

Dr.KEVIN^cSnyder

PAID TO \$PEAK

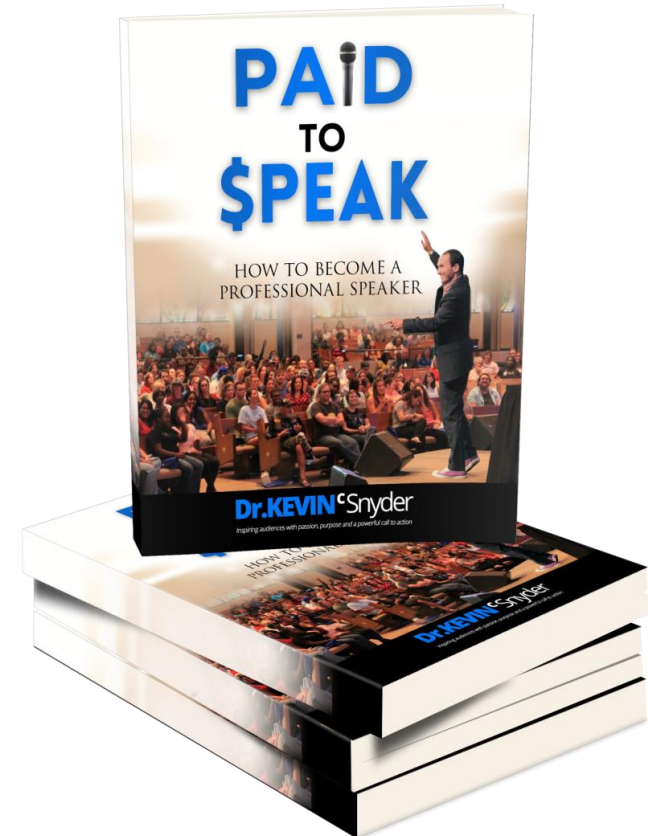
MODULE ONE
Where to Start

MODULE TWO
Program Development

MODULE THREE
Speaking Opportunities

MODULE FOUR
PAID to \$PEAK

MODULE FIVE
Consistent PAID Bookings



WWW.PAIDtoSPEAK.BIZ

WWW.KEVINCSNYDER.COM



@KevinCSnyder

Dr.KEVIN^cSnyder

PAID TO \$PEAK

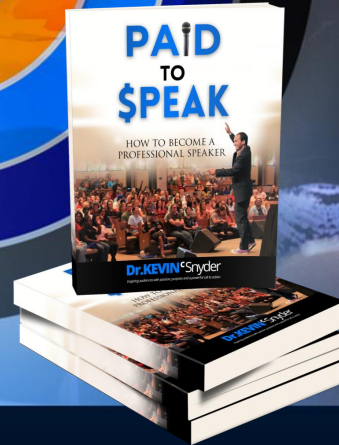
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FOUNDATION *of* HOPE

*Breakthrough Research
for Mental Illness*

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June 7

*How to Become a Professional Speaker
(PAID to \$PEAK overview)*

June 21

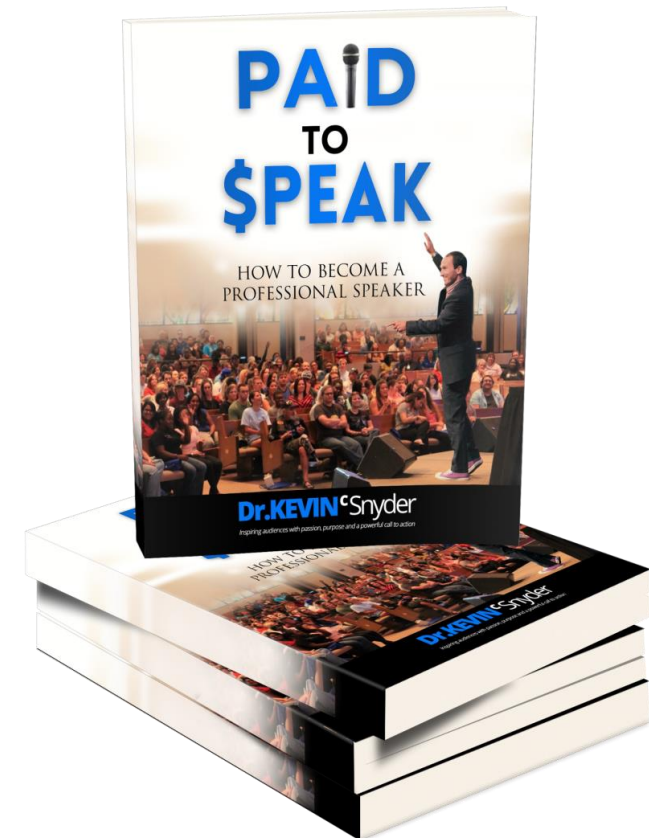
How to Become a TEDx Speaker

June 28

How to Find PAID Speaking Opportunities

July 5

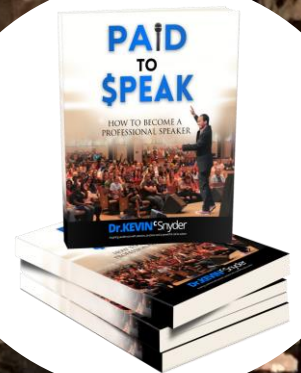
**How to Become a Published Author and
Leverage Books in Speaking Contracts**



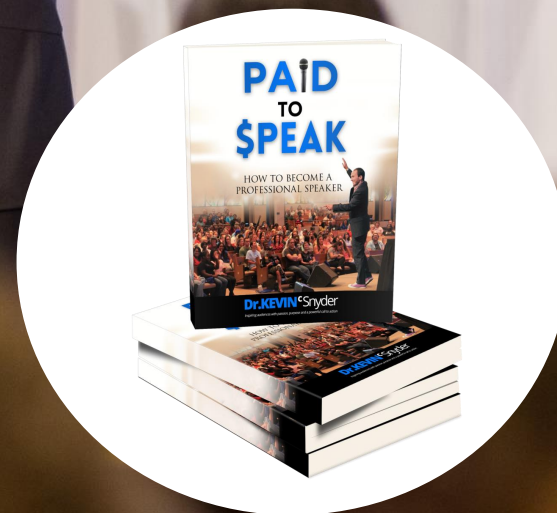
TODAY

Backend Systems I use in my Speaking Business.

Dr.KEVIN^cSnyder



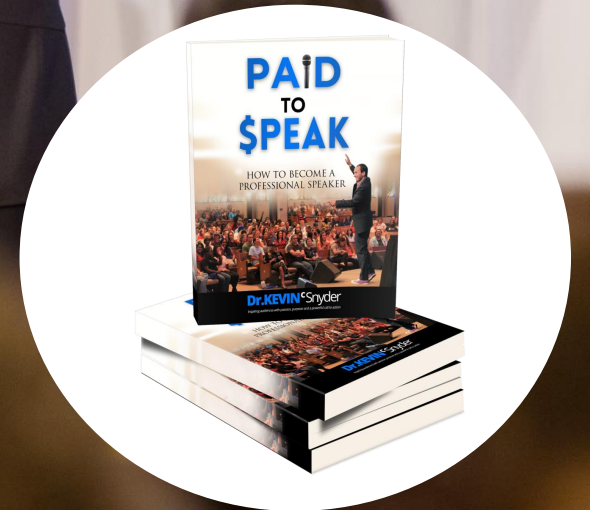
Why?



Why?

“You do not rise to the level of your goals. You fall to the level of your systems.”

- James Clear, *Atomic Habits*





← WHAT PEOPLE SEE

← WHAT PEOPLE DON'T

SUCCESS

Easy? No.

Worth it? Absolutely.



← WHAT PEOPLE SEE

← WHAT PEOPLE DON'T

SUCCESS

*Easy? No.
Worth it? Absolutely.*

HARD WORK
PERSISTENCE
FRUSTRATIONS
DOUBTS
SACRIFICES
DISCIPLINE
TIME
MISTAKES
RISKS
INVESTMENTS
LATE NIGHTS
REJECTIONS
CRITICISMS
RESEARCH
TECHNOLOGY
EDUCATION
EXPERIENCE
IMPOSTER
BOMBS
FOCUS

“They don’t
need a speaker
until they ...”





Thumbtack

fiverr.



BombBomb™

Google
Alerts



YAMM

talkadot



HIGH POINT
UNIVERSITY



EMBRY-RIDDLE
Aeronautical University



UNIVERSITY OF
SOUTH CAROLINA



University of
**Central
Florida**



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Dr. KEVIN^c Snyder



A few of the **1,150+** organizations Kevin has spoken for..



