

00:16:14 Jim Martini: Matt is making me hungry  
00:17:27 Tom: I saw Wherenow!  
00:18:35 Chuck Blakeman: Tom, If you can find Wherenow on the map, you can go there this month. :)  
00:19:39 Tom: nowhere is also now here!  
00:21:28 Tom: I heard a joke combining epistemology and epidemiology, but I wasn't sure if anyone would get it...  
00:21:46 Chuck Blakeman: Big words, Tom. Big Words...  
00:23:28 Chuck Blakeman: We owe 2019 an apology for what we said about it.  
00:24:24 CarolynJustin: ironically, the most negative thing you can be in 2020 is POSITIVE ☺  
00:26:14 Tom Fanning: Very powerful tool...  
00:41:54 Tom Fanning: Thank you Mark!  
00:42:04 CarolynJustin: thanks mark!  
00:42:06 Peter Brissette: Thank you!!!  
00:42:09 Ruth Potts: Thanks Mark!  
00:42:19 Jennifer Seidelman: Thank you Mark!  
00:42:34 richardsteffen: Is his talk recorded to re-visit?  
00:42:40 aaroncrawford: Willisfamilyfoundation.org  
00:42:50 Chuck Blakeman: Thanks, Mark - deeply appreciate your transparency.  
00:43:54 Chuck Blakeman: Yes, the talk is recorded and we put these all on [www.RisingPhoenixBusinessCommunity.com](http://www.RisingPhoenixBusinessCommunity.com) - click on , 'Show Episodes, ' - it will be up there by tomorrow  
00:44:18 aaroncrawford: Thank you, Thom and Sandy!!  
00:44:25 Chuck Blakeman: Turns out my top 3 hobbies are:  
1 - eating at restaurants  
2 - going to nonessential businesses, and  
3 - touching my face. Sigh...  
00:50:48 Tom Fanning: Mariah...any current BFO??  
00:50:52 CarolynJustin: congratulations!  
00:51:22 Cindy McGuire: Super helpful, thank you for sharing Mariah!  
00:51:26 Tom Fanning: Very cool!!  
00:51:28 jmcallister: How are you marketing to the other areas?  
00:51:41 Jean-Marc Saint Laurent: Very inspiring! Courageous!  
00:51:50 Bud: Way to go Mariah!!!!  
00:51:56 Rob Sigmon: Woo Who Mariah!!!  
00:53:00 Chuck Blakeman: Love the flexibility to change, Mariah! Takes course and tenacity!  
00:53:18 Mariah Runkle: Thanks everyone! Dori mindset! Just Keep Swimming!  
00:54:10 Cindy McGuire: Why is is private?  
00:54:17 Tom Fanning: How many new stylists are you seeking?  
00:54:46 Bud: Can you ask for referrals for stylists from your other stylists?  
00:55:06 Suzan McCreadie: Do you have contact details of your existing clients?  
00:55:30 Kevin: Yes, sounds like referral and word of mouth. BTW FB is social media.  
00:55:55 Carey Lindeman: Is there another company like yourself that you partner with?  
00:56:48 Jean-Marc Saint Laurent: How about a catalyst event at a speakeasy given the feel of your shop?  
00:56:56 Connie Ellefson: referral program from existing members  
00:57:20 Jim Martini: you could use social media to find friends of friends to reach out to outside of social media

00:57:31 Andrew Rowland: Head hunt candidates through recruitment sights/social media

00:57:51 Tom Fanning: Definitely sharing this with current community of clients, prospects, etc. from the standpoint of adding new, added value in the midst of all this.

00:57:58 Nathan Reimer: Even if you are exclusive, a really great Instagram account shows your story and creativity and will really encourage the clients that you seek and also attract stylists.

00:58:15 Ruth Potts: Maybe if you ask your own barbers what they love about working with you and have them written up to send out to your group one at a time to create excitement.

00:59:20 Tom: Be the artist... Revel in being exclusive

00:59:33 Danielle: Can we get your email address Carolyn?

01:00:15 CarolynJustin: [acaremm@gmail.com](mailto:acaremm@gmail.com) or 7192904336

01:00:41 Jim Martini: I'm grateful that most of the public discussion has moved on to re-opening

01:00:41 Tom Kimball: I let Chuck read the news for me.

01:01:28 Bud: Changed the words on a billboard I have to:

01:01:43 Bud: We Will Get Through This Together

01:01:55 Chuck Blakeman: Nice, Bud!

01:02:04 Ruth Potts: I agree nice Bud!

01:02:33 Nathan Reimer: Good news about the approval of additional Federal funds for small businesses and hearing from our bank that our application has been submitted

01:02:48 Kris Ditson: The garden nurseries are experiencing a huge spike in demand for edible plant seeds and seedlings.

