00:00:00.200 --> 00:00:01.540

Oh, hey Mike. How's it going?

1

00:00:02.040 --> 00:00:04.780

Oh, we're on air. You know, it always surprised me.

2

00:00:04.960 --> 00:00:07.780

It always surprises me when the air comes on.

3

00:00:08.750 --> 00:00:10.960

It's another Mike and Jamie show. Can you believe it?

4

00:00:11.140 --> 00:00:14.240

We are less than what a week out are we? A week? Uh,

5

00:00:14.240 --> 00:00:15.880

I think we're about a week out. About

6

00:00:15.880 --> 00:00:16.713

10 days.

7

00:00:16.900 --> 00:00:21.000

That's amazing to influence y'all. Good things are happening.

8

00:00:21.020 --> 00:00:24.200

We could go down a long list of great things that are gonna happen at influence

9

00:00:24.620 --> 00:00:26.720

and, uh, but we won't. Yeah. Cause there's gonna be some

10

00:00:27.040 --> 00:00:27.873

Surprises. It's gonna be awesome,

11

00:00:27.890 --> 00:00:28.723

Right?

12

00:00:28.900 --> 00:00:29.733

Yes.

13

00:00:29.930 --> 00:00:33.400

There are some surprises that Candace has been planning that I don't even know

14

00:00:33.400 --> 00:00:34.180

about.

15

00:00:34.180 --> 00:00:37.360

Wow, that's a surprise. All bys itself. That's

16

00:00:37.360 --> 00:00:41.520

Going to be very exciting. Yes. For our 50th anniversary. We're so excited.

17

00:00:41.530 --> 00:00:43.760

We've got such an awesome lineup with

18

00:00:44.230 --> 00:00:45.720

It's our 50th anniversary.

19

00:00:46.880 --> 00:00:47.930

Yeah. Did you know that

20

00:00:49.960 --> 00:00:54.900

We don't look a day over 40? Yeah. The uh, yeah, so go ahead. I'm sorry.

21

00:00:54.900 --> 00:00:56.220

There's good things happening, right?

22

00:00:56.810 --> 00:01:00.380

Yeah, no, I was gonna say, we've got a really exciting lineup with Sylvia Desto,

23

00:01:00.490 --> 00:01:04.540

John Gordon, Victor Antonio, our own Deltoro McNeil,

24

00:01:05.280 --> 00:01:09.780

um, John Gordon. We've got, yep. Tim Gard. We've got,

25

00:01:10.280 --> 00:01:14.460

uh, some experiential learning on, um, oh,

26

00:01:14.460 --> 00:01:16.180

they changed the name of it. Stories unplugged.

27

00:01:16.740 --> 00:01:20.260

A deep dive into story mechanics and how to build your story. So cool.

28

00:01:20.270 --> 00:01:23.180

We've got tons of great breakouts,

29

00:01:23.180 --> 00:01:26.060

including a deeper dive into the story mechanics.

30

00:01:26.480 --> 00:01:30.260

But everything we're doing is designed to either help you build a better

31

00:01:30.460 --> 00:01:32.460

business or be a better speaker. That's,

32

00:01:32.460 --> 00:01:33.980

and so wherever you're at in your journey,

33

00:01:34.160 --> 00:01:38.620

you'll be able to easily identify which, uh, sessions will be helpful for you.

34

00:01:39.490 --> 00:01:40.660

What are you gonna focus on?

35

00:01:42.330 --> 00:01:43.670

Uh, what am I gonna focus on?

36

00:01:44.020 --> 00:01:47.070

Yeah. Is it how to not quit your day job?

37

00:01:47.680 --> 00:01:49.030

Cause the humor isn't lasting.

38

00:01:49.370 --> 00:01:52.670

That's right. I'm gonna focus on taking a nap. That is

39

00:01:52.860 --> 00:01:53.693

Okay.

40

00:01:55.210 --> 00:01:57.510

No, I mean, I'm very excited, you know, you know,

41

00:01:57.510 --> 00:02:01.870

when you've been around as long as I have, uh, you always go. But there's,

42

00:02:01.870 --> 00:02:04.750

it always surprises me that there's always something really good.

43

00:02:04.910 --> 00:02:09.230

I always learn something. I always take something back, you know, every, uh,

44

00:02:09.770 --> 00:02:13.310

my team is always terrified when I go to influence because they know I'm gonna

45

00:02:13.310 --> 00:02:15.590

come back with an idea. Um,

46

00:02:15.740 --> 00:02:16.573

Just one.

