

abundance
freedom
confidence
assurance
wealth
energy
create inspire



EMERGING · WISDOM · ENTERPRISES

November 2005

Monthly Tips E-Zine!

What's New?

*I'm as busy as a bee these days creating fresh,
new and valuable training programs to help you
look, feel and sound more professional.
Just like the expert that you are!*

To make sure I am building the best live interactive training for those of you who are interested in becoming Professional and Certified TeleLeaders, **please help me by taking this short survey.** Only 10 questions designed to help me – to help you!

<http://www.surveymonkey.com/s.asp?u=793891512490>

To make room for the new, I'll be recording all of my current 1-hour teleclasses and creating **downloadable audio MP3 files** that you can easily access from my website. You'll love having the freedom to listen and learn anytime you want. Load them into your Ipod or burn them onto a CD so you can listen to them in the car!

Here are the hot topics for the **audio versions**:

- How To Answer The Question, "**So, What Do You Do?**"
- How To Create **Captivating Titles And Headlines**
- How To Create **Free Introductory Live Workshops**
- Top Ten Tips For **Creating Great Brochures**
- **Get Your New Website Up And Running:** Discover The 5 Biggest Challenges That Can Slow You Down And How To Conquer Them Fast!
- **The Info Chat:** Learn A Focused, Fast Way To Tap Into New Markets And Increase Your Client Base
- **The Art Of Questioning:** Ask The Right Questions, Close Sales Faster And Identify Your Ideal Clients

I invite you to join me as a guest!

There will be limited registrations, 4 – 6 participants, so I can give lots of attention to you and your particular challenges. Getting invited is easy!



Anna Canary

• : Training :
• : Writing :
• : Coaching :

A Recent Happy Client Tells Us...

I wanted you to know how helpful your after-class notes were to me.

The layout is superb/visually - very understanding... You've polished them up nicely

them up nicely. Thanks for giving so much in the workshop - I really appreciate it and will work with you again in the future.

You've got a great service!

Melissa Ford Taylor Black,
Personal Growth Programs
[Option Method Network](#)

Another Recent Happy Client Tells Us...

I have learned from Anna the clear, direct language that shows others how helpful and beneficial my work is - teaching drawing and drawing

[Email Me Today To Be invited As A Guest](#)

In the **subject line**, type the **name of the session above** that interests you. I will reply with your invite and the date, time and bridgeline.



Website Creation Tip

Several times a month I facilitate LIVE workshops for new entrepreneurs at Business Victoria. When it comes to organizing their new website, we hear the same thing over and over again from the students....

"My friend said he would help me design my website."

When we hear this, my colleagues and I feel like making a harmonized recording of our answer because our answer is always the same. Learn from the frustrations and struggles of your predecessors and make life easier on yourself. Here is what can happen.

- Your friend may be very good at designing you a site. The problems begin **when you want to make changes** or if you are **not happy with the design** your friend came up with. It is hard to tell a friend you don't like their design or are frustrated with their delays.
- When friends help you for free or as a hobby, **they do it when they can**. Usually they have paying clients who come first or even full time jobs so they'll work on your new site only when they can. That alone can make you feel stressed and frustrated!
- You'll see that when you first create a site, **many changes have to be made** until you are happy with it. This means direct attention by your designer. Hiring a web designer who'll be dedicated to making your many changes in a timely manner, speeds up the process. You will appreciate the professional service and speed at which you get it done.

Why not make creating a Website easier on yourself? Hire a trained web designer who knows their stuff and can do thing fast and properly. Sure it will cost something – after all it is truly an amazing creation – your web presence is carefully put into place piece by piece. It **can** be done in affordable ways – our **Web Creation Team** is determined to show you how.

Why Not Find Out?

Allow Us To Send A Quote To Design, Write And Host Your New Site!

Imagine how excited and happy you will be when it is ready to launch!

[Send Me A Website Creation Estimate Today!](#)



Try out this new **"Dear Anna"** Feature!

