

## Fraturdays with Doria & Friends - Dr. Nadia Brown Notes

### Connect with Dr. Nadia Brown

Website: <https://www.thedoyenneagency.com>

FB: <https://www.facebook.com/TheDrNadia>

IG: <https://www.instagram.com/iamdrnadia/>

LinkedIn: <https://www.linkedin.com/in/drnadia/>

Nadia's Free Gift: Courageous Conversations That Convert Checklist --

[CourageousConversationsThatConvert.com](https://www.CourageousConversationsThatConvert.com)

<https://doyenneleadershipinstitute.ac-page.com/cctc-checklist>

What do most people misunderstand about sales?

- Fear about sales
- Too transactional instead of wholistic approach
- Too pushy

What are your thoughts about sales scripts?

- Prefers Conversation Guides instead of a script so you can be present instead of being robotic
- One of the greatest gifts you can give your prospect is to be present
- It allows you to hear their questions and so you can flow with them

When should you raise your prices?

- A lot of times women have fear about raising their rates
- The women she works with have a big vision and want to make a massive impact but you can't do that if you don't have enough resources
- Look at what are your goals and what you selling, do the math to ensure you can create the vision you want
- If you are not priced right, you are on the path to burnout

Is there anyone who shouldn't be selling?

- Anyone can do sales but you need to make decisions about when is the right time to hire a sales person or team as you grow

- There comes a point when you may want to consider not being the only salesperson or removing yourself from the sales process to create leverage
- There is a time when you realize it's time for you to move into the role as a CEO and there are times when you need to pull yourself out of the day to day to keep the bigger vision of your company

How do you get a team together?

- They support companies to get the structure in place to make back of the room sales at events
- They also support before and during the event they support around how to extend the invitation from stage
- They also help companies to determine what type of person is the best fit for different roles, how to find them, onboard them and identify KPIs
- One of the biggest mistakes people make in building a team is just searching for a closer
  - They don't look at how to ensure that person is doing a great job or how to release them if they are not a good fit

Feminine Energy and Sales

- Just listening, pause, ask thoughtful questions, repeat back some of what they are sharing (their kids, husband's name, their favorite color)
- Get to know more about them - the little things go such a long way to determine a relationship - you get to know them
- Match the pace
  - Sometimes the buyer already knows what they want
  - Sometimes the buyer doesn't have all the information they need
  - It's okay to skip steps when they are ready
  - There are times when we need to slow down
- Respect their level of education, their experience
- Pay attention to some of the biases you have towards women because that shows up in the conversation

What are you working on now?

- The Convert Labs - to help people to hone their prices, their offers, and their sales process

- When you have that revenue you are able to expand your business and live the life you want

Sometimes you hire people and they don't immediately begin to sell for you, it's a process. You need to:

- Know who is your perfect customer
- Get clear about the transformation you create
- Record your sales calls so they can learn the words you use and adapt
- Understand the sales cycle - many times we don't understand how long it really takes to close a sale
- We want to help people manage their expectations, understand what the processes are, you're following up
- It's important to explain to them how are your leads coming to you
- If they are generating the leads, it typically is a longer sales process

Best practices for Network Marketing Sales:

- Be willing to go outside the box
- You may want to consider the attraction marketing from the online world
- In a down economy, a lot of times that is when a network marketing company grows
- Be aware of what may come up for prospects and to speak to the elephant in the room directly - people appreciate you being honest and direct and helps you stand out in the marketplace

Doria sharing about sales

- 90% of all speakers have passive income from a Network Marketing company
- When you love something, you naturally share it
- Some people will shut down opportunities because of judgments they carry
- If you are not having the results you want, you may not be able to afford to keep your judgments
- Anytime we have a charge on anything, it's not the other person, not the circumstance, look inside yourself
- The way to get out of poverty is to let go of your judgments about everything that is related to money
- Sales are in everything - if you don't have a good sales team, and don't have leverage, you won't succeed

- “You will never be poor if you understand sales.” Doria Cordova

When should we change the approach?

- Track your numbers - number of conversations, conversion rates, where the leads came from
- Do this quarterly or monthly - determine the frequency of when you want to evaluate
- You will be able to look at where the breakdown is
- If you don't have money, your business won't grow - identify any gaps
- How long would you wait if you are not getting the sales you want?
  - You need to be patient
  - Know about your sales process and how long your typical sales process is

What kind of system would you recommend?

