


44% Paid Online Advertising
43% Word of Mouth

"When money goes back into the
customer experience, customers will
do the marketing for you."

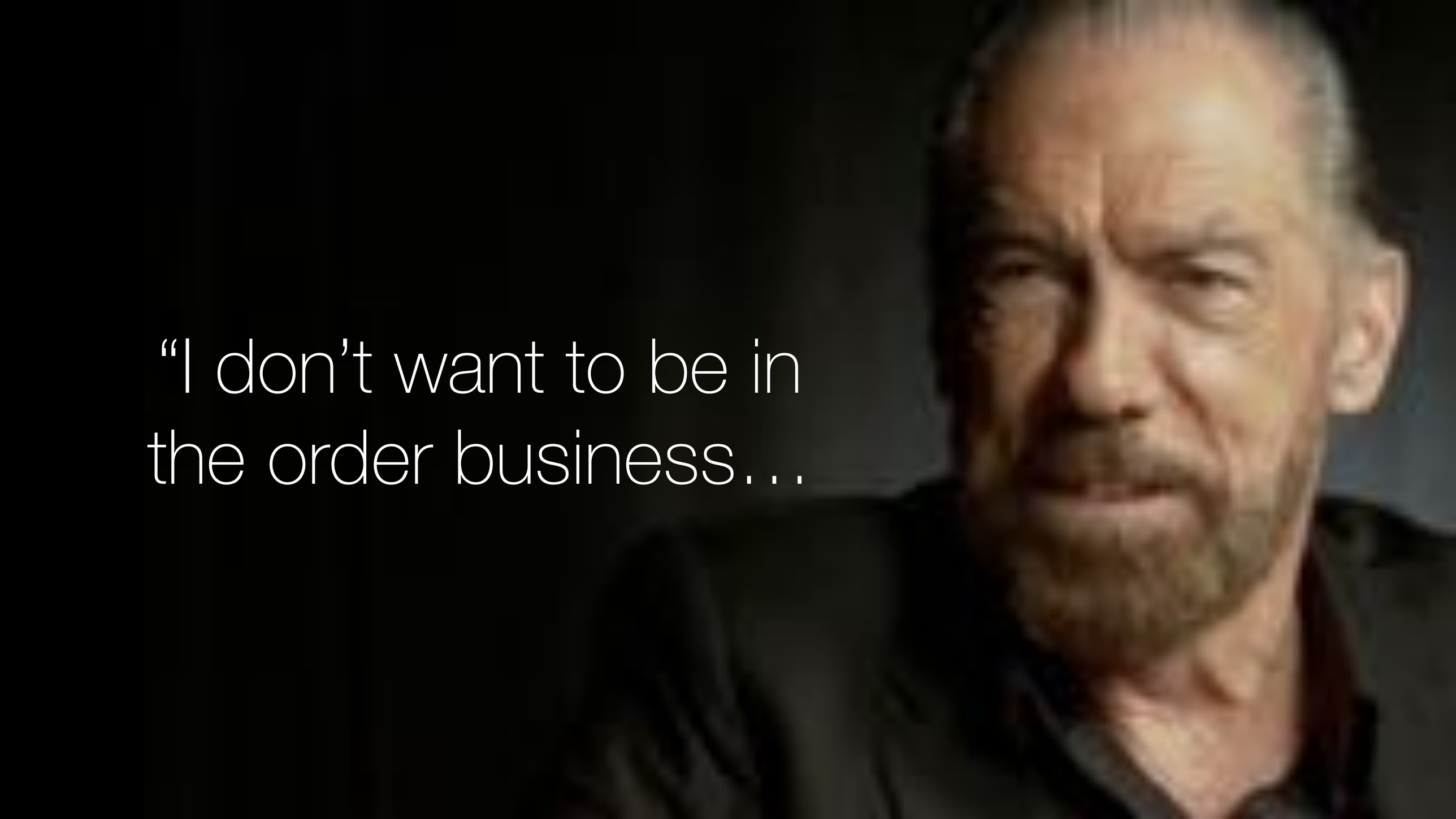
75% of their revenues come from **repeat** customers.

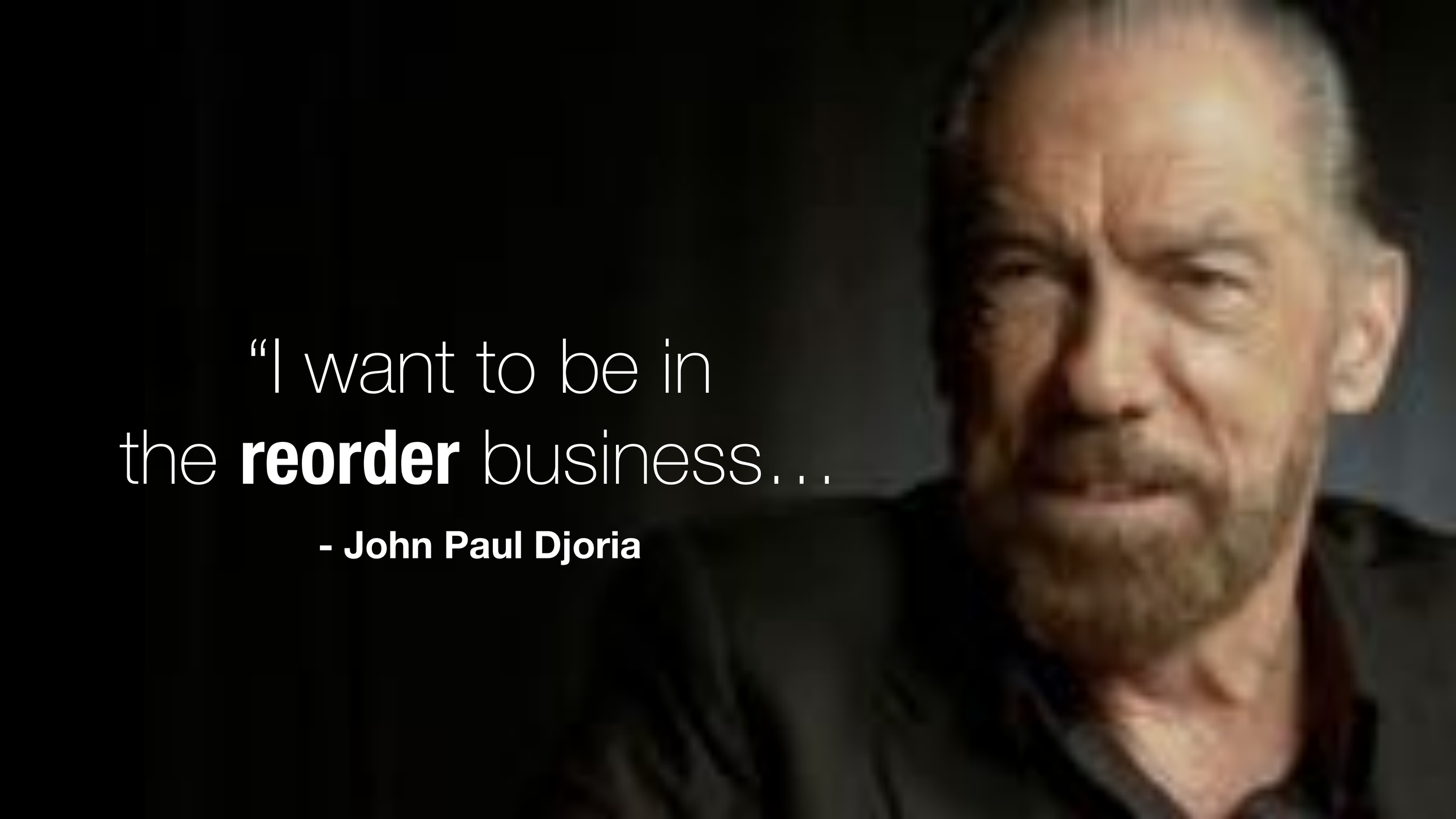
These customers have **higher** average order sizes

and order at a frequency of
2.5 times every 12 months.

Sometimes…

The best clients are
the ones you *already* have.


“I don’t want to be in
the order business…

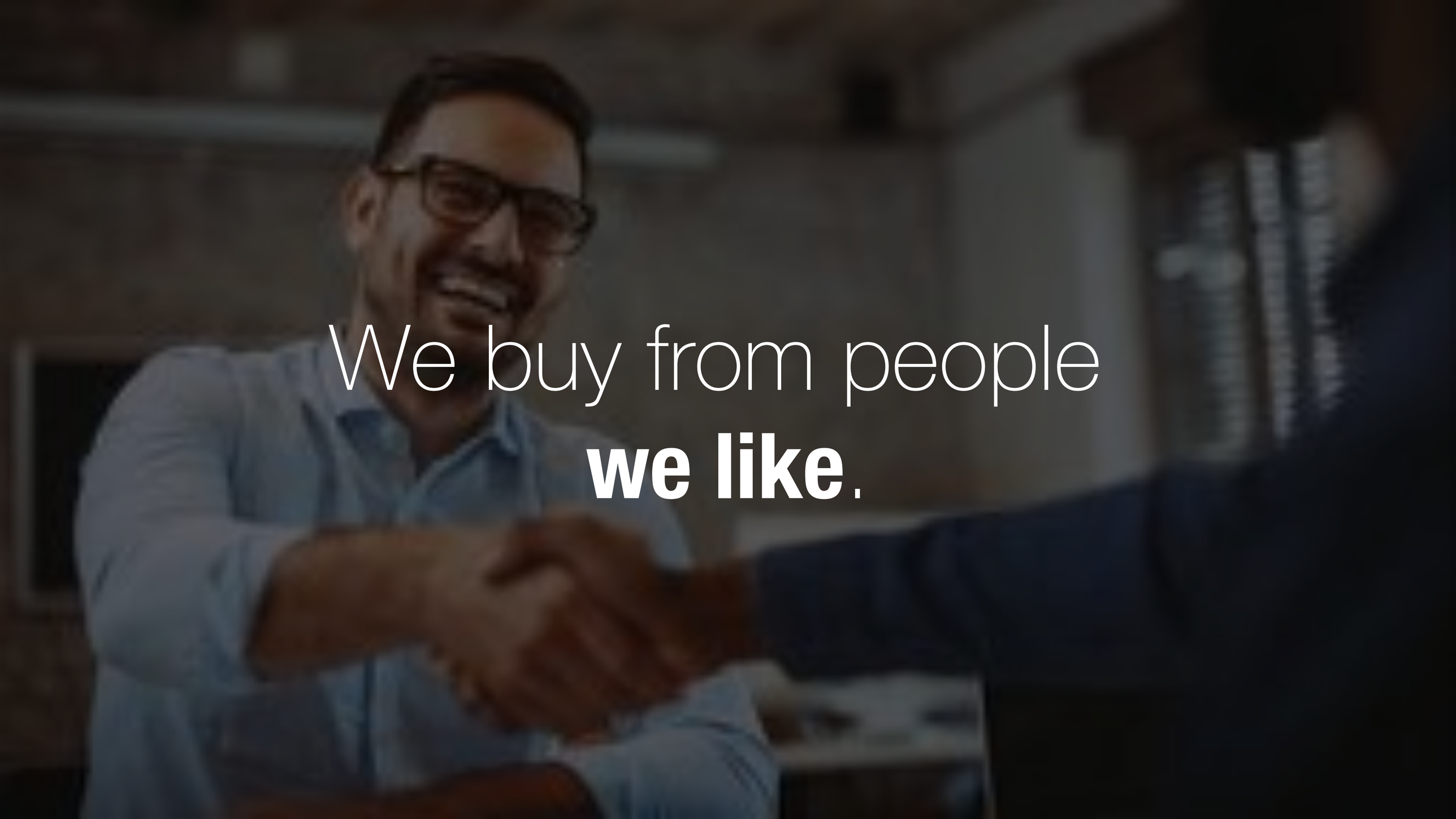

"I want to be in
the **reorder** business…
- John Paul Djoria

your **business** comes from relationships

then **relationships** should be
your business.