Dr.KEVIN^cSnyder

PAID TO \$PEAK

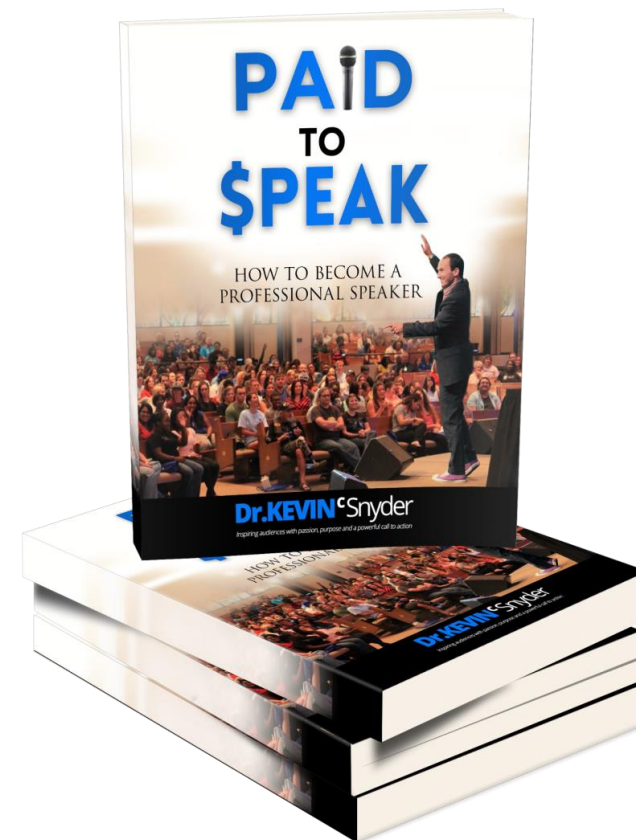
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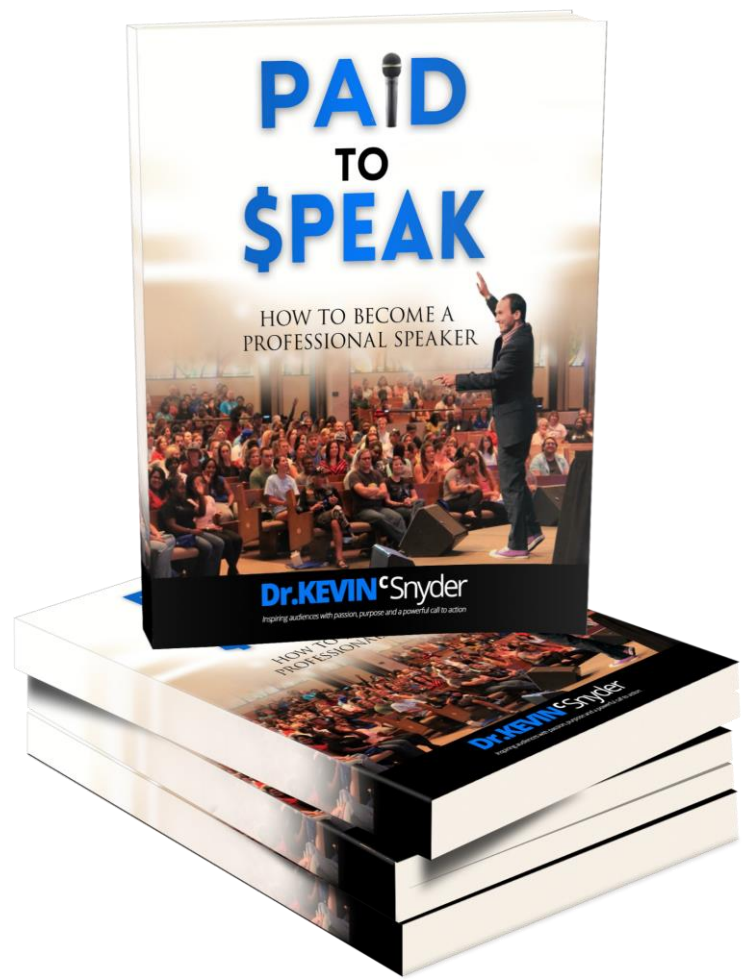


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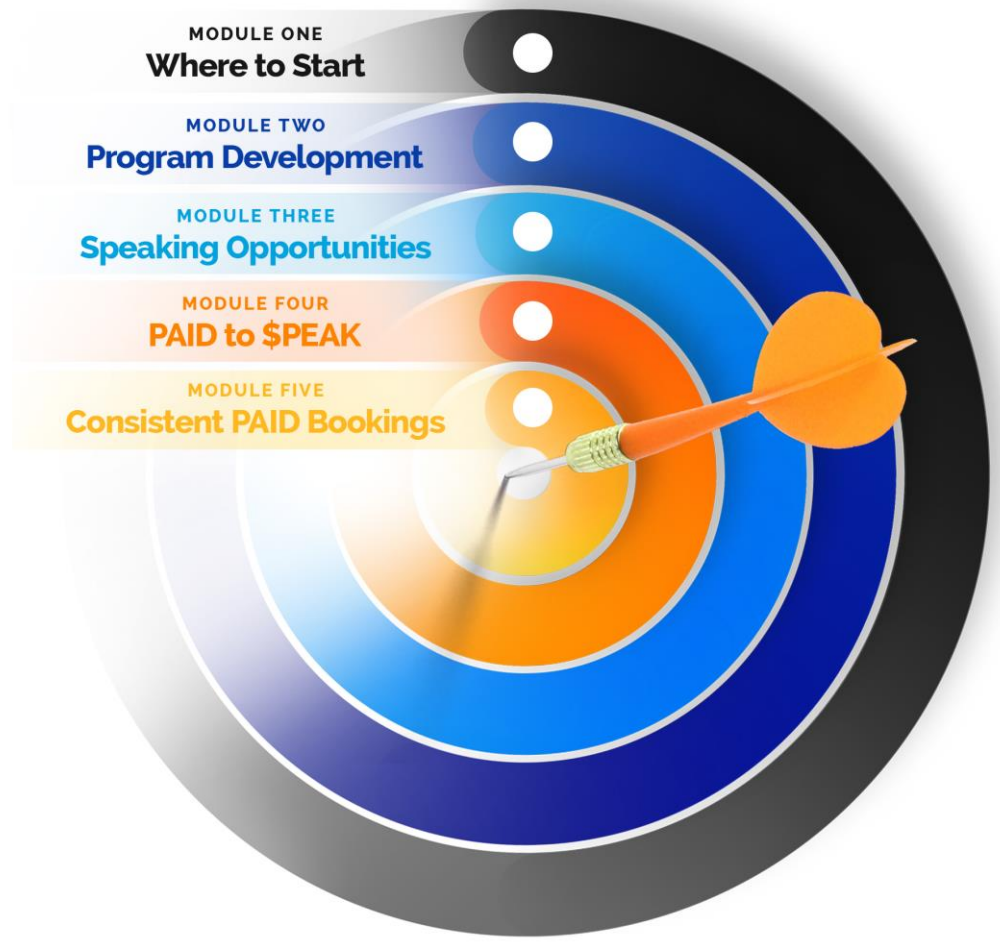
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PAID TO \$PEAK



PAID to \$PEAK!

- Home
- Blog
- Mentorship Program
- Coaching Options
- PAID to \$PEAK Book
- Contact

... coaching services to help speakers build a successful, PAID speaking business

Audiobook files

- [Recommendations Before Beginning](#)
- [Author's Preface. Part 1](#)
- [Author's Preface. Part 2](#)
- [Overview of each Module](#)
- [Module 1. Where to Start](#)
- [Module 2. Developing Your Program](#)
- [Module 3. Finding Speaking Opportunities and Getting Found](#)
- [Module 4. Getting PAID to \\$PEAK](#)
- [Module 5. Getting PAID \\$PEAKING Bookings Consistently](#)
- [Bonus Module. How to Write and Publish Your Book in 90 Days](#)

eBook files

- [MOBI file \(Kindle - Amazon\)](#)
- [EPUB file \(everyone else!\)](#)

PDF copy

- [PDF version \(eReaders can now import PDF\)](#)

Click Module titles below to download FREE worksheets to help work through the book!