47

00:02:16.790 --> 00:02:19.950

Yeah. And I'm bringing our newest, I'm bringing our newest staff person.

48

00:02:20.000 --> 00:02:23.110

We're very excited. We just hired a new person and so they're gonna come.

49

00:02:23.450 --> 00:02:27.150

So those of you that have staff, there's still time. Uh, it's very relevant, uh,

50

00:02:27.150 --> 00:02:29.510

for staff. But let's, you know, let, let's just take a minute, Jamie,

51

00:02:29.530 --> 00:02:32.430

to talk to people that aren't coming, cuz I know, you know, you guys got fomo.

52

00:02:33.370 --> 00:02:36.070

Um, just know that, uh,

53

00:02:36.070 --> 00:02:39.350

you're gonna be missed and we wish you could be there. Uh,

54

00:02:39.350 --> 00:02:42.870

talk to your friends at your chapter level. Get notes from them, you know,

55

00:02:42.870 --> 00:02:46.470

what did they learn as well? Because, um, part of your, uh,

56

00:02:46.500 --> 00:02:51.030

part of the benefit of being a part of this group is that we get to share and

57

00:02:51.030 --> 00:02:55.430

learn and connect. So yeah, I'm gonna work on being a better human. Oh, wait,

58

00:02:55.430 --> 00:02:59.460

that's not this conference. Yeah, no. Building better business.

59

00:02:59.460 --> 00:03:02.540

We're launching a whole new thing in our company and we kind of waited until

60

00:03:02.540 --> 00:03:03.820

after influence to do it, so.

61

00:03:04.320 --> 00:03:06.780

Oh, good. So get all the great ideas. That's awesome. Yeah. Well,

62

00:03:06.780 --> 00:03:08.820

if you're not going to influence this year for sure,

63

00:03:08.820 --> 00:03:10.100

mark your calendar for next year,

64

00:03:10.670 --> 00:03:11.820

Which will be where Jamie,

65

00:03:12.320 --> 00:03:15.940

It will be at the Gaylord Rockies in Denver

66

00:03:17.120 --> 00:03:17.900

and where

67

00:03:17.900 --> 00:03:21.100

We were several years ago. It's an awesome property. Oh

68

00:03:21.250 --> 00:03:22.083

Yeah.

69

00:03:22.290 --> 00:03:26.140

It's such a good property and I know a lot of you don't like it when we go to

70

00:03:26.140 --> 00:03:30.180

these huge, gigantic expansive hotels where you can't see each other, like,

71

00:03:30.200 --> 00:03:34.940

you know, can't bomb the bars and stuff like that. Uh,

72

00:03:35.360 --> 00:03:39.580

but that hotel is the perfect size because they have that section down below

73

00:03:39.590 --> 00:03:43.700

downstairs where we can all gather and connect. It's intimate enough,

74

00:03:43.700 --> 00:03:45.540

but it can handle a conference of our size.

75

00:03:45.840 --> 00:03:48.740

Is Did I hear it's a little longer next year? Did I hear that? Is that true?

76

00:03:49.050 --> 00:03:50.860

Yeah, a little longer and a little later.

77

00:03:51.120 --> 00:03:54.620

So we're doing it August 3rd through the sixth and we are returning to four

78

00:03:54.620 --> 00:03:59.260

days. I got a lot of feedback that people like the extra networking time and the

79

00:03:59.260 --> 00:04:01.980

chances for chapters together and community groups together.

80

00:04:02.320 --> 00:04:04.460

So we're extending it to four days.

81

00:04:05.160 --> 00:04:09.940

And my anticipation in early conversations with Candace is that our days

82

00:04:10.000 --> 00:04:13.500

in the general session of breakouts will be a little shorter so that there's

83

00:04:13.500 --> 00:04:16.260

added time each day for the groups to get together and network.

84

00:04:16.920 --> 00:04:19.580

So make sure you block your calendar through Wednesday,

85

00:04:19.970 --> 00:04:23.300

because of course our banquet will be Tuesday night instead of Monday night next

86

00:04:23.300 --> 00:04:23.420

year.

87

00:04:23.420 --> 00:04:26.340

That's an important distinction. So get it out. What are the dates again?

88

00:04:26.880 --> 00:04:28.140

August 3rd through the sixth.