20
10
7
5
3
0
3
+
PEAK
BULLSHIT

Selection
Proposal
Supplier
RFP
Bidding
Budget
Process


We buy from people
we like.

Being “likeable”
is a **learnable** skill.

“Business, like life, is all about
how you make people feel.
It's that simple, and it's that hard.”

- Danny Meyer

MMT Year 2

3200+ Entrepreneurs Apply

Unbounce Notifications	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 24
Unbounce Notifications (6)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 22
Unbounce Notifications (2)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 20
Unbounce Notifications (3)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 19
Unbounce Notifications (4)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 14
Unbounce Notifications (10)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 13
Unbounce Notifications	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 14
Unbounce Notifications (3)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 13
Unbounce Notifications (4)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 12
Unbounce Notifications (5)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 10
Unbounce Notifications (3)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 9
Unbounce Notifications	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Mar 5
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Unbounce Notifications (2)	[redacted]	**New Wish List Entry** - A new lead has been captured from your Unbounce page... Page No	Feb 27

HARVARD
UNIVERSITY

MMT Year 3

$1000 Refund Incentive

Not 100% excited to join us at MastermindTalks in Napa?
Get a full refund!

Inbox x | CC : Floyd x | CC : Peter x | May Attendee x

Jayson Gaignard <jayson@mastermindtalks.com>

to bcc: Kelly, bcc: Kim, bcc: John, bcc: Rolf, bcc: Steve, bcc: Bob, bcc: Nick, bcc: Gary, bcc: ...

Mar 4

The quality of the event comes down to the quality of the people in the room. I don't care how big someone's business is, how many books they've sold, or how many twitter followers they may have... Unless they are willing to go "all in" and be 100% present during the two days in Napa, I rather offer the spot to someone else who will take full advantage of this opportunity.

Because of that, I am offering a 36 hour window for a full refund (no questions asked). PLUS an incentive.

NOBODY in the event space does this. Standard practice is to lock you in with no cancellations / no refunds. I'm serious about the quality of people in the room at MastermindTalks, and this is just another way for me to ensure that we only have the best of the best at the event.

3 quick things to note:
-This offer is valid until Thursday March 5th at 8pm EST.
-We'll be announcing the names of this year's speakers in the coming weeks. Yesterday we announced three time NYT best selling author Tucker Max.
-I hope you're excited for the event, because these people are... http://prntscr.com/6qpkq
+ http://prntscr.com/6qbl8 + http://prntscr.com/6qb7n

Can't wait to host you in Napa in 54 days! :)

1

Floyd Marinescu <floyd@c4media.com>
to Jayson
I'm really excited to go to MMT, wouldn't miss it for anything!

Rikke Hansen <rikke@careeronyourterms.com>

to Jayson

Mar 5

Jayson - Cannot fathom why anyone would not want to absorb *every single second* of MMT - There is NOWHERE I would rather be - Good on you for telling it like it is!! :)

Big hugs to you and the family from London,
Rikke

Joey Tominovich <joeyt@c-e-s.net>

to Jayson

Mar 4

NFW I want a refund, can't wait, Woot woot!!!!

Sent from my iPhone

Micha Mikailian <micha@intently.com>

to Jayson

Mar 5

I love how you run your events bro, nice! Even more excited to be there now :)

Aaaaaaaaaaaoooooooooowwwwwww!!!

Joe Mechlinski <joe@entrequest.com>

to Jayson

Mar 4

I love your style. I can't wait to be there and PRESENT!!

Sent from my iPhone

...

Jordan Harbinger | (+1.917.720.4104) <JHarbinger@theartofcharm.com>

to Jayson

Mar 4

You don't have enough money to pay me not to go to Mastermind Talks ;)

Stay Charming,

-Jordan

MMT Year 4

Sold out with no Speakers / Agenda

MMT Year 5

Sold out 4 months in advance

MMT Year 6

81% Conversion on Invites

MMT Year 7

Sold out 13 months in advance.

bethink

MMT

MMT Park City 2018 : Relationship Assessment Results

Results

		Percentage of Participants Scored in Each Observed Category				
Average relationship observed score (as % of 100)	# of connections multiplied by average observed score	Very Low (1)	Low (2-3)	Medium (4)	High (5-6)	Very High (7)
68%	799	4%			34%	17%
52%	490	14%	19%	18%	29%	12%
56%	567	19%	28%	12%	31%	14%
49%	437	16%	40%	16%	18%	9%
45%	303	18%	41%	20%	17%	4%
49%	426	22%	19%	15%	23%	8%
48%	422	22%	33%	22%	22%	4%
45%	887	26%	39%	7%	20%	9%
37%	303	33%	40%	12%	13%	0%
39%	327	29%	39%	18%	14%	2%

Chris Yoko shared your post.
April 29, 2016

Many thanks to Jayson Gaignard and Kandis Marie and the whole MMT team for an incredible time with amazing people!!

15,776 Views

Laurence Tham shared your post.
April 29, 2016

Magic doesn't happen just because you have an idea... You must 1. Fully Commit 2. Surround yourself with great people 3. Action to Make it happen. Jayson Gaignard and Kandis Marie are leading the charge. Here is snapshot of the last three days...

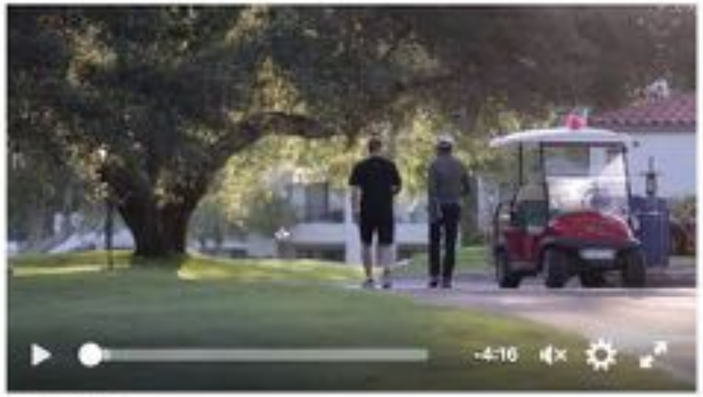
15,776 Views

Neeley Koester shared your post.
April 29, 2016

This is what I've been up to this week.

As pumped as I looked about hanging out with a baby goat, nothing compares to the relationships I've built through these events. The most important one being with myself.

What a great year, Jayson Gaignard. I'm more confident in myself and my abilities than I ever imagined. Thank you for creating the community I needed to get here.



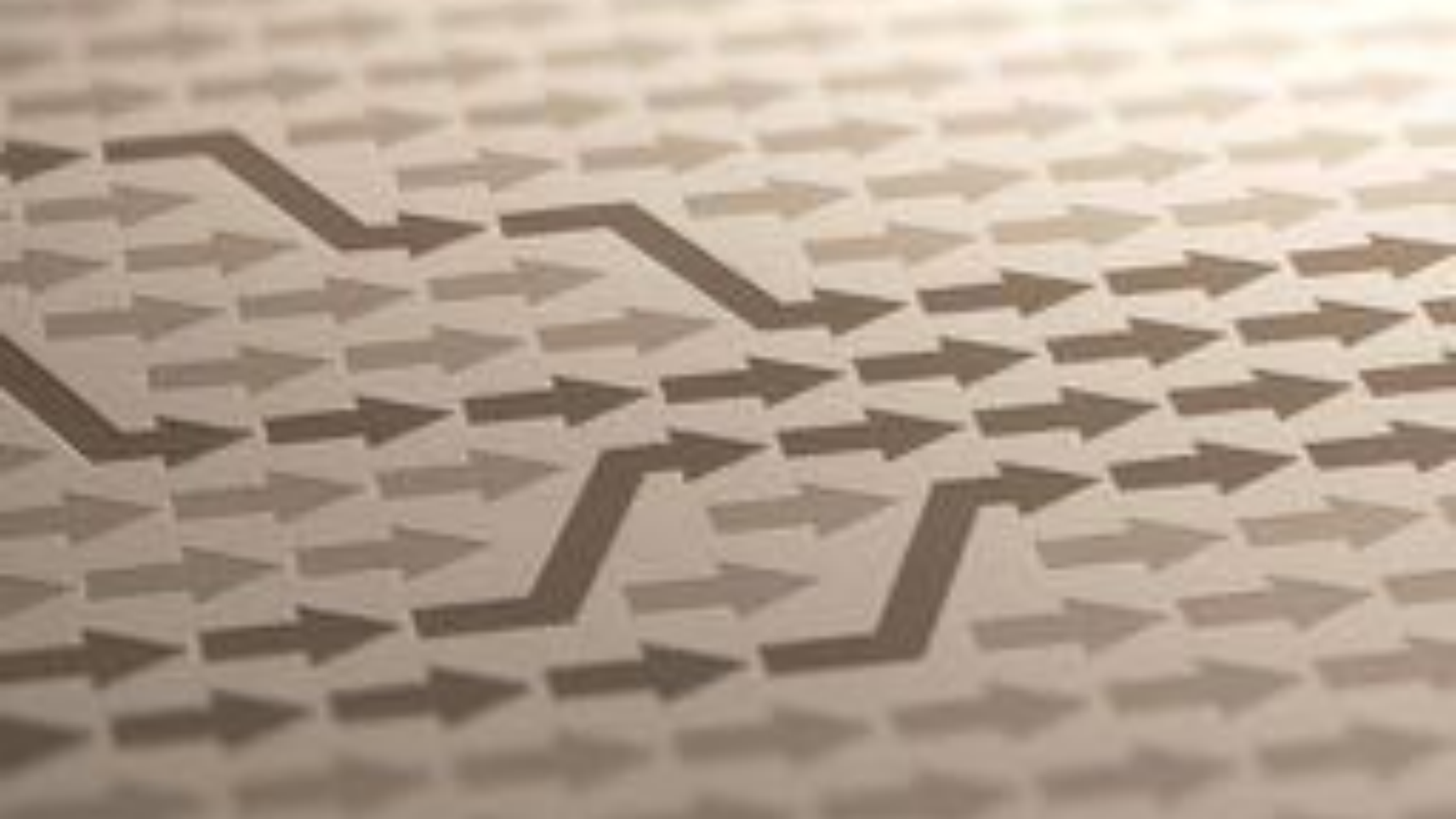
15,776 Views

Kathy Albarado added a collage.
April 29, 2016

Thank you to Jayson Gaignard and Kandis Marie for an amazing conference and very special last night at MasterMind Talks!

Like Comment

facebook
Sign Up
Password
Overview
How it Works
Step 2: Connect with people
New to advertising on Facebook?
Learn more about how it works.
MacBook Pro



BUY NOW!

NETWORKING

NETWORKING

A
B
C

A always
B be
C closing
A
tion

A
B
C

YES
NO

Relationship Intelligence

Client Intelligence

Whether in the sales process,
or when on-boarding a new client,
what details do you capture?

