

007 – Featuring Dan Miller

Announcer: Do you dream of making a living as a speaker, writer, or performer? Do you want to learn to communicate with clarity, focus, and power? In each episode you will learn the secrets of dynamic communication so you can make a living doing what you love.

Welcome to the Art and Business of Public Speaking with your host, who, for over 30 years has helped men and women build exciting careers, Ken Davis.

Ken: Hello, this is Ken David, your host of the Art and Business of Public Speaking, where we peek behind the curtain – you know, that mysterious curtain – to discover how to create, grow and maintain a successful career as a communicator.

I have been so fortunate to have spent 40 years, more than 40 years no, doing what I love to do. Speaking to people, literally, all over the world, and impacting lives in the process. And the man we're going to talk to today is an expert at helping people find the work that they love.

Dan is the author of the widely acclaimed *48 Days to the Work You Love* and *No More Mondays*. He writes regularly for cbn.com, crosswalk.com, InTouch, AARP. This guy is just amazing. He's been a guest on CBS, the Early Show, and MSNBC's *Hardball* with Chris Matthews as well as the 700 Club's show *Living the Life*, and Fox Business New with Dave Ramsey. He also hosts a weekly podcast that is consistently ranked number one under careers on iTunes. He is also my friend.

So I want you to welcome Mr. Dan Miller.

This podcast thing amazes me. And so please welcome Dan Miller. And I think my whole body expects to hear a standing ovation from all over the world welcoming Dan Miller to the stage. And it doesn't happen and I always feel this little letdown because it's radio and I'm not used to radio and I'm not used to podcasts. So I'm going to say it again, and I want all of you out there to applaud wildly so that we can hear it, even though we're sitting in this little production room. Dan Miller- here he is! Thank you for being with us, buddy.

Dan: All right! Thunderous applause. Millions of people.

Ken: That's right.

Dan: Hey, we have to trust the power of podcasting. But I love this medium. I'm delighted to be your guest today Ken.

Ken: Hey, can you tell us a little bit of kind of a backstory of how you came from where you were to where you are, and then maybe at the end just a little bit of how we got to know each other and we really clicked almost immediately as friends.

Dan: Yeah we did. Well, I grew up, sometimes people wonder if my dad was a Vanderbilt attorney, you know, and I grew up in that fashion. Well that's not the case. I grew up as a poor farm kid in Ohio. I remember we bought our first cow, milked that cow by hand, added a few more, milked those by hand. When we got the DeLaval milkers that sat on

the floor under the cow – I thought we were in tall cotton. I came from that kind of environment, but I very quickly Ken thought that there's got to be something more than milking cows at 5:30am and throwing hay bales in the heat of the summer. And I just was abraciously looking for ways to do more, have more, be more, go more.

And so I sought out a ways to do that. We were Mennonites, so we were very, very simple in our living. Never sure sometimes if it was a theological issue or an economic one, but we didn't have radio, TV. We didn't have a whole lot of things. But in not having radio and TV, it drove me to books. And books opened up a world of opportunity to me.

I started reading, looking for more education. Went on to Ohio State University and then went on and got my Masters in clinical psychology. But I found this space of teaching, coaching, speaking to be just – it fit me like a glove. And that didn't come early in my life. I did a lot of other things, a lot of fun things that enjoyed. But it developed over a period of time. But now for the last few years that's certainly where I've found that sweet spot.

Ken: You know, we always send the people that are going to be guests on our podcast, we ask them this question. What are the topics you feel most confident and excited to discuss when it comes to the Art and Business of Public Speaking? And although that is the title of our podcast, and it certainly is the focus, it's also people that are looking – they have a message, they have something they want to get out there, and there's an aspect that you bring to our conference, our LAUNCH conference, that is absolutely fascinating and it applies to what you just talked about.

You talked about your life slowly focusing on this set of skills that you absolutely love. And you call it finding your calling. Could you share with our listeners a little bit about what you mean by finding your calling, and even how it relates to your own life?