89

00:04:28.440 --> 00:04:33.140

20, 24, the sixth. Get it on your calendar now. Uh, keep, uh, yeah,

90

00:04:33.140 --> 00:04:34.540

start, start creating the buzz.

91

00:04:34.680 --> 00:04:37.260

Now we have over a thousand as we've mentioned this year,

92

00:04:37.260 --> 00:04:41.620

which is gonna be really exciting. Over 10% of those are from another country.

93

00:04:41.760 --> 00:04:44.180

That's awesome. We're gonna invite our Isn't that great?

94

00:04:44.200 --> 00:04:49.060

Our international friends from our G S F Global Speaking Federation partners

95

00:04:49.060 --> 00:04:51.340

around the world are gonna be coming over 10%.

96

00:04:51.380 --> 00:04:55.380

I don't remember how many countries are represented. It's a lot though. And,

97

00:04:55.570 --> 00:04:59.140

yeah. Yeah. Really, really exciting. So, make, we're really excited.

98

00:04:59.170 --> 00:05:03.140

Make sure we welcome our international friends and members, uh, to influence.

99

00:05:03.140 --> 00:05:05.660

It's gonna be a great, uh, great experience. If you're new,

100

00:05:05.800 --> 00:05:08.180

if you're a first timer, uh,

101

00:05:08.600 --> 00:05:11.020

I'm sure you're not a first timer of the Mike and Jamie show cuz everybody

102

00:05:11.020 --> 00:05:13.580

watches it. But if you're a first timer, Jamie,

103

00:05:13.600 --> 00:05:15.700

and I want you to come up and introduce yourselves to us.

104

00:05:15.760 --> 00:05:19.340

We move pretty fast at influence. So don't, if you see us in the hall moving,

105

00:05:19.340 --> 00:05:22.940

don't be afraid to say, Hey, my name's Frank or Julie and, uh,

106

00:05:22.940 --> 00:05:26.060

here's what we want you to do. We just want you to answer this question sweeter,

107

00:05:26.070 --> 00:05:29.380

salty. That's all we care about. Just tell us sweeter, salty.

108

00:05:29.970 --> 00:05:30.940

Then we'll know that you watched

109

00:05:31.190 --> 00:05:32.100

Sweet, sweet or

110

00:05:32.100 --> 00:05:32.690

Salty.

111

00:05:32.690 --> 00:05:36.780

Yeah. Don't bring us anything sweet or salty. God knows we can't eat on the run,

112

00:05:36.920 --> 00:05:41.420

but yeah, we'd love to meet all of you. It's hard. It is sometimes people,

113

00:05:42.000 --> 00:05:45.540

um, because we move so fast and something's always happening, uh,

114

00:05:45.540 --> 00:05:46.373

with Jamie and I,

115

00:05:46.400 --> 00:05:50.020

but please make sure and introduce yourself because we wanna meet you and,

116

00:05:50.360 --> 00:05:53.740

and welcome you. Uh, even if you're a longtime member that we haven't met,

117

00:05:53.760 --> 00:05:57.700

we certainly wanna meet everyone that we can while we're in. Uh, where is it?

118

00:05:58.200 --> 00:05:59.033

Oh yeah, Orlando,

119

00:06:00.630 --> 00:06:03.180

Don't make me do that. I had now I think about 20, 24.

120

00:06:03.240 --> 00:06:04.340

I'm like I just said Denver.

121

00:06:05.840 --> 00:06:08.380

But if you are a first time attendee this year and you haven't yet,

122

00:06:08.380 --> 00:06:11.820

we do have a ambassador program where you can, uh,

123

00:06:12.780 --> 00:06:13.620

Speaking of international

124

00:06:14.710 --> 00:06:19.160

Yeah. Where you can meet a more, um, seasoned influencers.

125

00:06:19.660 --> 00:06:22.160

Me. Oh, that sounded weird. Meaning they've attended our

126

00:06:22.160 --> 00:06:26.720

Influence conference many times. Well done. I like it. Seasoned influencers.

127

00:06:28.600 --> 00:06:30.040

I guess that had a double entendre, but

128

00:06:30.380 --> 00:06:33.800

We should actually have name tags that says influencer. That's a good,

129

00:06:34.180 --> 00:06:36.320

that's actually a good idea there. C e o

130

00:06:36.810 --> 00:06:39.180

Because they've attended X number of influence conferences.

131

00:06:39.720 --> 00:06:43.260

That's so good. And then you're an ambassador because you're an influencer.