TravelCon

Dave Argyle, founder of Bulletproof

Friends

17
WEDDING
DAY!
18

STUDENT
OF THE YEAR
AIDEN
LANZ
8TH GRADE
2017

FYM!

I PASSED!!

[illegible]

[illegible]

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- [illegible]

8:47 AM

1,300 of our best customers are connected to her there.

I just forwarded you the weekly postcard email that she sends me. The code in the title is picked up by a filter in my inbox so it skips the inbox and goes right to its own folder.

Gmail

Search mail

Compose

Inbox

Starred

Snoozed

Sent

Drafts

Newsletter

1 - Ryan's book purchases

1 - Charity Book

1 Gold to Instrumentals

Hello

Timeline
Lawrence Ng, Shirley Rubio, Ma...

Forward file

Gregg Palmer

[illegible]

London, London SW10 [illegible] United Kingdom

[illegible]

Melody Kelly

[illegible]

[illegible]

Mary Jean Lacuna

[illegible]

Surrey, BC , British Columbia V3R 1T7 Canada

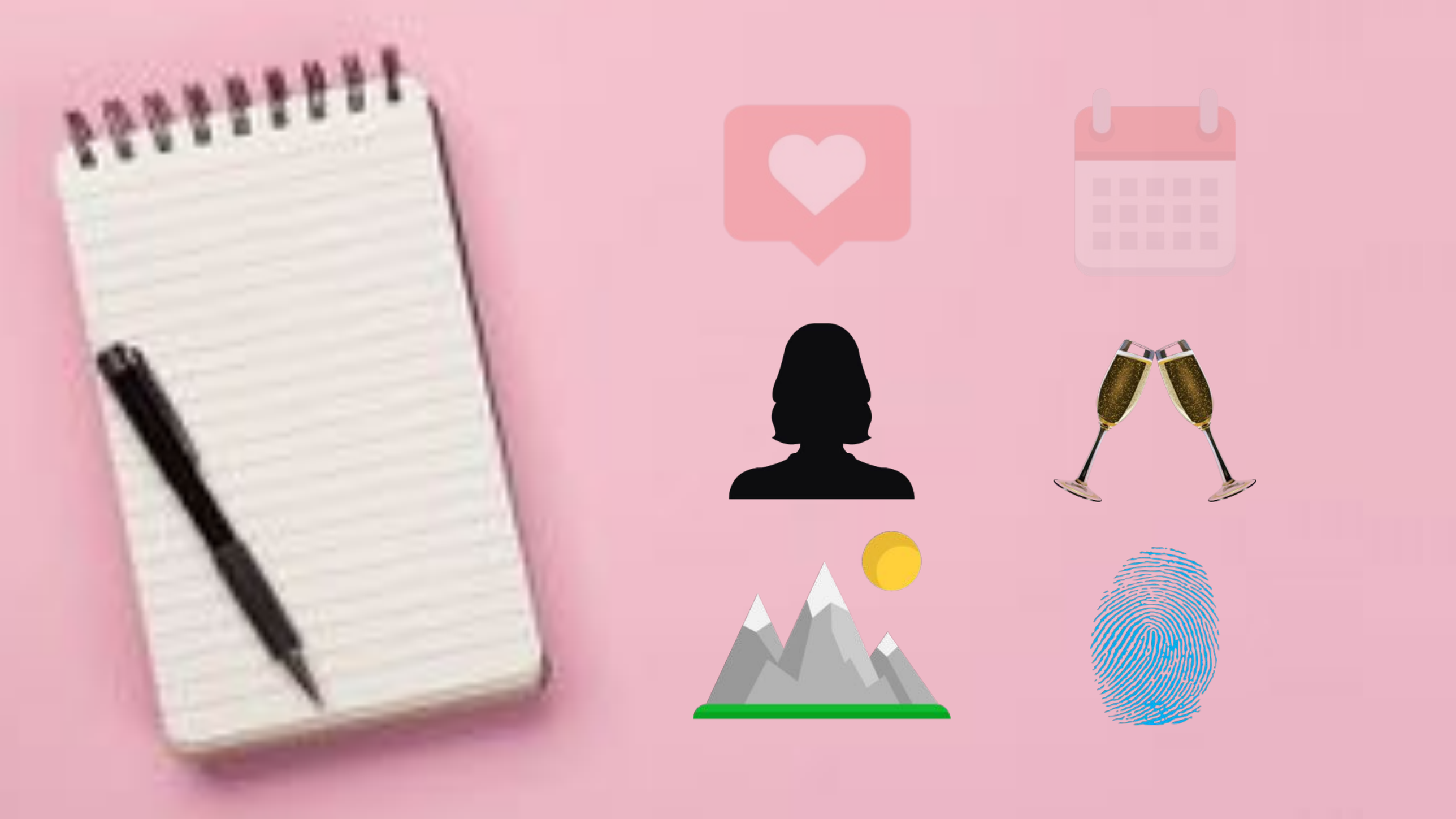
[illegible]

Ann Gaccioli

[illegible]

[illegible]

[illegible]



Amazing people
know other amazing people.

Amazing clients

know other amazing clients.

External Reviews

Endorsements

"Ryan Holiday is one of the generation's finest thinkers, and this book is his best yet."
– **Malcolm Gladwell**, author of the New York Times bestsellers The Tipping Point and Blink

"The question Ed must ask the round peg salesman with several eggs, is eggs in the drawer, Ryan Holiday writes as all a businessman, humanist. This book is packed with stories and lessons that will help you get out of your own way, rediscover your or sharpening your or sharpening mind. You'll find something to chew here."
– **Jonathan Alderson**, author of the New York Times bestseller Break Your Bad Habits

"This is a book I wish every software, supporting leader, entrepreneur, marketer and seller to read. Ryan Holiday's work is one of the most thought provoking, practical, and fun to read books on the generation."
– **Nicolas Hanselling**, Chief of Revenue Development Leader, Western Europe and Commercial Transformation

"I met Ryan Holiday when I was in my early twenties and it never occurred to anyone that he would be a prominent creative endeavors. Read this book before it becomes one of the greatest and people ever have. Everyone is an artist, and this book is a great workbook regardless of your creative origin. Great insights and principles."
– **Shane Mellor**, Founder of Mellor Coffee and Everyone

"I don't know many people in life, but I feel I know Ryan so far through reading books, I need to do more so I can get the full life out of it."
– **Nathan Kaggenstein**, Co-Founder and Director, Foundations, Director Member and Advisor

"In his new book Ryan Holiday attacks the problem of distraction by creating and focus exercises in this non-intimidation style. In an inspiring and practical way, he distributes his focus on how to manage and taming this beast within us to find and focus on what really matters, and focusing the best work possible."
– **Nicolaus Kruszka**, author of the #1 Wall Street Journal bestseller Mastery

"Like in other book that is of extreme success, we crave confidence. With remaining current, Ryan Holiday challenges that assumption, highlighting how one can take confidence by pursuing something bigger than our own existence."
– **Jaime Kinsel**, author of the New York Times bestsellers Originals and Lean Out Time

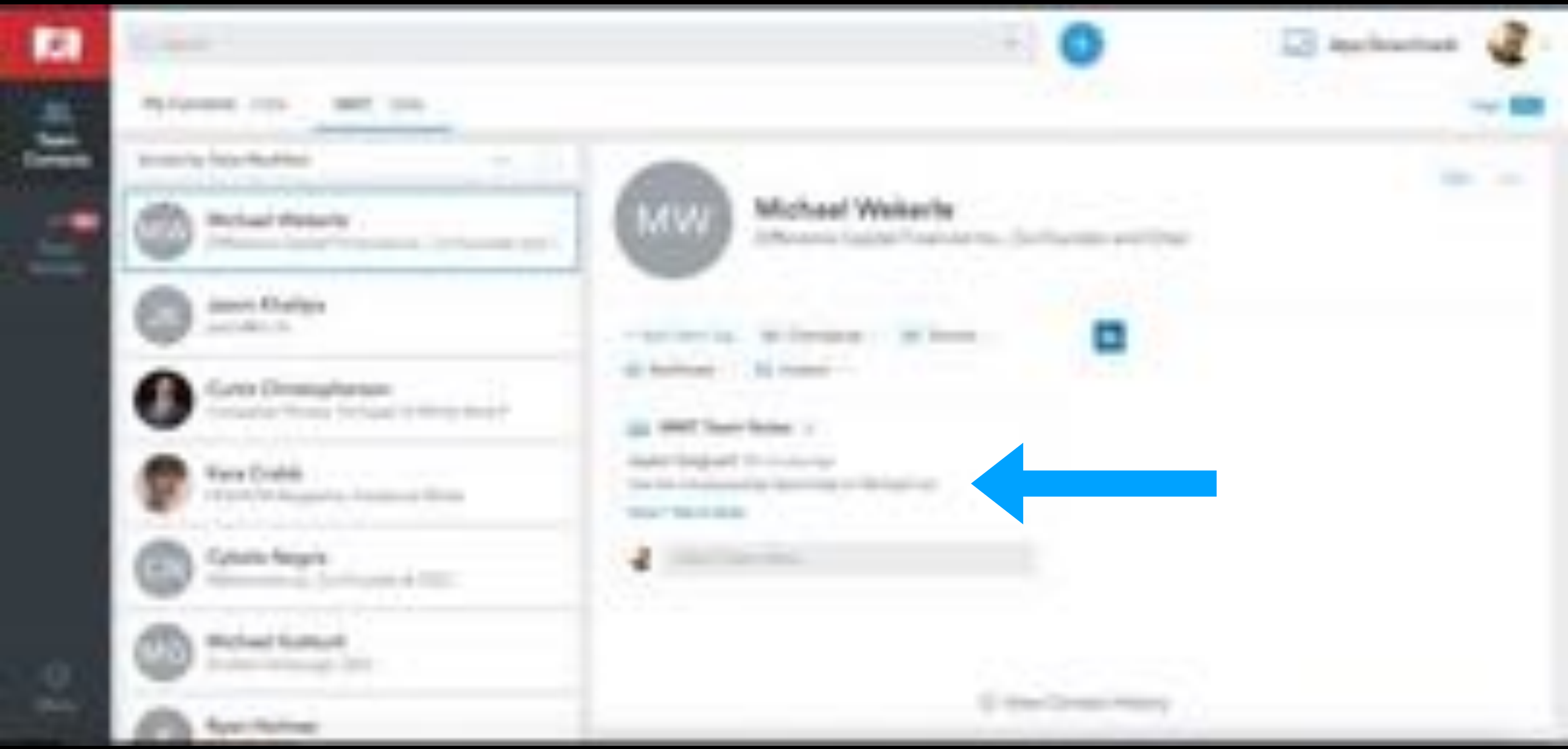
"Once again Ryan Holiday has with book that gaunted for creating a strong to understand themselves with the tough questions of our time. Every reader and time mystery that are personal to each of our lives. High on the energy of you and your time with that possessions, imagine of relations, romance, and relationship. He also also for life. Augustine more than a thousand years ago, said it can also teach. He is not the one of to place the century by being stoicism."
– **Dr. Bruce Kinsley**, Author of Book "Dr. Green On Call" and Travel guide

"In this day of age where everyone seeks instant gratification, the idea of success is elusive – many replacing the road to their goals is a lesser path. As a former professional athlete I can tell you that the road is anything but linear. In fact it is one that consists of twists, turns and up and down. It requires you to go back inside yourself and pick up in the dark. Ryan Holiday has this road on lock. Reading this book will provide a lot this journey and learning process. I will also be a reference during my coaching days."
– **Lynn Lindsley**, Former U.S. Women's National Team soccer player

