



Sally Neill



Jean: It's Jean Shaw here and today I'm really pleased to be chatting to Sally Neill because the first time I asked her if she wanted to be interviewed, she turned me down.

Can you believe that?

Anyway, at the time Sally said she didn't feel she had enough experience or value to offer anyone, how things have changed.

Now Sally has become an incredibly popular, down to earth internet marketer with a universal appeal and her followers of both sexes span generations.

Sally has made a name for herself through her blog on which she's journalled her online marketing journey but unlike most blogs her content is always very informative and fun.

She clearly has a great sense of humour and the content she gives away for free is so easy to understand and absorb you're able to just soak it up like a sponge.

Sally has a way with words. Not just the written ones but also in her audio, videos and has even devised her own phrases for regular readers of her blog.

Phrases like the cool crowd, shout out sharers and people power all mean something significant to the people in what Seth Godin would call "her herd".

So let's chat to Sally and see what's transformed her from the shy individual with no sense of self belief into the dynamic dynamo who despite her short stature stands head and shoulders above most internet marketers out there.

So Sally, are you there?

Sally: Hi Jean.

Jean: It's a real pleasure to speak to you at last.

Sally: I know. I did dodge a previous interview request from you but like you said I was a different person back then.

Jean: It's funny how far you've come in just about a year really isn't it?

Sally: Yep.

Jean: The first time I came across you, you actually visited my blog and left a really nice comment and you came across as very friendly and genuine.

I'm so pleased to discover that my first impressions of you were correct and it's so important to create a good first impression isn't it?

Sally: It is and I think I had visited your blog because you were an Alex Jeffreys student like myself and Alex had told us to go out and look at what the other students had been doing.

So I kind of went on a mission and hunted down previous students and found their blogs.

Then I just tried to reach out and connect to them and the only way I knew how to do that was really was to be friendly.

Jean: But you weren't putting it on. You genuinely are a friendly person aren't you because everything you put out online leaves a trail doesn't it and people can tend to see through all the hype.

Sally: Yeah, you can't fake it.

Jean: No and a lot of people write things especially on social media sites like Facebook that they'd possibly live to regret don't they?

Talking of regrets, you've had a few really in as much that over the years you've bought some products where you've felt you've been scammed haven't you?

Sally: I suppose yea I have been on some time now and I have bought some products that perhaps didn't really deliver on what they had promised.

But that was my fault. I was just chasing the dream.

Jean: I think that's common with most people isn't it. The thing is a lot of people are just too embarrassed to admit it.

They just kind of brush it under the carpet and you decided because of that, you would make a difference and decided that anything that you put out there, would help other people and would be full of integrity.

In fact you've become what we call a M.A.D. marketer, which is make a difference marketing.

Sally: Ah right, I like that.

Jean: Just to have a brief overview of your story. You've done a fantastic job actually in your book "The Newbies Next Chapter" which is really really easy

to read and a lot of the information you give out you tell in the form of stories don't you?

Sally: Yes, I like to write in that way.

Jean: Yes, it's a very powerful and effective way to get your message across isn't it. Did you do any copy writing courses because you're very articulate so is that your background?

Sally: No, I've never really done a copy writing course. I would of course love to do John Carlton's which has a very good reputation online but personally I've not taken a particular course.

I guess it's just been reading about ebooks and trying to find my own style but I realised when I was reading other ebooks that I was kind of bored and sometimes ebooks can be 60 or 70 pages and it's quite daunting reading through all those pages.

So I thought it would be nice to maybe try something different and inject a little bit of humour throughout the book to try and keep peoples interest.

Jean: In fact a lot of your books have a child like quality and a kind of innocence to them.

Straight to the point but no fluff and fillers and as I say - a child like quality.

And I noticed that you keep your language very simple and your paragraphs very short which is really good because that means that anybody can read them isn't it.

Sally: Yep, I think when I'm writing I always keep in mind that I shouldn't be too technical and like you said, keep it nice and simple.

And that means that anyone with any education level whatever level they're at, it doesn't matter as they still will be able to understand it.

Jean: Well that's it because you're not trying to impress people with the quality of your dialogue are you, it's the quality of your content and clearly you have a lot to offer.

You actually got started on ebay didn't you by selling digital products?

Sally: Yep, digitally downloaded ebooks it was.

