

#SoloPR Chat – 6/8/11

[dariasteigman](#): Thx for sticking with me. A presumably very-relaxed [@KellyeCrane](#) will be back in her usual spot next week. [#solopr](#)

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• [cathyannsauer](#): I don't even offer PR anymore other than helping out my PR buds, and still love this chat. Many similar tactics to my biz. Tx all! [#solopr](#)

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• [garrettkuk](#): [@cherripbuzz](#) [@mediacoach](#) yellow flags go up with hesitation to up-front deposit [#solopr](#)

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• [MaxwellStevens](#): Is that the end? Thanks for a great chat! RT [@dariasteigman](#): Wow. The [#solopr](#) hour always goes by really fast. Convo today was awesome!

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• [karensxim](#): Lol [@jgombita](#) not fond of the stench of indecision! [@3HatsComm](#) [@karensxim](#) [@PRjeff](#) [#solopr](#)

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• [socialitestatus](#): [@3HatsComm](#) that video was awesome. [#solopr](#)

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• [dconconi](#): funny!! RT [@jgombita](#): [@3HatsComm](#) [@karensxim](#) [@PRjeff](#) yes. Gives off sweaty, smelly vibes of indecision (even if dry-arm & face). [#solopr](#)

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•

[MediaCoach](#): Thank you all for your erudition and invaluable advice, but special thanks to Daria for expert facilitation. Toodle-Pip! [#solopr](#)

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•

[davispr](#): [@dariasteigman](#) thank you for moderating today! [#solopr](#)

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[MarketingMel](#): Click your heels and repeat after me, "Our ideas have value...our ideas have value." [#soloPR](#)

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•

[jbisbee](#): Enjoyed it, bye folks! RT [@dariasteigman](#): Wow. The [#solopr](#) hour always goes by really fast. Conversation today was awesome!

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•

[TomiLinda](#): Sorry I missed [#solopr](#) today. Will join in next week and will be reading the transcript

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•

[jbisbee](#): RT [@davispr](#): Webinar on Growing and Protecting your Independent Practice on 7/27. [@prjeff](#) is a speaker! <http://bit.ly/jLtSYM> (expand) [#solopr](#)

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[dariasteigman](#): Wow. The [#solopr](#) hour always goes by really fast. Conversation today was awesome!

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[jgombita](#): [@3HatsComm](#) [@karenschwim](#) [@PRjeff](#) yes. Gives off sweaty, smelly vibes of indecision (even if dry-arm & face). [#solopr](#)

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•

[JuleszunichPR](#): [@dariasteigman](#) Thanks. I'm watching. Chatting with friends and waiting for my lunch date :) [#SoloPR](#)

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•

[BlueprintCG_PR](#): Well at least they see u as knowledgeable enough to want 2 pick ur brain RT [@CherriPRBuzz](#): "You pick my Brain, I pick your wallet" [#solopr](#)

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•

[BenitaTyler](#): RT [@davispr](#): Webinar on Growing and Protecting your Independent Practice on 7/27 [@prjeff](#) is a speaker! <http://bit.ly/jLtSYM> (expand) [#solopr](#)

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•

[CherriPRBuzz](#): "You pick my Brain, I pick your wallet" << I LOVE THIS!!! [#solopr](#)

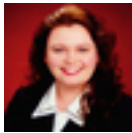
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[dconconi](#): RT [@jgombita](#): RT [@MediaCoach](#): [@jgombita](#) Anyone can receive my PR and media tips ezine from <http://tinyurl.com/67dh5x> (expand) [#solopr](#)

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•

[3hatscomm](#): Bwah! RT [@MarketingMel](#): Need to use that! RT [@PRjeff](#): U pick my brain, I pick ur wallet. [#solopr](#)

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•

[dariasteigman](#): Now U can focus on quality clients. RT [@PRProSanDiego](#): Red flagsL Just canned a client for pulling about two-thirds of them. [#soloPR](#)

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•

[PRProSanDiego](#): An hour of professional validation, yesss! RT [@AerialEllis](#): [#SoloPR](#) always reassures me that I'm not the only one. Love the chat!

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[davispr](#): Ha! Yes! RT [@PRjeff](#): U pick my brain, I pick ur wallet... [#solopr](#)

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[byron_fernandez](#): RT [@PRProSanDiego](#): Jumping in very late due to actual work. Co-sign on ALL the red flags. Just canned a client for pulling about two-thirds of them. [#soloPR](#)

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[jgombita](#): RT [@MediaCoach](#): [@jgombita](#) Anyone can receive my PR and media tips ezine from <http://tinyurl.com/67dh5x> (expand) [#solopr](#)

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[PRProSanDiego](#): Jumping in very late due to actual work. Co-sign on ALL the red flags. Just canned a client for pulling about two-thirds of them. [#soloPR](#)

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[jgombita](#): How about, "Would you mind looking over..." RT [@MarketingMel](#): 1."I just want to pick your brain." [#soloPR](#)

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• [3hatscomm](#): [@jgombita](#) [@karensxim](#) [@PRjeff](#) And not accountable for when they do make decisions, esp. if against your advice. [#solopr](#)

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• [cathyannsauer](#): Smile on my face :)RT [@PRjeff](#): U pick my brain, I pick ur wallet... RT [@MarketingMel](#): Red flags:"I just want to pick your brain." [#solopr](#)

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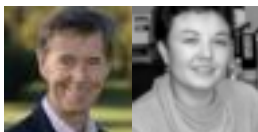
• [CherriPRBuzz](#): RT [@dconconi](#): Q4 outrageous expectations, despite many attempts to manage them- youll never win [#solopr](#)

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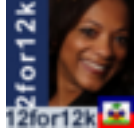
• [MarketingMel](#): Ditto! RT [@AerialEllis](#): [#SoloPR](#) always reassures me that I'm not the only one. Love the chat!

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• [MediaCoach](#): [@jgombita](#) Anyone can receive my PR and media tips ezine from <http://tinyurl.com/67dh5x> ([expand](#)) [#solopr](#)

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•

[karensxim](#): RT [@krisTK](#): A4: If they havent thought about overall business goals (and dont want to), I know its futile to try to help them [#soloPR](#)

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•

[dariasteigman](#): Me too. RT [@AerialEllis](#): [#SoloPR](#) always reassures me that I'm not the only one. Love the chat!

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•

[KateWinckler](#): Awesome! RT [@davispr](#): Webinar on Growing and Protecting your Independent Practice on 7/27 [@prjeff](#) is a speaker! <http://bit.ly/jLtSYM> (expand) [#soloPR](#)

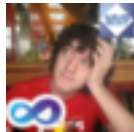
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•

[MarketingMel](#): Need to use that! RT [@PRjeff](#): U pick my brain, I pick ur wallet... RT [@MarketingMel](#): Red flags: "I just want to pick your brain." [#soloPR](#)

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[RyannosaurusRex](#): RT [@MarketingMel](#): A. 4 Red flags: 1. "I just want to pick your brain." 2. An endless stream of correspondence w/ person & never see any money! [#soloPR](#)

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• [CherriPRBuzz](#): RT [@mediacoach](#): [@garrettkuk](#) [@CherriPRBuzz](#) We charge 50% of annual fees up-front. Never been a problem. [#soloPR](#)

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• [CherriPRBuzz](#): RT [@garrettkuk](#): [@CherriPRBuzz](#) (or others) -- have clients pushed back on up-front deposit? my clients accept this as SOP [#soloPR](#)

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[dariasteigman](#): Absolutely. RT [@JeffCarpenter](#): They ask for a discount right away. Those clients ALWAYS end up being more work than the others. [#soloPR](#)

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• [AerialEllis](#): [#SoloPR](#) always reassures me that I'm not the only one. Love the chat!

