1

00:00:01.650 --> 00:00:02.580

Mike Staver: Well.

2

00:00:03.010 --> 00:00:07.540

Mike Staver: yes, what time it is. That's right. You guessed it. It's a Mike and Jamie show, and we.

3

00:00:07.680 --> 00:00:08.720

Mike Staver: Jamie.

4

00:00:09.020 --> 00:00:25.930

Mike Staver: are in the holiday spirit. Well, Patrick's, in the holiday you're in the plant base. It's very vegan of you. I was like this. It like, Are they those even qualify as lights Patrick on her tree. I don't know

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00:00:25.940 --> 00:00:29.240

Patrick Henry: I'm not sure if they're twinkling or not. I'm not either.

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00:00:40.520 --> 00:00:46.470

Mike Staver: Patrick.

7

00:00:47.230 --> 00:01:03.539

Jaime Nolan, CAE - CEO/President: My dad was one of the was an early member of Nsa. Oh, okay, I just heard you say, Patrick Henry Dad, long time number i'm like the light bulb. You might have some shorts in the light bulb there. Yeah, I was trying to.

8

00:01:03.720 --> 00:01:12.969

Mike Staver: you know. Validate, my friend Patrick. so anyway, Patrick is on the foundation board. Does it phenomenal job

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00:01:12.980 --> 00:01:29.169

Mike Staver: on the foundation board, and we those of you who have not read your Nsa. Buzz, may not be aware that today's a very big day in the life of Nsa. And the Nsa. Foundation, and we wanted to make sure Patrick came on to share with you what exciting thing is going on right now for the next. Is it 7 days, Patrick?

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00:01:29.310 --> 00:01:50.640

Patrick Henry: Well, actually, by the time this is saying, they have one more day left to bid right now the the annual auction is going on. for those of you who have been around for a while every year, and for the last few years we've had an a virtual auction, whereas in members have donated their time, their talent, their expertise through coaching through.

11

00:01:50.650 --> 00:01:55.070

Patrick Henry: you know. Phone conversations through.

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00:01:55.290 --> 00:02:23.840

Patrick Henry: but you can submit material, and they'll They'll tweak your material. Make it funnier, make it more poignant, more relevant. And so, if you go to the Nsa foundation org. You can click on the link there and see what kind of auction items we have. We have Over 70 people have donated auction items, and as of today. We and we're just not long into it. We've raised thousands of dollars

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00:02:23.850 --> 00:02:34.230

Patrick Henry: and we're just very excited. This is a way for us to contribute money to to the foundation receiving value back. And, as most of you know,

14

00:02:34.460 --> 00:02:38.819

Patrick Henry: our foundation dollars go to a variety of

15

00:02:38.900 --> 00:02:56.180

Mike Staver: channels. most importantly, members in need. That's right. And you know our foundation is such a valuable part of the overall. Nsa. Experience. You can go to a lot of organizations and participate in a lot of ways to get better, but

16

00:02:56.190 --> 00:03:25.409

Mike Staver: not a holistic way that the National Speakers Association does it, and Patrick and the Board of the Foundation do a phenomenal job of paying attention to Member need helping members when they're in need, whether it's acute need, and where there's an emergency that's happening right now. There's a longer term need or a larger need. So your dollars go directly into our foundation, and then our foundation does phenomenal work at figuring out where the needs are, even as far as scholarships. Right, we offer those as well from

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00:03:25.420 --> 00:03:27.280

from time to time. That's really good.

18

00:03:27.500 --> 00:03:35.190

Mike Staver: How long you been on the board the foundation board because you used to be on the Nsa. Board. How long you been on the foundation board, Patrick. Oh, gosh,

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00:03:35.560 --> 00:03:51.409

Patrick Henry: I'll say also this I've been involved with the foundation for well over 10 years. I think I was on committees before I was actually on the board. but I've served you on the Scholarship Committee, and in various capacities, and it's really a labor of love with me. just because

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00:03:51.420 --> 00:04:02.650

Patrick Henry: we get to, you know, have such a direct impact on members, as you know, being in the speaking business, it's not always. It doesn't always go the way we plan, and we don't have

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00:04:02.660 --> 00:04:14.420

Patrick Henry: a lot of us. Don't have big companies to support us in times of need, but we have collectively, we have this money set aside, for when we're going through some of the worst of what life throws at us.