- She loves the tool “Pipedrive” because it allows you to take notes and as your team grows, you can grow with it. It tracks your deal amounts

How do know if someone is interested?

- Trust your gut
- Are they distracted?
- Ask probing questions - “Are you tracking?” “Is this making sense”
- When you are having face-to-face conversations you can see - are they leaning in, are they focused, are they paying attention?

## Chat Notes

00:45:34 Dr. Wright: Congrats Paul on your book, can't wait to read it.

00:45:46 Dorina Lanza: Hey kids! <3

00:46:19 --Ray~SD~Cali- It's Possible: hi everyone, I'm here doing some last minute work and greatfull to have made it 😊

00:47:55 Dr R.Vijaya Saraswathy: Consistent Sales Method

00:47:58 --Ray~SD~Cali- It's Possible: I'm plugging in from San Diego Cali, I'm in health and wellness as well as Counselor for AOD 👍

00:48:20 Dorina Lanza: Palm Beach, Florida;  
Dorina@CircleOfEliteEntrepreneurs.com; Trusted Advisor to the Elite Entrepreneur

00:48:43 paul schumann: We do debt settlements and negotiations. We guarantee results or no fee. ZERO!  
Please connect with me at [www.linkedin.com/in/paulschumann](http://www.linkedin.com/in/paulschumann)  
<https://tribeup.com/profile/paulschumann/>  
[paul@wisewealthchoices.com](mailto:paul@wisewealthchoices.com)  
Legal shield  
<https://pds.wearelegalshield.com/>  
for the best CBD products  
medical mary BD products discount  
<http://WWC.medicalmarypartners.com/shop/>  
for those who wish to help homeless and runaways kids abused and battered women please donate below  
[gofundme.com/f/to-start-a-non-profit-for-santas-homeless-kids](http://gofundme.com/f/to-start-a-non-profit-for-santas-homeless-kids)

00:49:44 Enid Cleland: Love it - with the femininity touch!!

00:50:01 Charles Kovess - Australasia's Passion Provocateur: I did \$&U in Oct 1992 and Business School in Hawaii in June 1993. I left my legal career to become Australasia's Passion Provocateur. Come and experience the Self-Awareness & Passion Quest for free. Check it out at [www.charleskovess.com](http://www.charleskovess.com) . You can also see 68 Episodes of the Charles Kovess Show on YouTube or as a podcast. Great to be here with you all. Well done as usual, Doria, for holding this space xxx

00:50:20 Dr R.Vijaya Saraswathy: Conversation Guide / Sales Conversation

00:50:59 Dr R.Vijaya Saraswathy: Flexibility of Conversation regarding sales

00:51:24 Enid Cleland: Enid Cleland - I am in Houston, TX. Relocating to Austin. [www.linkedin.com/in/Livelovehouston](http://www.linkedin.com/in/Livelovehouston)

00:51:47 Dr R.Vijaya Saraswathy: Massive Impact on Sales

00:51:48 Enid Cleland: [www.linkedin.com/in/Livelovehouston](http://www.linkedin.com/in/Livelovehouston)

00:51:54 Francois Hewing: [www.7figuresfunding.com](http://www.7figuresfunding.com) I specialize in helping get funding for anyone who has U.S. based credit profile for personal or business. I also help international clients get their business set up in the U.S. to start and build U.S. business credit to take

advantage of U.S. based business credit Like 0% interest, or 0 collateral term loans.

00:52:38 Yuji Shimada JPN:Good day TOKYO 2020 started Wow! Yuji Shimada ,Hamamatsu,JPN Nice meet you agin!

00:56:27 Francois Hewing: [www.7figurefunding.com](http://www.7figurefunding.com) is website and if you would like to get funding for your business wether you actually have that business operating now or will be in the near future here is a simple 9 question application with no adverse effect on your credit  
[https://www.7figurescredit.com?a\\_aid=GETMONEY](https://www.7figurescredit.com?a_aid=GETMONEY)

00:57:28 Enid Cleland: I love this subject! I am so happy to be here after being away for a while.

00:58:02 Francois Hewing: Everyone can do sales however if you have a company you may not be the best fit to do the sales and you should hire a sales person or team of sales people.

00:59:11 Regan Monge: Listening and repeat

00:59:16 Dr R.Vijaya Saraswathy: Listen

Repeat

00:59:41 Regan Monge: Learn about your client

00:59:56 Francois Hewing: Taking the time to listen and repeat back is a key quality to have as a sales person. The little things matter.