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• [jgombita](#): +Can't make decisions RT [@karensim](#) Internal chaos, everything urgent, scattered strategy, unwilling listen/take counsel, slow pay\$ [#soloPR](#)

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[dariasteigman](#): A4. Another red flag: You report person who isn't the decisionmaker. They always want something different. [#soloPR](#)

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•

[krisTK](#): A4: If they haven't thought about overall business goals (and don't want to), I know it's futile to try to help them [#solopr](#)

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•

[dconconi](#): excellent point! RT [@PRjeff](#): A4: Could you see an ad agency only getting paid if the ad produced x # of sales? [#solopr](#)

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•

[PRjeff](#): U pick my brain, I pick ur wallet... RT [@MarketingMel](#): Red flags:"I just want to pick your brain." [#solopr](#)

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•

[davispr](#): Quick commercial - Webinar on Growing and Protecting your Independent Practice on 7/27. [@prjeff](#) is a speaker! <http://bit.ly/jLtSYM> (expand) [#solopr](#)

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•

[dconconi](#): RT [@karensxim](#) [@3hatscomm](#):For current clients- project creep; they want 2 change the deadlines, add on items.. w/out adjusting budget [#solopr](#)

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[AerialEllis](#): Yes! Annoyed. RT [@MarketingMel](#): "I just want to pick your brain." An endless stream of correspondence & never see any money! [#solopr](#)

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[PRjeff](#): A4: Could you see an ad agency only getting paid if the ad produced x # of sales? [#solopr](#)

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[3hatscomm](#): A4: If they act like this. <http://youtu.be/R2a8TRSgzZY> One of my faves "vendor-client relationship" video. Enjoy after the chat. [#solopr](#)

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[socialitestatus](#): RT [@AerialEllis](#): Ultimate red flag: No or low budget with million dollar expectations. [#solopr](#) <<with you 100%

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[KimbaGreen](#): Red flags: Demanding a proposal today but it takes two weeks for your questions to be answered. [#solopr](#)

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•

[krisTK](#): RT [@BlueprintCG_PR](#): Who got in this business to work/manage tasks? More to solve/prevent problems. So that's def not a Consultant [#solopr](#)

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•

[cathyannsauer](#): YES! RT [@MarketingMel](#): Red flags: "I just want to pick your brain." An endless stream of correspondence & never see any money! [#solopr](#)

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[janetfalk](#): [#soloPR](#) Asking what might the expenses be? Not focusing on the value to be created.

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•

[PRjeff](#): RT [@karensxim](#): A4: Internal chaos, everything urgent, scattered strategy, unwilling to listen/take counsel, slow responses/payments [#solopr](#)

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•

[AerialEllis](#): Ultimate red flag: No or low budget with million dollar expectations. [#solopr](#)

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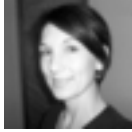
[dariasteigman](#): This is a run, run, run away for me too. RT [@KimbaGreen](#): Red Flags: Wanting everything but at a cut rate price. [#solopr](#)

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[karensim](#): RT [@3hatscomm](#): For current clients- project creep; they keep wanting to change the deadlines, add on items.. w/out adjusting budget [#solopr](#)

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[KateWinckler](#): Q4. Change their mind on strategy frequently; can't get mgmt to make key decisions; not good fit as partners [#solopr](#)

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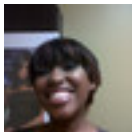
[diconconi](#): Q4.2: the client who questions everything and eats up time with administrative busywork and pays late! [#solopr](#)

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[dariasteigman](#): [@mediacoach](#) Though the money Q can save everyone a lot of time. [#solopr](#)

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[tronise](#): RT [@AerialEllis](#): More red flags: No sense of time/direction & respect for deadlines, wants to only pay for placement. [#solopr](#)

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•

[karensxim](#): Big one! RT [@KimbaGreen](#): Red Flags: Wanting everything but at a cut rate price. [#solopr](#)

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•

[dariasteigman](#): A4 Once had prospect leverage/use MY name as "the expert" in his mbership newsletter b/f we had a contract. I ran away. [#solopr](#)

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[MediaCoach](#): A4 Red flags: Request to travel with no fee upfront, Asking "How much?" as first question. [#solopr](#)

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•

[jombita](#): [@mediacoach](#) tell us more about your MediaMug and your ezine? Can anyone sign up to receive it? [#solopr](#)

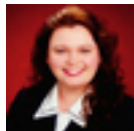
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[karensxim](#): A4: Internal chaos, everything is urgent, scattered strategy, unwilling to listen/take counsel, slow responses/payments [#solopr](#)

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•

[3hatscomm](#): Heh. RT [@PRjeff](#): A4: If business owner is wearing a "PR People are Flacks" T-shirt. [#soloPR](#)

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[janetlfalk](#): [#soloPR](#) Too busy to be available, but want ink

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[jbisbee](#): Q4: I like to prequalify the lead so I can manage expectations vs. budget reality [#soloPR](#)

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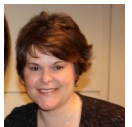
[socialitestatus](#): [@PRjeff](#) I had an issue like that a year ago & they kept trying to convince me to work for them. [#soloPR](#)

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[MarketingMel](#): [@PRjeff](#) Oh, please! I hope you introduced them to the concept of paid advertising! [#soloPR](#)

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[davispr](#): A4 micromanagement, keeping us out of the loop, ignoring/not asking our counsel on key issues, late payment, etc. Not worth it! [#soloPR](#)

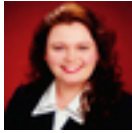
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[krisTK](#): RT [@dariasteigman](#): Q4: What are your "red flags" to walk away from a client or project? [#solopr](#)

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[3hatscomm](#): A4: For current clients, I'd say project creep; they keep wanting to change the deadlines, add on items.. without adjusting budget [#solopr](#)

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[cathyannsauer](#): Always present & conduct yourself as a business not a freelancer <http://ow.ly/5dfyv> [#solopr](#)

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•

[AerialEllis](#): More red flags: No sense of time/direction & respect for deadlines, wants to only pay for placement. [#solopr](#)

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[KimbaGreen](#): Red Flags: Wanting everything but at a cut rate price. [#solopr](#)

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[BlueprintCG PR](#): When they focus on the now & not long term RT [@dariasteigman](#): Q4: What are your "red flags" to walk away from a client or project? [#solopr](#)

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[dariasteigman](#): LOL RT [@PRjeff](#): A4: If business owner is wearing a "PR People are Flacks" T-shirt. [#solopr](#)

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[dariasteigman](#): A4. Won't talk money is a big one for me too. Means they're just looking to pick your brain. [#solopr](#)