22

00:04:14.430 --> 00:04:24.410

Mike Staver: It's a helping hand. It is a helping hand, and it's a great great part of the overall. Nsa: Member experience. And how long did they have? What time does it close tomorrow.

23

00:04:26.580 --> 00:04:37.659

Jaime Nolan, CAE - CEO/President: I didn't realize you were going to get that specific. But if they go to say foundation.org you're going to see exactly when they close. This is my Patrick.

24

00:04:37.670 --> 00:04:55.379

Mike Staver: This is why Patrick, such a value will guess, for the Mike and Jamie show, because he has the same level of detail that we have. If I can't. Google it I'm. I'm. Not a 100%. Sure. I'm with you, man, i'm with you. Somebody asked me the day if I was going to thrive, and I said, at my age

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00:04:55.390 --> 00:05:14.109

Mike Staver: thrive as a stretch. Oh, the conference for me. Oh, yeah, that's right. That's right. Okay. So details. So you both have your Csp. Don't you? Yes, we do. Patrick and I both have it, in fact, Patrick and I have had it for quite a few years. Right, Patrick. When did you get yours 2,012?

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00:05:14.120 --> 00:05:31.939

Mike Staver: I think mine was somewhere in that vicinity. As well might have been a little bit with might have been right around that time. Actually. yeah. And application deadlines coming up. Do we have that detail, Jamie Nolan? Do it's January. Well, I have it. Can't speak for you to, but it's January 10,

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00:05:32.570 --> 00:05:41.129

Jaime Nolan, CAE - CEO/President: and we will not be accepting late submissions, so please don't

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00:05:41.430 --> 00:05:43.410

Jaime Nolan, CAE - CEO/President: come January eleventh and ask

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00:05:43.590 --> 00:05:47.459

Jaime Nolan, CAE - CEO/President: January tenth is the deadline, and we hand it over to the review committee.

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00:05:47.700 --> 00:05:50.370

Mike Staver: Yeah, and I and Patrick, I like to hear from you. But

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00:05:50.380 --> 00:06:11.240

Mike Staver: one of the things I loved about getting my csp wasn't just getting it. But the discipline that it brought to me as a business owner to figure out the nuts and bolts and details of what was really going on in the business, and what my payer mix was, and all of that kind of thing. I think it's really I was telling a story when, before we went online that I was talking to

32

00:06:11.250 --> 00:06:23.059

Mike Staver: LED Ricksby the other day, and he's talking to a group of people that work in associate. Excuse me associations, and they said it was an important thing, and so that means we've made progress right, Patrick.

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00:06:23.180 --> 00:06:26.239

Patrick Henry: you know Csp. Has has to.

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00:06:26.480 --> 00:06:30.440

Patrick Henry: It's important to me in 2 ways. One in the marketplace.

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00:06:30.450 --> 00:06:54.319

Patrick Henry: I I believe it does make a difference. And when a meeting planner, who really knows what Csp. Is all about, sees those initials after our name. it's just a little reassurance, and I think we both agree. All agree that meeting planners need reassurance, and who they choose re-insure us that we've established a certain level of professionalism and dedication, and we're not just, you know.