132

00:06:43.640 --> 00:06:47.490

Oh look, here's, here's the deal. Everybody that's watching this,

133

00:06:47.870 --> 00:06:50.010

do you know what terrifies the staff at nsa?

134

00:06:50.360 --> 00:06:54.810

When Jamie and I come up with an idea, that's what terrifies me right now.

135

00:06:54.810 --> 00:06:58.370

They're editing this somewhere and they're going, oh God no. Please not.

136

00:06:58.370 --> 00:07:02.850

Another idea. We don't need any ideas from you. Two last thing we need,

137

00:07:02.870 --> 00:07:05.050

but back to the ambassador program. First timers,

138

00:07:05.310 --> 00:07:08.090

we don't want you to get lost in the thousand people. Crowd. Crowd.

139

00:07:08.190 --> 00:07:12.410

We want you to have a buddy, an influencer. It's a good idea.

140

00:07:12.610 --> 00:07:13.490

I don't care what they say.

141

00:07:13.590 --> 00:07:14.423

An ambassador.

142

00:07:14.870 --> 00:07:16.090

An ambassador influencer,

143

00:07:16.190 --> 00:07:19.570

an in influencer influencer who's an ambassador or ambassador. Like maybe

144

00:07:19.570 --> 00:07:19.980

We,

145

00:07:19.980 --> 00:07:23.370

maybe we tell them to change it from ambassador to influencer cuz they won't get

146

00:07:23.390 --> 00:07:24.610

mad at us at all. Last,

147

00:07:24.610 --> 00:07:26.690

No, let's change it right now. Yeah. 10 days out.

148

00:07:27.460 --> 00:07:31.210

Could you guys change all the promotional materials please? We're just kidding.

149

00:07:31.300 --> 00:07:33.850

We're just kidding. This is a joke. Uh,

150

00:07:33.850 --> 00:07:38.530

but it is not a joke that don't be shy. Sign up if you're new. Yes.

151

00:07:38.670 --> 00:07:40.130

You need to sign up for that program.

152

00:07:40.280 --> 00:07:43.130

What we do is we pair you with somebody who's a

153

00:07:43.860 --> 00:07:45.370

Influencer ambassador

154

00:07:45.990 --> 00:07:49.890

At conference and they'll be your buddy. They're your accountability buddy.

155

00:07:49.890 --> 00:07:53.570

They answer questions, they'll introduce you to their sphere of influence. Uh,

156

00:07:53.750 --> 00:07:57.690

wow. There it is again, sphere of influence. Uh, and the people that they know.

157

00:07:58.150 --> 00:08:02.410

We want you to feel like you're one of us. I remember my first influence.

158

00:08:02.690 --> 00:08:07.650

I did not take advantage of that program and I felt like I was like on

159

00:08:07.750 --> 00:08:10.850

on some, I I was actually kinda lonely in a room of a thousand people.

160

00:08:10.870 --> 00:08:14.370

So we don't want you to have that. We want you to be excited and so,

161

00:08:14.550 --> 00:08:15.383

and we want you to,

162

00:08:15.430 --> 00:08:17.530

But in your case it was to everybody's benefit though.

163

00:08:17.710 --> 00:08:21.210

Yes. And it still is actually. Most of you probably don't know.

164

00:08:21.210 --> 00:08:25.450

They keep me in a cage backstage and they trap me out occasionally. You go, Hey,

165

00:08:25.450 --> 00:08:30.240

welcome. Influence back in the cage, Siegfried and Roy.

166

00:08:30.430 --> 00:08:31.263

Yeah. So,

167

00:08:32.350 --> 00:08:34.760

Alright, well hopefully our message got across.

168

00:08:35.220 --> 00:08:37.760

Yes. Are you confused at all? Anyone?

169

00:08:37.760 --> 00:08:40.120

This is how we always get right before influence, so I'm sorry,

170

00:08:40.140 --> 00:08:44.760

but so it is all influence is coming up. If you're not gonna be there,

171

00:08:44.930 --> 00:08:48.960

we're gonna miss you. If you are there, sign up for the ambassador program. Um,

172

00:08:49.380 --> 00:08:51.920

um, even now start thinking about what you,

173

00:08:51.950 --> 00:08:54.720

because we have tons of breakouts and all that stuff that Jamie said,

174

00:08:54.720 --> 00:08:56.880

it's gonna be really good. We'll see you very soon, y'all take care.

175

00:08:57.380 --> 00:08:58.000

All right. Bye-Bye.