One day I was on ebay and I was with my little sister and she's obsessed with fruit machines and she'd seen this ebook and it was basically how to cheat fruit machines and win lots of money from them.

Which it obviously didn't work.

The ebook was 99 cents or 99p and we bought it and then immediately after we bought it we got an email from the seller offering us some key that you could put in a fruit machine that apparently enhanced your chances of knowing if the machine was ready to pay out or not the fruit machine.

So she wanted that as well so I think we ended up spending about 13 pounds and I thought my goodness, he's just sold us an ebook on ebay and then took us away from ebay and sold us something else.

And I thought that was a really really good way to make money and that's what started me on the journey of finding out how to sell ebooks on ebay.

Jean: You got very good at it because you even wrote your own book didn't you *How To Start Your Own Profitable Ebay Business*.

Sally: Yes, basically I got a name for myself from the ebooks and people knew that I was doing it successfully and they started asking me if I would write a tutorial for it, so that they could copy me and so basically I did. If someone asked, I just did it and it was a really big hit and lots of people loved it.

Jean: That's fantastic. And also at that stage you were an early adopter really of building a list weren't you?

Sally: Yes. I discovered quite early that building a list was very important for following up with your customers.

And ebay, I managed to grow about a ten thousand subscriber list just from ebay and basically all I done was every month I'd offer 5 free ebooks if they wanted to join my list and that's what people did.

Then they'd tell their friends that they could get 5 free ebooks every month if they sign up and it kind of took a viral path and I just started getting opt-ins and it went on from there and it just grew and grew.

Jean: So how did Alex come into your life?

Did he buy your ebook or did you buy his ebook because there was something about ebay that connected you wasn't there initially?

Sally: We actually it was Katy. She was helping Alex find affiliates for his product which was called *Easy Profit Auctions*.

And she was on the Warrior forum and she'd seen that I was selling ebooks on ebay and she sent me an email and gave me a complimentary copy of *Easy Profit Auctions* to review and possibly promote.

And Alex always tells everybody it was him that emailed me but it wasn't, it was Katy.

And I looked at the product and I was blown away. It was absolutely amazing and I was like yeah, sure.

So because I got the complimentary access, I actually got access into the forum. And it was in that forum where I started to share my knowledge about selling ebooks on ebay and all the forum members were like "Sally, have you got an ebook I can read because I really want to learn all this stuff from you"?

Jean: That's fantastic and then you went offline for a while didn't you? You got disillusioned.

Sally: Yes. Ebay banned the digital downloads so they changed it that if people wanted to deliver an ebook digitally online, you had to physically ship out the cd.

And the whole point of me doing an ebay ebook business was because it was automated and that I didn't have to make trips down to the post office and send out all these cd's.

So I just quit and I'd had enough and I just wanted to get away. So I went away for about 18 months.

Jean: During that time things got a bit hard didn't they and you decided that you maybe needed a second income and just about that time when you were thinking about it Alex came back into your life didn't he?

Sally: Yep he popped back in again.

I put a post on my blog and it was just basically a personal apology and I was just saying sorry for disappearing for 18 months and that I felt really bad.

And Alex was like, hey Sally glad to see you back and he said that he would be launching his coaching soon and did I want to promote it as an affiliate and gave us the link.

Jean: That's great.

And from there on you got into his coaching course and one of the things that he says is stop chasing the money and let the money chase you.

And you kind of adopted that idea. Which is something which is hard for a lot of people to comprehend really, especially if they are desperate for the funds.

But when you are desperate that's the time that you've really got to back off because people sense your desperation don't they and everything that you do seems to put people off rather than attract them to you.

Sally: Yeah. I think people can tell that you're just desperate for cash and it's not a nice place to be in.

So I thought right, I'll do what Alex said and I followed his coaching to the letter and everything that Alex told me to do I thought I would do it.

And that's when he said don't chase money and let the money chase you or let the money chase me whatever way, that is all I did.

I just thought right I'm not going to push affiliate links in peoples faces. I'm not going to email out constantly or anything and I'm just gonna try and learn this and share my journey as I go along.

Jean: Because with internet marketing there is a huge learning curve isn't there and it's not easy and at the beginning it can be time consuming.

So it must have been kind of difficult for you because at the time you had a full time job and then you had your young daughter Jade to look after and then you had to try and learn all this internet marketing stuff and apply it during the evenings or the early mornings probably.