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[MarketingMel](#): A. 4 Red flags: 1."I just want to pick your brain." 2. An endless stream of correspondence w/ person & never see any money! [#soloPR](#)

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[PRjeff](#): A4: If business owner is wearing a "PR People are Flacks" T-shirt. [#solopr](#)

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•

[PRjeff](#): A4: Just had one. Was offered commission-only work, and only for national placements. [#solopr](#)

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• [sociallifestatus](#): RT [@dconconi](#): Q4 outrageous expectations, despite many attempts to manage them- you'll never win [#solopr](#)<< yes & yes

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• [BlueprintCG PR](#): [@KristK](#) Who got in this business to work/manage tasks? U got in it to solve/prevent problems. So that's def not a Consultant [#solopr](#)

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• [dariasteigman](#): RT [@3HatsComm](#): A4: Red flags 1) they want free test project 2) they won't talk money 3) they won't answer your questions. [#solopr](#)

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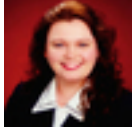
• [MediaCoach](#): [@jgombita](#) You bet. I'm giving him my weekly MediaMug award in my ezine on Friday. His name is funny here too. [#solopr](#)

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• [BlueprintCG PR](#): Exactly. When ur a Consultant then only see u as a task solver [#solopr](#) RT [@KristK](#): A3: Introduced myself to lo... (cont) <http://deck.ly/~Qi7wy>

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[3hatscomm](#): [@dariasteigman](#) A4: Red flags 1) they want free test project 2) they won't talk money 3) they won't answer your questions. [#solopr](#)

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[dconconi](#): Q4 outrageous expectations, despite many attempts to manage them- you'll never win [#solopr](#)

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•

[dariasteigman](#): RT [@AerialEllis](#): Red flags: Sense of urgency on everything, late/missed payments, ignoring counsel/strategy/plans, etc [#solopr](#)

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•

[karensxim](#): RT [@dariasteigman](#): Q4: What are your "red flags" to walk away from a client or project? [#solopr](#)

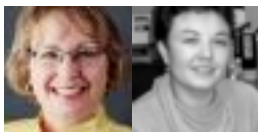
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[dariasteigman](#): [@JulesZunichPR](#) Hi! Just hitting Q4 (red flags). [#SoloPR](#)

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•

[MarketingMel](#): [@jgombita](#) [@mediacoach](#) I think Weiner's utter lack of a PR plan is worth noting here. Sparring w/reporters is not a strategy. [#soloPR](#)

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•

[AerialEllis](#): RT [@PRjeff](#): It would seem what we call ourselves pales in comparison to our track record, results. [#soloPR](#)

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[jgombita](#): [Don't obsess on wordsmithing?] RT [@PRjeff](#): It would seem what we call ourselves pales in comparison to our track record, results [#soloPR](#)

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[AerialEllis](#): Red flags: Sense of urgency on everything, late/missed payments, ignoring counsel/strategy/plans, etc [#soloPR](#)

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[jbisbee](#): In this down economy, digital age and convergence of mktg strats, find myself becoming an outsource brand manager, problem-solver [#soloPR](#)

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[juleszunichPR](#): I became so involved in writing that I blew right past [#SoloPR](#) chat. Darn! Will have to catch up later.

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[krisTK](#): [@3hatscomm](#) [@KateWinckler](#) Basically response was "We provide full range of comms services to our clients, which go beyond writing" [#solopr](#)

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[PRjeff](#): Cool RT [@BlueprintCG_PR](#): I could never think of myself a small biz owner. Born an entrepreneur-been finding/solving mkt voids since [#solopr](#)

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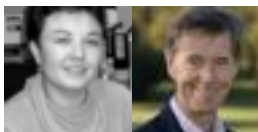
[dconconi](#): RT [@dariasteigman](#): Q4: What are your "red flags" to walk away from a client or project? [#solopr](#)

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[karensxim](#): Well said! RT [@PRjeff](#): It would seem what we call ourselves pales in comparison to our track record, results. [#solopr](#)

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[jgombita](#): [@mediacoach](#) I take it Weiner's 15 minutes of fame crossed the pond... [#solopr](#)

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•

[MarketingMel](#): Yet another brilliant tweet from [@PRjeff](#): It would seem what we call ourselves pales in comparison to our track record, results. [#soloPR](#)

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[dariasteigman](#): [@PRjeff](#) Agreed, but it can define how OTHERS perceive us. And sometimes our choices limit us too. [#soloPR](#)

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•

[MarketingMel](#): [@BlueprintCG](#) [@BenitaTyler](#) Good points that we are all risk takers and change agents! [#soloPR](#)

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•

[PRjeff](#): It would seem what we call ourselves pales in comparison to our track record, results. [#soloPR](#)

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•

[MaxwellStevens](#): ROTFL!!! RT [@mediacoach](#): [@KristK](#) [@MaxwellStevens](#) It's perfectly respectable here. I expect even Congressman Weiner does it. [#soloPR](#)

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•

[AerialEllis](#): [@BlueprintCG_PR](#) I'm fine with being called an entrepreneur. I think it makes more sense as the owner of a PR consultancy. [#soloPR](#)

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•

[dconconi](#): good point! RT [@akenn](#): I agree - maybe its a regional thing though? Big consulting agencies are understood - It has cred [#soloPR](#)

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[dariasteigman](#): Q4: What are your "red flags" to walk away from a client or project? [#soloPR](#)

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•

[karenswim](#): [@TShryerPR](#) Hi! Yay for work but boo hiss that you're missing the chat. :-) [#soloPR](#)

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•

[jgombita](#): [@JanetLFalk](#) love that. When I was on the chapter board of a comms assoc., PD VP colleague held a Flacks and Hacks golf tourney. [#soloPR](#)

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•

[BenitaTyler](#): This one's a keeper RT [@BlueprintCG_PR](#): Entrepreneur sees a need, and takes the risks to fill it [#solopr](#)

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[BlueprintCG_PR](#): In a general life sense, I'm an entrepreneur/change maker. In my field, I'm a Strategist & Business Collaborator [#solopr](#)

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[MediaCoach](#): [@KristK](#) [@MaxwellStevens](#) It's perfectly respectable here. I expect even Congressman Weiner does it. [#solopr](#)

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•

[dariasteigman](#): Q4 coming up... [#solopr](#)

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•

[akenn](#): I agree - maybe it's a regional thing though? RT [@dconconi](#) Big consulting agencies are understood - It has cred [#solopr](#)

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[dariasteigman](#): [@TShryerPR](#) [waves hello] [#solopr](#)

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•

[MaxwellStevens](#): Nice! RT [@BlueprintCG_PR](#): An entrepreneur sees a need, a void, an opportunity & takes the risks to fill it [#solopr](#)

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• [janetlfalk](#): [@dariasteigman](#) [#soloPR](#) that's why I call it a typo

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• [BlueprintCG_PR](#): I could never think of myself a small business owner. I was born an entrepreneur & have been finding/solving mkt voids since a teen [#solopr](#)

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• [TShryerPR](#): Just wanted to pop in and say hi. Work has taken over my favorite hour of the week! [#solopr](#)

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• [3hatscomm](#): [@krisTK](#) What was your reply to the editor? cc [@KateWinckler](#) [#solopr](#)

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• [MediaCoach](#): RT Works for me [@MarketingMel](#) [@KristK](#) Isn't a consultant someone with a suitcase who's 100 miles from home? [#soloPR](#)

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•
[socialitestatus](#): RT [@AerialEllis](#): [@JanetLFalk](#) I thought the "F" word meant "free." Its all wrong for me. [#solopr](#) <<hahaha!