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00:06:54.590 --> 00:06:55.710

Patrick Henry: 5 by night

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00:06:56.360 --> 00:07:26.300

Patrick Henry: presence in the marketplace, but also internally it. It's aspirational was aspirational to me. I mean I still remember in 2,012. I stood next to Jessica, Petit and Judson lately, when we received our csps and and to be able to to not only walk across that stage and receive that honor, but have your peers genuinely and heartfelt applauding you and being able to do that for others. It's really it's unique. I mean, I don't think, in any profession to people honestly

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00:07:27.100 --> 00:07:38.890

Patrick Henry: feel that much joy to see other people receive that kind of success. I mean, we we get certifications in real estate and and in finance and all that. But do you really

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00:07:38.980 --> 00:07:52.439

Mike Staver: get that kind of love? Yeah, not usually. And that's the other thing about the auction. That's great. I mean, when you look at all the people, I mean, it's basically competitors helping competitors be better at competing. I mean, that's real generosity. Hold on

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00:07:52.910 --> 00:08:17.330

Patrick Henry: competitors, healthy competitors, compete there, you go that's a t-shirt. We're going to use alliteration good great so get it done. You guys get busy and get it done. What else we have, James and I will say this without without phone any names out there if you're not going to be able to get it done this year, and and and next year 2,023 is your goal here. there are people out there who can help you.

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00:08:18.720 --> 00:08:21.890

Patrick Henry: collect the the information, and you know.

42

00:08:22.040 --> 00:08:35.730

Patrick Henry: and a lot of people hire people to do that for them, and and there's nothing wrong with that. I believe you, said Mike. You've booked work When you go back to your past clients it it's a valuable resource for for farming, for for new

43

00:08:35.809 --> 00:08:38.440

Mike Staver: presentations.

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00:08:38.539 --> 00:09:00.470

Mike Staver: Yeah. And also it really tightened up our follow up sequence. And now we we've got all client. We always ask clients for their month of day of birth, and we always reach out. I mean it's made a big difference in the company really has good alright, good. What else, Jamie? I heard conferences coming up. Many people know it as winter, but it the formal name is thrive. That will be the first weekend in March.

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00:09:00.480 --> 00:09:14.349

Jaime Nolan, CAE - CEO/President: in San Antonio, Texas. We have shared almost the entirety of the line up of Speakers great great line up. If you haven't looked lately. Make sure you go to our website and check out the speakers we've got

46

00:09:14.360 --> 00:09:29.309

Jaime Nolan, CAE - CEO/President: who they are, what they're gonna be talking about, what your takeaways are going to be, and every aspect ties directly back to building your business. So. it's gonna be an excellent conference. I hope that you all register in the early for deadline. The early bird registration rate ends at

47

00:09:29.610 --> 00:09:38.719

Jaime Nolan, CAE - CEO/President: take a note, Patrick, 1159 Pm on December 30, first, Central 1159 pm. Central

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00:09:38.830 --> 00:09:42.240

Patrick Henry: and If you're registering on December 30 first.

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00:09:42.560 --> 00:10:05.190

Mike Staver: I feel bad for you. They might be trying to get last-minute business expenses in, or or they may be celebrating and impulsively go on and forget they did it the next day. I'm just it could be an option, but that does bring up that the holidays are among us, and I just want to let everybody know that our headquarters office will be closed.

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00:10:05.310 --> 00:10:12.519

Jaime Nolan, CAE - CEO/President: Friday, December 20, third, and Monday, December 20 sixth, and and then again on Monday, January second, for

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00:10:12.540 --> 00:10:28.879

Mike Staver: it's way. Too much time off, Mike. What do you give? You know? I i'm a softy okay, now I used to be they they used to be. They got off from the twenty-third to the Fourth, so that's good. Now they are speakers.

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00:10:30.340 --> 00:10:43.999

Mike Staver: Anything else floating around Jamie. No, thanks so much, Patrick, for joining us today, and we're excited to hear about the outcome of the action. And

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00:10:44.010 --> 00:10:56.150

Mike Staver: foundation org. It's the best way to manifest our value of abundant generosity, particularly this time of year. Help your fellow members out as best you can

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00:10:56.880 --> 00:10:57.990

Patrick Henry: What he said.

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00:10:58.010 --> 00:11:02.100

Jaime Nolan, CAE - CEO/President: All right.

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00:11:02.140 --> 00:11:03.550

Mike Staver: See you.