



## **Michele Scism Speaker Information**

Thank you for your interest in having Michele speak at your upcoming tele-class, tele-summit, webinar or in person event.

**In this document we are including a link to Michele's photo, bio and descriptions for Michele's most requested signature talks.**

Please let us know which of these talk topics would be best for your audience.

If you should need any further information please feel free to contact us by email at [ClientCare@DecisiveMinds.com](mailto:ClientCare@DecisiveMinds.com) or by phone at 337-419-1860.

“Thanks for the opportunity to talk with you and your community – I really appreciate it!”

*Michele*

**Headshot photo:**

[http://decisiveminds.com/Michele\\_Scism.jpg](http://decisiveminds.com/Michele_Scism.jpg)

**Additional Information:**

**Michele's website:** [www.DecisiveMinds.com](http://www.DecisiveMinds.com)

**Link to join Michele's affiliate program:** [www.DecisiveMinds.com/affiliates](http://www.DecisiveMinds.com/affiliates)

**Connect with Michele:**

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

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

[www.Facebook.com/DecisiveMinds.com](http://www.Facebook.com/DecisiveMinds.com) (FB fan page)

**Short Bio – (100 words)**

Michele Scism is decisive, driven and committed to helping business owners build thriving businesses. She works with her clients to create the legacy they desire instead of just making a living.

Michele is a leading authority on business growth, an international speaker, an author and the Founder of DecisiveMinds.com. She is a serial entrepreneur who knows how it feels to fail miserably at business, at one time the bank actually called demanding their \$1.5 million back, and also knows how it feels to sign the contract to sell her company for \$9 million dollars. For business building tips visit <http://DecisiveMinds.com>

**Long Bio – (165 words)**

Michele Scism is decisive, driven and committed to helping business owners build thriving businesses. She works with her clients to create the legacy they desire instead of just making a living.

Michele is a leading authority on business growth and online marketing and the Founder of DecisiveMinds.com. Her clients call her “The Results Lady” because as a business strategist she uses her Decisive Minds Business Building Method to help entrepreneurs turn their passion into expert status and then profits. She is an international speaker, podcaster and author.

Michele’s knowledge in the areas of business growth and online marketing have been recognized during recent interviews on several web TV shows, including being interviewed by Kristi Frank from Donald Trump’s The Apprentice.

Known for her direct approach, desire to see business owners succeed, ability to get directly to the problem and her smile, Michele is a highly sought after speaker.

For free business building tips and how-to articles you can find Michele online at [www.DecisiveMinds.com](http://www.DecisiveMinds.com).

### **What others are saying about Michele:**

“After working with Michele to create a package deal for my programs, I had my 1<sup>st</sup> ever \$25,000 month and it was in December of all months. I can’t wait to see what this next year holds. Thanks Michele!”

**Joyce Jagger**, TheEmbroideryCoach.com

=====

“Being a client of Michele Scism’s has virtually changed my life. No hype! My income has grown, my list has exploded, my opportunities have multiplied and my mind has expanded as to what is possible! Run, run, run to become her client. You’ll never turn back!”

**Lynn Ruby**, RubyMarketingSystems.com

=====

“Michele is an entrepreneur who built her company's worth to over \$9 million and sold it. She has used her business experience to coach business owners from start-ups to those wanting to go from good to great. An integral part of her training is leadership requirements. I have had Michele train some of my associates in addition to attending several of her training sessions myself. I can think of no one more qualified to be a great advisor.”

**Gail Stolzenburg**, Business Consultant and Best Selling Author

=====

“Michele Scism taught me how to sell/close plain and simple. 2 months after hiring Michele I hosted a 1 day event. At that same event the year before I had closed less than 1000 dollars. With Michele's help on my close and logistics I closed 40K WOW!!!! I cannot believe I am saying this, but I LOVE SALES calls now and I am really good at SELLING!!!”

**Valorie Hubbard**, ActorsFastTrack.com

## **Michele's Most Popular Talks:**

On the following pages you will find 4 of Michele's most requested talks including descriptions and learning points. Let us know which talk you feel would best fit your audience. Also know that Michele has versions of these talks for any time frame you may be trying to fill – 10 minutes to 2 hours.

### **“Take The Risks or Get A Job: How to Make the Choices that will Make You More Money”**

#### ***Marketing Copy:***

Does the thought of having to give up your business because you aren't making the money you need keep you up at night? Do you look at other entrepreneurs and wonder why it looks so easy for them and it seems so hard for you? You are not alone. The good news is that creating a successful business is NOT impossible.

In fact, during this talk Michele will share with you a few simple shifts she applied in her business that took her business from \$0 to \$500,000 in under 4 years.

#### **Join Michele Scism and learn:**

- What LeBron James and Oprah have to do with her success
- The 3 things that are standing between you and where you want to be
- Michele's **Top 7 Time Suckers** for Entrepreneurs
- Michele's **Top 7 Money Making Must Do's** for Entrepreneurs
- The #1 decision you must make to build a thriving business

## “3 Conversion Tips That Will Double Your Sales in the Next 30 Days”

### **Marketing Copy:**

An entrepreneur doesn't just “survive”. A REAL entrepreneur changes the world. They make a difference in people's lives and they build lasting institutions. They create a LEGACY. If you're serious about being successful, about living the life you envision, about changing the world for the better then it's TIME TO GET REAL. Real about who you are, where you want to be and what you're willing to do to get there. Michele Scism is a REAL entrepreneur, having built multiple million dollar businesses. Now she uses her knowledge of sales conversion and systems to help entrepreneurs make a difference and a lot of money.

### **Join Michele Scism and learn:**

- The 1 true test to see if you are a business owner
- The **5 points of conversion** for all businesses
- **3 Tips to increase your conversion** and close more sales

+++++

## “Results Based Selling: Stop Wasting Your Time with Strategy Sessions and Sales Calls”

### **Marketing Copy:**

You are doing everything you can think of to meet your potential new client. You finally get someone to pay attention and book an appointment with you and then the real dread kicks in. You are going to have to actually ask for the money. They are going to give you ever excuse as to why they can't hire you. “If I could only get them to see the value in what I offer” you think. Sound familiar?

Michele Scism gets it. In fact, during her 1<sup>st</sup> year in business as a business coach she only made \$12,000. Then she made a few simple tweaks to her system and built a half million dollar business in less than 4 years.

### **Join Michele Scism and learn:**

- The #1 reason people **don't buy from you**
- How to **avoid “sales” calls** and still make loads of money
- Why **sympathy** has stunted your sales

## “Business Growth and Your Profitable Bottom Line”

### ***Marketing Copy:***

Small business owners like you are the driving force of the economy. In the US alone there are 29 million small business owners and 22 million of them are true solopreneurs with no full time employees. These gutsy risk takers generate over \$8 Trillion of the annual US GDP.

Sounds great, right? Then why do only 3 out of 7 small businesses make it to their 10<sup>th</sup> anniversary? It's simply because they do not know how to grow their business with profitable product and service lines. When you don't pay attention to the bottom line you will go broke!

Michele Scism is a serial entrepreneur who has built and sold multiple family businesses. She knows the painful results of not paying attention to the bottom line and she has also reaped the rewards of figuring it out by selling her trucking company for \$9 Million. Now she shares with you how to grow your business and make more money.

### **Join Michele Scism and learn:**

- The #1 reason you're fighting the **feast or famine** business battle
- How to **expand your business** and your **PROFIT**
- How to **turn expenses into Profit Centers**