Dan: Sure, I'd be happy to. You know, sometimes when we hear that term, it sounds like some kind of elusive, philosophical or spiritual thing that you probably can't really identify or get your hands around, and you never really know if you're there or not. I don't like to approach it like that. I like to approach it in a pretty tangible way, so we ought to be able to identify three things very clearly that help us know if we are in fact in that sweet spot, and to me that is the essence of what is your calling.

Number one in that is, what are your passions? Now, we ought to be able to recognize this. What are the things that make you really alive when you're doing them? Number two is, what is your talent? What is it that you've proven that you can do really well, or that you've developed over a period of time to do with excellence? And then number three is absolutely critical. This is like a three-legged stool. A two-legged stool, you know what happens there. It's going to fall over every time. You need the third leg, and that third leg is what I call economic affirmation. There has to be some kind of a market for what it is that brings your passion and talent together. Otherwise you just have a nice hobby. But if you have passion, talent and a market, an economic model for that, it's amazing what can happen.

Where you can do what you do, with passion, do what you do in a way that absolutely brings joy to your soul, and the funny thing is, you don't have to just scramble after making more money, because if that is true, that convergence, money often shows up in ways that you really did not even expect.

Ken: You know from our background, I think from both of our backgrounds there was this kind of thought that money is evil. That money in and of itself is evil. And that whenever you talk about money, that you're off into kind of a grey area, and thinking about making money and making lots of money is bad – can you speak to that, because a lot of people that come from faith backgrounds have that idea.

Dan: Can you give me an hour to respond to that?

Ken: Yeah, come on back and be on our show. We'll talk just about that. But condense it for now.

Dan: I love that topic. I love that topic because I grew up with a theology and a theological world where, in fact, money was evil, and the less you had, the more likely Godly you were. What a contradiction in really what we see laid out even in the scripture.

But a lot of people have convinced themselves that they're going to be more Godly, that they serve better when their own cup is empty. And I see them emotionally and physically and financially depleted, thinking that they're being Godly, and they end up being resentful because they're expected to serve others with that situation.

I want to see people's cups full. There's a wonderful metaphor in the Jewish literature where on Saturday night when that family is having that Sabbath service, the last one before they start the official week, it's called the Havdalah service. And in that service they have a goblet sitting on top of a saucer. It's the only time there's a goblet on top of a saucer in the Jewish ceremonies. And they pour wine gently into that goblet, fill the goblet and keep pouring. Symbolically that means we're going to go out into the workplace this next week, we're going to do what we do with such excellence that it fills our own personal cup and we have the abundance overflow to help others.

I want that to be the mentality.

Ken: What an amazing visual picture that is.

Dan: Good.

Ken: And I want to remind people, there may be some people who grew up like I did, who believe that in the Bible there is a statement that says that money is evil. It doesn't say that. It says the love of money. You said before, when you set out to help people, when you provide services with excellence, when you do what you do with a passion, and it touches people's lives in this present world and forever, there is no shame in accepting the blessing that comes with that, that is often in the form of cash.

Dan: It is indeed. I have here in my office in one of the alcoves, a beautiful painting that was done by a young man that came to me who was, in fact, a pastor. He had had a real

dramatic change in his own life, and he thought the most Godly thing he could do would be a pastor. So he got ordained and is pastor of a church, eking out a living, miserable time of his life. The church sent him to see me, and my first question was essentially, who sold you this bill of goods? And he was really taken back. Is this not the highest calling that there is? And I said, no it's not, if it's not a fit for you. And it clearly is not.

I asked him what made him come alive, these questions we were talking about earlier. And he would describe going into a room in his little rented house, locking the door, putting on Beethoven or Mozart, and the music would just inspire him and he would do these dramatic paintings. He'd never sold anything. I had him quit everything he was doing, including being a pastor of a church. And for four years he did faux finishes, where he would use brushes, sponges, rags, make these dramatic effects on people's walls.