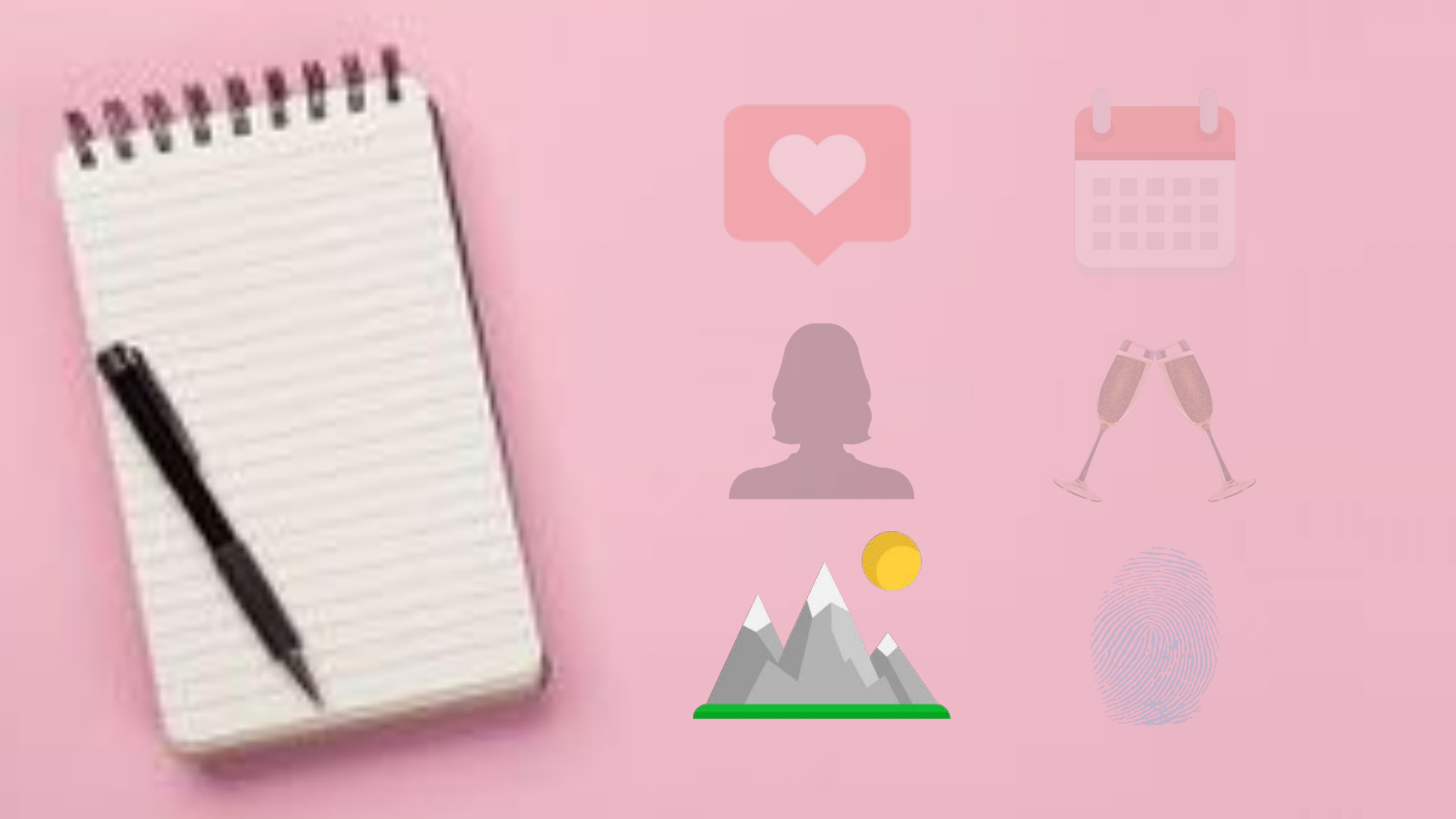
"Philosophy has gotten a bad rap, but Ryan Holiday is redefining it as an operation space in our lives. This book, packed with unforgettable stories, analogies, and lessons, is a gift that for anyone who strives to do and accomplish. It's not exaggeration to say that after finishing it, you'll think twice about your actions and ask yourself if you're doing the work that's most aligned."
– **Andrew Yang**, Former Managing Partner of Multiplier Ventures and author of Gamer's Lane Concept

"I wished I had my own home space and was from an audiophile so I could be overwhelmed somewhere at the humidity level and it makes for a very successful. In the changing of the times, I have endeavored that I have knowledge over and over in the world. Reading this amazing book brought back me back to the humility and work ability. A must for all from the Stoicism."
– **Christina Greenfield**, Entrepreneur, Social Publisher

"Things is valuable tools for trying to questions of authorities to man made into a better judge."
– **Chris Bernardo Rodriguez-Alarcon**, Founder of Kinetic Creative, Social Media Consultant and Developer


MW
Micheal Wekerle

“If we were to meet a year from today
with a bottle of champagne,
what are we celebrating?”



"In order to achieve (your goal), **what do you need to solve or overcome?**

Capturing

- What they care about
- Who they care about

- Important Dates, and Milestones

- Who they know

- Goals (Champagne Moment)

- Obstacles

- Unique Ability

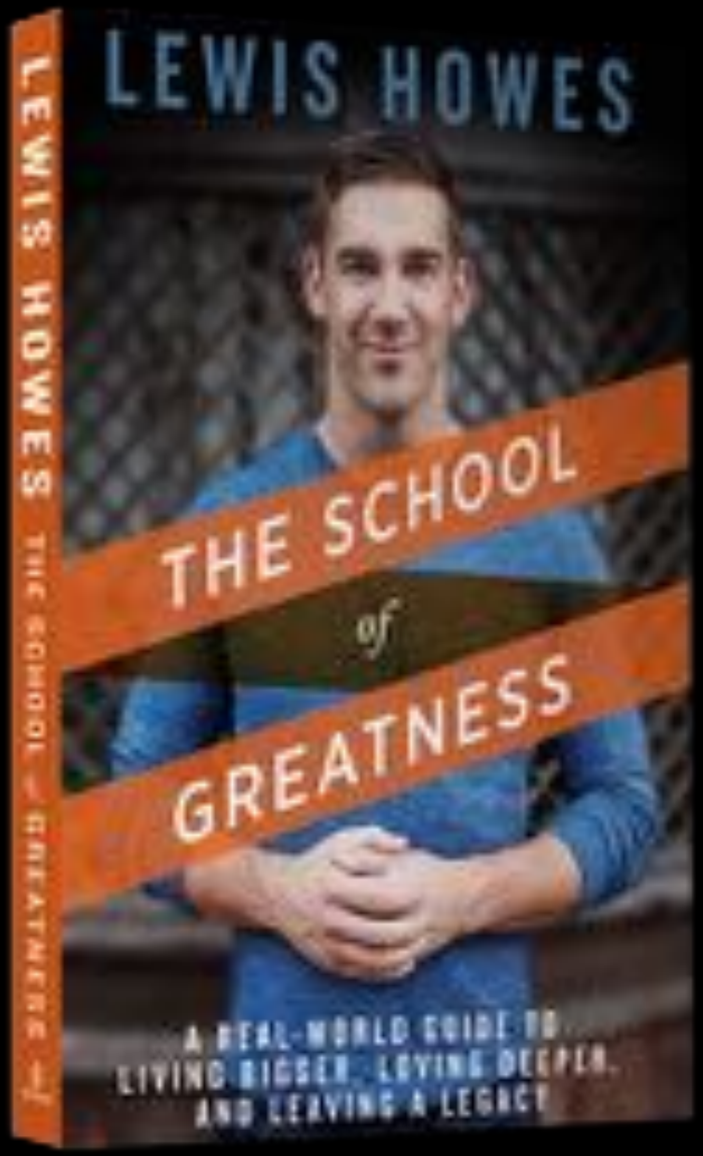
What are some ways you **invest**
in your most important client relationships?