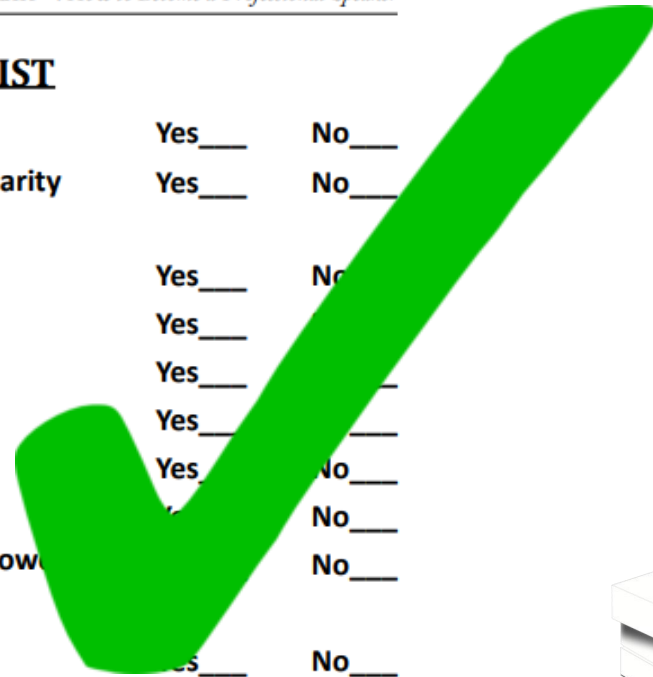


Module Checklists

PAID To \$PEAK™: How to Become a Professional Speaker

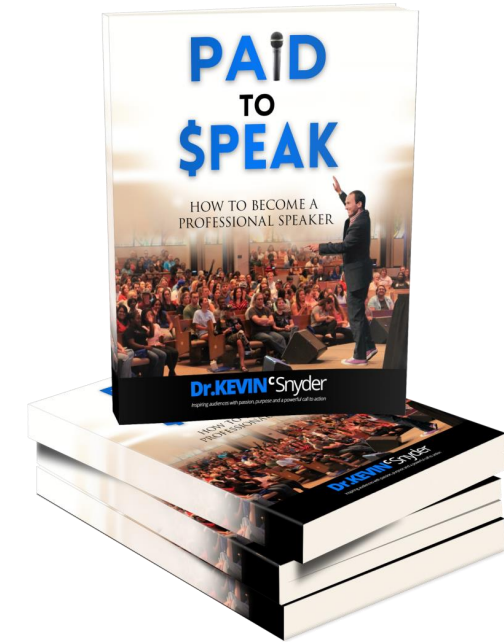
MODULE 1 CHECKLIST

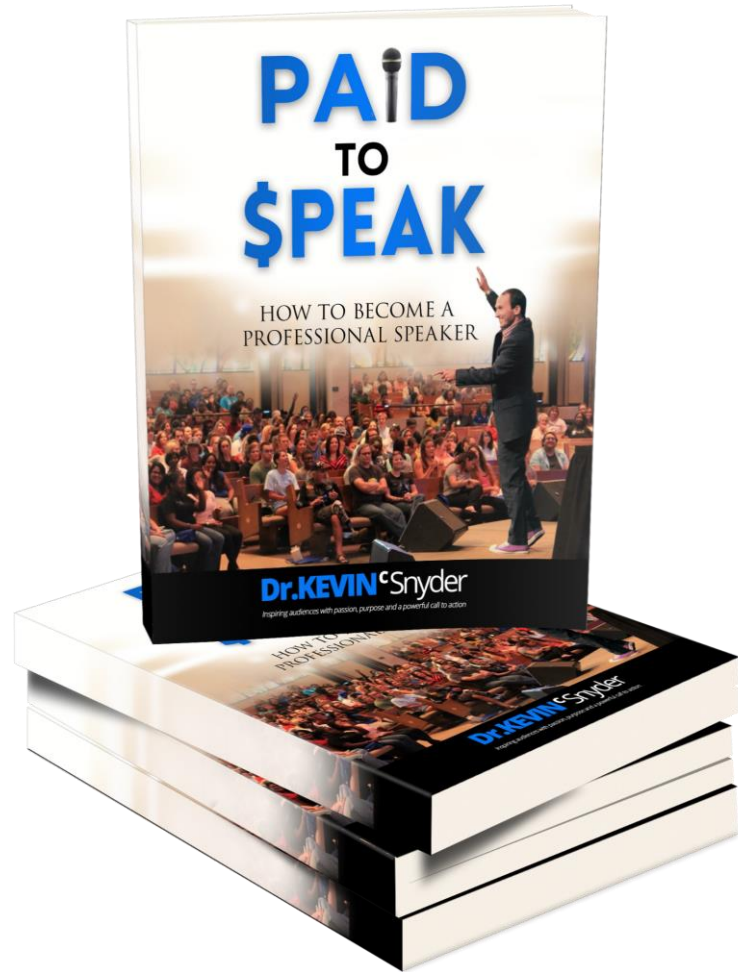
- | | | |
|---|---------|--------|
| I feel confident about my vision for speaking | Yes ___ | No ___ |
| I have reflected on possible limitations and I have clarity on frequency/geography. | Yes ___ | No ___ |
| I am clearer about the different types of formats I could be PAID to SPEAK. | Yes ___ | No ___ |
| I know what problem I am helping solve. | Yes ___ | No ___ |
| I know what differentiates me as a speaker. | Yes ___ | No ___ |
| I have a signature story to share. | Yes ___ | No ___ |
| I understand what my Call to Action will be. | Yes ___ | No ___ |
| When someone asks me what I speak on, I have a powerful answer. | Yes ___ | No ___ |
| I am ready for Module 2. | Yes ___ | No ___ |



If you have checked 'YES' on all the items above, proceed to Module 2!

*** As a reminder, I have provided a free worksheet for each Module to help you work through the most important exercises. Visit www.paidtospeak.biz/worksheets to download (password: paidtospeak). If you find yourself stuck or need some help working through any module, reach out to me for help or questions. I offer discounted coaching for readers of this book! Also, check out "The Vault" on www.paidtospeak.biz/vault.*





Complimentary Coaching Call

Dr.KEVIN^cSnyder

PAID TO \$PEAK

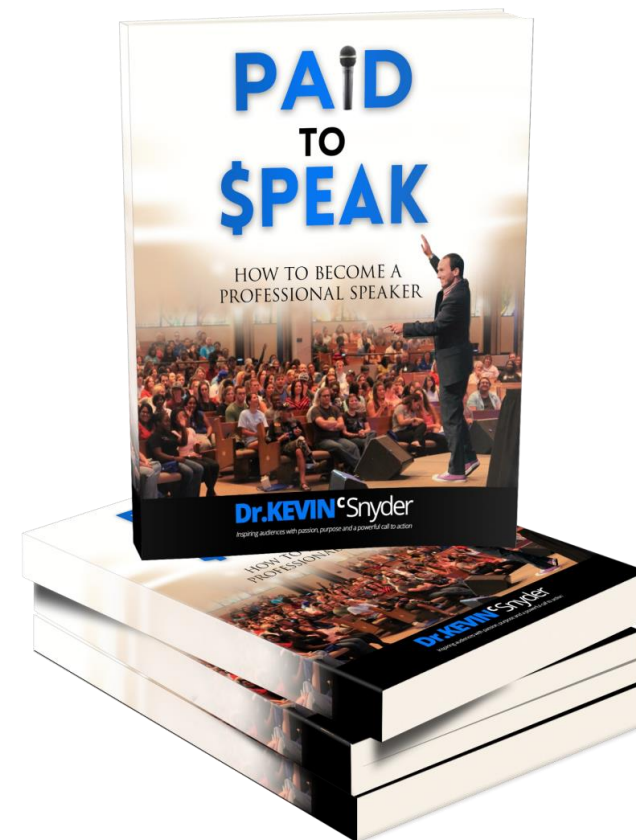
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@KevinCSnyder

Module 5

Systems I use to keep in Touch

- @KevinCSnyder (pg 80)
- Contact info (pg 81)
- Evaluation (pg 81)
- LinkedIn (pg 82)
- Immediate thanks (82)
- Website opt-in (pg 83)



LET'S STAY CONNECTED

I am humbled to have 1,000+ audiences and 2 best-selling books with another, hopefully, on the way based on my most recent TEDx talk, **"PURE Vulnerability."** Enter your email to receive news updates and when I offer complimentary copies!

Prove that you are a human





















3 + 3

SEND ME KEVIN'S FREE BOOK!



Share

KevinCSnyder.com

<input type="checkbox"/>						
<input type="checkbox"/>		me	New submission from Free eBook / Opt-in form pop-up for Dr. Kevin Snyder			10:17 PM
<input type="checkbox"/>		me	New submission from Free eBook / Opt-in form pop-up for Dr. Kevin Snyder			9:42 PM
<input type="checkbox"/>		me	New submission from Free eBook / Opt-in form pop-up for Dr. Kevin Snyder			9:42 PM
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<input type="checkbox"/>		me	New submission from Free eBook / Opt-in form pop-up for Dr. Kevin Snyder			9:10 PM
<input type="checkbox"/>		me	New submission from Free eBook / Opt-in form pop-up for Dr. Kevin Snyder			Dec 17
<input type="checkbox"/>		me	New submission from Free eBook / Opt-in form pop-up for Dr. Kevin Snyder			Dec 17
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<input type="checkbox"/>		me	New submission from Free eBook / Opt-in form pop-up for Dr. Kevin Snyder			Dec 17

Module 5

How are you staying in touch?

- @KevinCSnyder (pg 80)
- Contact info (pg 81)
- Evaluation (pg 81)
- LinkedIn (pg 82)
- Immediate thanks (82)
- Website opt-in (pg 83)



Dr.KEVIN^cSnyder

Inspiring audiences with passion, purpose and a powerful call to action

[About Kevin](#) ▾ [Keynote Presentations](#) ▾ [Virtual](#) [Workshops](#) [Coaching](#) [Resources](#) ▾



[CLICK HERE](#) to
DOWNLOAD
Kevin's Speaker Packet

KevinCSnyder.com

Subject: New submission from Hire Kevin Form

To: <kevin@kevincsnnyder.com>

Your Name

[Redacted]

Email

[Redacted]

Phone

[Redacted]

Name of Organization

[Redacted]

Tell us about you, your organization, industry and/or association:

Based in Las Vegas, a non-profit who has held a development conference for the past 14 years to providing women with competency development at the emerging leader, emerging executive and executive levels. Approximate attendance 1,500

Describe the services you are looking for (i.e. keynote, workshop, retreat, coaching, sailing experience, etc.):

Would like to you to deliver two workshops

Describe your event please:

August 17 and 18 at the MGM Grand

What is your budgeted amount, or range, for the type of services you are inquiring?