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•
[dariasteigman](#): Agreed. & more biz people need to think this way. RT [@BlueprintCG_PR](#): Entrepreneur sees a need, & takes the risks to fill it [#solopr](#)

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[AerialEllis](#): [@JanetLFalk](#) I thought the "F" word meant "free." Its all wrong for me. [#solopr](#)

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•
[karenswim](#): Lol, that's what I thought too! RT [@janetlfalk](#): [#soloPR](#) I thought the F word was flack, not Freelance [#solopr](#)

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•
[dconconi](#): Big consulting agencies are understood - It has cred RT [@socialitestatus](#): consultant is interpreted as unemployed unfortunately. [#solopr](#)

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•

[BlueprintCG_PR](#): An entrepreneur sees a need, a void, an opportunity & takes the risks to fill it [#solopr](#)

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•

[akenn](#): Glad I haven't rec'd same response to "consultant" as [@krisTK](#) but like the way that she thinks! [#solopr](#)

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[krisTK](#): ROTFL RT [@MaxwellStevens](#): Um...can you say that here? :-/ RT [@mediacoach](#): So how do you dunk your biscuits? [#solopr](#)

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•

[davispr](#): Love this article I posted here the other day:
<http://smallbiztrends.com/2011/06/consultant-freelancer-entrepreneur.html> [#solopr](#)

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[dariasteigman](#): [@MaxwellStevens](#) Of course, HE was unemployed. And a jerk. :) [#solopr](#)

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•

[KateWinckler](#): Love this! RT [@BlueprintCG_PR](#): [@KateWinckler](#) Think like an entrepreneur & you'll see growth beyond that of a small business [#solopr](#)

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[MarketingMel](#): [@KristK](#) Isn't a consultant someone with a suitcase who's 100 miles from home? [#soloPR](#)

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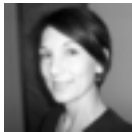
[MaxwellStevens](#): RT [@dariasteigman](#): A3. Early on, used consultant. Person said, "oh, you're unemployed?" Me: No, I OWN a business. Made me conscious of the choices. [#solopr](#).

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[janetlfalk](#): [#soloPR](#) I thought the F word was flack, not Freelance

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[KateWinckler](#): Wow. [@krisTK](#): A3: Introduced myself to local newspaper editor as "PR consultant" and she asked about my "per word" rate to write. [#solopr](#)

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[krisTK](#): [@dariasteigman](#) [@JanetLFalk](#) Freelance isn't a business strategy either, IMO. [#solopr](#)

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• [davispr](#): Same here. We have so many capabilities. RT [@krisTK](#): A3: I say "I lead a PR consulting firm." Moving away from "Im a PR consultant" [#solopr](#)

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• [BlueprintCG_PR](#): I find that if ur a Consultant then you're only called in to solve problems. That's bad for long term growth [#solopr](#)

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• [MaxwellStevens](#): Um...can you say that here? :-/ RT [@mediacoach](#): [@MarketingMel](#) [@jgombita](#) So how do you dunk your biscuits? [#solopr](#)

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• [socialitestatus](#): I use strategist because my business is evolving and consultant is interpreted as unemployed unfortunately. [#solopr](#)

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• [BlueprintCG_PR](#): [@KateWinckler](#) Think like an entrepreneur & you'll see growth beyond that of a small business owner's mindset [#solopr](#)

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[krisTK](#): A3: Introduced myself to local newspaper editor as "PR consultant" and she asked about my "per word" rate to write. [#solopr](#)

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[dariasteigman](#): [@JanetLFalk](#) Freelance is not a business term. [#solopr](#)

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[MaxwellStevens](#): Good advice for my 2nd year in 2012. RT [@BlueprintCG_PR](#): [@karensxim](#) [@maxwellstevens](#) every year ensures growth & drives your value [#solopr](#)

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[jgombita](#): [@dconconi](#) too funny, considering "biscuits" have a really different meaning in the southern USA [@MediaCoach](#) [@MarketingMel](#) davispr [#solopr](#)

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[MarketingMel](#): If my [#soloPR](#) friends could all experience the record heat here in the sunny south they would be begging for iced tea!

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•

[dconconi](#): yep RT [@dariasteigman](#): A3. these terms can be "loaded." Make sure you pick the right one for the audience/occasion. [#solopr](#)

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•

[dariasteigman](#): A3. Early on, used consultant. Person said, "oh, you're unemployed?" Me: No, I OWN a business. Made me conscious of the choices. [#solopr](#).

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•

[jgombita](#): [@mediacoach](#) ([@MarketingMel](#)) did you do the Tim-Tam Slam when in Oz? (Would be kind of yucky with iced tea.) :-) [#solopr](#)

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•

[socialitestatus](#): [@KristK](#) fly-by-night is an understatement. [#solopr](#)

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[dconconi](#): you mean cookies? ;-) RT [@MediaCoach](#): [@MarketingMel](#) [@jgombita](#) So how do you dunk your biscuits? [#solopr](#)

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[janetlfalk](#): [@dariasteigman](#) The F word is a TYPO as far as I'm concerned. JanetLFalk [#solopr](#)

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[dariasteigman](#): RT [@krisTK](#): [@akenn](#) I realized I wanted to focus on the company, not myself. Lots of fly-by-night consultants these days. i'm long term. [#solopr](#)

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•

[krisTK](#): [@akenn](#) I realized I wanted to focus on the company, not myself. Lots of fly-by-night consultants these days. i'm long term. [#solopr](#)

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•

[dariasteigman](#): A3. Important to recognize that these terms can be "loaded." Make sure you pick the right one for the audience/occasion. [#solopr](#)

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•

[MarketingMel](#): Question is how do we refer to ourselves on [#soloPR](#). I'm a public relations strategist.

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•

[AerialEllis](#): Same here. Great point. RT [@krisTK](#): A3: I say "I lead a PR consulting firm." Moving away from "I'm a PR consultant" [#solopr](#)

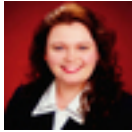
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[davispr](#): [@MarketingMel](#) [@mediacoach](#) [@jgombita](#) iced and sweet here in SC :) [#solopr](#)

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[3hatscomm](#): This. RT [@krisTK](#): [@MediaCoach](#) Be careful. Those could be fighting words (from the land of Sweeet Tea). [#solopr](#)

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•

[dconconi](#): also good! Depends on the client need. RT [@karensxim](#): A3: Depends, PR/Marketing communications specialist mostly, never entrepreneur [#solopr](#)

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[MediaCoach](#): [@MarketingMel](#) [@jgombita](#) So how do you dunk your biscuits? [#solopr](#)

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[krisTK](#): RT [@BlueprintCG](#) [PR](#): Position yourself as Consultant then it's project based; position as Collaborator then ur needed [#solopr](#)

