

LEAVE YOUR MARK.

THE IMPACTFUL ADVISOR

MAKE AN IMPRESSION.



Dogs Don't Have Cold Feet, Why Should I?

Dear Friends,

So, there I am backstage at [Scaling New Heights](#) preparing to deliver a keynote about living your dream and "making it so." I am terrified. I want to leave. I am sweating. I am afraid my topic isn't good enough. Why am I wearing these shoes? This shirt? Who do I think I am anyway? No one wants to hear this. They've heard it all before.

And then I look down.

There, sitting next to me is June the basset hound. She's not stressing. She's not worrying about whether her ears are too long or her paws are too big. She's loving all of the attention from everyone backstage. It's dark, there's equipment everywhere and she is just calmly sitting there with her human, accepting the love of everyone who walked by.

Do you think I took a moment to reflect? Do you think I saw the irony in not only the message I was about to deliver but the fact that staring me in the face is the image of my own muse? There's an actual live adorable cuddly basset hound sitting right next to me. Basset hounds are my muse, my symbol for the voice of the "real me" instead of that other nagging voice of doubt. And yet I was still terrified.

Because here's the thing. No matter who you are or what you know or even what you teach, you are still human. We struggle. We have bills to pay. We worry about our weight, our children, our breath. We try to make up for that the self-doubt with hair dye, or makeup, or new clothes but still it's there.

But you know what? We do it anyway. We tell the story. Deliver the report. Draw the drawing. Sing the song. Climb the mountain. And every time we do, it makes us a little bit stronger.

And by overcoming our own doubts, we create a string of successes that together become our story - a story that might help the next person have the courage to take their next step.

That's what we do for our clients. We give them courage. It isn't our perfection they need, but our human frailty, our openness, our curiosity. You can't get that from AI, and neither can they.

My story now includes one of the best moments of my life, when at the end of my speech, I was joined on the main stage by June, the basset hound from [Suncoast Basset Rescue](#) (see picture below).

Do it anyway y'all,

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Communication is Key

Communicate like a rock star with your clients! Understanding communication styles (your own as well as others) and adjusting your message to effectively communicate with each client is crucial. Register to [take your own communication assessment](#) and meet with me online for a one-on-one debrief of what your [DISC](#) results mean for you and how you can apply these insights in your client work.

You do not have to be a trainee of the [Level 5 Advisory Program](#) to benefit from this [Assessment & Debrief](#).



Question of the month:

Ask your prospective client to think for a minute about the project you will be working on. "It's a year from now, what are we celebrating? Why have we chilled the champagne?" This puts your client in a new mindset and helps them envision a positive outcome with your help.

Mark Your Calendar



Upcoming speaking events:

9/25 Live in LA: [Advisory Amplified](#)

11/2-4 Live: [ITA 2025 Fall Collaborative](#)

11/12 Online: [Ask the CAS Expert](#)



Listen Up

Prior to taking the mainstage at SNH this year, I had an opportunity to join [Joe Woodard](#) to talk about my professional journey and how I found my way to a more fulfilled life both professionally and personally by changing the way I worked AND changing my inner dialogue that told me I couldn't, to I CAN.

Listen to [Episode 125 of The Woodard Report here](#)

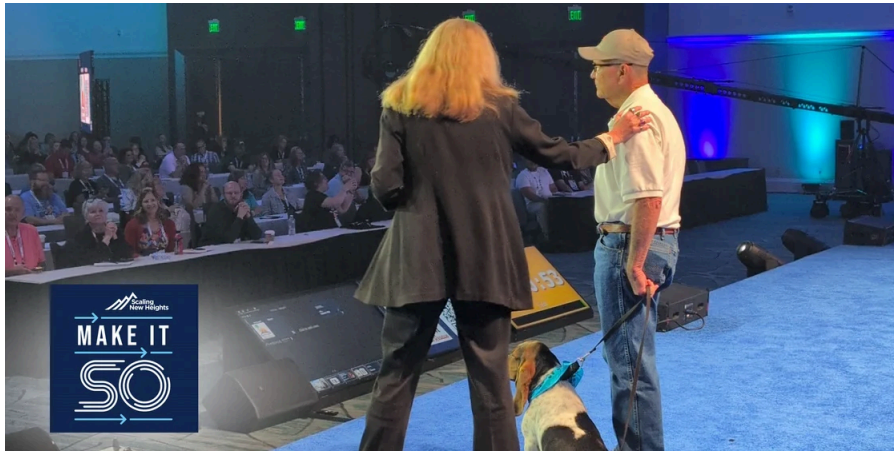


Grits Care

Here's an important tip for every grit lover out there - you need to keep 'em cold. Who would've thought? There's nothing worse than rancid grits (except maybe grits

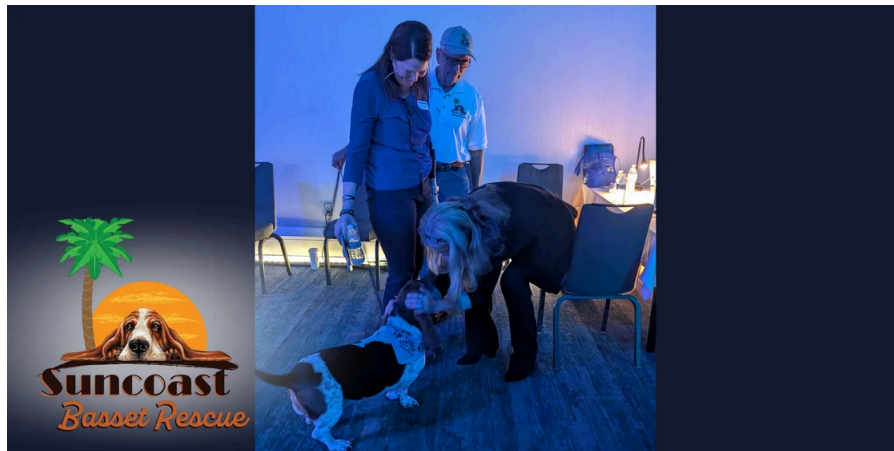
with sugar).

Article: [The Southern Ingredient You're Probably Not Storing in the Freezer \(But Should\)](#)



Make it So #SNH25

What a thrill to be back on the mainstage at Scaling New Heights. In my presentation ***Stop Chasing Your Tail – Move from Dreaming to Doing...*** I came clean about my addiction to self-help books and even shared a bunch of my favorites. You can check out the book list [here](#).



Making an Impact

At the end of my keynote, I had one of those rare, soul-satisfying moments where a personal dream became a professional milestone. That moment wouldn't have been possible without the support of [Suncoast Basset Rescue](#) and their incredible volunteers. Their work—offering second chances and unconditional love—is deeply aligned with everything we try to do for our clients.

If you're moved to support their efforts, you can make an impact by contributing through [online donations](#) or purchase items from their [Amazon wish list](#).



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