

# SPEAKING TOPICS

## How I Made \$12,000 in My First Month and How YOU Can Too!

Networking, Social Media, Websites, Drip Campaigns, Funnel Systems, Cold Calling and so many incredible ways to find people to talk to about your business but how can you develop a system to filter out all the "No"s, the time wasters, the toxic clients? Tonya developed many years ago systems in her business to eliminate anyone who was mean, grumpy or just plain negative. She also transformed her systems so that she didn't have to work so hard to find those amazing people she is so excited to work with and help each day in her business. Tonya will go over her secrets and really show you how to transform your business so that you are only working with people who are ready to go, who want to work with you, who want to pay you what you are worth, and keeping those clients forever! Doesn't that sound nice? Well of course, and everyone who attends this event will be able to immediately change the way they do business to stop attracting anything but the best!

## Transforming Strangers into VIP Clients!

Tonya has developed an incredibly successful system that once formed and in place takes potential clients step by step where they learn about you, get excited, want to buy and continue to buy or just jump up to become the best customer you ever had! It is an exciting system that anyone can operate and create... even a sales rep! Can you imagine that people will want to find you, want to find out more, move themselves through your sales system to decide to buy and then continue to buy! Most businesses have a hard time following up with potential clients and then continue to sale to the existing customers to generate even more sales! Is it possible? Absolutely and Tonya will walk you step by step through the whole structure so that every attendee will walk away with an agenda to immediately start implementing this exact and potent system right away. What an exciting method for every business owner to every sales rep should jump on this unique and highly successful formula.



## A Client A Day... The Coffee Shop Way!

Everyone is looking for great new clients but don't know how to start conversations with strangers, continue the conversation and then lead that into sale. The problem is that too many people come across as "Salesy". Tonya explains how to sell without being "Salesy" and how to transform a stranger into your next VIP client. Tonya also discusses the reality of networking and how to utilize it effectively to generate sales, connections, alliance partners and to unseen opportunities! Through Tonya's past history of running and creating an entire state-wide, networking group organization from scratch, she learned first hand what it takes to make something happen in the networking realm. This isn't a fluff presentation with how to give a great elevator pitch! Elevator pitches are about 1% effective so why spend so much effort on it? This is the nitty-gritty of reality business. What is it going to take for the other guy to send you a referral or buy something from you? This is exactly what Tonya showcases through her fun and informative presentation. Everyone in the seminar will walk out with exactly what to do immediately at their next networking engagement and chance meeting with a fabulous stranger.

## Included among her almost weekly speaking engagements are:

- Take Action Get Profits Conference
- Ultimate Networking Conference
- The Executive Women in Texas Government
- The Institute for Management Consultants
- Women's Empowerment Conference
- Get More Customers Now Conference
- eWomenNetwork
- World Wellness Weekend
- Women are Game Changers Conference
- Your Local City Statewide Radio Show

*"Tonya recently was one of my guest speakers at a 3 day training seminar. She is brilliant, funny and a fabulous speaker. She has a way of talking about entrepreneurship that is engaging and keeps you wanting more. If you are looking for a speaker for your next event - hire her!"*  
**Michele Scism:**  
CEO of  
Decisive Minds

**AWARDS:** Tonya has won the eWomenNetwork International Conference Business Match Maker of the Year award in 2008. She has been nominated numerous times for such honors as the Austin Business Journal's Profiles in Power award and The Best Business Connectors in Dallas by the U.S. Small Business Conference.