\$10,000

How did you hear about Kevin?

I just received your blog message about Best Buy. I have been researching topics on how to move people forward and

Tips for a Successful Event



Funding Recommendations



AV/Tech Requirements



SPEECH INTRODUCTIONS

Youth/Educator Intro



Collegiate Intro



Professional Audience Intro



HEADSHOTS

Tips for a Successful Event



Funding Recommendations



AV/Tech Requirements



SPEECH INTRODUCTIONS

Youth/Educator Intro



Collegiate Intro



Professional Audience Intro



HEADSHOTS

Introduction for Kevin Snyder



Important notes:

- (a) Presentation slides on the screen accompany this introduction, so please read in full.
 - (b) Expect mild audience laughter or applause after each "😊" symbol below, so feel free to pause for 1-2 seconds
-

It's my privilege to introduce our opening guest speaker, Dr. Kevin Snyder.

Kevin is a *recovering motivational speaker* who has presented to over one million people through over a thousand audiences in all 50 states and around the world.

Kevin is the author of several books, with a best-seller titled "Think Differently to Achieve Success" --- *which everyone here gets a free copy today.* 😊

He's also sailed around the world, presented a TED talk, and will be attempting a Guinness World Record for the longest speech in history ... but don't worry, it's a speech he will NOT be giving to us today. 😊

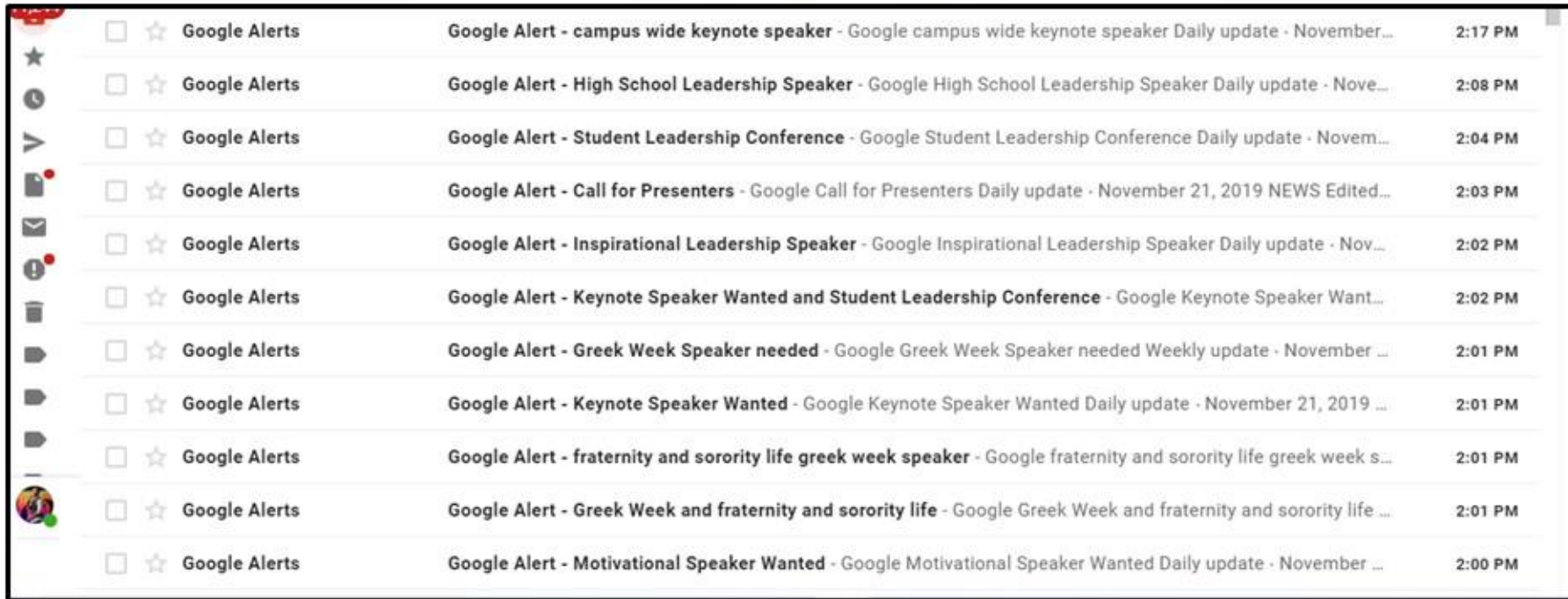
Outside of speaking and writing though, Kevin's personal "claim to fame" is that he lived his childhood dream of meeting Bob Barker and winning big on the television game show, *The Price is Right.* 😊

So make it loud and please join me in welcoming our speaker.

Kevin, Come On Down!

Company	Date	Location	Total	Contract signed?	Deposit Amount	Received?	Deposited?	Balance Amount	Balance Received
SpectraForce	31-Jan	Raleigh	4000	yes	2000	yes	n/a	2000	yes
Fidelity	3-Feb	High Point	5000	yes	2500	yes	yes	2500	yes
IIA Denver	7-Feb	Denver	10500	yes	5250	yes	yes	5250	yes
Terra Homes	14-Feb	Raleigh	7500	yes	3750	yes	yes	3750	yes
Lamar University	26-Feb	Beaumont, TX	8500	yes	0			8500	FULL yes
Isothermal	15-Feb	VA	10000	yes	5000	yes	yes	5000	yes
IIA San Antonio	28-Feb	San Antonio	7500	yes	3750	yes	yes	3750	yes
CAI (postponed)	7-Mar	Raleigh	4500	yes	0			4500	FULL yes
NALTO	9-Mar	Orlando	14,500	yes	7250	yes	yes	7250	yes
Novozymes (postponed)	13-Mar	Cape Hatteras	5,000	yes	0			5000	FULL yes
Wake Forest Baptist Medical Ce	March 21	B&T Ballpark / Wake Fore	2,750	yes	1375	yes	yes	1375	1375
TOSHIBA	March 23	Durham	3,500	yes	1750	yes	yes	1750	yes
NC Homebuilders Association	April 18 (AM)	Raleigh	7,500	yes	3750	yes	yes	3750	no
NCADA (postponed)	18-Apr	Greensboro	14,500	yes	7250	no	no		0
Internal Auditors	25-Apr	Salt lake City (virtual)	12,500	yes	6250	yes	yes	6250	yes
City of Fayetteville, NC	25-Apr	Fayetteville (virtual)	8,500	yes	4250	yes	yes	4250	no
Womack Electric	26-Apr	Raleigh	2,500	yes	2000				

Google Alerts



<input type="checkbox"/>	☆	Google Alerts	Google Alert - campus wide keynote speaker - Google campus wide keynote speaker Daily update - November...	2:17 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - High School Leadership Speaker - Google High School Leadership Speaker Daily update - Nove...	2:08 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - Student Leadership Conference - Google Student Leadership Conference Daily update - Novem...	2:04 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - Call for Presenters - Google Call for Presenters Daily update - November 21, 2019 NEWS Edited...	2:03 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - Inspirational Leadership Speaker - Google Inspirational Leadership Speaker Daily update - Nov...	2:02 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - Keynote Speaker Wanted and Student Leadership Conference - Google Keynote Speaker Want...	2:02 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - Greek Week Speaker needed - Google Greek Week Speaker needed Weekly update - November ...	2:01 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - Keynote Speaker Wanted - Google Keynote Speaker Wanted Daily update - November 21, 2019 ...	2:01 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - fraternity and sorority life greek week speaker - Google fraternity and sorority life greek week s...	2:01 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - Greek Week and fraternity and sorority life - Google Greek Week and fraternity and sorority life ...	2:01 PM
<input type="checkbox"/>	☆	Google Alerts	Google Alert - Motivational Speaker Wanted - Google Motivational Speaker Wanted Daily update - November ...	2:00 PM