That gave him the freedom to really do these beautiful pieces of art. Today he doesn't do faux finishes. He does nothing but these beautiful pieces of art and he's making ten times the money he ever dreamed of making as a pastor. But here's the key on that, Ken. We did not approach him being an artist so he could make money. That was a foolish endeavor. We know there are starving artists and that's really a generalization that isn't very accurate. But if that's the sweet spot for him, if that's how God has gifted him, then that's what he needs to develop. Just do it in a different way than other artists and the money will show up in unexpected as it has for him.

Ken: Have you ever heard of a guy by the name of Charles Jones? Charles Tremendous Jones?

Dan: Oh yeah.

Ken: And I want to make sure that people understand my friend Dan here, who still has a great spiritual source in his life. He is a man of deep, deep faith. The point that being a pastor is a bad vocation. If that isn't your calling you're going to be miserable there, and the same way a person who should be a pastor would be an artist. But here is what Charlie Tremendous Jones used to say about the ministry. If you're not in the ministry before you go into the ministry, you won't be in the ministry when you get into the ministry.

So that passion. That whole idea of what makes you come alive – that's something that God has put into you, and you have done so well helping people figure out how they can make a living doing that.

Dan: Well with this young man, just to kind of give you the rest of the story on that, some people look at that and say, wow, did he walk away from his calling? No, not at all. Because it was clear he wasn't in his calling because there were some violations in that three-legged stool I gave earlier. Now that he is in his calling, and in addition, his desire to share the gospel with people has been accentuated. He said, as a pastor, everybody knew what to expect him to say. Now he's just the artist. He says he has way more

opportunity to really minister to people in their hurts and their fears now than he ever did as a pastor.

Ken: Wow. That is amazing. So people find their passion by discovering what really makes them come alive. Is that what you're saying?

Dan: That's right. That beautiful blend of passion, talent and market. What will people pay you for? That's not an unrealistic component. We don't need to shy away from that. That's part of the validation that you're in fact doing what God has designed you to do.

Ken: Now the second topic you said you felt very confident about, and I know that you're confident about this because when you speak at our LAUNCH conference, this is consistently rated as one of the highest presentations we give. How to leverage your core message for extraordinary income. And how do you do that? That means it doesn't always have to be the same message for everybody, but there are ways you can leverage that so that you can continue doing it. So you have the income to keep doing it, so that you have the income to bless other people, so you can bless your own family. How do you do that? How do you leverage that?

Dan: Well when you see somebody in our space who is a speaker, or they're an author or they're a coach or they're a comedian or whatever, they seem to have one thing they hang their hat on. Now there's some merit in being a master of something. The old thing, a jack of trades, a master of none – that doesn't hold water. You need to be very good at something. But that's doesn't mean that you're only method of allowing people to share and experience your message comes in one way. So if you're used to being on the stage as a speaker, you've got a message and you get a good crowd response from that, then allow people to experience that who may live on the other side of the world through audio materials, written books, eBooks, instructional manuals, seminars, teleseminars. We can go on and on and on. So that's what I try to help people see.

And it doesn't matter what you're using now as your primary method of delivering your message. We can define ten other ways you can deliver the message as well. And what that does often is really release people to be their very best at what they do. So instead of wondering, gee, is the mortgage going to be paid by these people I'm speaking to on a Sunday night, well, what if you have things that are working that are applications of your message in other ways. Those are available to people anywhere in the world, 168 hours a week. Wow. Let that work so you take the pressure off the one thing you may enjoy most.

Ken: That's right. You can actually lose the passion for your passion if you don't take advantage of this kind of thing. As an example, as a speaker, no matter how much I get paid as a speaker, I can only go so many times. I can only be frisked at the airport so many times. My backside can only stand to be crammed into a seat on Delta Airlines so many times. And if the only way to increase that blessing, increase that – the only way to expand is to go more – you reach a tipping point from which there's no return. You burn the candle at both ends and burn out and you lose the ability to go. Do you agree with that?