Investing in Relationships

Resources

Biggest **Fan**

“The art of listening is not
to hear what someone says…
but to hear how they **feel**.”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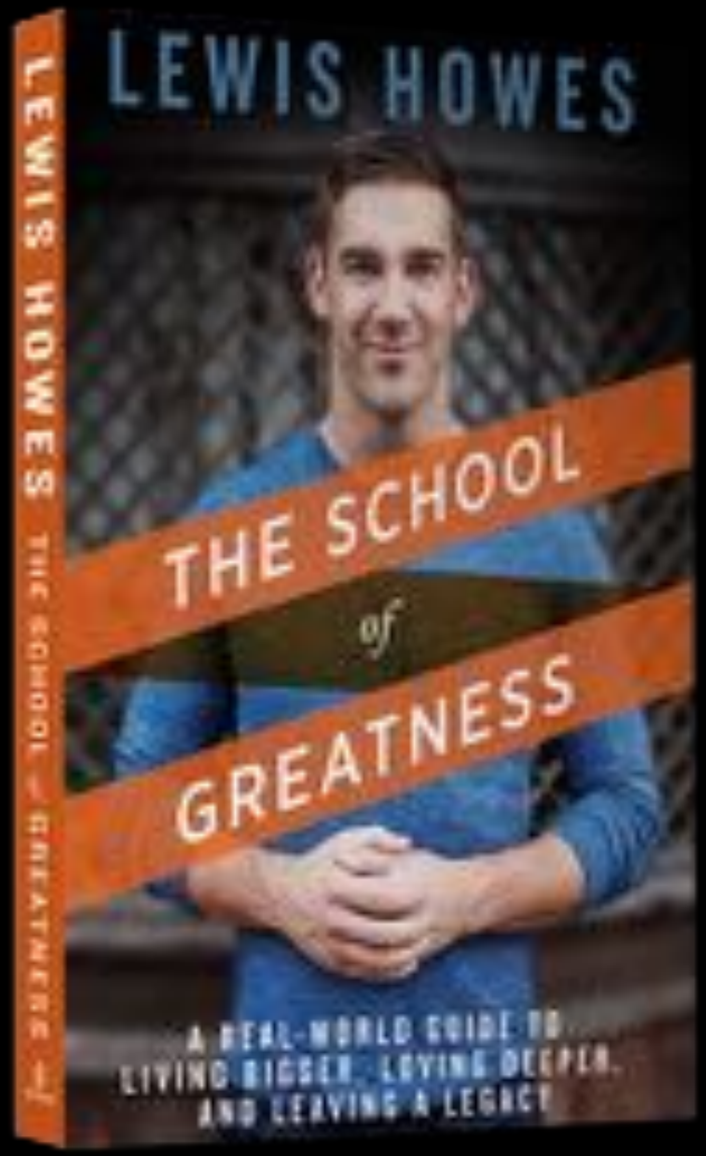
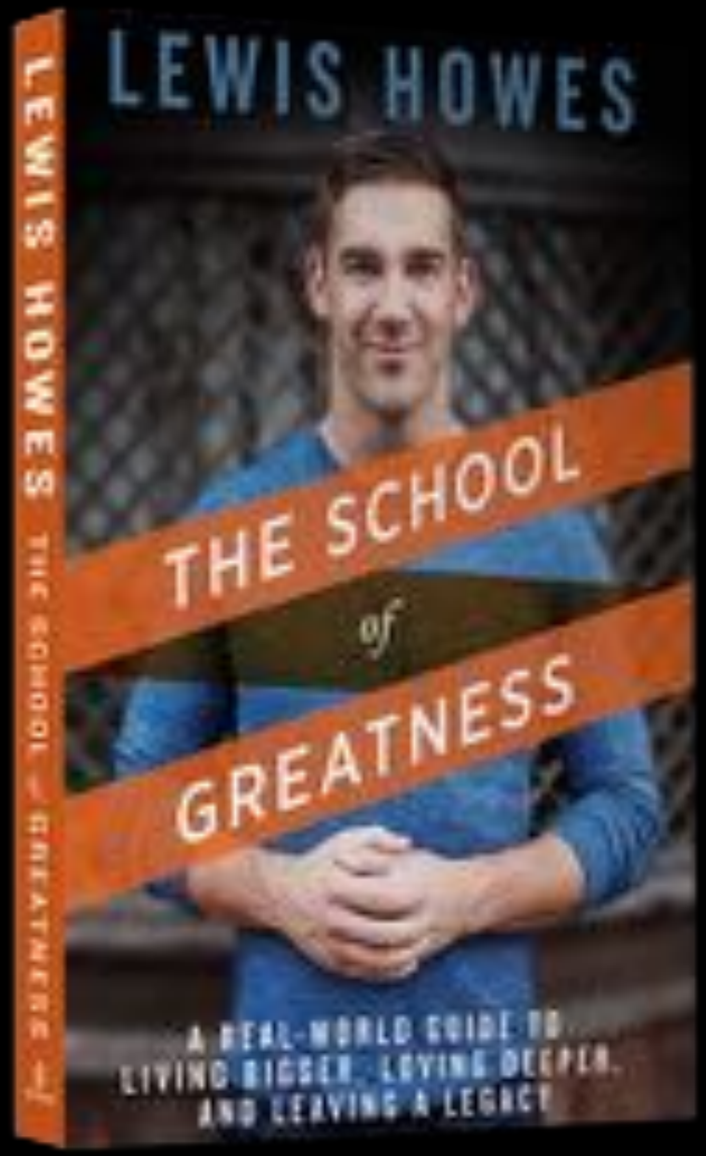
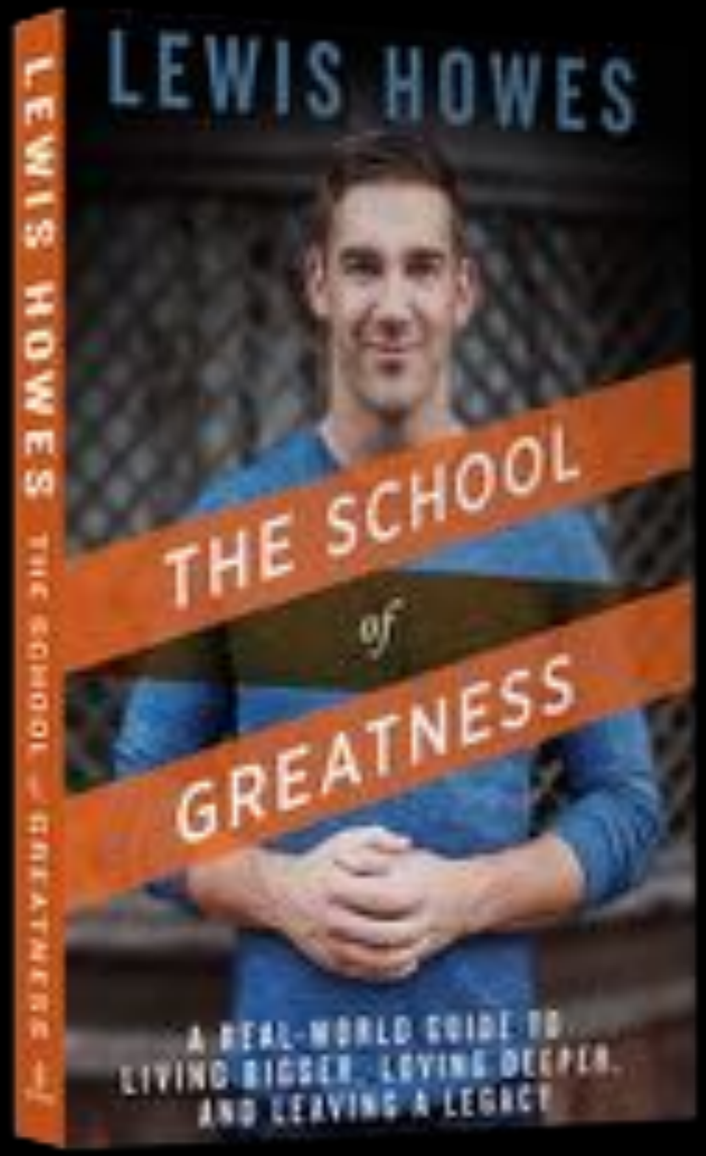
LEWIS HOWES THE SCHOOL of GREATNESS



“What if I don’t sell any copies?”



“What if nobody leaves reviews?”



“What if I get negative reviews?”

LEWIS HOWES
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A REAL-WORLD GUIDE TO LIVING BIGGER, LOVING DEEPER, AND LEAVING A LEGACY
LEWIS HOWES THE SCHOOL of GREATNESS
ONE
GREATNESS

1. I bought 100 copies
2. I shared it on social media
3. I left a review upon it’s release

$107,292

This campaign brought clean water to Qanat Tekele Community, Ethiopia and 12 other projects.

My birthday is almost here. I'm not usually excited about getting older, but this year I'm really thankful to have lived another happy, healthy year. I recently learned that children all over around the world don't have the same kind of luxury. Some don't have access to clean water, so I'm asking my friends and family to donate to charity: water instead of giving me gifts this year. Clean water changes everything. It means more time for children to go to school, more time for women to work, and more time for families to live healthy lives. Please help us bring clean water to communities around the world.

Click here to support Scholarship Fund for Haiti by Jimmy Aldine

Marketing Budget

Biggest Fan Budget

Marketing Budget

THE
TIM FERRISS
SHOW
ITUNES BEST OF 2016
100+ MILLION
EPISODES DOWNLOADED
"THE SECRETS, TACTICS, AND CREATIVE PROCESSES OF HIGH PERFORMERS AND ACHIEVERS – DEBBIE MILLMAN"
5 Morning Rituals That Help Me Win The Day
iTunes

The wisest investment in wisdom and this book is full of it...

By [illegible] on December 6, [illegible]

Format: [illegible] | Verified Purchase

I was browsing in this unusual place for this book because I thought it would be a mash of a bunch of unused episodes with no thoughtful [illegible] view among. This book is beautifully done in every sense. Tim starts the wisdom of his guests into ten personal chapters. Every chapter stands on its own, meaning it's not a book that you have to start reading from page 1 (which is one for someone with ADHD like me). I can open it up, read a random chapter and then put it down. Overall, probably the best book I purchased this year. I have no doubt I will be gifting it around holiday season.

[illegible] Comment | Thank you for your review | Edit | Delete

[illegible] Previous | 1 | [illegible] | [illegible] | [illegible] | [illegible] | Next [illegible]

[illegible] See all stories for Tools of Titans: The Tactics, Routines, and Habits of Billionaires...

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Page 1 of 10

Shaquille O'Neal | Flat Earth Theory (Episode 6012) • The Art of Dueto

FOAM FINGER
anaheim

FRAGILE
HANDLE WITH CARE

Biggest **Fan**

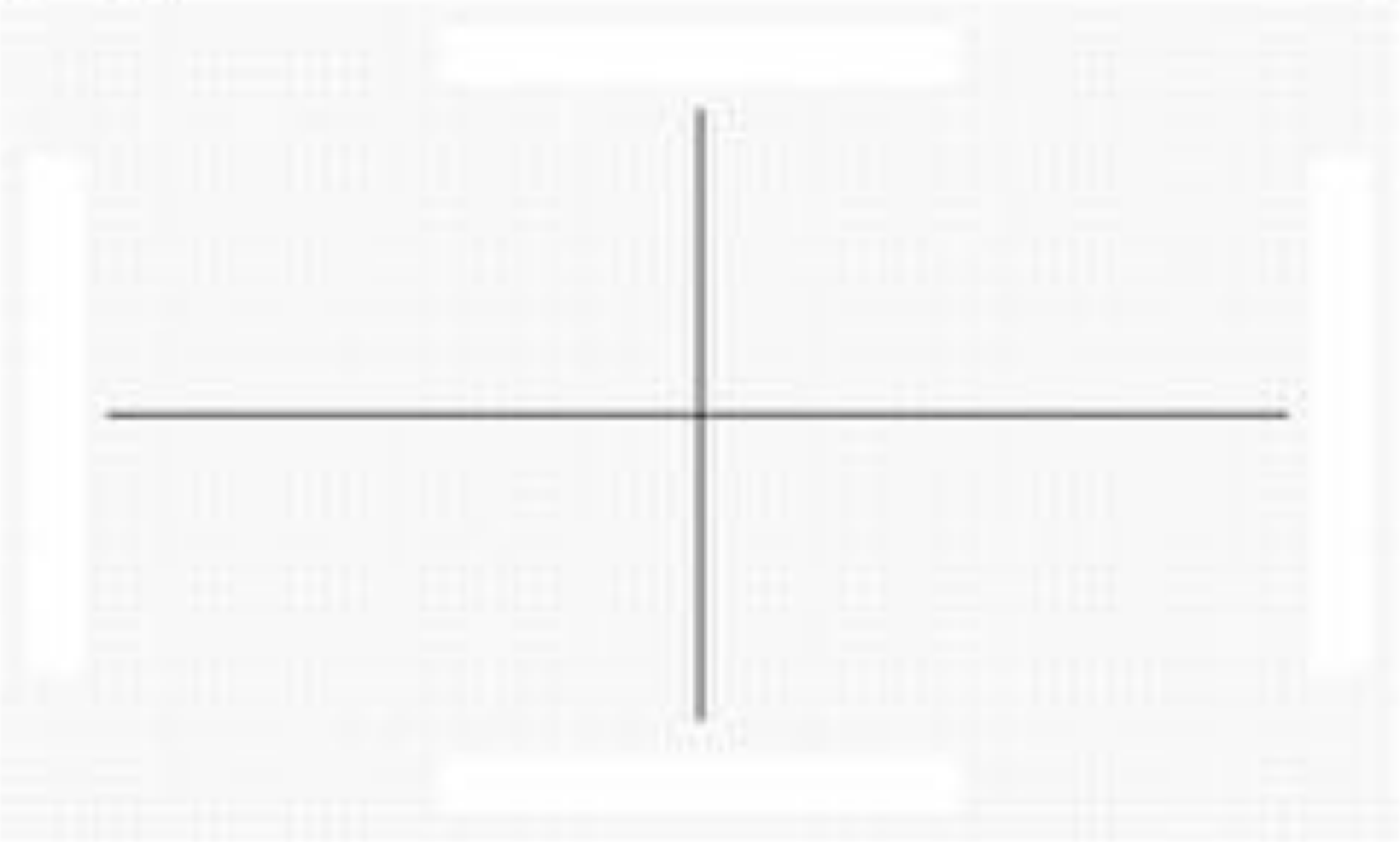
Investing in Relationships

Thoughtful Gifting

Think back…

What is the worst gift you have ever received?