Setting up *Google Alerts* properly should lead to speaking business

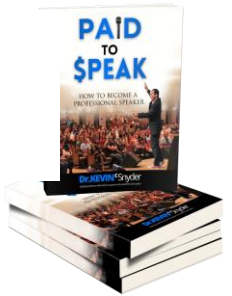


- ☆ **Google Alerts** **Google Alert - Inspirational Leadership Speaker** - Google Inspirational Leadership Speaker Daily update · December 17, 2020 NEWS Vi
- ☆ **Google Alerts** **Google Alert - Virtual Conference and Call for Speakers** - Google Virtual Conference and Call for Speakers Daily update · December 17
- ☆ **Google Alerts** **Google Alert - Virtual Conference and Speaker Needed** - Google Virtual Conference and Speaker Needed Daily update · December 17,
- ☆ **Google Alerts** **Google Alert - Virtual Motivational Speaker** - Google Virtual Motivational Speaker Daily update · December 17, 2020 NEWS Executive S
- ☆ **Google Alerts** **Google Alert - Virtual Call for Speakers** - Google Virtual Call for Speakers Daily update · December 17, 2020 NEWS Sauce Labs Opens
- ☆ **Google Alerts** **Google Alert - Keynote Speaker Wanted** - Google Keynote Speaker Wanted Daily update · December 17, 2020 NEWS How Motivational
- ☆ **Google Alerts** **Google Alert - Greek Week and fraternity and sorority life** - Google Greek Week and fraternity and sorority life Daily update · December
- ☆ **Google Alerts** **Google Alert - Student Leadership Conference** - Google Student Leadership Conference Daily update · December 17, 2020 NEWS MIAA
- ☆ **Google Alerts** **Google Alert - High School Leadership Speaker** - Google High School Leadership Speaker Daily update · December 17, 2020 NEWS Zo
- ☆ **Google Alerts** **Google Alert - Motivational Speaker Wanted** - Google Motivational Speaker Wanted Daily update · December 17, 2020 NEWS How Mot
- ☆ **Google Alerts** **Google Alert - Virtual Keynote Speaker** - Google Virtual Keynote Speaker Daily update · December 17, 2020 NEWS Your guide to virtua
- ☆ **Google Alerts** **Google Alert - Call for Presenters** - Google Call for Presenters Daily update · December 17, 2020 NEWS Sauce Labs Opens Call for Spe



NEW

PAID TO SPEAK Event Calendar



Today < > 🔍 ? ⚙️ Week 📅 G

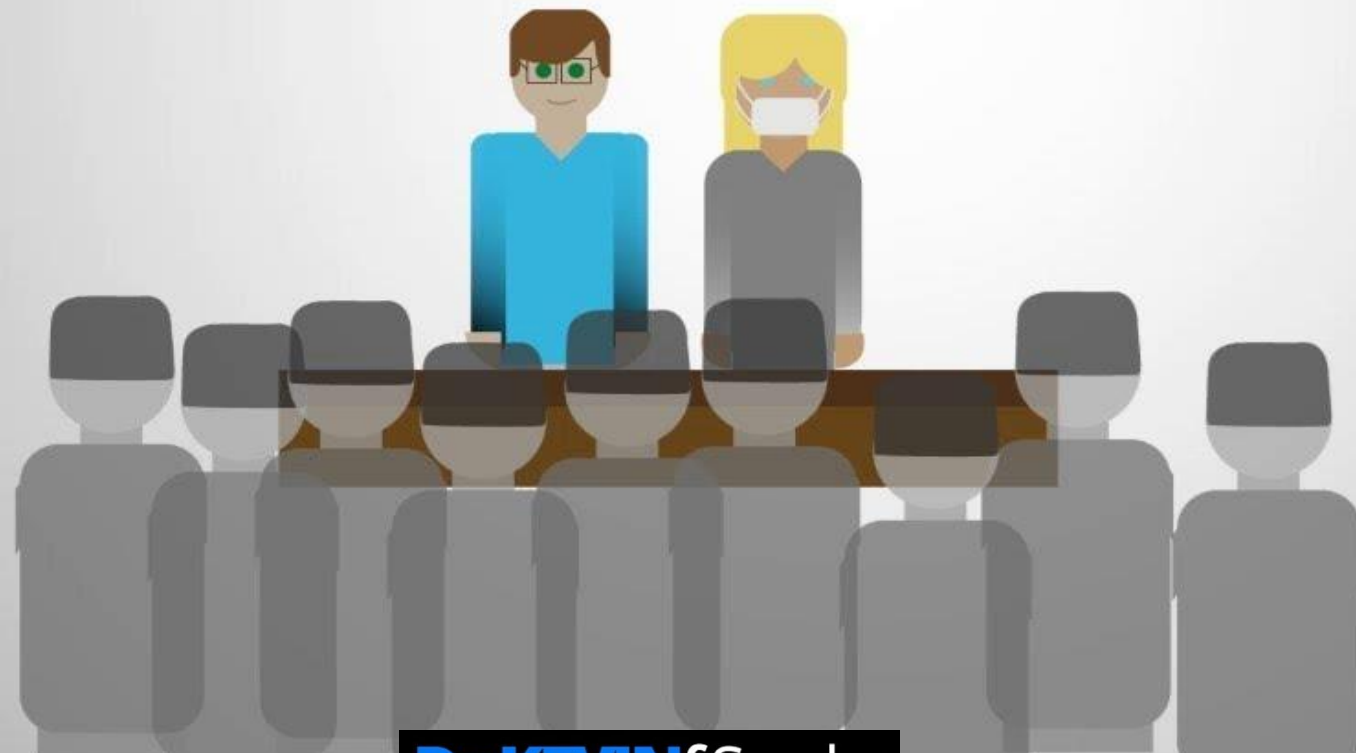
	SUN	MON	TUE	WED	THU	FRI
	21	22	23	24	25	26
GMT-04						
8 AM		International Assoc...	ProDealer 2021,	ABMA Annual Mi	World of Modular	Winter Meeting 2
9 AM		Tennessee MGM	NPGA South...	ASBE 2021	CLC State 21, 8:45	FRACCA Confere
10 AM		PAYROLL Spring	2021 Ann	2021 NAIM Sho	Manager' Meeti	Annual Conferen
11 AM		RCMA's 66th Ann	International Mai	FENCETE 2021	ospit' Traini	EHUG 2021, 10:1
12 PM		CABINETS & CU	North American	2021 WACUBO A	TOC Annual Insti	Annual Conferen
1 PM		METALCASTING	Services 2021, 1	Workfront Leap,	Annual talent ma	115th Annual Co
2 PM		Supply Chain Sur	NFSA Annual Ser	Level Up Speake	Atlas Forum Apri	AONL 2021 Annu
3 PM		MDA Annual Ses	ICBA 2021, 2pm	Lennox LIVE 202	Spring Conferenc	Spring Workshop
		ASTA Annual Me	International Cor	OMSDC Minority	Navigate 2021, 2	The SMACNA Co

Access to 50+
events each month
that pay speakers!

Dr.KEVIN^cSnyder

Module 5

The Power of Checklists



Page 136

[Click here to](#)



DOWNLOAD

SPEECH PREPARATION CHECKLIST

*How to Properly Prepare
for an Upcoming Speech*



Module 4

PAID to \$PEAK

Dr.KEVIN^cSnyder

...teaching speakers how to build a successful, PAID speaking business!

SPEECH PREPARATION CHECKLIST

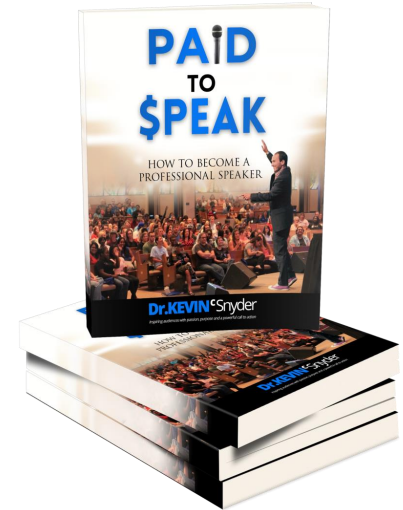
How do you properly prepare for an upcoming speech that ensures you maximize speaking fee, engage your audience, and earn spin-off speaking business? Complete my preparation checklist below to see how I prepare BEFORE and ONSITE!

CHECK

- Create folder to organize all files, notes, and misc information about the event/org.
- Soft hold on calendar until speaking agreement signed and deposit check received.
- Once received, send "Customization Questionnaire" and "Customization Timeline."
- Schedule first call with client to discuss event and "Customization Questionnaire." During call with client, review additional options for adding value. (i.e. welcome video, onsite video, add'l breakout sessions, books, eBook, etc. – note: added fee)
- Write down any deliverable dates (i.e. program description, welcome video, etc.)
- Begin researching event, organization, and speakers/agenda from past events.
- Take copious notes, screenshots, and file into event folder. Begin working on "Speaker Storyboard" to outline presentation.

3 WEEKS PRIOR TO EVENT

- Order books. Be 110% clear where books are going & when they will arrive.
- Book travel. Arrive early & stay late.
- Begin customizing speech and handout. Review notes folder. Block an entire morning.
- Contact anyone else needed in organization for insight. 2-3 people sufficient.
- Schedule final "Final Touchpoint Call" with event organizer. Confirm logistics/tech.



Questions to assist Kevin in his preparation for your upcoming event

*We hope you appreciate being asked for input about your event!! Receiving insight about your event and organization helps Kevin customize his content to ensure an engaging and relevant presentation for the audience. The more information you can provide the better, as each of his presentations are tailored based on your objectives, theme and audience in mind. **All responses shared on this document are confidential.** Since this is an online GoogleDoc, multiple people can contribute thoughts OR you can download the form and send your individual responses directly to Kevin@KevinCSnyder.com. He'll discuss this information during an upcoming conversation. Thank you!*



About the Event

Main objectives for hosting the event?

(i.e. networking, education, training, motivation, etc. --- all of the above?)

All of the above. Mainly to get the audience pumped up for a successful 2023.

Do you have any specific event theme? If so, please share why this theme was selected so that Kevin can align with it.



“The Vault” includes access to **scripts, templates, contracts and checklists, \$899 access** to a Association Directory, over **\$2,000** in On Demand videos + more!