Dan: I do totally. And I've seen some really competent people with great messages burn out because they were traveling so much. They didn't want to do that anymore and so all of a sudden they're driving a potato chip truck. Well that's not the solution. The solution is find ways to leverage that message that you are passionate about and allow people to experience it in multiple ways.

So you don't have to do any one thing. I am known primarily as a coach, Ken. That's really how I came into this whole space. Helping people through these inevitable, relentless career transitions. So at one point I used to coach six days a week. Then it was five days, then it was four days. At this point I coach individually about one day a month. Because I take that same message, how do you handle these relentless changes that we're confronted with?

But I want people to experience that message in a whole that of different ways. Today, as a matter of fact, this is the only commitment I had where I had to be in my office today. We took our granddaughters and we went on a trip. We bought a bunch of flowers for the front yard. We had lunch outside together. I don't have to worry about that. It doesn't mean that my income stopped today. No. It makes no difference at all because I have so many things in place in ways that people can share my message.

Ken: Let's give people a list. Some of the people who are listening to the podcast a list where they might be able to choose one or two of the things that can augment your income and say, I'm going to start that now. So if you have some knowledge, you can write an eBook, right? You can write it out and put it on a computer and make it available to people as an eBook. Will people pay for that?

Dan: You know, it's almost counter-intuitive. People will pay more for an eBook than they do a hardback on the shelf of Barnes and Noble if you relay the clear benefits of having that information.

I have eBooks that people pay \$197 for. You aren't going to walk into a bookstore and pay that. But if they have clear information that can change their life, absolutely.

Ken: That's right. That's really not what you pay for the book. That's an investment in your own life that pays off almost immediately. And, let me change that. I'm going to rewind that. This is the rewind. Remember when you used to rewind a tape?

Dan: I'm impressed with that.

Ken: We're rewinding that to say, when you invest in producing something that is an investment in the lives and benefits to other people, then that investment pays itself back to you. I'd be willing to bet that I can buy an eBook from you, because I know you. In fact, isn't this true? Boy, I got to learn to finish sentences. I'm just going to rewind that, too. I could invest in an eBook from you and I know that within a very short period of time, that would reproduce itself tenfold. In fact, that's often a topic that you talk about.

Dan: I've got a quotation that I really like to use. It's from Christopher Morley. It says, when you sell a man a book, you don't sell him 12 ounces of paper and ink and glue, you sell him a whole new life. If we can give people that message, that they're going to change their life with this content, that's what allows us to jump into this space of getting people information and prosper in doing so.

You were talking about the different ways that people could –

Ken: - yes –

Dan: - experience the message. One of those being eBooks. And then there's so many more.

Ken: Do you still do the three ring binder? Do you still sell the three ring binder anymore?

Dan: Ken, I'm introducing new products in three ring binders almost monthly. Everything that I come out with, I love to introduce it in a three ring binder. It has so much perceived value in doing it in that way. Even if we could very quickly put it together in a nice little, perfect bound book, you don't get \$197 for a perfect bound book, no matter how great the content. It doesn't have the perceived value.

I'm a big fan of three ringed binders. We buy them right off the shelf at Costco, punch the holes, print one side so it's thicker, and put it in there. I love to introduce products like that and still do it all the time.

Ken: You know, our friend Mike Hyatt has a membership site where he has a group of people with a little bit more intimate relationship that he dispenses information on leadership. Do you have a membership site? Is that one of the ways you might suggest people could add to their income?

Dan: That's certainly a legitimate way. What Michael has done with Platform University is brilliant. I don't have one like that. I have a closed Mastermind. So it's similar in that there's a monthly membership fee, but it's a closed group. It's not open. It's limited to 48 people, being my magic number. But the dollar figure is significantly higher. So yeah, that's one of the ways.