It must have been hard and in some ways it may have been to your advantage that you weren't married at the time.

Because as you can imagine for a lot of people it causes quite a strain on relationships because the computer can be like having the 3rd person in the marriage as it were.

Sally: Yeah, I know.

Jean: Especially if you're not making money at the beginning and there's nothing to show for all your effort. I think it can cause an awful lot of problems.

Sally: I think that's exactly what you said. Will your partner understand that you're on the computer and you're trying to make money?

And if you've been doing it for 3 months now, night after night and they're like are you on that computer again.

And like you said there's nothing to show for it. There are no big profits, there's no apparent gain and they don't just seem to understand. But it gets quite addictive.

Jean: Well that's true, especially when you get into contact with people on forums or people on the same journey as you and they maybe also struggling but you've got a common bond haven't you.

So by keeping in contact with them it kind of gives you the encouragement to go on and to not give up.

Sally: Yes.

Jean: Because I find that most people I speak to, their immediate friends and family haven't got a clue what they actually do and just can't understand and try to ridicule them.

Sally: I do actually have that problem myself with my friends and they're always like are you coming out this weekend blah blah blah partying and I'm like NO, I've got to do stuff on the computer.

Because they don't really understand what I'm doing. And one of my friends actually said to me like the money you make, it's not real money is it?

And I was like, "It's not real money? Of course it's real money".

And she thought it was some kind of monopoly money where you get a few credits online and you basically use them for other things.

They didn't even realise that it was real money that I was making.

Jean: How strange. But that is quite believable because I think there's still a lot of people who think the internet is purely selling stuff on ebay.

And what I mean by selling stuff is not somebody else's products but like your household items that you might not necessarily want any more.

Sally: A lot of people are still under the belief that you can't make money online and it's all a scam and people are just after your money but they won't actually make any money themselves.

Jean: This is true. So you really have to listen to people that have done that and got the t-shirt don't you rather than people who are going to put you down all the time.

So in your online adventures Jade is included certainly in her photographs. Does she understand what mummy is doing?

Sally: Yeah she does understand. It took her a little while to get her head around it.

The funny story that the other day my mum told me this that her and her friends were playing in the garden and they were all speaking about what their parents work as.

And one little girl was like my mum's a dinner lady and someone else was oh my mum's a nurse and they said to Jade "what's your mum?"

And Jade said she was the Blog Hopping Queen. They just all looked at her as if like “what's that?”

Jean: I could imagine they think you wore a tiara or something and went hopping around like a frog or something to find these blogs, whatever they were.

Sally: Yes I think it was a conversation killer and I'm surprised that she's got any friends left.

Jean: Is she a sub contractor, are you including her as a business of tax write off?

I was listening to Jason Fladlien the other day and he has a 1 year old daughter and he said he uses her photo in some of his promotions and because of that she is his subcontractor and he actually pays her a salary.

Sally: Really.

Jean: So you might want to consider that because Jade is in a lot of your promotions isn't she - her photos.

Sally: Yeah well don't tell her that she'll be asking me for more pocket money.

Jean: No, you can give her a trust fund and she could be very rich by the time she's 18 or whatever.

Sally: Well she doesn't really need an incentive; she's always asking mum when can I come on another video with you. So yeah, she'd certainly want to do it a bit more.

Jean: So at the beginning clearly the success that you've had is through your blog and initially you did a lot of this blog hopping that Jade associates you with.

So it took a lot of time so did you keep then a DID sheet for your time management because time is something that you just can't get back can you?

Sally: No you can't. Really the whole reason the blog hopping started was because as a Marketing With Alex student, he ran a traffic competition and you basically had 4 weeks to get as much traffic as you could.

So literally for those 4 weeks, night after night after night, all I did was go out and search for blogs and leave comments.

Because I didn't have money to pay for traffic and I didn't really know any other ways to generate traffic and I thought that was my best way.

So for 4 weeks solid I just consistently visited peoples blogs and I made sure that I signed up to their rss feed so that I would be notified instantly of a new post if they made it.

And I'd try and get the first comment because I knew that getting that first comment any subsequent visitor to that blog will see my comment.

And because I was always on peoples blogs and I was getting there before them they was like how are you getting on all these blogs before me?

And it kind of started a little buzz of its own you know "How is Sally doing this?".