***The Vault* provides samples of my...**

- Speaking proposals, speaking agreements and invoices
- Program descriptions and learning outcomes
- Presentation handouts
- Presentation Power Points
- Marketing "One Pages" (*i.e. speaker marketing flier*)
- Presentation introductions
- Signature speech outline (*i.e. "Speaking Storyboard"*)
- Evaluations that successfully build my prospect lists
- Completed pre-event questionnaires from clients
- Demo videos
- Demo video storyboard outline to create your own
- Customization timelines
- Phone scripts to help you close the deal
- TEDx speaker application
- A/V checklist
- Speech preparation checklist
- Speech inquiries and my responses
- Outreach emails to prospects
- Follow up email templates to boost inquiries
- Samples of my customized book interiors for clients
- ... *and more!*

You'll receive templates to make your own...

- Speaking proposals, agreements and invoices (*most important!*)
- Signature speech outlines
- Marketing "One Pages"
- Responses to email inquiries
- Email outreach messages
- Follow up messages to event planners and attendees
- Demo video storyboard outline
- Evaluations to help you build your contact list
- Speech preparation
- Phone scripts
- Speech evaluations
- Customization timelines
- TEDx speaker application

BONUS OPTION! Receive Extra \$4,500+ Value

- Two 1:1 coaching calls (30 minutes each) with me personally
- 1-year access to my Association Directory
- 1-year access to Int'l Speaker Summit
- Access to conference recordings from keynote speakers
- 1-time behind-the-scenes access w/ me on a prospect call or speech
- 25% discount on membership in Speaker mastermind Group
- 20+ recorded webinars I personally purchased



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PAID to \$PEAK

Dr. KEVIN Snyder

... teaching speakers how to build a successful, PAID speaking business!

SPEAKING BUSINESS CHECKLIST

How do you know what meeting planners need? Is your speaking set up like a business to earn \$1,500, \$2,500, and \$3,500+ per speech? Take my quiz below to see if you're ready!

YES	NO	(1 point each)
<input type="radio"/>	<input type="radio"/>	I understand there are multiple types of professional speaking & revenue streams.
<input type="radio"/>	<input type="radio"/>	As compared to 10 other speakers on my same topic, I'm clear what differentiates me.
<input type="radio"/>	<input type="radio"/>	I have a "One Sheet," meaning my program is typed and includes a program description, learning outcomes, bio, testimonials, & professional headshot.
<input type="radio"/>	<input type="radio"/>	Right now I could present that program to an audience of 100 people for 60 minutes.
<input type="radio"/>	<input type="radio"/>	My program is typed up in a narrated script as well as a one-page outline. (i.e. "Speaker Storyboard", Module 2 in "PAID to SPEAK")
<input type="radio"/>	<input type="radio"/>	I have a signature story that is inspiring, universal for multiple audiences & polished.
<input type="radio"/>	<input type="radio"/>	I know what meeting planners & event organizers need for hiring me to speak.
<input type="radio"/>	<input type="radio"/>	I am crystal clear what industry my program is most relevant.
<input type="radio"/>	<input type="radio"/>	Within that industry, I have identified at least two associations to focus.

Speaking Business Checklist

PAID to \$PEAK

Dr. KEVIN Snyder

... teaching speakers how to build a successful, PAID speaking business!

SPEAKING BUSINESS CHECKLIST

How do you know what meeting planners need? Is your speaking set up like a business to earn \$1,500, \$2,500, and \$3,500+ per speech? Take my quiz below to see if you're ready!

YES	NO	(1 point each)
<input type="radio"/>	<input type="radio"/>	I understand there are multiple types of professional speaking opportunities.
<input type="radio"/>	<input type="radio"/>	As compared to 10 other speakers on my same topic, I'm clear & concise.
<input type="radio"/>	<input type="radio"/>	I have a "One Sheet," meaning my program is typed and includes outcomes, bio, testimonials, & professional headshot.
<input type="radio"/>	<input type="radio"/>	Right now I could present that program to an audience of 100 people.
<input type="radio"/>	<input type="radio"/>	My program is typed up in a narrated script as well as a one-page outline (see Module 2 in "PAID to SPEAK")
<input type="radio"/>	<input type="radio"/>	I have a signature story that is inspiring, universal for multiple audiences.
<input type="radio"/>	<input type="radio"/>	I know what meeting planners & event organizers need for hiring me.
<input type="radio"/>	<input type="radio"/>	I am crystal clear what industry my program is most relevant.
<input type="radio"/>	<input type="radio"/>	Within that industry, I have identified at least two associations to focus on.



Speaking Business Checklist



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Dr.KEVIN^cSnyder **1,000,000 people**
all over the world

3-minute short demo video: Kevin Snyder (professional speaker)

6 VIDEOS 61 PHOTOS

Media Overview Reviews Booking Info



Dr. Kevin Snyder

★★★★★ 5.0 (1 review)

🏠 Raleigh, NC

👤 Motivational Speaker

📍 Travels up to 3000 miles

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Dr.KEVIN^cSnyder 1,000,000 people all over the world

3-minute short demo video: Kevin Snyder (professional speaker)

A YouTube video player showing a motivational speaker, Dr. Kevin Snyder, on a stage. A woman in the foreground has her hands raised. The video has a red play button and a "Watch" button. The video title and description are visible at the bottom.

FEATURED

Dr. Kevin Snyder

★★★★★ 5.0 (1 review)

🏠 Raleigh, NC

👤 Motivational Speaker

📍 Travels up to 3000 miles

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• **Saadia Sheikh** May 29
 Public Speaking Lessons • Cary • \$99/Lesson
 for speaking when necessary

← **Jordan Vallerga** Apr 21
 Motivational Speaking • Richmond • \$4,250
 HI Jordan, thanks for responding ... I'd love to be involved but I had a booking come through on Monday. My apologies. I hope we can explore a...

Madison Wade
 Motivational Speaking • Roanoke • \$1,250
 Thank you for the detailed response, I really appreciate it!


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← **Donna Dykes-Taylor** Sep 1
 Motivational Speaking • Suffolk • \$1,000
 Hi Donna, Hope you had a wonderful weekend ... just following up on my response to your inquiry. I'm returning home from some travel later t...

- Messages 2
- Unread 2
- Archived
- Sent quotes
- Starred

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• **Saadia Sheikh**
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Apr 21

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Thank you for the detailed response, I really appreciate it!

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Conversations with suppliers from the 2023 NASPO Exchange exploring the fascinating world of supplier-government relationships.

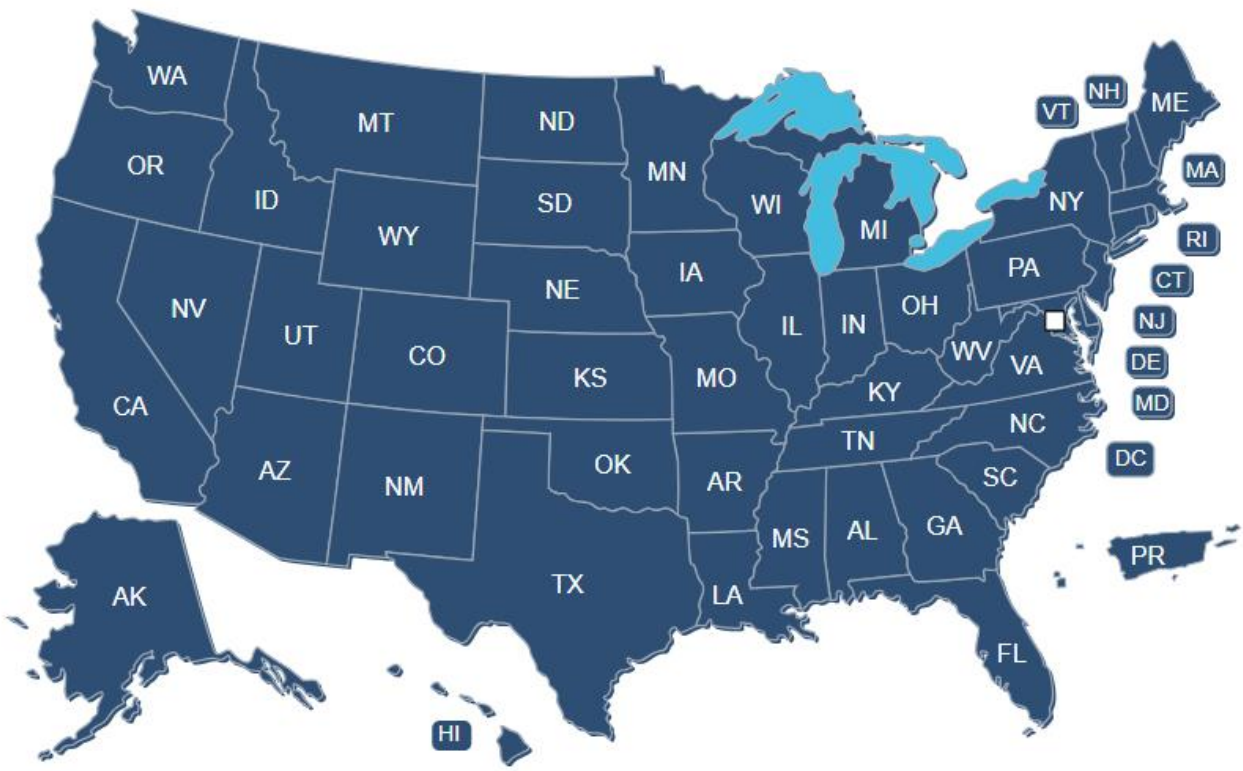
*All 2023 NASPO Exchange suppliers received an invitation to schedule an interview on a first-come, first-served basis for potential inclusion in the series.