Ken: What does that mean? Tell us a little bit what happens in that Mastermind, because maybe somebody out there would go, I think I could do that. I have some information that would really benefit my friends.

Dan: Well when I told you that I only coach about one day a month at this point, I have a lot of requests for my personal coaching. So rather than being pulled in a lot of different directions, I've put together Mastermind. We're going to have 48 people where we're all kind of on a similar path. We're in very different businesses. We have physicians and dentists and attorneys in there. But we're all still interested in how can we serve our customers well. How can we leverage our message and elevate the success of everybody in there.

So we have an online, a closed Facebook group. We have a lot of online communication, all the time. Once a week I do a one hour call with them, and three

times a year we get together here at my place in Franklin, TN. So it's structured like that. I mean, I don't mind sharing the details. I told you it's a closed group. We limit it to only 48. I get a lot of requests, but it's closed. But those 48 people pay \$300 a month. So, you know, that's an example. There's a couple hundred thousand dollars just by giving people – there's no hard cost to me at all. It's just by giving people a place to communicate together, talk together, share ideas. In some ways, it's kind of group coaching, but it's really not just me teaching.

I don't invite anybody into that who doesn't have as much ability to contribute as they need to receive.

Ken: Wow. So it really is a mastermind group. It really is people who are sharing with each other, connecting with each other, and connecting people to other people.

Dan: Absolutely.

Ken: You know, I want to encourage – I'm sorry, both of us are excited about what we do, so we're passionately kind of folding over each other. We're not going to list all of these potentials today because Dan has agreed to give away this marvelous presentation he has, *How to Make \$150,000 a Year Selling Your Knowledge*. By the way, we laughed hard in this office because in the print out there was a typo. And it said that we were going to give away his message "How to Make \$15 a Year Selling Your Knowledge." And that's about the price that people would put on my knowledge.

In the amount of time we have, I want to get the most out of you that I possibly can and then I want you to tell people a little bit more about what's in your future. But you also wrote down, you wanted to talk to people about blending wisdom with passion. Now that really caught my eye, because I think what has helped my career more than anything else is that I am a passionate dispenser of information that can change lives. The wisdom part of it. And I'm a comedian.

Both, by themselves, may not be very marketable, but the combination of making people laugh, cry and then diving into their lives to give them something that can make a difference in their lives has been absolutely amazing. So I was excited. What is this blending of wisdom and passion that you're talking about?

Dan: Well what you have done Ken, and your life is a great example of that. Let me come back to that in a minute. We often assume that little kids are passionate. You see a five year old playing in a water puddle. Oh, that's passion. Or you see some 18 year old going down the freeway past you on the back wheel of his Harley with no helmet at 90 miles an hour and you think, oh man, that's really passion.

But passion, by itself can be very exhilarating, it can also be very dangerous. Wisdom is what shapes and gives direction and meaning to passion. Now with that there's also a kind of cultural perception that you have passion when you're young and then as you get older, passion decreases and wisdom increases. That's a pretty boring kind of anticipation if that's true. There's nothing sadder than somebody who has wisdom but no passion.

So we want both of those to be fully engaged, whether that is in an 18 year old. So it's just passion. But how are we going to give shape and passion to that? And as you get older, now I'm sure that in your space, Ken, and you are a great example of blending passion and wisdom. If you were nothing but funny, I'm sure you've heard people along the way, thought that you were going to grow out of being funny when you grew up and became a real man.

Ken: It ain't gonna happen, man.

Dan: Well if you were nothing but funny, it should have happened. But along the way your humor is so full of your wisdom, that's what makes it memorable. People remember the stories because there's a point to it. There's a life principle that can make their world better, that can transform their own life and give them more joy and happiness.

So wisdom and passion are things that we can bind together and we have to be on guard about having one without the other. All the way through. I want to be just as passionate when I'm 99 years old as I am today.