Gifting



Permanent

Generic

Personal

Perishable

Permanent

Generic

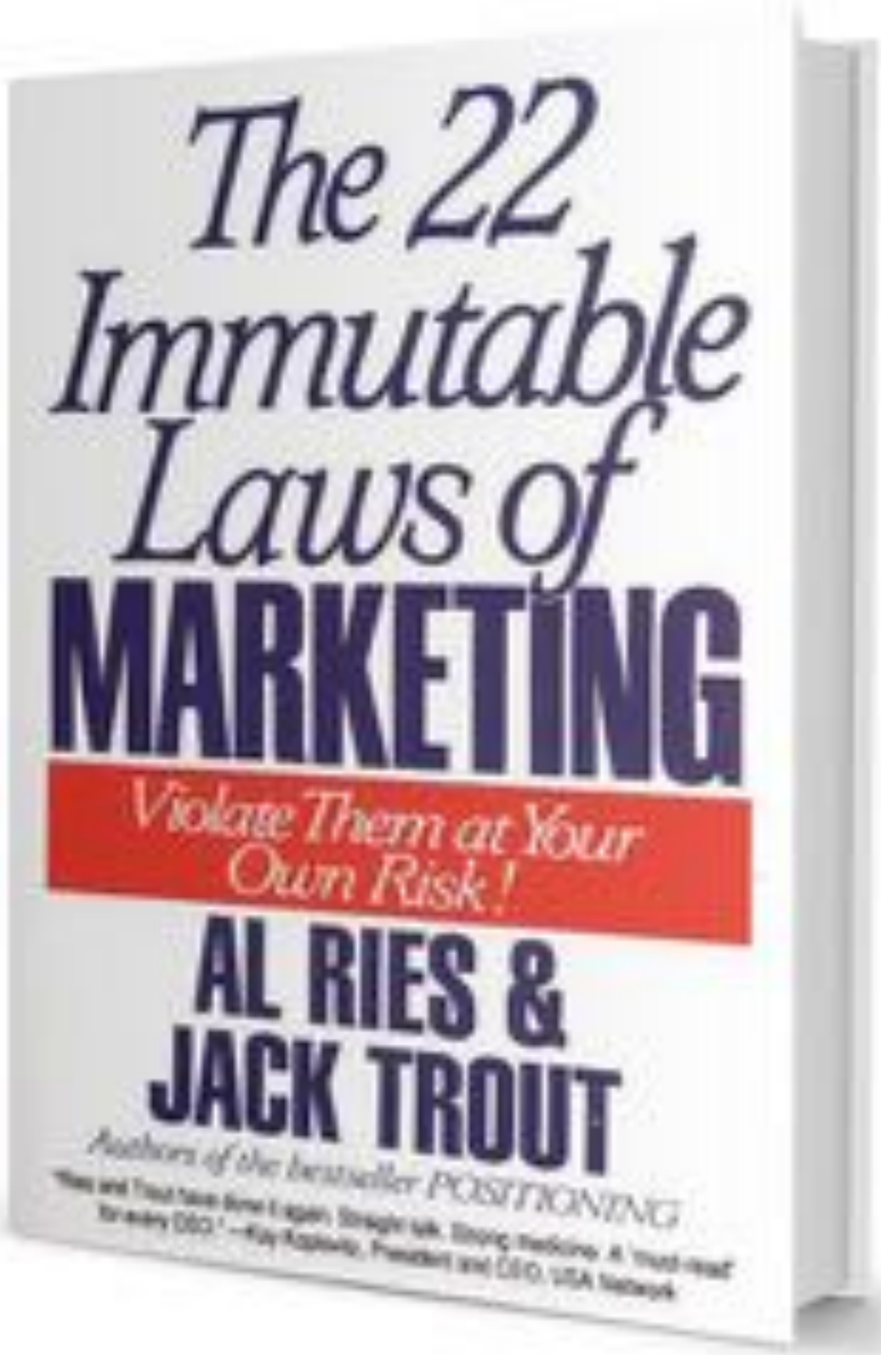
Personal

Perishable

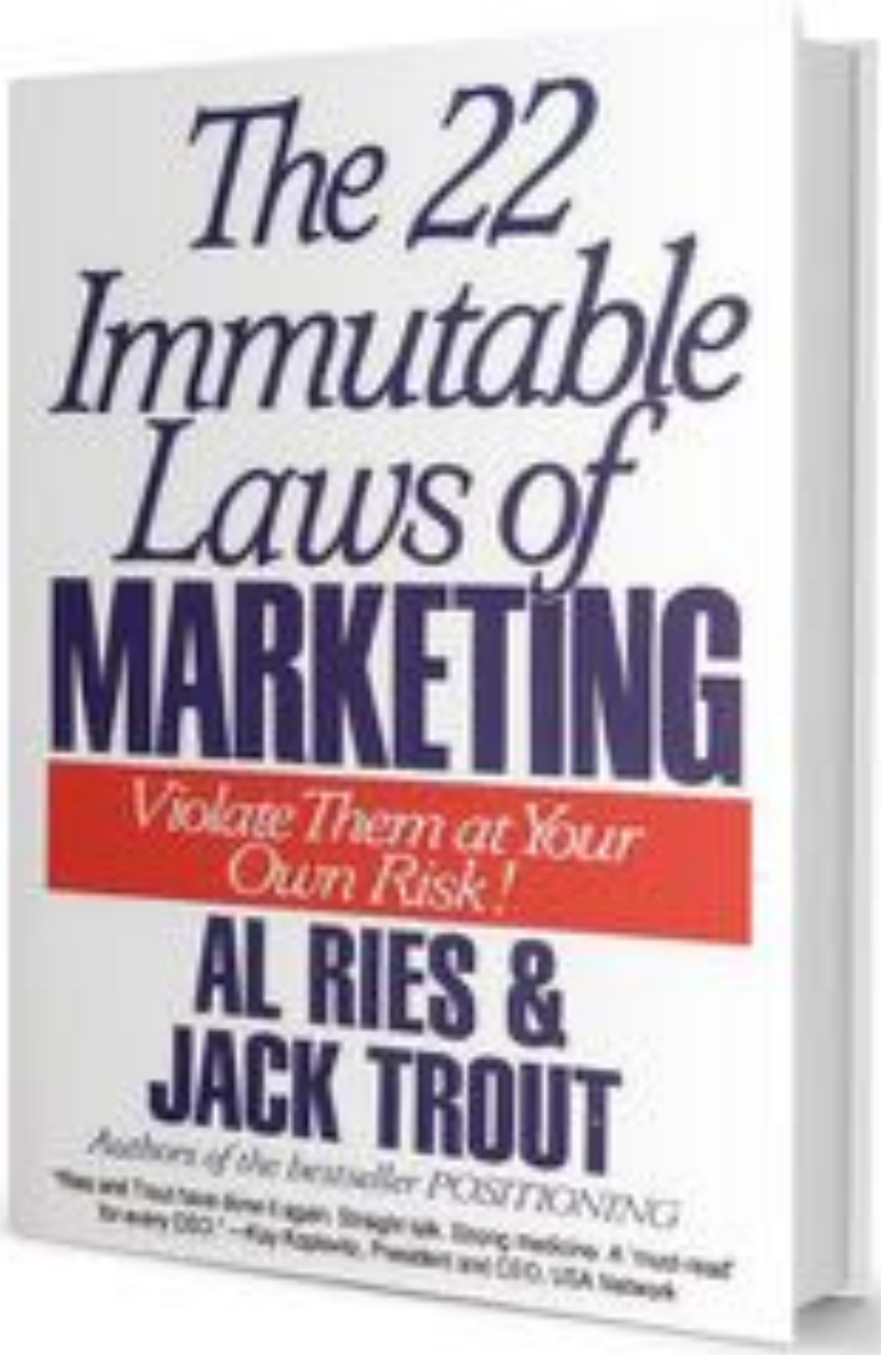
MMT
ONLINE FESTIVAL
JASON GAIDIS

VICTOR

“What works in the military works in marketing, and that’s the unexpected.”



“What works in the military works in **Gift Giving**, and that’s the unexpected.”

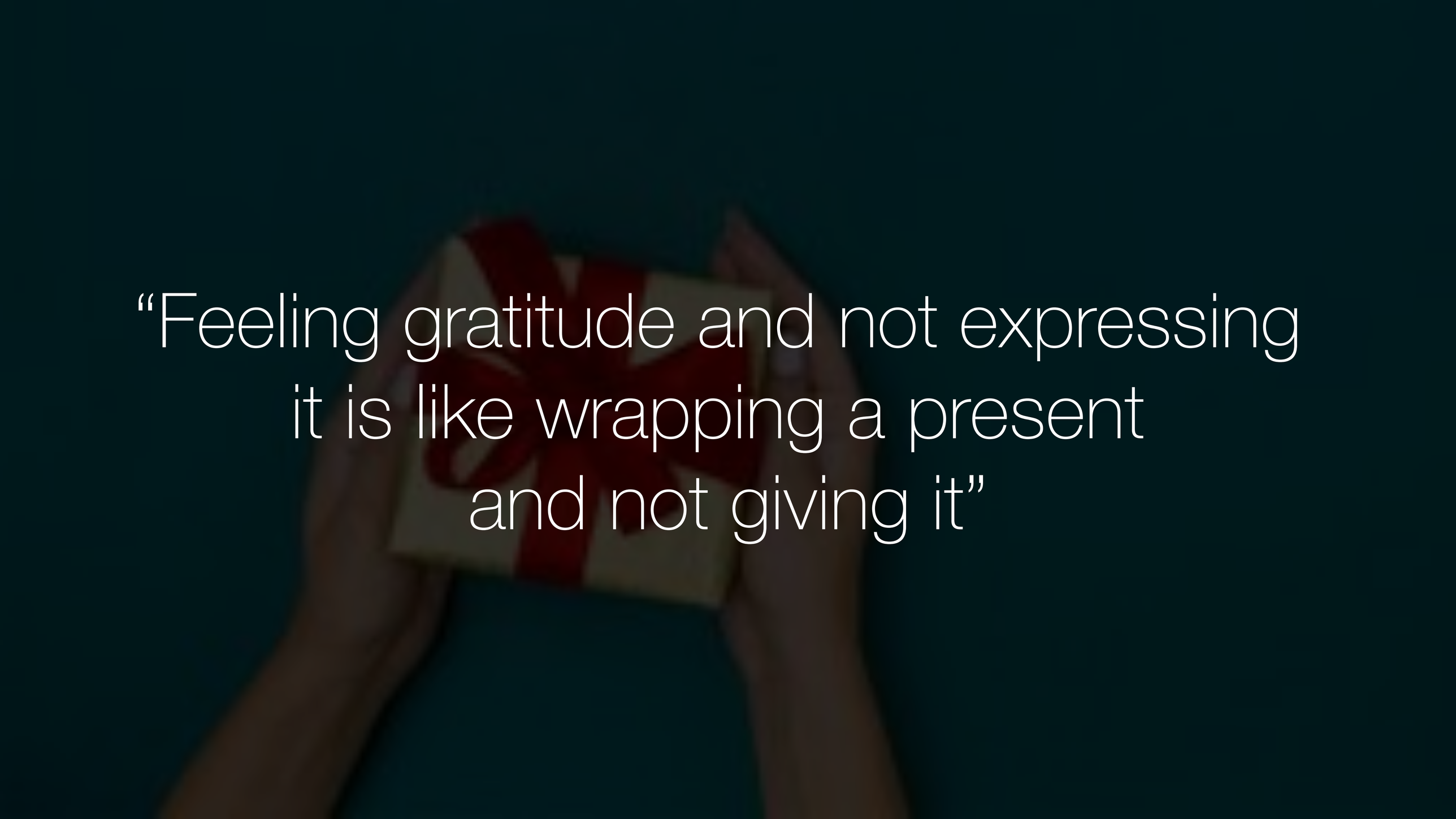


omg bro

Investing in Relationships

Gratitude

“The best things in life are **free**.
The second best things are very,
very expensive”


“Feeling gratitude and not expressing
it is like wrapping a present
and not giving it”

Discover your Love Language

Gratitude

Inner Circle

Inner Circle

Investing in Relationships

Investing in Relationships

Sobeys

Better food for all.