01:02:04 Francois Hewing: Respect is a key and respecting peoples experience and education. Many make the mistake of treating woman less than a male counter part.

01:02:42 Dr. Wright:Thanks Francios

01:03:02 Connie Benjamin: Connect with Dr. Nadia Brown

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01:03:44 Connie Benjamin: Nadia's Free Gift: Courageous Conversations That Convert Checklist -- [CourageousConversationsThatConvert.com](http://CourageousConversationsThatConvert.com)

01:03:56 Dr R.Vijaya Saraswathy: It is not uncommon as we think it is!

- Dame DC Doria Cordova

01:04:01 Connie Benjamin:

<https://doyenneleadershipinstitute.ac-page.com/cctc-checklist>

01:07:17 Francois Hewing: Dr. Nadia is expanding offers for back of room sales. She is excited about convert labs to bring everything together and generate revenue.

01:07:28 Connie Benjamin: Connect with Dr. Nadia Brown

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01:09:14 Dr R.Vijaya Saraswathy: Who is your ideal client?

01:10:58 Francois Hewing: A salesperson needs to know who is your perfect client, and the sales person needs to know the verbiage to use that relates to the same verbiage you want associated with your company and that it uses. Sales people need to understand the sales cycle and the complete process.

01:14:33 Dorina Lanza: I can give you chapter and verse re how to build such a network.

01:14:59 Dorina Lanza: 50,000 downline; named top 25 trainers worldwide

01:15:38 Dorina Lanza: If you would like me to speak I am happy to say something.

01:18:27 Connie Benjamin: <https://LifeWave.com/LightWealth>

Do you love LIGHT HEALING? Do you love HEALTH? I highly recommend the fantastic Nanotechnology - Stem Cells - Light-based Patches for Health, Vitality, and Youthfulness - I have been using since the beginning of the Covid Pandemic to keep my immune system strong - I love them!

Do you love PROSPERITY? Business Opportunity for powerful, influential networkers who are looking for ULTIMATE LEVERAGE while bringing Light Wealth Health to the world... If you are not interested, who do you know? You can benefit tremendously from the introduction...

This 4-minute video shows the success of relieving pain on horses and animals <https://www.youtube.com/watch?v=BJ8EA0fANl0> If you know horse owners, pass the word!

Here's an interview with the founder, David Schmidt, explaining the LIGHT ASPECT of the technology...<https://vimeo.com/531494951/c47ca06a26>

01:18:58 Connie Benjamin:

<https://fridayswithdoria.com/recovery-magical-exercises/>

Do the Recovery Magical Exercises to support you in clearing multi-generational financial decisions that have been activated during the pandemic or in life... These exercises have been done by some of the financial masters / experts / best-selling authors that you see everywhere..

01:22:52 Lorna Sherland: Yes Doria - nothing happening out there!

01:25:23 Francois Hewing: The number one trait is Sales, you will never die of hunger and will never be broke. A good sales person will always be training. From Doria

01:31:25 rex2: reat value here thank you

01:31:59 Francois Hewing: Tracking is huge for a Sales person the numbers don't lie and always track where the leads come from because the pool you fish from matter what type of fish you catch.

01:33:30 DrLydie Money Doctor & Legal Mentor: Pipedrive as a tracking program for your business.

01:33:55 Connie Benjamin: One Percenters Only Club!

Topic: Small Business Backbone of the Global Economy Chime in

7/23/2021 (fri) @ 6PM PST (California time)

<https://www.clubhouse.com/event/xBJJZWJR>

Spread the word everywhere!

01:34:15 Connie Benjamin: Next Fridays With Doria for a Ho'oponopono Prayer in CLUBHOUSE and Zoom - 9 am pdt California with Rock Star Entrepreneurs - to include our European friends / network

01:34:16 rex2: yay

01:34:32 rex2: yes

01:34:38 Lanai Cecile: I LOVE IT 

01:34:50 Dr. Wright: Here is a Link to PIPEDRIVE- I use it!!

01:34:52 Dr. Wright:

<https://www.pipedrive.com/taf/the-wright-place247668>

01:35:08 Dr. Wright: Want to try Pipedrive? here is a link

<https://www.pipedrive.com/taf/the-wright-place247668>

01:36:55 Loke: Starting this week, Clubhouse has opened its membership to everyone. Now you can join Clubhouse without needing any invite

01:37:08 Lanai Cecile: Thank you for sharing that touching story Doria 

01:37:27 Connie Benjamin: <https://MoneyandYou.com> is finally coming back live to San Diego August 25 (Wednesday evening) through Saturday, August 28 - come join us!