Ken: Now speaking of wisdom and passion, I want our listeners to know that Dan is married to a beautiful woman by the name of Joanne who is also a dear friend of ours. And I love the way you work together. There is a spontaneity to what you and she do together. Not only together when you're together and she's at a presentation and you're at a presentation and you're presenting together. But when you're together in terms of her pursuing her passion as an artist and creative person, and you're doing what you're doing, and how those come together. And the fact that you are still passionately in love with this woman. Will you talk about that for a moment?

Dan: You know, sometimes we scratch our heads and try to figure that out because it seems to be such an anomaly today. But we got married very young, grew up together, hung on to each other and have an amazing marriage. I think that the one thing that I know that really focus on is just respect and affirmation for her on a daily basis that keeps my emotional bank account full.

I talk to a lot of husbands who don't keep their word, they show up late, they forget special anniversaries and then they wonder why their marriage is dry. Well it's like two gears rubbing together where there's no grease in there anymore. There's no emotional salve in there anymore.

To counter those little withdrawals we're all going to make – I certainly make withdrawals – but I try to just have an abundance of deposits in there so that it overrides those little unexpected withdrawals that I'm going to make in the course of a week. But Joanne is my biggest fan and I hope not artificially so. We believe in each other and so we do cheer each other on in the endeavors that we're trying to do.

In the last 15 years Joanne has really gotten into the space of doing art. It's been a marvelous, just kind of unfolding for her in a new area of her life that she didn't know was there. I love what she does. She started with a little rigid pencil sketches and now she's gotten into acrylics that uses a pastel knife. They're very bold and crooked lines in

the roof lines that give it a real kind of vibrant life that I just absolutely adore. So I commend her in the things that she does as she does with me, and it's made both of us – on a tiny scale it's that old adage a rising tide raises all ships. We do that for each other. And she's the most important person in my life to do that for and she's the most important person in my life to hear the affirmation that I'm doing okay as well.

I get it from the stage, but they can give it artificially as you know. What I really want to hear it from is Joanne.

Ken: You know, some of you listening may be sitting back now and saying, well wait. This is about the art and business of communication and we were on that bank account thing and I'd like to get back to that bank account thing. I want to reaffirm something that my friend Dan has just said. I want to tell you folks that your family, your wife, are what feeds most into your emotional bank account. And if you're emotional bank account goes dry, listen to me now, it doesn't matter how much is in your bank bank account. Because you won't go very far.

I think one of the greatest things I learned from you is not only those things that help me forward my career, but remind me of the importance of family and the importance of love between a man and a woman. You guys are a great demonstration of that.

I have another question. Our time is running a little bit short. I want to know what's new. Actually, I know what's new, but I want you to tell my listeners what's new and especially about this *Shawshank* project that you've got going on. What was the movie again? *Shawshank Redemption*? Was that it?

Dan: Yes.

Ken: Tell us about this.

Dan: Probably the most popular movie of all time, *Shawshank Redemption*. We're going to do an event in August up in Ohio at the prison where *Shawshank Redemption* was filmed. It's at a prison that's in Mansfield, OH. We're going to host people in Columbus, OH and then take them by bus early on a Thursday morning up to the prison where we're going to go into this prison – and it is extremely intimidating. It was designed architecturally so that it would make anybody approaching it feel like a little mouse, and it does.

But going in there, going down those old, decrepit halls and into those solitary confinement cells and shut the door. You have nothing to confront but yourself. Now this is not supposed to be some deep, gut-wrenching psychological experience. But you know, a lot of us have things that we know are holding us back. We feel like there's more. What is it that I need to get out of the way so it releases the very best that God has put in me.

So we're going to have an experience to do that. To help people just kind of get in touch with what is it that's holding you back. What is the prison of your own making? And then on the next day we're going to be back in Columbus, OH at Sparks Center, which is

one of the greatest creativity centers in the world. And it's just meant to help you really unleash your creativity. So we're going to go from prison to plan to profit.