SWISS CHALET®

ROTISSERIE & GRILL

Chelsea Hotel, Toronto

Chelsea Hotel, Toronto

If you want to **care** about somebody…

Weight Watchers
Recipes & Tips

Well. Now you've just outdone yourself. I knew about the legendary gift-giving only as stuff of legend (and podcast), but to be on the receiving end is a different story. Surprising. Elegant. Thoughtful. Impressive my friend. Thank you very much for your friendship and for the invite to MMT.

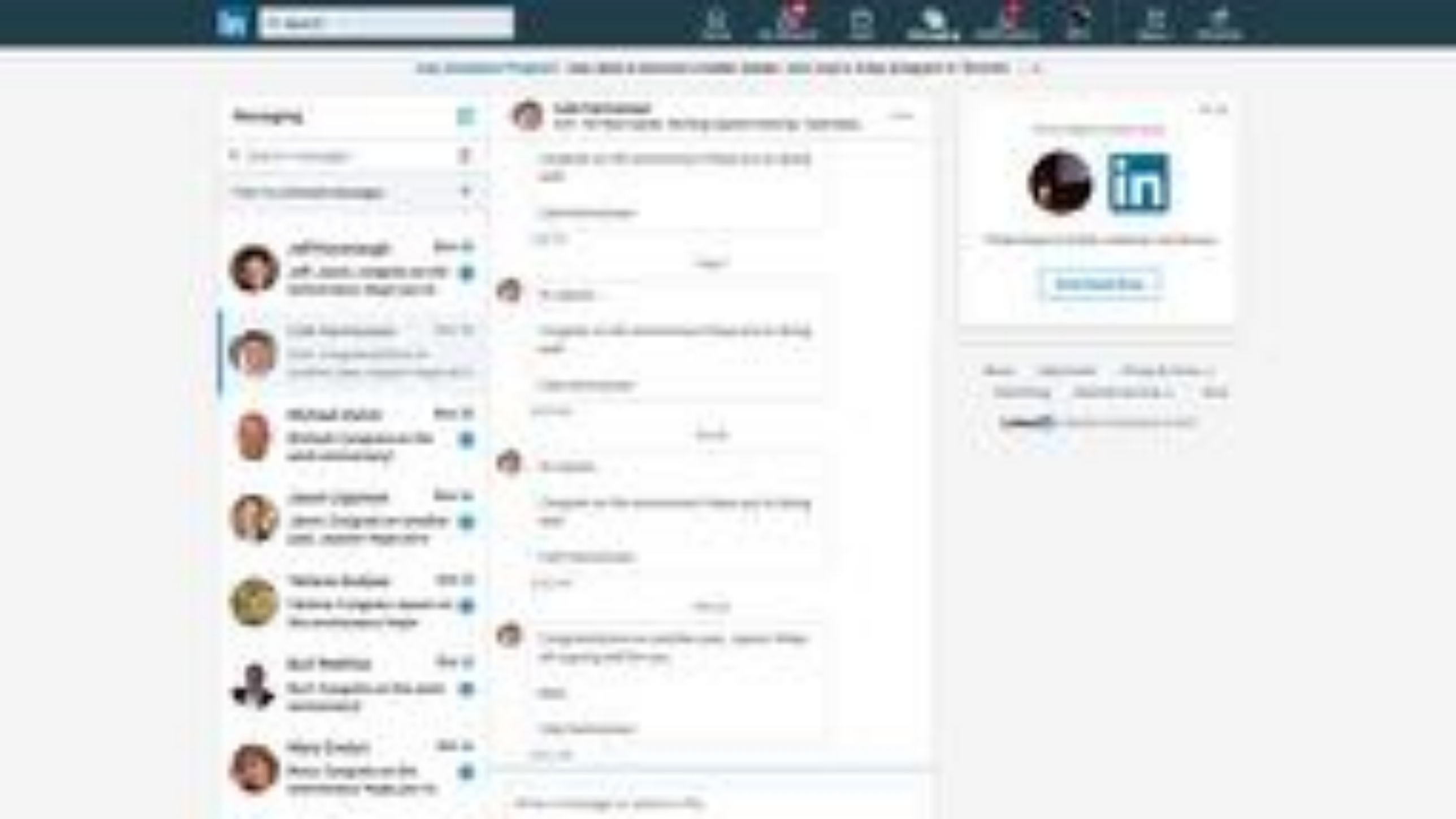
Ava's Pizza Cutter

Inner Circle

Checking In

Glass
Computer
Kitchen
fragile
Kitchen
China
TOYS

BEHRING



Hey Jayson ... just wanted to say happy holidays...

[redacted]

Wed, Dec 12, 2018, 7:04 PM Share this email

Hey Jayson,

I just wanted to send a quick note saying happy holidays before everyone starts checking out for the year...

I hope you had an amazing 2018.

What is new and exciting with you and the business?

As for me... my wife & I just had a baby girl (to add to our 3 older boys. I know, crazytown.)

I'd love to know how I can support you... I always love making introductions, and I'd be happy to introduce you (or someone you know) to some of my past podcast guests if that's of interest.

(There are a few people in particular that I had on my podcast recently that have an amazing entrepreneurial journey...)

I can share details if it's of interest... either way, I'd love to know what you are focused on as we head into the new year.

- John

PS: We recently updated our Definitive Guide for How to Generate Great ROI from a Podcast - I'm pretty proud of how it turned out.
[redacted]

We are going to update the article again soon to add to it, so if you know of anyone that would be a good fit from a podcaster perspective to be featured & would like some good SEO love then please forward this link to them to fill out (we trust your judgement)
- [redacted]

Thanks Jayson!

VS

Hey bud!

Jayson Gaignard • [illegible] Wed, Mar 14, 2018, 1:01 PM

How's the business treating you? Is transitioning still an area of focus? If so, how's that coming along?

Always here to support you if you need to chat

Jayson Gaignard
Talent Scout and Curator at [illegible]
Host of The CommunityWeek Podcast

"Business, like life, is all about how you make people feel. It's that simple, and it's that hard." - Danny Meyer

Thu, Mar 15, 2018, 9:40 AM Share this email

Please do. Been wanting to get more into No Gi.

Bro, I really do appreciate you following up. Means a lot to me. Thank you.

...

Making moves!

Jayson Gaignard <[illegible]> Sun, Dec 23, 2018, 1:29 PM (13 days ago) Share this email

to Andrew

Stumbled across this recently...

Supertap's Castro is now a part of Tiny

The sleek little podcast app is now owned by Tiny.

MOBILE.CSNP

No need to reply. I just wanted to shoot you a quick note to congratulate you on your success. Also, I hope fatherhood is treating you well! 🙂

Jayson Gaignard

Talent Scout and Curator at MSFT

Host of The CommunityMade Podcast

"Business, like life, is all about how you make people feel. It's that simple, and it's that hard." - *Danny Meyer*

I trust fatherhood is going famously!

Jayson Gaignard <[illegible]> Mon, Oct 15, 2018, 11:26 AM

to Dan

No need to reply - You've been on my mind as of late, and just wanted to say hey

---

Jayson Gaignard
Talent Scout and Curator at [illegible]
Host of The CommunityMade Podcast

"Business, like life, is all about how you make people feel. It's that simple, and it's that hard." - Danny Meyer

J Brocco! I miss that guy. Good dude

Your name is still floating around even though you're 2000 miles away 😂

He needs to get his ass down here ASAP

Ha that's nice to know 😉

10:06 AM

Top-of-mind,
Tip-of-tongue.

Capturing

- What they care about
- Who they care about

- Important Dates, and Milestones

- Who they know

- Goals (Champagne Moment)

- Obstacles

- Unique Ability

Capturing

SEEN

- What they care about
- Who they care about

- Important Dates, and Milestones

- Who they know

- Goals (Champagne Moment)

- Obstacles

- Unique Ability

“People will forget what you said, people will forget what you did, but people will never forget how you made them **feel**.”

-Maya Angelou

Six Human Needs

- Significance
- Certainty
- Uncertainty
- Love & Connection
- Growth
- Contribution

Six Human Needs

- Significance
- Certainty
- Uncertainty
- Love & Connection
- Growth
- Contribution

ALWAYS
Low Prices
88¢
How
may I
help
you?

Steve Sims
January 2 at 9:59 PM ·

Please don't contact me asking "How can I help you" - don't give me more work, working out how you can help me

Diana House, Dan Martell and 75 others — 25 Comments

Like · Comment · Share

View previous comments — 4 of 21

Curt Maly Omg yes! Soooooooooo true 👏 DONT MAKE MORE WORK FOR ME, you're NOT doing me a favor 👏🤔

Like · Reply · 1d · 1

Carrie Campbell This is a true story... EVERY status of yours I read goes something like this...

Carrie: reads message silently ... See More

Like · Reply · 1d

Steve Sims replied · 1 Reply

Dave Ryan People should be creative and help you first... then ask for permission to help...

Like · Reply · 1d · 1

Dan Martell Jayson Gaignard shared that in an interview a few years ago, and it stopped me cold. I'll never ask that again. It's lazy and lacks thoughtfulness. Great message Steve!

Like · Reply · 37m

Investing in Relationships

Circle your **biggest** or **brightest** takeaway

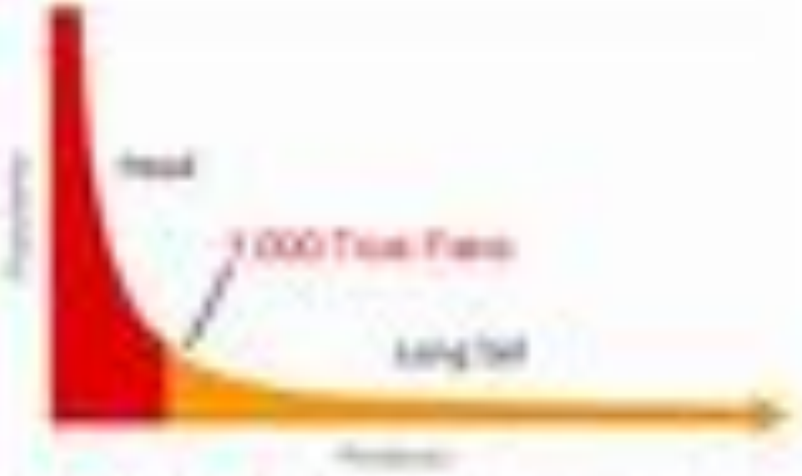
What’s your
one foot bar?

5

Circle your **biggest** or **brightest** takeaway

To do List

1. So
2. Many
3. Things!


Head
1,000 True Fans
Long Tail

KICKSTARTER
Discover

COOLEST COOLER: 21st Century Cooler that's Actually Cooler

The COOLEST is a portable (self-chilling!) ice-free cooler bringing Mandarin drinks, snacks and fast to any outdoor occasion.