Jean: From the blog hopping you went on to do other things didn't you but you had fears initially of stepping out of your comfort zone which I think everybody does.

Certainly I spoke to Lee McIntyre and he was telling me about his fears and really fears is just False Expectation Appearing Real isn't it, and he said the way he got over it was to ask, "what's the worst that could happen?"

Okay you might make a fool of yourself or people might not like you but you can't appeal to everybody anyway can you.

Sally: No you can't and I quite agree with Lee and I think when you're afraid of doing something the fear builds and you focus solely on what's going to go wrong.

Rather than fluffing it around and thinking, okay just imagine I did it and it worked, will you think of the benefit of it.

And I think that helped me and I thought right I'll not focus on what can go wrong, I'll focus on if I get it right what will happen.

Jean: That's it because there's that old saying *what you think about, you bring about* so you've just got to think positive all the time haven't you?

Sally: I think because at the time I was listening to an audio of the 4 Hour Work Week and in that, I don't know the exact quote that was used, but it's something like the things you fear most are the things you most need to do.

Jean: And that's what you do now isn't it anything that you don't want to do, you do it straight away don't you?

Sally: Yep.

Jean: Like in the morning if you had got up and you had something to do that day that you didn't particularly want to do you got it over and done with at the beginning otherwise you think about it all day long don't you.

So you went from your fear of raising your hand in a webinar and actually speaking, being interviewed, or actually doing an interview and then you did video tutorials, power point videos and finally holding your own webinar.

And you've conquered all those fears and you're still here to tell the tale. So, nothing happened? Amazing!

Sally: No one laughed at me, no one said anything bad.

Because I remember when I was going to do the videos and I was thinking of getting in front of the camera myself and put them on You Tube.

And it's kind of silly but you're terrified that people are gonna put comments that your ugly and really stupid things like that.

Because I thought I'd put this up and I'm gonna get all these negative comments and it doesn't happen and it didn't happen.

Jean: I don't know what the word is really, but they see behind what you actually look like and they see that you're a real person and I think people like that.

It is like reality tv and some of the things on there are pretty rubbish, but people like to see other people and we like to know what others are doing and we like to follow their journeys as well.

And you come across as a very real person and although you can't walk in other people's shoes, none of us can, you've been there, done that and got the t-shirt, so you can have empathy with what others are struggling with, certainly in the internet marketing world anyway.

Sally: Yeah and I understand that people struggle. I was scared to put my photograph online, I was scared to speak; I was scared to get in front of the camera.

I think we all go through that. I'm proof because I was a big scaredy cat and I really do believe if I can do it, anyone can.

Jean: But people need to hear that you see because they think that they're on their own and that nobody else feels that way.

When you actually put it down in words and you open it out to the universe then other people are hey that's just how I feel.

And it just helps so much.

Sally: That's exactly what I try and do and that's why people always think my blog is so real.

Even when I did the interview with David Walker and I actually put in my heart was pounding, I was sweating my mouth was all dry.

Now I try and be very real about how I actually felt when I was doing it.

Jean: That's a really interesting thing about your blog because it's simple in design and not too many distractions but every post has a message doesn't it.

It's not in your face marketing.

Sally: Yeah I always try and share some value of some sort because people are taking the time to come and visit your blog.

So I want to give them something back in return and if I can do something and then help them so they will do that after me, then I'm happy.

Jean: I love your blog titles they always arouse curiosity, particularly the one that said 38 Year Old Webinar Virgin Seeks Experienced Partner.

Sally: Ha ha.

Jean: I'm sure that would have appealed to different people on so many levels and they do say sex sells doesn't they.

Sally: Yeah they do and I think I've had quite a few hits on my site from people who were searching for that kind of content.

Jean: Yes. This is the thing keywords, although you don't actually write for the search engines do you. You write for people.

I know I have a blog called JeansMenopausalMoment.com and it's got nothing to do with the menopause. It's all about change and how you can change your life if you want to.

But I think people get on there and are a bit disappointed sometimes because it's not talking about hormones and stuff.

Sally: Well probably some people are disappointed when they hit my blog as well but you never know maybe a few read it.

Jean: I don't think they'd be disappointed when they reach your blog because it's such fun.

Sally: I think they would if they were looking for a 38 year old virgin.

Jean: Well they would now because it's your birthday today so Happy Birthday Sally Neill.

Sally: Ah thank you.