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•

[CareerFinesse](#): RT [@karensxim](#): A3: Depends, PR/Marketing communications specialist mostly, never entrepreneur [#solopr](#)

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•

[BlueprintCG_PR](#): [@MaxwellStevens](#) Then I strongly recommend u read Million Dollar Consulting. It's a complete paradigm shift & you'll see a new light [#solopr](#)

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[jgombita](#): [@mediacoach](#) [@MarketingMel](#) laugh when 'muricans order "hot tea" in Canadian restaurants. With us, hot is the default. [#solopr](#)

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[MaxwellStevens](#): RT [@BlueprintCG_PR](#): Learned u should position yourself as a Collaborator b/c then ur seen as teaching them how 2 fish RT [@karensxim](#): RT [@dariasteigman](#): [#solopr](#)

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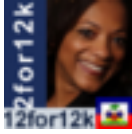
[krisTK](#): [@MediaCoach](#) Be careful. Those could be fighting words (from the land of Sweeet Tea). [#solopr](#)

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[dariasteigman](#): The "f" word is definitely banned. RT [@KristK](#): Amen. RT [@jbisbee](#): Q3: All three! Depends on the audience. But never the "f" word. [#solopr](#)

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•

[karensxim](#): A3: Depends, PR/Marketing communications specialist mostly, never entrepreneur [#solopr](#)

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[BlueprintCG_PR](#): [@karensxim](#) [@maxwellstevens](#) Chopping bottom 1/2 of business every year ensures growth & drives your value [#solopr](#)

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•

[MarketingMel](#): [@mediacoach](#) [@jgombita](#) Not in Tennessee my international friends! Iced tea for me :) [#soloPR](#)

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[akenn](#): [@krisTK](#) is that because you have staff now? or is there another reason for the change? [#solopr](#)

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•

[jbisbee](#): Good advice RT [@cathyannsauer](#): A3 BTW do not use "entrepreneur" in your biz name, etc. Entrepreneur mag will sue. <http://ow.ly/5b8oL> [#solopr](#)

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[BenitaTyler](#): I agree with [@jbisbee](#) and [@dariasteigman](#). My answer depends on the context and environment. [#soloPR](#)

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[dariasteigman](#): RT [@BlueprintCG_PR](#): Position urself as Consultant then it's project based; position as Collaborator then ur needed RT [@karensxim](#): RT [@dariasteigman](#): [#solopr](#)

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[BlueprintCG_PR](#): Position urself as Consultant then it's project based; position as Collaborator then ur needed RT [@karensxim](#): RT [@dariasteigman](#): [#solopr](#)

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[dconconi](#): RT [@KateWinckler](#): I have gone door to door as well but find that networking through clients and at industry functions is best [#solopr](#)

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[dariasteigman](#): [@KristK](#) A3 I definitely see myself as an entrepreneur. Finding biz opportunities, pivoting, etc. [#solopr](#)

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• [MediaCoach](#): [@MarketingMel](#) [@jgombita](#) Sorry, but have to tell you that tea is served warm, with milk or lemon. Not iced. [#solopr](#)

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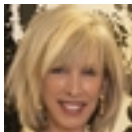
• [krisTK](#): Amen. RT [@jbisbee](#): Q3: All three! Depends on the audience. But never the "f" word. [#solopr](#)

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• [KateWinckler](#): Q3 Yes, depends on audience. "consultant" usually works well, too [#solopr](#)

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• [cathyannsauer](#): A3 BTW do not use "entrepreneur" in your biz name, web title, etc. Entrepreneur magazine will sue. <http://ow.ly/5b8oL> [#solopr](#)

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• [dariasteigman](#): A3 Biz owner 1st. Distinguishes me from all the out-of-work consultants. What's 2nd depends on the audience. [#solopr](#)

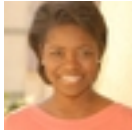
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[krisTK](#): A3: I say "I lead a PR consulting firm." Moving away from "I'm a PR consultant" (never thought of myself as an entrepreneur) [#soloPR](#)

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•

[ZaraGreen](#): Yep, that's what I say! ;-) RT [@karensxim](#): As the always insightful [@ZaraGreen](#) says next better than your last [@MediaCoach](#) [#soloPR](#)

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[BlueprintCG_PR](#): Learned u should position yourself as a Collaborator b/c then ur seen as teaching them how 2 fish RT [@karensxim](#): RT [@dariasteigman](#): [#soloPR](#)

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•

[karensxim](#): [@BlueprintCG_PR](#) Very smart strategy, learned that before I started & it has been valuable advice [#soloPR](#)

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•

[MarketingMel](#): [@mediacoach](#) [@jgombita](#) Hello my good [#soloPR](#) friends. Glad to be having tea with you again! (Mine's iced!)

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•

[CareerFinesse](#): RT [@karensxim](#): RT [@dariasteigman](#): Q3: How do you refer to yourself: small biz owner, consultant, entrepreneur, other? [#solopr](#)

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[jbisbee](#): Q3: All three! Depends on the audience. But never the "f" word if I can avoid it. [#solopr](#)

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[dariasteigman](#): [@samberm](#) It's tricky, & no one answer. Depends on your goals & who you're talking to. [#solopr](#)

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•

[jgombita](#): A3. Public relations and communication management specialist. [#solopr](#)

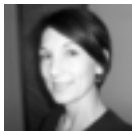
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[dconconi](#): Q3 - typically as a consultant [#solopr](#)

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[KateWinckler](#): Q3 I'm not smart enough to be called an entrepreneur, but I'll own up to being small biz owner! [#solopr](#)

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• [MaxwellStevens](#): A3: Still new, so consultant. But like sm. biz owner. RT How do you refer to yourself: small biz owner, consultant, entrepreneur? [#solopr](#)

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• [garrettkuk](#): A3: strategist/consultant to colleagues; entrepreneur to friends [#solopr](#)

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• [MediaCoach](#): A3 I refer to myself as a media consultant (or author, or speaker, depending...) [#solopr](#)

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• [MarketingMel](#): [@BenitaTyler](#) Welcome to this fun group! [#soloPR](#)

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• [LadyLove84](#): RT [@socialitestatus](#): Houston is super competitive when it comes to pr consulting [@karensxim](#) would you advise teaming up with a small group? [#solopr](#)

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[BlueprintCG_PR](#): I strongly recommend you all read "Million Dollar Consulting" by Alan Weiss. He emphasizes chopping off bottom 1/2 of business [#solopr](#)

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[KateWinckler](#): [@dconconi](#) Makes sense, thanks. [#solopr](#)

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[samberm](#): [@dariasteigman](#) Good Q! ([#3](#)) I've been getting conflicting advice on this as I get started... [#solopr](#)

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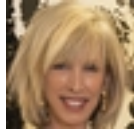
[karensxim](#): RT [@dariasteigman](#): Q3: How do you refer to yourself: small biz owner, consultant, entrepreneur, other? [#solopr](#)

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[dconconi](#): RT [@dariasteigman](#): Q3: How do you refer to yourself: small biz owner, consultant, entrepreneur, other? [#solopr](#)

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[cathyannsauer](#): A2 Don't forget to use Facebook Page ads. You can be very specific to demo, right down to a company. Cheap to do. [#soloPR](#)

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[krisTK](#): RT [@dariasteigman](#): Q3: How do you refer to yourself: small biz owner, consultant, entrepreneur, other? [#soloPR](#)

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[MaxwellStevens](#): RT [@dariasteigman](#): Q3: How do you refer to yourself: small biz owner, consultant, entrepreneur, other? [#soloPR](#)

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[dconconi](#): [@KateWinckler](#) if you don't already know folks in ad agencies, you'll have 2 do the usual networking- show them how PR can support [#soloPR](#)

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[MarketingMel](#): [@dariasteigman](#) [@karensxim](#) Thanks for the howdy's. Have missed my [#soloPR](#) friends. Glad to be back!