Buy COOLEST

Designed by:

Ryan Gaeppar

$2,000 backers pledged $1,000,000 to this project in 30 days. This project is 100%

Pebble 2, Time 2 + All-New Pebble Core

Pebble Technology

Exploding Kittens

This is a card game for people who are into kittens and explosions and bear beards and sometimes goats.

Shop A-Game!

Designed by

Elan Lee

Stats

$2,938,132,973

121,700

12,007,406

4,009,262

36,092,969

121,700 Successful Projects

12,607,498 Backers

121,700 Successful Projects

12,607,498 Backers

121,700 Successful Projects

12,607,498 Backers

121,700 Successful Projects

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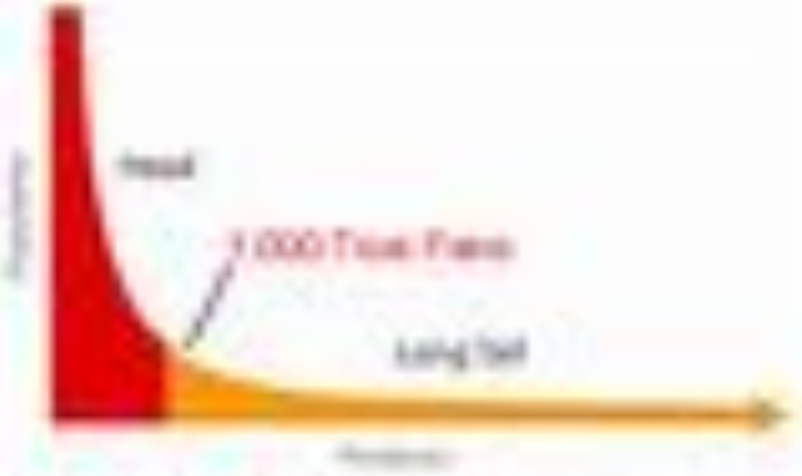
103 Backers


Head
1,000 True Fans
Long Tail

Caring is the ultimate
competitive advantage.

Focus on **JUST**
5 relationships

Investing in Relationships

CommunityMade

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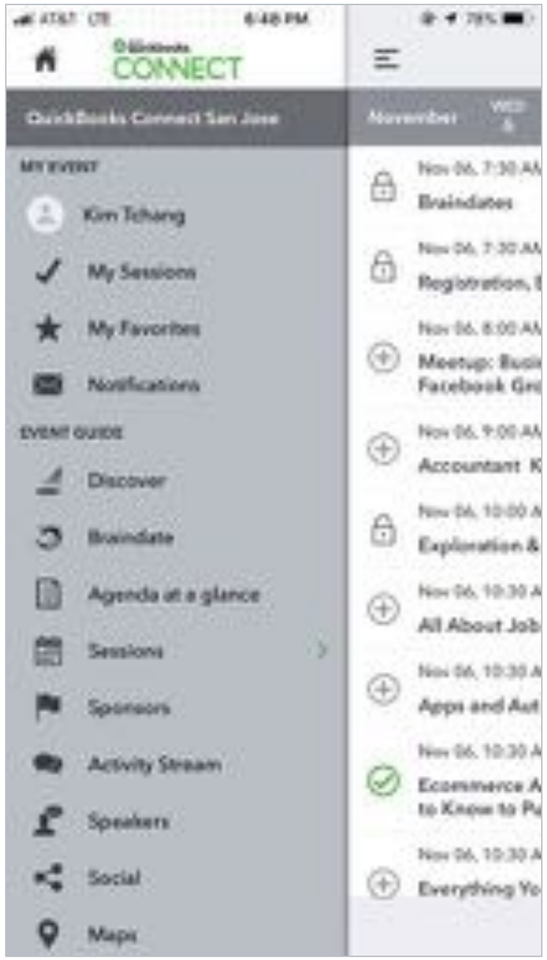
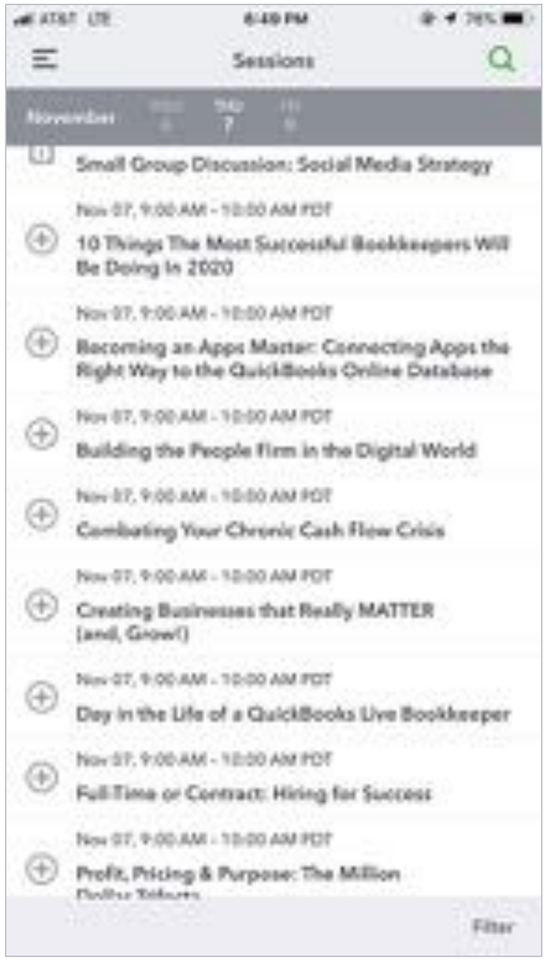


2. Select **Session Title**



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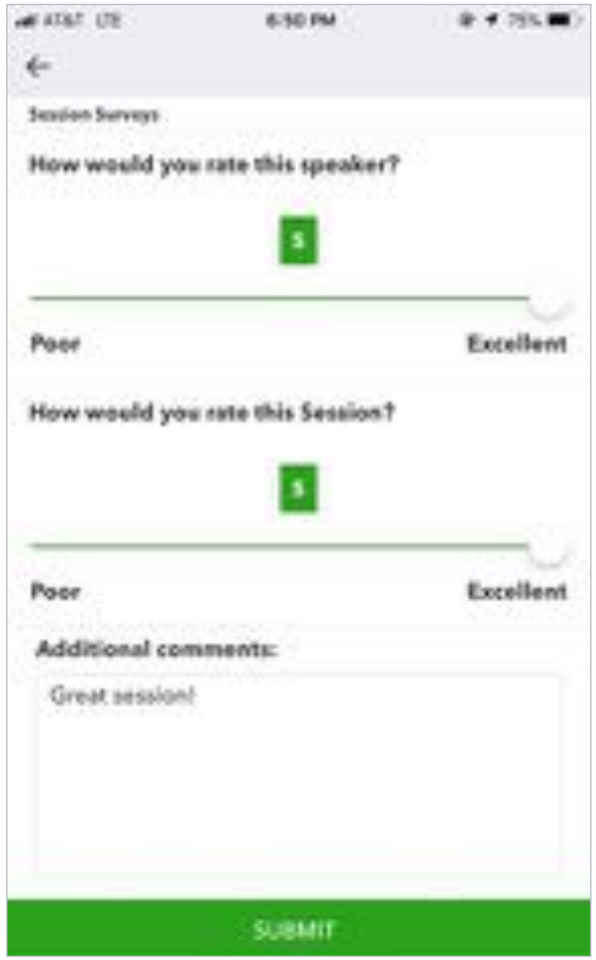
3. Add **Ratings**



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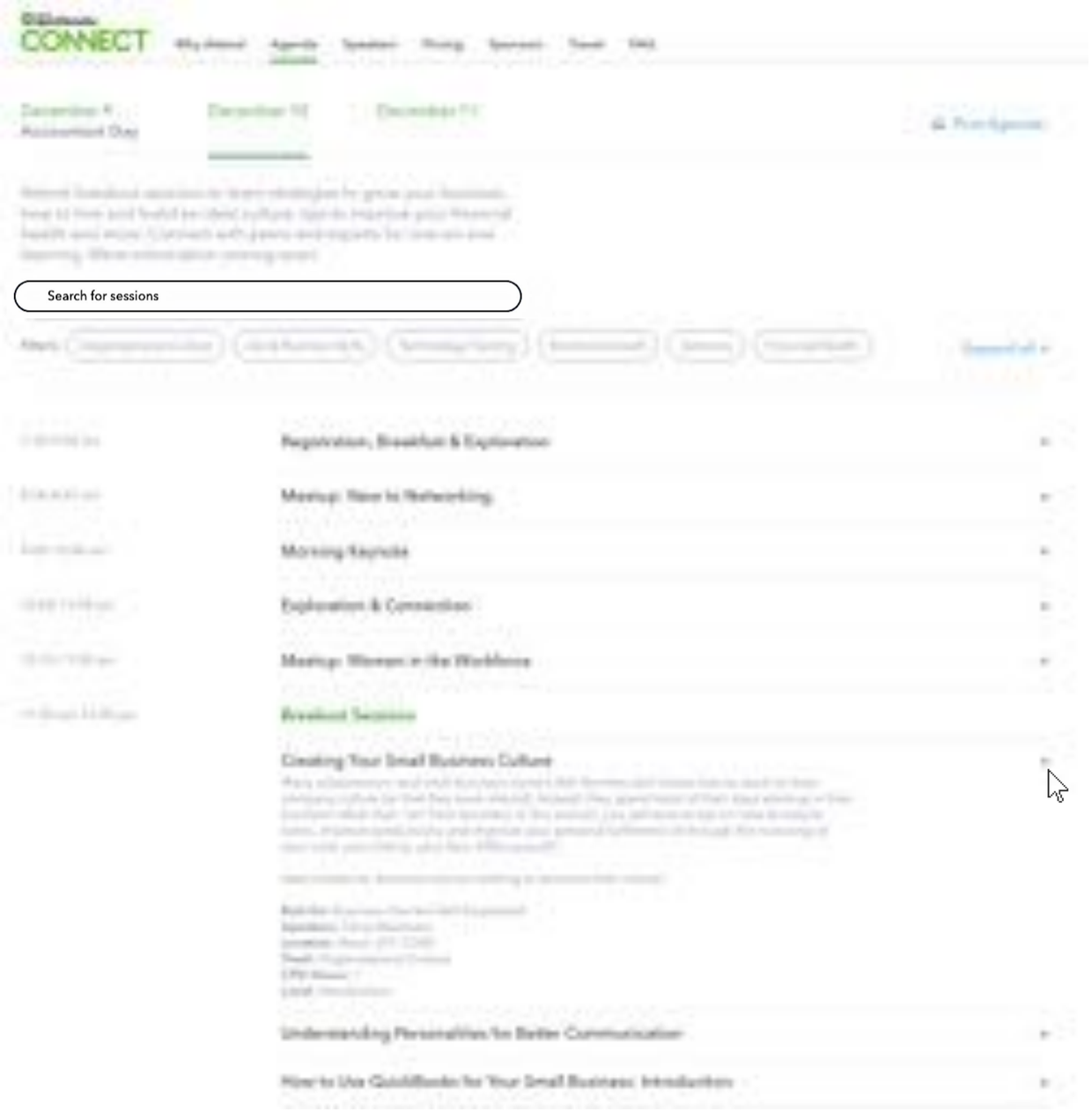

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