01:03:00 Danielle: Carolyn, what is the name of your business so I can pass it along?

01:03:15 karen button: Great ideas to ponder...letting go of your attachment, re aligning your self with the new and death is certain, life is the uncertainty

01:03:24 Marlon: We just launched a solidarity campaign to help every business across the country unite with reopen signage at no cost to the businesses.

01:03:25 Bart Moyers: Reached out to all my clients who are my real estate clients and had pizza delivered to their hospitals with the help of another vendor. They were all encouraged and some took pictures and thanked me via Facebook.

01:03:40 jmcallister: It's great to see people coming together, asking about each other's health and families and really caring

01:03:58 Connie Ellefson: garden centers are essential business

01:04:11 Marlon: [sales@artisticags.com](mailto:sales@artisticags.com)

01:04:34 Tom Fanning: From 60 Minutes...GM and Ford have pivoted in 3 weeks to be churning out ventilators by the thousands...pretty amazing...

01:04:54 CarolynJustin: BarKeep Barber Club. I,Åd be happy to send info to anyone

01:05:48 Tom Fanning: And contact tracing is a new growth industry...hiring everywhere

01:05:53 Ruth Potts: Yes the engineers at Texas Speedway created a ventilator out of CPAP Machine while they are off.

01:07:12 Mary Keate: Petting zoo is spontaneously emerging in Cherry Hills! We have pigs, horses, chickens and rabbits. Looking for sheep and goats! Ride with your heart! Mary Keate

01:07:19 Andrew Rowland: Had people donate new and used tablets to help socialize seniors through our website

01:07:35 Tom: We started having a bunch of covid symptoms so we got a week off! feeling much better now, and still 2 days left!

01:09:15 Rob Sigmon: Sheww...I thought I was the only one, I talked to the Department of Redundancy about nothing for at least 20 hours last week!

01:09:32 Tom Fanning: Just like this..."community" at its core...

01:09:35 karen button: We are considering redoing our food ministry, picking up from wholefoods on the third thurs of the month. We need a place for people to meet at around 3 on that day

01:09:50 Bart Moyers: BFO: when you get squeezed - what comes out?

01:10:03 Kris Ditson: Do right & fear not!

01:10:07 Connie Ellefson: contemplation time is good, even if it feels bad at first

01:10:08 karen button: Great ideas to ponder....letting go of your attachment, re aligning your self with the new and death is certain, life is the uncertainty

01:10:09 Chuck Blakeman: Andrew - love the digital tablets story

01:10:13 Di Consiglio Marco: Dont be afraid

01:10:22 Mariah Runkle: when you get squeezed- what comes out of you! Posting this in my office! Thank you somuch!

01:10:24 Jim Martini: my favorite thing about being in a 3to5 club is the start of every meeting: Hi I'm Jim Martini and my Business Maturity Date is 6/17/22. It is so powerful to be with other people using the same 5 simple tools to reach business maturity

01:10:26 Paul Romig-Leavitt: Do right and fear not.

01:10:27 Tom: to live is Christ, to die is Gain!

01:10:37 Tom Kimball: free manure is not a crappy offer

01:10:41 Rob Sigmon: Don't be afraid to do what you don't want to do!

01:10:47 Di Consiglio Marco: and lot of love

01:11:40 Connie Ellefson: Great to see all the smiling faces!

01:11:48 Tom Fanning: Really good!!!

01:11:59 Tom Fanning: Willem Dafoe

01:12:06 J Skinner: What's the name of the Movie?

01:12:10 Tom Fanning: Disney+

01:12:20 Tom Fanning: Togo

01:12:29 J Skinner: The title?

01:12:31 Marlon: BFO - Great time to expand beyond our geography!

01:12:38 Tom Fanning: Togo

01:13:10 Paul Romig-Leavitt: Thanks for keeping our spirits high friends!!

01:13:15 Chuck Blakeman: Goals live on the other side of obstacles and challenges.  
Be relentless in pursuit of those goals, especially in the face of obstacles.  
Along the way, make no excuses and place no blame.  
- Ray Bourque

01:13:28 Tom Fanning: Great vibe today...Phoenix Rising indeed!!

01:13:39 Ruth Potts: Thanks Chuck, Thom and Sandy :) great zoom!

01:14:02 Cindy McGuire: so helpful to see you all this morning.  
good start to the week!

01:14:13 richardsteffen: Great call today! Screeeeeeamm!

01:14:36 Ruth Potts: What was the name of the tool that Mark Willis shared?

01:14:45 Jack: First time joining, really enjoyed it. See you next week.

01:14:46 Ruth Potts: Thank you!

01:14:51 Corinne Cates: Thanks!

01:14:52 Carey Lindeman: Inspiring call today