Now, what are you going to do with that? What are you going to do to walk through that? There's an amazing trailer, Ken, I know I've shared it with you, at escapingshawshank.com. We've added some new, cool things just recently as well that I'm really excited about. But the trailer itself just really gives you a feel for what we're going to do at that amazing event coming up.

Ken: We watched that again just the other night. Just to see the trailer again, and we're going to put that in our Show Notes so that people can watch that trailer. We're also going to add to our Show Notes this marvelous gift that you're going to make available to our listeners, *How to Make \$150,000 in 15 Minutes*, and that'll be there.

I want to tell you something, my friend, and I say this very honestly. I'm going to tell you actually two things. The first thing I'm going to tell you is, you remind me of the image of that wine chalice overflowing. And just being your friend allows me to follow along behind and catch some of what flows out of that amazing gifted brain of yours and your amazing generosity. That just means so much to me.

The other thing I want to tell you is that I am so proud just to call Dan Miller my friend. Let me tell you how powerful what he does is. We are looking into right now being a part of what he presents. You know, we're peers, but the day you decide, well, my peer, my friend has nothing to offer me, I wonder if that day isn't the day that you slide backwards a little bit. So we really want you to check him out. Check our Show Notes. We're going to give you all of the links and if you could do this for me, I would love to have you send a picture of that painting and we'll put it in the Show Notes. You told us about that little painting you have.

Dan: Yes.

Ken: And we'll put that in the Show Notes to show people what you're talking about.

Dan: I'd be delighted to. You'll see the life, the vibrancy. It's very abstract and bold. Music theme. You'll see exactly what I was describing.

Well Ken, thank you so much for your kind compliments. That's a tremendous affirmation, and to have you relate me to that chalice, I'll have to think about that. That's really a deep compliment. I appreciate that.

Ken: That's why all those people are following you around with little bucks and stuff.

Dan: Well, it's just always a delight to spend time with you no matter what the circumstances. But certainly I'm honored to be your guest here on your podcast.

Ken: Thank you Mr. Dan Miller.

Ken: I can't tell you what friends Dan and Joanne are to Diane and I. We have had many long evenings over dinner that grew cold as we talked about friendship, as we talked about marriage, as we talked about our businesses. And he's just a genuine deal.

I'm so glad he's giving away this great resource, his presentation, remember, on *How to Make \$150,000 a Year Selling Your Knowledge*. You can take advantage of that, of course, along with – by the way, you've got to check out that trailer for Escaping Shawshank. That's one of the most brilliant ideas I've seen in a long, long time. So check out Escaping Shawshank, the trailer. We'll have the link for that on there as well as the link for the actual program he's going to do. And of course, all of that can be found on DynamicCommunicators.com.

He also left us with a Road Tip. Dan left us with a Road Tip, and you notice I've gotten used to saying Road Tip instead of Road Trip. He says, if it's within 500 miles, just drive. Flying, Dan said, is exhausting. When you're driving, if you need to stop, you can stop. You can get out and stretch your legs. If you need to grab a bite, you can grab a bite to eat and it doesn't cost you an arm and a leg, and you can go to any bathroom you want without people saying, hey, no, this is for first class.

I love that road tip. If it's within 500 miles, consider driving. And then, of course, we'd love to have you check out the LAUNCH conference. You can just go to DynamicCommunicators.com and learn about the LAUNCH conference – a conference that will literally help you jumpstart your career or catapult whatever career you've got to a new level. And if you can't come to the actual conference, we've got some online training right there at DynamicCommuncators.com.

What a great interview today, and we can't wait to see you again next week.

Brian: Hey, thanks for tuning in to another episode of the Art and Business of Public Speaking. Be sure to check out the full Show Notes at DynamicCommunicators.com where you can find the resources we discussed today, and a downloadable transcript of the podcast.

By the way, if you enjoyed today's episode, we'd love for you to rate the podcast in iTunes. This helps us get in front of more people who are interested in our message. Thanks so much for your help, and we'll see you again next week.