Send me your good questions about either **Sales, Websites** or **Teleclass Delivery** and I'll answer them here in this Monthly Tips E-Zine.

How fun!! You can start your letters with, of course...**Dear Anna!**

[Click here to write me a Dear Anna Letter](#)

drawing meditation. As I learned that language, I took its meaning in to myself. I now *know* and *feel* how beneficial what I do is; I am so much more confident and articulate when I talk or write about my work now.

Jackie Davies
(519) 875-3318
jackdaw@kwic.com

Dear Anna:

Quick question...what size enrollment do you recommend for a free teleclass? Or a paid class? Or series? Is there an optimum size to keep it manageable? Are there circumstances where going into the "lecture mode" is best?

Stephanie D., New TeleLeader

Dear Stephanie:

Think of it this way, if you can manage 20 – 25 people on a free teleclass then you can manage that size for a fee-based teleclass as well. Here are a couple of tips for managing a larger group:

- Make sure you do your "**TeleClass Protocol**" instructions clearly right near the beginning of your session - after you introduce yourself is a good time to do that. That will set the stage for the groups sharing of information.
- At start up, greet all people who join the class in the first 4 or 5 minutes. Later however, when you ask a question, invite only 3 or 4 people to answer it by saying, "**I'd like to hear from 3 or 4 people...**"
- I like to set the stage by role modeling how I want people to share. I ask them to state their name first and I add, "That's as easy as, '**Anna this Daniel**' or '**This is Susan.**' "
- Some bridge lines allow you to do what is called a **lock out**. What that does is eliminate the distracting sound that you hear when latecomers arrive. They can join the class easily enough, you just no longer keep hearing the little dings.
- For groups larger than 25 – 30, I recommend keeping the lines open for the first few minutes of greeting and introductions then **mute everyone** while you give your content lecture style for a while. You can **periodically unmute** everyone to allow for questions or interaction.

I tend to prefer that my fee-based classes are highly interactive. I like to give attention to as many people as I can and smaller numbers work better for what I call my "intensive" sessions. When I create my downloadable MP3 audio teleclasses, I will keep the numbers low to ensure a clearer sound.

**Another Recent
Happy Client
Tells Us...**

~~~~~  
**Hurry! Starting Soon...**

**Last time this year!**

***Join A Series – Learn With Your Peers!***

### **TeleClass Creation Intensive for New TeleLeaders:**

Earn respect and build a loyal following as a professional teleclass leader.

**Titles, Descriptions, Scripts, 1 hour sessions and After-Class Notes**

*(For TeleLeaders who have had basic formal TeleLeader Training)*

**[Register With This Link and Save \\$25 US!](#) (Reg. \$129 US)**

November 16, 23, 30 @ 2pm EST – One Hour Per Session

OR

### 4 Session Sales Intensive for Coaches:

Take the fear out of asking someone to hire you  
**Take Control, Ask the Right Questions, Set the Stage to Get Hired Faster**  
**Register With This Link And Save \$25 US!** (Reg. \$149 US)  
November 22, 23, 29 and Dec 1 @ 4pm EST – One Hour Per Session

## TeleClasses – On The House!

- ✓ How To Create **Captivating Titles And Headlines**
- ✓ How To Answer The Question: **“So. What Do You Do?”**
- ✓ **Get Your New Website Up and Running:** Discover The 5 Biggest Challenges That Can Slow You Down And How To Conquer Them Fast!

### Anna's Upcoming TeleClasses - Dates and Times

Many of you already know that a lot of good learning happens in my TeleClasses.  
That's the way I like to work...in a results-oriented way!

**Always available is one-on-one coaching, please visit my website to learn more.**

[www.AnnaNanary.com](http://www.AnnaNanary.com)

***Have A Great Month – Building Your Wonderful Business!***

Until next month...



**Anna Kanary**  
Emerging Wisdom Enterprises  
[anna@annakanary.com](mailto:anna@annakanary.com)  
(250) 381-7225

[Home](#) · [Services](#) · [TeleClasses](#) · [About Me](#) · [Contact](#) · [Resources](#)