Jean: I think actually you're a perfect age actually because you appeal to all the different age groups.

You're not too old to be out of reach to the young twenty some things but you're mature enough to appeal to the older generation and you just generally appeal to everybody really because your content is solid.

So you've come an enormous way in the last year of your life both financially and in your relationships.

Now the internet marketing world is notoriously male dominated arena. So how difficult was it for you when you were Alex's affiliate manager?

Like when you went to the workshops and things were you treated like one of the boys?

Sally: I think I was pretty much treated like everyone else.

I was quite scared when I was going to meet these high top level marketers but when I got there I realized that they are exactly just like us and they're not any different.

They were really really friendly and I was quite shocked that John Thornhill actually said Oh I saw on your blog that you've moved house and I was like oh my god I didn't even know he read my blog.

So I was quite surprised.

Jean: Did you feel intimidated then because these are people that have already had a reputation? Did you kind of feel insignificant to them?

Sally: I did and they were standing there and saying that they had just had their last launch and they did 50,000 dollars and things like that and they would turn around to me and say what do you do online?

And I was very intimidated you know. You've got to remember they started off little too.

Jean: Well absolutely, it just depends I suppose how people value success doesn't it.

If it's purely on monetary terms then perhaps they are more successful than you at the moment but it is early days yet.

As far as success and as far as achieving something and having your own following, it's a huge thing actually to suddenly put up a blog in the middle of cyber space and have people from all over the world and all walks of life follow you.

Sally: Yes it is and it's kind of crazy.

Jean: You thought it was kind of crazy when you went to a recent marketing event and people actually wanted their photographs taken with you.

Sally: Yeah. I actually remember saying to Alex that I felt famous and he was laughing but it was just surreal to be standing there for people to come over and say Oh My God, it's Sally Neill.

I've read your blog and I've read your ebooks and they was like can I get my photo taken with you and it's just crazy.

I could see people shaking because they were speaking to me and I thought why are people nervous speaking to me I'm just Sally Neill I'm not anything big online.

Jean: I know but I'm guilty as charged because I did have my photo taken with you as well.

But I know what you mean because when I wrote my first book about my son who has autism and it's called ***I'm Not Naughty I'm Autistic, Jodi's Journey.***

I was in Tesco's and this women came up to me and said your Jean Shaw aren't you and I said, Yes, thinking "oh dear what have I done?", and she said can I have your autograph, and as you say it's so surreal and just kind of weird.

Anyway...

Sally: It is.

Jean: You've acquired a tremendous amount of knowledge about the internet marketing world and your about to share it with a new coaching course.

Sally: Yep I am. People have been asking me for quite some time, just like they'd ask me for an interview and I was like no I've got no knowledge.

People were asking for the coaching and I didn't really want to do it because I never really felt I had enough knowledge to share and it's probably a belief thing again.

But I took a job with Alex and created a membership site with him so I felt a little safer because Alex was by my side holding my hand.

And I did all the video tutorials and got a lot of good feedback from the other students saying the coaching was great.

So I thought right okay I'm gonna step out and do it myself now.

Jean: Well that's fantastic because a lot of coaching programs out there are just a bit too scary for many because they're the people that have been around a long time and seem to know it all.

But you're very much in touch with what's going on currently aren't you because although you might say your only a few steps up the ladder from complete beginners.

You will be able to relate to them much better and people will be able to relate to you much better than people who have been on for years and have all the contacts behind them.

Sally: Yes exactly. Because I think a big part of working online is obviously leverage and when you start out you don't have any leverage so you can't rely on that and you've pretty much got to do everything yourself.

And I've been there and had to go through and do all of that so I know the steps you need to take to get to that point.

Jean: Another thing is also on the other end of the scale people that do a course or buy an ebook or something and suddenly claim to be an expert.

But you actually do know what you are doing and are proof of the products - a product of the product, in fact.

Sally: And I can always refer them back to my blog because I use the blog as my online journals.

So people can look back and say oh look 6 months ago Sally was just learning how to do interviews and 3 months ago she was learning how to get in front of the camera.

So people can see that I'm real.

Jean: That's true and also you have got a lot of social proof haven't you with your contacts and people who know you and are very fond of you and will support you.

So when you get like guru status Sally you're not going to buy a Ferrari are you?

Sally: I will buy a convertible mini because I'm a mini fanatic.