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[dariasteigman](#): Q3: How do you refer to yourself: small biz owner, consultant, entrepreneur, other?
[#solopr](#)

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•

[karensxim](#): [@socialitestatus](#) Absolutely! Think outside the box & team up with people outside of the industry, they have clients who need PR [#solopr](#)

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[dariasteigman](#): That's a smart affiliation. RT [@dconconi](#): also just got referred to a piece of biz from headhunter who specializes in contract work [#solopr](#)

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[davispr](#): [@BenitaTyler](#) Welcome! This is a great group! [#solopr](#) [#solopr](#)

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[dariasteigman](#): [@BenitaTyler](#) Glad you could join us. [#soloPR](#)

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•

[karensxim](#): [@dariasteigman](#) Lol! Shhhhhh...don't tell them that! [#solopr](#)

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[dconconi](#): also just got referred to a piece of business from a headhunter who specializes in contract work [#solopr](#)

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[BenitaTyler](#): My first time in [#soloPR](#). Lots of good collaborating here.

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[jgombita](#): [@mediacoach](#) being good at what you do...or behaving good? :-) [#solopr](#)

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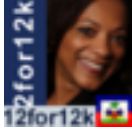
[KateWinckler](#): [@dconconi](#) Hmmm, how do you get in an ad agency's black book?? [#solopr](#)

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[socialitestatus](#): Houston is super competitive when it comes to pr consulting [@karensim](#) would you advise teaming up with a small group? [#solopr](#)

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[dariasteigman](#): [@karensxim](#) LOL. Then any idiot could do it. [#soloPR](#)

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[dariasteigman](#): Q3 coming up in a minute... [#soloPR](#)

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[dariasteigman](#): [@MarketingMel](#) Welcome. Talking referral systems right now. Q3 coming up shortly. [#soloPR](#)

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[karensxim](#): [@dariasteigman](#) Very true, but I think there are those who believe just "being there" will yield results [#soloPR](#)

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•

[MarketingMel](#): Hello [#soloPR](#) friends. Joining in late and having lunch with you :)

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[dariasteigman](#): RT [@karensxim](#): One way to formalize is to have a process for asking, even when you have a proposal turned down, make it a habit [#soloPR](#)

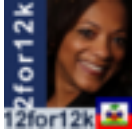
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[dconconi](#): Q2 -peer consultants, especially ad agencies are great sources for referrals - makes them look full-service [#solopr](#)

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[dariasteigman](#): [@karensxim](#) It never is. Any system that works is going to be work. :) [#solopr](#)

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[karensxim](#): One way to formalize is to have a process for asking, even when you have a proposal turned down, make it a habit [#solopr](#)

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[dariasteigman](#): [@KristK](#) Welcome! Talking referral systems right now. Q3 coming up soon. [#solopr](#)

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[karensxim](#): [@dariasteigman](#) I signed up for the invites & if you get to know people, yes I think there could be value but it will not be passive [#solopr](#)

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[dariasteigman](#): RT [@jbisbee](#): Q2: maintain good relations w/consultants in your area; great source of referral when their cups runneth over. [#solopr](#)

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[krisTK](#): Late to [#solopr](#) but looking forward to jumping in.

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[dariasteigman](#): What are you formalizing? RT [@karensxim](#): A2: Most of my biz has been WOM too, but also now have formal process. [#solopr](#)

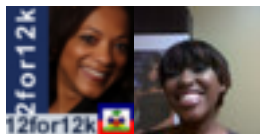
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•

[akenn](#): same RT [@MediaCoach](#): A2 [#solopr](#) Most of our business is by referral, but I wouldnt call it a system. Being good brings referrals. [#solopr](#)

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[karensxim](#): [@tronise](#) [@socialelitestatus](#) Partnership with a small group & we share referrals [#solopr](#)

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•

[davispr](#): A2 though I'll add that my husband [@davisadmedia](#) serves as our new biz director and actively pursues/vets opportunities [#solopr](#) [#solopr](#)

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[dconconi](#): our indiePR network inTO does just thatRT [@jbisbee](#): Q2: maintain good relations w/consultants in your area; great source of referral [#solopr](#)

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[dariasteigman](#): [@karensxim](#) Did you sign up mostly to accept the invites? Do you see future value? [#solopr](#)

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[socialitestatus](#): [@karensxim](#) What's your formal process? [#solopr](#)

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[jgombita](#): RT [@MaxwellStevens](#): Happy client is always great referral, but making connections at niche networking events seems most effective. [#solopr](#)

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[dariasteigman](#): [@mediacoach](#) I haven't looked at yet. Seems salesy, which isn't my style. [#solopr](#)

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[karensxim](#): [@dariasteigman](#) I'm signed up with Referral Key, haven't done much with it other than accept invites [#solopr](#)

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•

[dconconi](#): yes. RT [@MediaCoach](#): A2 [#solopr](#) Most of our business is by referral, but I wouldn't call it a system. Being good brings referrals. [#solopr](#)

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•

[BenitaTyler](#): RT [@dariasteigman](#) A2. Referrals are huge source of my biz. But imp't. to 1) ask for them, 2) create ways to be stay top of mind. [#solopr](#) <Yes

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•

[garrettkuk](#): RT [@MediaCoach](#): A2 [#solopr](#) Most of our business is by referral, but I wouldn't call it a system. Being good brings referrals.

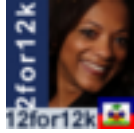
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[jbisbee](#): Q2: maintain good relations w/consultants in your area; great source of referral when their cups runneth over. [#solopr](#)

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•

[karenswin](#): A2: Most of my biz has been WOM too, but also now have formal process. [#solopr](#)

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•

[dconconi](#): agree Bn asked enough, wondrd if it was becomin standard.RT [@jbisbee](#): prefer 2 promote competitive rates; discounts denegrate brand [#solopr](#)

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•

[dariasteigman](#): Me too. But should we be doing more? RT [@mediacoach](#): A2 [#solopr](#) Most of biz is by referral, but not a system. Being good brings referrals.

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[jgombita](#): [@JanetLFalk](#) hey you--was thinking how I had not seen you in the [#solopr](#) chat in AGES! Welcome Back, Falk.