Special Price for Fridays With Doria participants for USA event: 2nd person comes for only US\$995 - use the code: MY2995 to register yourself and a second person.

01:38:17 Connie Benjamin: [info@moneyandyou.com](mailto:info@moneyandyou.com)

01:39:05 Connie Benjamin: Here's a gift to support you in building your Economic Engine at <https://moneyandyou.com> - Excellerated Business Success Model - how to create, build and grow a socially-responsible organization.

01:40:47 --Ray~SD~Cali- It's Possible: "money isn't everything but it sure ranks up there with oxigen" -Jim Rohn-

01:41:24 Lorna Sherland: Doria are you personally going to teach on August 28?

01:41:42 Charles Kovess - Australasia's Passion Provocateur: Money & You is a brilliant program. Did it in 1993. Do it

01:44:14 rex2: Love you Doria!!!

01:45:53 --Ray~SD~Cali- It's Possible: The Mindset is so important<sup>100</sup>

01:46:56 Connie Benjamin: <https://MoneyandYou.com> is finally coming back live to San Diego August 25 (Wednesday evening) through Saturday, August 28 - come join us!

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01:47:03 Connie Benjamin: [info@moneyandyou.com](mailto:info@moneyandyou.com)

01:47:24 Connie Benjamin: SUPPORT INDIA'S FAMILIES  
[PayPal.Me/stmothertheresaunive](https://www.paypal.com/merchot?cmd=_s-xclick&source=url&url=https://www.paypal.com/stmothertheresaunive)

01:47:45 Connie Benjamin: Support this beautiful project to empower the Homeless that is being led by Dr. Letitia Wright (Crowdfunding expert)  
<http://www.adoptahomeless.org> - please connect with her for this loving project - <http://www.wrightplacetv.com> 909 235 9744  
[drletitia@wrightplacetv.com](mailto:drletitia@wrightplacetv.com)

01:47:46 Dr R.Vijaya Saraswathy: Thank You Connie

01:47:52 Dr R.Vijaya Saraswathy: Thank You Doria

01:48:05 Dr R.Vijaya Saraswathy: There is network challenge here

01:48:17 Connie Benjamin: It is so wonderful to see you hear @Dr. Vijaya!

01:48:43 Connie Benjamin: Support this beautiful project to empower the Homeless that is being led by Dr. Letitia Wright (Crowdfunding expert)  
<http://www.adoptahomeless.org> - please connect with her for this loving project - <http://www.wrightplacetv.com> 909 235 9744  
[drletitia@wrightplacetv.com](mailto:drletitia@wrightplacetv.com)

01:50:39 Lanai Cecile: thank you, Thank You, THANK YOU



01:51:32 Connie Benjamin: Great to see you here @Lanai!

01:51:43 Connie Benjamin: Who is new to Fridays with Doria?

01:51:58 --Ray~SD~Cali- It's Possible: I gotta run, dinner engagement 😊. Thank you all for allowing me to be here 👍😊🙏

01:53:35 Connie Benjamin: Clubhouse @DoriaCordova

Also Follow in Clubhouse the Money & You Club - and get an invitation into Clubhouse's Fridays With Doria event!

<https://www.facebook.com/DCCordova>

<https://www.linkedin.com/in/dccordova/>

<https://www.instagram.com/damedccordova/>

<https://twitter.com/dccordova>

<https://www.facebook.com/moneyandyou>

<https://www.youtube.com/user/MoneyAndYouEducation>

01:54:51 Connie Benjamin: One Percenters Only Club!

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Spread the word everywhere!

01:54:55 Lorna Sherland: Great evening all! Thank you Doria and Dr Nadia Brown.

01:55:08 Connie Benjamin: Great to have you with us @Lorna!

01:55:11 Dr. Nadia Brown: Thanks for having me!

01:55:24 Connie Benjamin: Connect with Nadia

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<https://doyenneleadershipinstitute.ac-page.com/cctc-checklist>

01:55:30 Lorna Sherland: Oops - Doria.

01:55:35 Roy Cotton Jr. & Dr. Nicole Francis-Cotton: Thank you Dr. Brown. I appreciate it. Was awesome and inspiring.