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Future events

Exchange Conference

2024 Exchange Conference : March 5 - 7, 2024, Nashville, TN

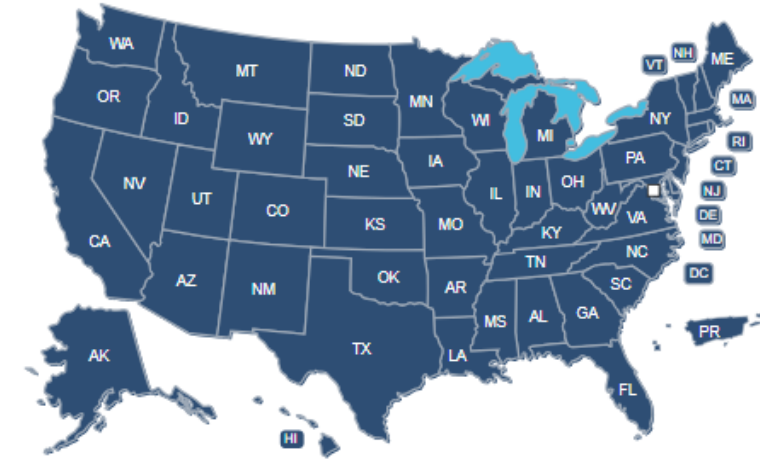
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TEXAS



Bobby Pounds
State Chief Procurement Officer
(512) 463-4941
Robert.Pounds@cpa.texas.gov
Procurement Contracting

Texas Comptroller of Public Accounts
Statewide Procurement Division PO Box
13186,
Austin, Texas,
78711, United States



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Director Biography

Bobby Pounds was appointed Director of the Texas Comptroller's Statewide Procurement Division (SPD) and State Chief Procurement Officer in May 2020. He has almost 29 years of experience in state government, including previous work in compliance with the Texas Education Agency and subsequently as a program administrator in Operations and Contract Management with the Texas Workforce Commission. He came to SPD in 2008 as the manager of the Contract Management Office and was promoted to SPD Assistant Director in April 2014. As Director, Bobby oversees the operations of Statewide Procurement and Contract Management, Procurement Policy and Outreach, Training and Certification, the statewide HUB program, Data Management & Analytics, the Texas SmartBuy Membership program, and statewide Fleet, Travel and Mail Operations. He holds a

SENIOR STAFF

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Maya Ingram

Manager, Statewide Historically Underutilized Business (HUB)

maya.ingram@cpa.texas.gov

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maya.ingram@cpa.texas.gov

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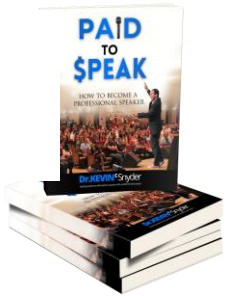


Updated on March 2023							
H	I	J	K	L	M	N	V
10	Keynote selected?	Contact individuals	State Name	Contact Position (Prez , VP Programs, etc.)	Phone	Emails	Notes
11		Susan Gonzalez		Chief Conferences & Events Officer		sgonzalez@naspo.org	3/16/23
12		Kristine DeWitt		Director Conferences and Events		kdewitt@naspo.org	3/16/23
13		Kelsey Craig		Education Program Manager		kcraig@naspo.org	3/16/23
14		Caitlyn Flory		Conferences and Event Planning		cflory@naspo.org	3/16/23
15		Priscilla Gandy		Director of Conferences and Events		pgandy@naspo.org	3/16/23
16		David Gragan		Chief of Administrative and Strategic Operations		DGragan@naspo.org	3/16/23
17		Emily Griffith		Conferences and Event Planning		egriffith@naspo.org	3/16/23
18		Jordan Henson		Deputy Chief Learning Officer, ProcurementU		jhenson@naspo.org	3/16/23
20		Lauren Harp		Conferences and Event Planner		HLauren@naspo.org	3/16/23
21		Matt Oyer		Chief Learning Officer		moyer@naspo.org	3/16/23
22		Kate Davila		Director of Marketing and Communications		Not Listed	3/16/23
23		Jennifer Salts		Chief of Staff		jsalts@naspo.org	3/16/23
24							
25							
26							
27	Keynote selected?	Contacts	State Name	Contact Position (Prez , VP Programs, etc.)	Phone #	Emails	Notes
28		Jamie Tomaszewski	Eastern Region	Chair, Eastern Region	410-260-7035	jamie.tomaszewski@maryland.gov	3/16/23
29		Courtney McCarty	Eastern Region	Vice Chair, Eastern Region	Not Listed	courtney.mccarty@delaware.gov	3/16/23
30		David Morris	Maine	Deputy Chief Procurement Officer	207-624-7335	David.Morris@maine.gov	3/16/23
31		Gary Lunetta	New Hampshire	Director, Bureau of Purchase and Property	603-271-3606	Gary.Lunetta@das.nh.gov	3/16/23
32		Paul Rhodes	New Hampshire	Administrator/Contracts Manager	Not Listed	paul.rhodes@nh.gov	3/16/23
33		Deb Damore	Vermont	Director, Purchasing & Contracting	802-828-5784	deborah.damore@vermont.gov	3/16/23
34		Tyrene Lewis	Vermont	Commodity Management Administrator	Not Listed	Tyrene.Lewis@vermont.gov	3/16/23



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GMT-04								
8 AM	International Assoc...	ProDealer 2021,	ABMA Annual Mi	World of Modular	Winter Meeting 2			
9 AM	Tennessee MGM	NPGA South	ASBE 202	CLU State 21, 8:45	FRACCA Confere			
10 AM	PAYROLL Spring	2021 Ann	2021 NAIM Sho	Manager Meeti	Annual Conferen			
11 AM	RCMA's 66th Ann	International Mai	FENCETE 202	ospitl Traini	EHUG 2021, 10:1			
12 PM	CABINETS & CU	North American	2021 WACUBO A	TOC Annual Insti	Annual Conferen			
1 PM	METALCASTING	Services 2021, 1	Workfront Leap,	Annual talent ma	115th Annual Co			
2 PM	Supply Chain Sur	NFSA Annual Ser	Level Up Speake	Atlas Forum Apri	AONL 2021 Annu			
3 PM	MDA Annual Ses	ICBA 2021, 2pm	Lennox LIVE 202	Spring Conferenc	Spring Workshop			
	ASTA Annual Me	International Cor	OMSDC Minority	Navigate 2021, 2	The SMACNA Co			

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	A	B	C
1	Name	Email	Merge status
2	Tamara	Tamara@nagelberg.me	EMAIL_OPENED
3	Mallory	mallory@imiae.com	EMAIL_CLICKED
4	Kathryn	iamryn2@gmail.com	EMAIL_OPENED
5	Sherri	sbarron@ncsurveyors.com	EMAIL_SENT
6	Katherine	k.m.sholtis@gmail.com	EMAIL_OPENED
7	Lisa	lluks@helmsbriscoe.com	EMAIL_SENT
8	Allison	aolwell@ncsurveyors.com	EMAIL_SENT
9	Joshua	joshualeeweaver@gmail.com	EMAIL_SENT
10	Patricia	patriciadesjardin8@gmail.com	EMAIL_SENT
11	Doug	ddieter@driveshack.com	RESPONDED
12	Kevin Test	kevin@kevinsnyder.com	EMAIL_OPENED
13			NO_RECIPIENT
14	Selena	selena.royal@dhhs.nc.gov	EMAIL_CLICKED



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Hi Mike!

Thank you for reaching out. Below is a short video to just say hello and also show you my virtual studio about your event. Have a great weekend!



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<input type="checkbox"/> 28, 2023	Add Details!	Add Details!	in person	add	100%	100%	11	0	D
<input type="checkbox"/> Apr 24, 2023	Add Details!	Add Details!	in person	add	98%	100%	74	12	C
<input type="checkbox"/> Apr 23, 2023	Add Details!	Add Details!	in person	add	100%	100%	23	3	D
<input type="checkbox"/> Apr 18, 2023	Add Details!	Add Details!	in person	add	100%	100%	1	0	DU
<input type="checkbox"/> Apr 13, 2023	Add Details!	Add Details!	in person	add	%	0%	1	0	DU
Apr 6									

Location	Rate	Reattend	Rating	Responses	Leads	Code	Actions
in person	add	100%	100%	11	0	D66	...
in person	add	98%	100%	74	12	CASE	...
in person	add	100%	100%	23			...
in person	add	100%	100%	1			...
in person	add	%	0%	1	U	DUSON	...