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[MaxwellStevens](#): A2: Both. Happy client is always great referral, but making connections at niche networking events seems most effective. [#solopr](#)

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•

[davispr](#): A2 agree with [@mediacoach](#), almost all of our business comes by referral from colleagues and happy clients. [#solopr](#) [#solopr](#)

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[MediaCoach](#): [@dariasteigman](#) [@jbisbee](#) Would not touch Referral Key with a ten-foot pole, personally. [#solopr](#)

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[syndi7](#): Hi there [#solopr](#) checking in on the great responses yall be getting from the Q

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[karensxim](#): Yep! RT [@MediaCoach](#): A2 [#solopr](#) Most of our business is by referral, but I wouldnt call it a system. Being good brings referrals. [#solopr](#)

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[dariasteigman](#): A2. Referrals are huge source of my biz. But impt. to 1) ask for them, 2) create ways to be stay top of mind. [#solopr](#)

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[karensxim](#): Deposits up front for project and retainer, no push backs, fairly standard [#solopr](#)

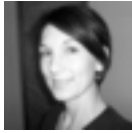
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[MediaCoach](#): A2 [#solopr](#) Most of our business is by referral, but I wouldn't call it a system. Being good brings referrals.

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•

[KateWinckler](#): Q2. it's been all referrals for us historically; but recently checked out HubSpot for our biz to drive leads. [#solopr](#)

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[dariasteigman](#): Great Q. Haven't answered any invites yet myself. RT [@jbisbee](#): Q2: does anyone use Referral Key and what has been your experience? [#solopr](#)

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[janetlfalk](#): [@dconconi](#) [#solopr](#) Offer discounted rate for minimum 10 hours

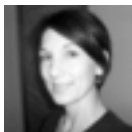
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[jbisbee](#): Q2: does anyone use Referral Key and what has been your experience? [#solopr](#)

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[KateWinckler](#): We request a 50% deposit for project work, and it always works. We don't really discount retainers. [#solopr](#)

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• [akenn](#): A2: ad hoc for me. Curious about why type of systems yield success though? [#solopr](#)

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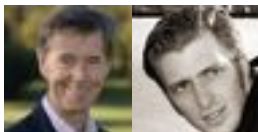
• [karensxim](#): RT [@dariasteigman](#): Q2. Are you using a referral system or relying mostly on ad hoc efforts? [#solopr](#)

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• [jbisbee](#): We prefer to promote competitive rates; discounts denigrate brand RT [@dconconi](#): Do you offer a discounted rate for retainer clients? [#solopr](#)

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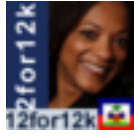
• [MediaCoach](#): [@garrettkuk](#) [@cherriprbuzz](#) We charge 50% of annual fees up-front. Never been a problem. [#solopr](#)

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• [dconconi](#): RT [@dariasteigman](#): Q2. Are you using a referral system or relying mostly on ad hoc efforts? [#solopr](#)

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[karenskim](#): Word! [@dconconi](#) [@dariasteigman](#) no one wants to hit a crater rather than refuse to turn off, way too expensive in the end :-> [#solopr](#)

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[dconconi](#): [@karenskim](#) thanks darlin'! [#solopr](#)

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[dariasteigman](#): [@garrettkuk](#) Mine too. Of course, you do have to ASK. [#soloPR](#)

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[BKLYN2182](#): RT [@CherriPRBuzz](#): A1: lessons learned, DEPOSIT must be paid before any services rendered! [#solopr](#)

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[dconconi](#): Do you offer a discounted rate for retainer clients? [#solopr](#)

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•

[karensxim](#): [@MuslimNewMedia](#) Greetings! :-) [#solopr](#)

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[garrettkuk](#): [@cherriprbuzz](#) (or others) -- have clients pushed back on up-front deposit? my clients accept this as SOP [#soloPR](#)

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[karensxim](#): [@dconconi](#) Yes! So happy for you! [#solopr](#)

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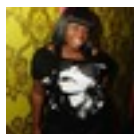
[jbisbee](#): Then again, that is the niche/demand we fill RT [@dariasteigman](#): [@KateWinckler](#) [@jbisbee](#) That's been a tad frustrating here too. [#solopr](#)

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[dariasteigman](#): Q2. Are you using a referral system or relying mostly on ad hoc efforts? [#solopr](#)

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[CherriPRBuzz](#): Mine too RT [@akenn](#): A1. Seems like my primary goal is to stay busy! [#solopr](#)

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[janetfalk](#): [#solopr](#) Lost a big client; picked up a smaller one; lots of projects. [sigh] no retainers.

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[karensxim](#): As the always insightful [@ZaraGreen](#) says next better than your last [@MediaCoach](#) [#solopr](#)

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[dconconi](#): !!!! RT [@dariasteigman](#): [@karensxim](#) Great point. Futility is staying the course when the course is a crater. [#solopr](#)

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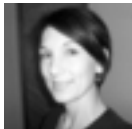
[dariasteigman](#): [@KateWinckler](#) [@jbisbee](#) That's been a tad frustrating here too. [#solopr](#)

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[cathyannsauer](#): [@jbisbee](#) Trouble here with that too. Lots of doing it "in house" road-blocks. [#solopr](#)

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[KateWinckler](#): Yep, we struggle w/this, too. RT [@jbisbee](#): [#solopr](#) Q1: work is more project-oriented rather than long view [#solopr](#)

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• [akenn](#): A1. Seems like my primary goal is to stay busy! [#solopr](#)

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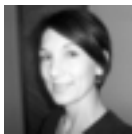
• [MuslimNewMedia](#): greetings all! [#SoloPR](#)

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• [dconconi](#): But just signed a new one-year retainer client yesterday so holding steady in 2011 and lots on the horizon [#solopr](#)

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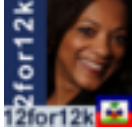


• [KateWinckler](#): Amen! Our goal, too. RT [@MediaCoach](#): A1 [#solopr](#) Best move for us is year-long retainer contracts with big clients. [#solopr](#)

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• [dariasteigman](#): Q2 coming up... [#solopr](#)

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[dariasteigman](#): [@karensxim](#) Great point. Futility is staying the course when the course is a crater. [#solopr](#)

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[dconconi](#): In Canada, last year (my first year back as a solopr) wasn't too bad. This year, finding that folks have more money so more options [#solopr](#)

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•

[dariasteigman](#): Been there too. RT [@CherriPRBuzz](#): A1: lessons learned, DEPOSIT must be paid before any services rendered! [#solopr](#)

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•

[karensxim](#): [@dariasteigman](#) critical to not be so in love with your ideas that you can't make objective decisions & never fear a sharp turn [#solopr](#)

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[jbisbee](#): [#solopr](#) Q1: work is more project-oriented rather than long view for most clients, unfortunately. Many co's still short-sighted.

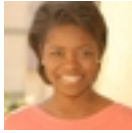
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[CherriPRBuzz](#): A1: lessons learned, DEPOSIT must be paid before any services rendered!
[#solopr](#)

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•

[ZaraGreen](#): Right --> RT [@karensxim](#): I say smart not lucky :) Congrats! RT [@MediaCoach](#):
Business very good this year. I guess were lucky. [#solopr](#)

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[dariasteigman](#): A1: If the goals aren't a little ambitious, then why bother? Some are always moving
targets. [#solopr](#)

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•

[akenn](#): [@tronise](#) it had to, right? no where to go but up... [#solopr](#)

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•

[MediaCoach](#): A1 [#solopr](#) Best move for us is year-long retainer contracts with big clients.

