

NATIONAL SPEAKERS ASSOCIATION



For People Who Want to be Recognized as Experts

## NSA Virginia Newsletter

NSA Virginia  
Rocks

Feb 2008

Registration desired by Tuesday Feb. 5, 2008 at 5:00 P.M.

Register now at [www.nsavirginia.org](http://www.nsavirginia.org) for

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**DR. ELIZABETH BERRY**



FRIDAY, FEBRUARY 8, 2008

Greenbrier Country Club  
1301 Volvo Parkway  
Chesapeake, VA 23320  
Phone: 757.547.7375

### Quick Links

[www.nsavirginia.org](http://www.nsavirginia.org)

[www.nsaspeaker.org](http://www.nsaspeaker.org)

check [www.mapquest.com](http://www.mapquest.com) for directions

**BE SURE TO BRING YOUR KOLBE SURVEY RESULTS TO THE MEETING**

## The Kolbe Index

### *The way people act while trying to achieve goals*

#### Kolbe A™

The Good news -- We still have a few Kolbe Surveys available at \$25 (half price).

All surveys should be completed by February 4th to have maximum results for the February 8th program.

Take advantage of this bargain price -- go to [www.nsavirginia.org](http://www.nsavirginia.org), under Event Calendar, click on Kolbe (Jan. 15th) and sign up. Dr. Berry will send you survey instructions in a couple of days after you sign up.

The NSA program will feature Dr. Elizabeth Berry speaking about the Kolbe System, a unique set of instruments that give insight into our natural talents and has wide application to your professional and personal lives. The Kolbe A™ index is an instrument that measures conation or a person's inherent talent or natural way of doing things and predicts what a person will or will not do, given the freedom to act. Whereas intelligence tests measure I.Q. and personality tests measure values and preferences, the Kolbe index measures the conative, the way people act while trying to achieve goals. It is truly a powerful and innovative instrument that will enrich your understanding of yourself and your audiences.

### March 28th Program Features

GLENNA SALSURY

#### **"As a professional speaker, author and consultant, Glenna Salsbury..."**

provides life-changing insights and inspiration to organizations who want to grow personally and professionally

holds a BS from Northwestern University, MA from UCLA and an MA from Fuller Seminary

is featured on many radio and television programs including **Good Morning America**

authored **The Art of the Fresh Start**, is featured in the first edition of **Chicken Soup for the Soul**, is a contributing author in **Meditations for the Road Warrior**

see [www.glennasalsbury.com](http://www.glennasalsbury.com)

#### COMING ATTRACTIONS

February 8

Elizabeth Berry

in Chesapeake

February 15

NSA Speake

Palooza

in San Francisco

#### **A New Forum Comes to Town**

by

Stevie Ray

Member-NSA Minnesota Chapter

It was late at night last November and Jerome Mayne, a speaker based in

March 28

Glenna Salsbury

in ; in Hampton Roads

Minnesota, was doing what a lot of us do. He was sitting in his office, by himself, wondering whether he was doing "the business" right. Even though he had developed his speaking business for over five years, he still felt like, in some areas, he was operating blind. Too many questions were answered by assumption instead of fact. Were his fees appropriate for his service? How could he get two engagements out of one? How could he expand his market? He made a few phone calls and sent a few emails, but didn't hear back right away. Jerome shared the same frustration that many professional speakers face, he was alone. He worked alone in his office. Traveled alone. And spoke alone.

April 18

Mark LeBlanc

in Richmond

As a member of NSA he got a lot out of meetings and seminars, but there wasn't always enough time to talk with other speakers. Sometimes it was impossible to attend meetings since he was often traveling to speak. He also felt like there were so many speakers to connect with from around the country or across the ocean; not just in his local chapter. He thought, "If there were only a way to communicate with all of them, I'd certainly get answers and ideas." And he might not feel so alone in this business.

May 18

Experts Round

Table

The next day he went to work on his computer and created Speakers Outpost ([www.speakersoutpost.com](http://www.speakersoutpost.com)), an online discussion forum for the speaking industry. He started contacting speakers, asking them to join. He certainly didn't expect the response he got. Launched in early December, the forum already has over 150 members from the United States, Canada, England, Germany, Spain, Israel, Australia, South Africa, and Singapore. The forum is not affiliated with the National Speakers Association, so members include those from within NSA, as well as speakers and service providers from elsewhere in the industry.

June 20

Darren LaCroix

in ; in Richmond

(back by popular

demand to judge

NSA Idol Contest)

The concept is simple. Membership is free, and after registering, members can post questions or reply to other speakers' posts. Comments can include any subject from negotiating fees, to marketing tips, speaking internationally, client management, even attractions not to miss when speaking in a new city. The feel is informal and friendly, and as such, self-promotion is discouraged.

Part of the success of Speakers Outpost is the variety of members. You not only connect with new and experienced speakers, but service providers, speakers' bureaus, publishers, and clients. Early response to Speakers Outpost has been very positive.

"Thanks for putting a Web 2.0 site into play for Professional Speakers. As an NSA professional member well past his 10 year pin I have to say that the site embodies the vision of the wonderful NSA members it has been my honor to meet." Jerry Fletcher, NSA Member, Portland, Oregon

The goal of all speakers is to grow their business and create an impact on the audiences they serve. What better way to do that than to connect with hundreds of fellow speakers from around the world and share-or debate-the issues that affect us all. You are encouraged to go to Speakers Outpost and share your wisdom, post a question, and help the speaking industry stay connected. Who knows? Someone from across the ocean may have an idea that gets you booked right next door.

## SPEAKER PALOOZA

## MEMBER NEWS

NSA WINTER MEETING

SAN FRANCISCO, CALIFORNIA

Ron Chapman

February 14-17, 2008

[www.nsaspeaker.org](http://www.nsaspeaker.org)

for information

Ron Chapman and 5 Star Performance Solutions received a contract to develop and deliver a training program to prepare supervisors to conduct on-the-job-training (OJT) at Northrop Grumman Newport News (NGNN). The program is a modification of the Train-the-Trainer program they've provided for more than 250 instructors at the shipyard. The program is recognition that supervisors are becoming more responsible for the training of their employees. Ultimately, the program will be offered to the 2,000 plus supervisory personnel in the shipyard.

## Charlyne Meinhard

Charlyne Meinhard was one of 4 Richmonders featured in the article "Boomers Giving Back" in the December edition of *Boomer Life* magazine. Meinhard emphasized that using your talents is a commitment to helping others throughout the year, not just during Christmas or holidays. She comments, "I'm surprised at the number of people who have told me they read the article-- I had no idea that some of these people would be reading a magazine for baby boomers! When you are active in the community, you never know the different ways you may influence someone to use their gifts."

**Visitors are always  
welcome**

**Advance Registration  
is appreciated**

**Join us**

February 8 th

at Greenbrier Country  
Club

in

Chesapeake, Virginia

for a great program  
featuring

Dr. Elizabeth Berry

## Christine Walters

Christine Walters and Comedy Sportz is featured in the Jan/Feb 2008 edition of *West End's Best* magazine. Read the entire article at [www.westedsbestonline.com](http://www.westedsbestonline.com)

OPPORTUNITY

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Glenna Salsbury

the speaker for the

NSA Virginia meeting on  
March 28, 2008

will hold an intensive  
workshop in Norfolk at the  
Tazewell Hotel

245 Granby Street

Norfolk, VA 23510

beginning Friday night March  
28 and ending at noon on  
March 30, 2008

Limited to 12 persons

for more information contact  
Glenna at

1-480-483-7732 or  
[ISpeak4u@aol.com](mailto:ISpeak4u@aol.com)