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Kevin Snyder

★ 99% of 461 attendees to date found Kevin's sessions valuable

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Speaking Engagement Report

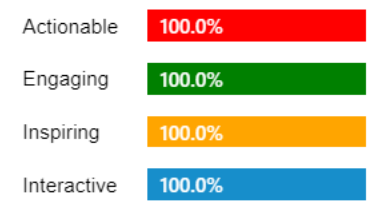
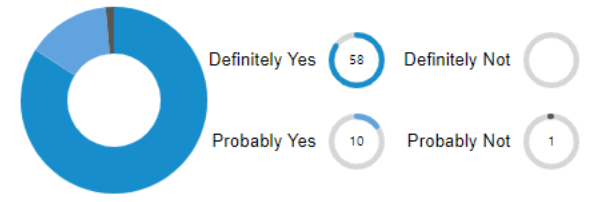
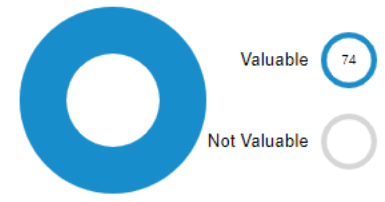
Audience Feedback on Apr 24, 2023

74 responses

100% found this session valuable

98% want to hear Kevin speak again

Attendees found this session



Attendee Testimonials [\(View All\)](#)

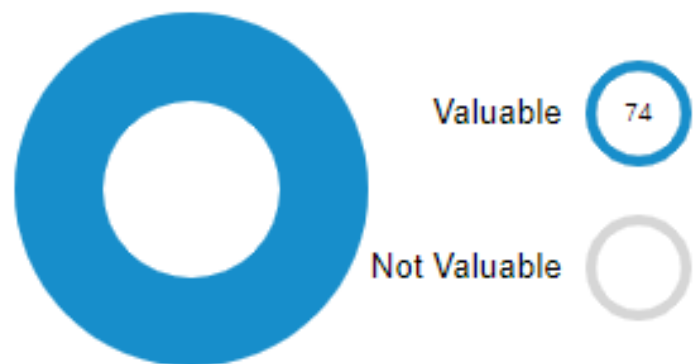
★ “ Very engaging and insightful. Challenged me to consider pursuing my dream.... But that is NOT to jump out of a perfectly good airplane 🙄 ”

★ “ Very encouraging and inspiring. ”

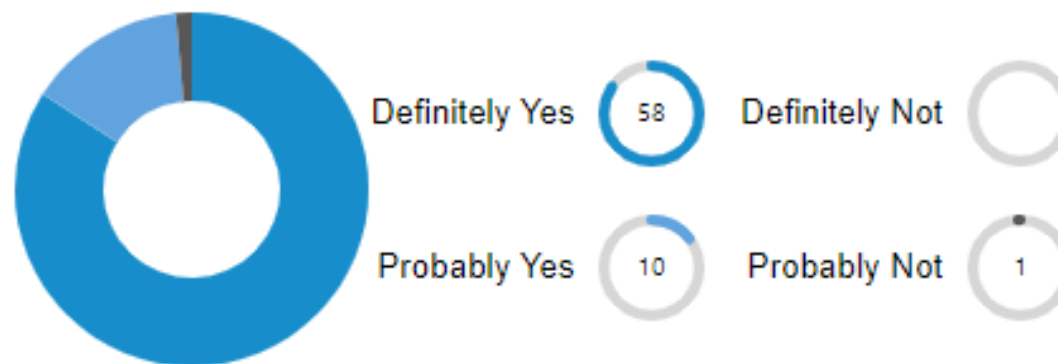
Management Report

Apr 24, 2023

100% found this session valuable



98% want to hear Kevin speak again



Attendees found this session

Actionable

100.0%



Engaging

100.0%



Inspiring

100.0%



Interactive

100.0%



Attendee Testimonials [\(View All\)](#)

★ “ Very engaging and insightful. Challenged me to consider pursuing my dream.... But that is NOT to jump out of a perfectly good airplane 🙄 ”

★ “ That his presentation confirmed, inspired and encouraged me to stay focused on my purpose. ”

★ “ Super valuable for our young people today!! Keep up the great work! ”

★ “ The best information I have received in a very long time!!! ”

★ “ Very inspiring and engaging. Great take home points! ”

★ “ Very inspiring- definitely want to get the book ”

★ “ Very encouraging and inspiring. ”

★ “ Very inspiring and authentic. ”

★ “ Wonderful and inspiring. ”

★ “ Incredibly motivating! ”

★ “ Energetic, insightful ”

★ “ Inspiring for action ”

Attendee Feedback [\(View All\)](#)



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Where to Start

MODULE TWO
Program Development

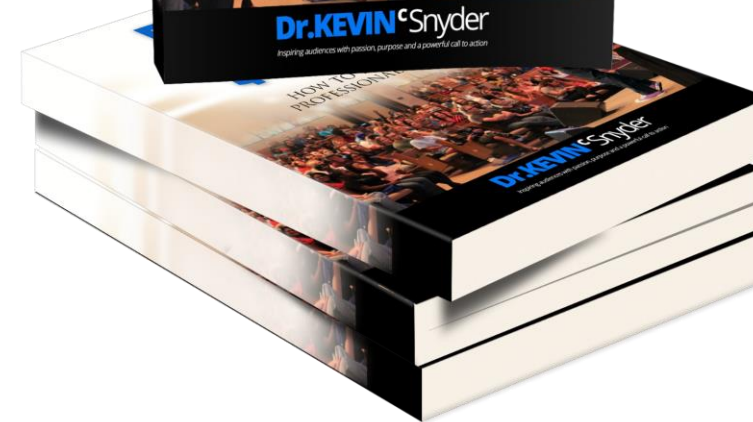
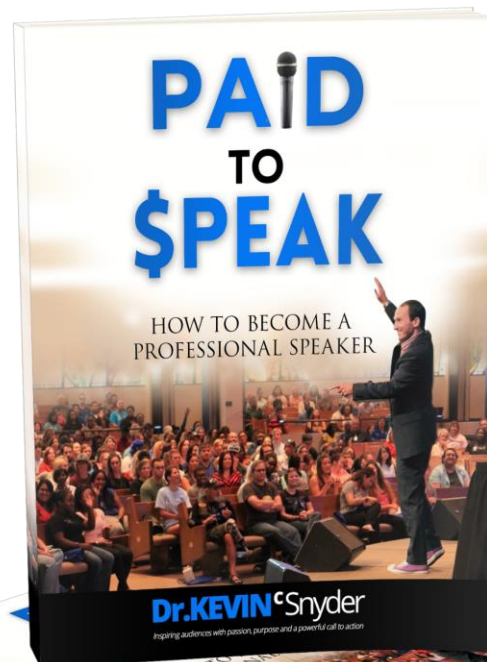
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Speaking Opportunities

MODULE FOUR
PAID to \$PEAK

MODULE FIVE
Consistent PAID Bookings



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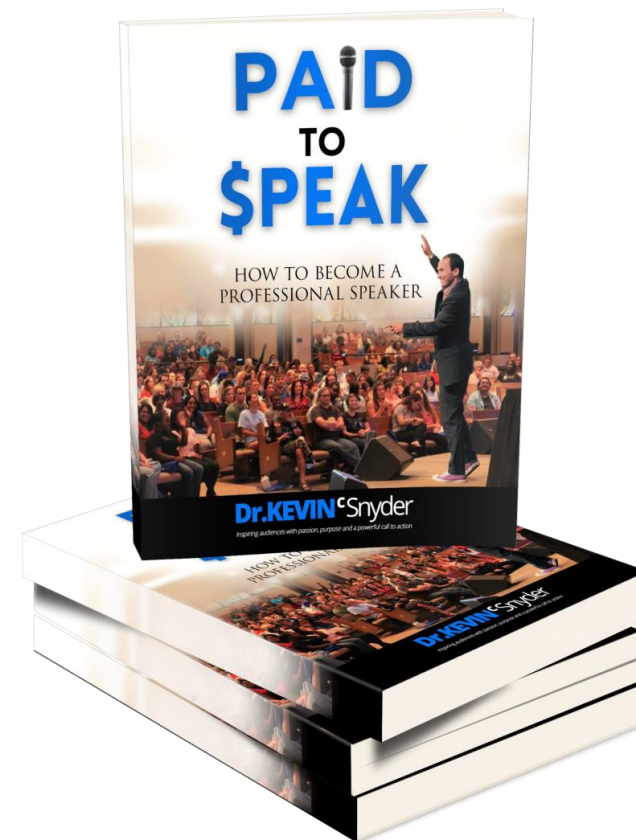
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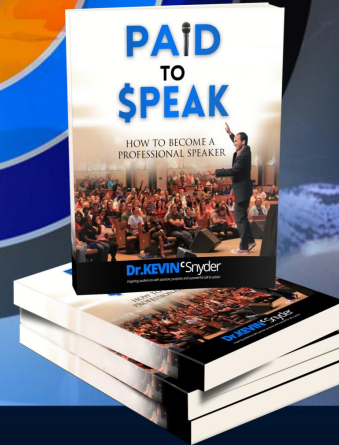
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