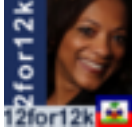
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•

[garrettkuk](#): RT [@karensxim](#): A1: On track for some, abandoned others and readjusted as necessary but overall really great! [#solopr](#)

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• [karensxim](#): I say smart not lucky :) Congrats! RT [@MediaCoach](#): Business very good this year. I guess were lucky. [#solopr](#)

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• [CherriPRBuzz](#): A1: i was on track, then fell off, now im back on the horse! Everything is clearer now [#solopr](#)

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• [dariasteigman](#): RT [@akenn](#): [@dariasteigman](#) also, volunteered when things were slow in '09 and '10 and that led to new connections, opportunities today [#solopr](#)

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• [akenn](#): [@dariasteigman](#) also, volunteered when things were slow in '09 and '10 and that led to new connections, opportunities today [#solopr](#)

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• [davispr](#): Joining the [#solopr](#) chat from [#famouslyhot](#) [@columbiasc](#). Indie for almost 7 years (anniv next month)

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•

[dariasteigman](#): Yup, getting that system working is key. RT [@akenn](#): Marketing for [#soloPR](#) practice is in full swing now and paying off [#solopr](#)

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•

[akenn](#): [@dariasteigman](#) marketing for [#soloPR](#) practice is in full swing now and paying off [#solopr](#)

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[dariasteigman](#): Any lessons learned from this? RT [@karensxim](#): A1: On track for some, abandoned others, readjusted as necessary. [#solopr](#)

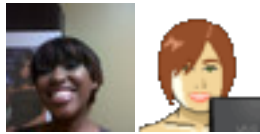
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[cathyannsauer](#): Greetings all! [#solopr](#)

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•

[tronise](#): [@akenn](#) same here. I officially became solo at the end of 2009, and this year is picking up. [#solopr](#)

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[jbisbee](#): [#solopr](#) Q1 Finding business dev is far more productive in 2011, budgets are loosening up. Good year so far, knock wood

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[dariasteigman](#): A1 Mixed bag for me. Did complete my Web site redesign and e-newsletter finally on track. So some progress. [#solopr](#)

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•

[akenn](#): [@MediaCoach](#) congratulations - good for you! I'd love to see that area of the world. [#solopr](#)

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•

[karenswin](#): A1: On track for some, abandoned others and readjusted as necessary but overall really great! [#solopr](#)

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•

[akenn](#): A1. need to meet with accountant soon to make sure everything's on track before next quarterly est taxes are due [#solopr](#)

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•

[KateWinckler](#): Biz goals seem to be a moving target these days... [#solopr](#)

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•

[MediaCoach](#): A1 [#solopr](#) We're ahead of target on our business goals. Business very good this year. I guess we're lucky.

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•

[dariasteigman](#): [@akenn](#) What have you done differently? [#solopr](#)

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•

[akenn](#): A1. Putting the hard lessons learned in 2009 & 2010 to good use in 2011 and so far this seems to be best year in awhile [#solopr](#)

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•

[jbisbee](#): Joining in on a [#solopr](#) chat. Followers, feel free to mute, filter or join in!

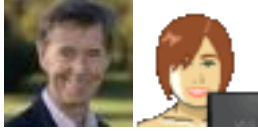
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•

[MaxwellStevens](#): RT [@karensxim](#): Will be chatty for the next hour as I participate in [#solopr](#), pls feel free to mute/filter & of course you're invited to join!

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[MediaCoach](#): [@akenn](#) It was mostly speaking-related, I'm currently Prez of Global Speaking Federation [#solopr](#)

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- [dariasteigman](#): Reissuing Q1 as we all cue up: We're almost at 2011 half-way pt. How is everyone doing on their business goals? [#solopr](#)

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[CherriPRBuzz](#): RT [@karensxim](#): Will be chatty for the next hour as I participate in [#solopr](#), pls feel free to mute/filter & of course you're invited to join

about 18 hours ago via [HootSuite](#) · [Reply](#) · [View Tweet](#)



[janetlfalk](#): [#soloPR](#) Hi from NYC. Solo helping your biz grow thru targeted media outreach. Missed you while working onsite at a client for a few weeks.

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[karensxim](#): Will be chatty for the next hour as I participate in [#solopr](#), pls feel free to mute/filter & of course you're invited to join!

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[garrettkuk](#): figured I could sneak in late since [@dariasteigman](#) is subbing for [@kellyecrane](#) at [#soloPR](#) - come join us (or mute me for the next hr)

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[dariasteigman](#): [@karensxim](#) [@akenn](#) [@KateWinckler](#) Good to see you all. [#soloPR](#)

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[dconconi](#): [@dariasteigman](#) Thank you! [#soloPR](#)

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[dariasteigman](#): Q1. We're almost at 2011 half-way pt. How is everyone doing on their business goals? [#soloPR](#)

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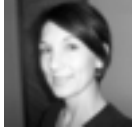
[akenn](#): [@mediacoach](#) was that a [#soloPR](#) work-related trip? [#soloPR](#)

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[karensxim](#): [@samberm](#) I'm excited for you! [#soloPR](#)

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•

[KateWinckler](#): Hi All, missed the last few weeks, so glad to be back. I'm chiming in from the Milwaukee area. [#solopr](#)

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•

[karensim](#): Hello Everyone, checking in from sizzling Michigan, 7 awesome years solo. Thanks [@dariasteigman](#) for moderating today. [#solopr](#)

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•

[dconconi](#): RT [@dariasteigman](#): First Q coming up. [#solopr](#)

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•

[MaxwellStevens](#): Back after a couple of weeks missing [#solopr](#). I missed you all!

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•

[dariasteigman](#): First Q coming up. [#solopr](#)

about 18 hours ago via [TweetDeck](#) · [Reply](#) · [View Tweet](#)



•

[samberm](#): [@karensim](#) [@dariasteigman](#) Thanks! I'm getting excited! [#solopr](#) [#solopr](#)

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• [dconconi](#): [@dariasteigman](#) Hi - so good of you to guest moderate for us today! Thanks! [#solopr](#)

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• [dariasteigman](#): I'm Daria, long-time biz owner, communications strategist, and writer. [#solopr](#)

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• [dconconi](#): So nice to be back with the [#solopr](#) folks. Missed you! [#solopr](#)

about 18 hours ago via [TweetChat](#) · [Reply](#) · [View Tweet](#)

• [dariasteigman](#): You're in for a great adventure. RT [@karensxim](#): Congratulations [@samberm](#) on the official launch! [#solopr](#)

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• [MediaCoach](#): [#solopr](#) Good to be here, Daria. Looking forward to the chat from over here in the UK.

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• [karensxim](#): Congratulations [@samberm](#) on the official launch! [#solopr](#)

about 18 hours ago via [TweetChat](#) · [Reply](#) · [View Tweet](#)

•


[dariasteigman](#): As you join [#solopr](#), please introduce yourself.

about 18 hours ago via [TweetDeck](#) · [Reply](#) · [View Tweet](#)



•

[dariasteigman](#): [@mediacoach](#) Welcome back. Where did your travels take you? [#solopr](#)

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•

[dariasteigman](#): It's time for [#solopr](#) chat. I'll be guest moderating today while [@KellyeCrane](#) is on vacation.

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