Jean: Have you still got your mini? I know that was one of the first things you bought when you got some money.

Sally: Yeah I've still got it and I've still got the same one.

Jean: Ah fantastic. I actually interviewed Joel Therien of [Global Virtual Opportunities](#) once and he's got a Ferrari and I asked him what the deal with it was and he admitted that it didn't really mean too much to him.

He said he didn't care less about it but it was all to do with perception because basically people want to work with successful people and the Ferrari just provided social proof for him.

Sally: Right, oh well then. I can see the thinking behind that but personally I don't know if it's because I'm female but Ferraris don't interest me.

Jean: No I'm the same. In fact I don't know a lot about cars. If somebody says what kind of car has he or she got then I say it's a red one or a silver one or something and it's pretty pathetic really.

Success for people is different for everybody isn't it? So would you say that you've achieved success now? At what point would you say you've achieved your ultimate success?

Sally: Well I actually thought when I first went to work for Alex that was quite successful because I'd given up my offline job.

But then a few months down the line I realised that I'd basically just swapped one job for another job.

Obviously a better job and I did learn lots from Alex and I got a lot of confidence from it.

I think I only truly felt successful when I actually stopped working for Alex and I don't mean that in a bad way but that was the first time I was standing on my own two feet.

And I think to me that was success because I didn't have a boss.

If I didn't want to get up that day I didn't have to and if Jade had to go to the doctors appointment or the dentist, I don't have to ask my boss if I can get that day off or if I can get away early.

I can pretty much do what I want and that's what I was always wanting to achieve. More freedom and be able to do more stuff with Jade.

Jean: Well that's great and so hopefully your new coaching program which your launching tonight called Learn With Sally will be your next chapter in your happily ever after.

I love the name for that ebook that you've just written that Newbies Next Chapter. Are you a keen fan of Shrek?

I should imagine that with Jade you do watch a lot of children's programs do you?

Sally: Yeah I quite like Shrek because he's got a Scottish accent.

Jean: Do you think then that you might be finding your Prince like Princess Fiona?

Do you think your happily ever after will produce an internet marketing Shrek?

Sally: Ha ha. I don't know I'm actually very comfortable in my life now. Sorry I've got a frog in my throat there.

That's because I've been trying to kiss them.

Jean: You have to kiss a few I hear until you find the prince.

Sally: Kiss them, don't swallow them lol.

No I'm quite happy in my life just now I've got a comfortable life, comfortable financially and I can do what I want with my friends and like you said it can be quite hard to have a relationship and do internet marketing because they don't always understand the time that you put in.

Jean: No, that's absolutely right. My husband hasn't got a clue what I do. If anyone asks him what I do he says I dunno she spends a lot of time on the computer.

Anyway, I really really appreciate you speaking to me because I know that you're very busy and I've got no doubt at all that there will be a lovely happily ever after story, not just for you but for anyone lucky enough to get on your course and indeed follow your blog.

So is there anywhere people should go to find more?

Is it just SallyNeill.com.

Sally: Yes, SallyNeill.com or they can just visit LearnWithSally.com

Jean: Okay, that's great and also I will put a page up on my blog at JeanShawInterviews.com for Sally Neill.

So, Happy Birthday for the rest of the day.

Good luck with your [coaching course](#) tonight and I do hope that your internet doesn't go down because I know the other night you had a webinar or at least you didn't have a webinar because you lost all your internet didn't you?

Sally: Yeah, unfortunately these things happen you know and it's sod's law.

I had everything set up and everybody had registered and I was good to go and then bam the internet goes down and I wasn't prepared.

I didn't have a back up for that so I've learnt from that and I went and got a dongle internet connection so any time that happens I should just be able to switch over.

But even still for me everything is still a learning curve and you will come up against these obstacles and problems but next time they come up you'll be able to face them.

Jean: That's the good thing about it Sally because it keeps it real doesn't it and you can't get much realer than that.

Sally: I know and I got a lot of sympathy from people and all saying to me poor you and everything like that because genuinely online people are nice and they do care about you.

And people say it's the online relationships it's not a real relationship or anything but I don't believe that.

I've made a lot of friends online and I actually truly care about them and I know that they care about me.

Jean: That's fantastic. Okay Sally, well thank you very very much and I know your relationships that you build will just keep getting stronger and stronger.

And I'm quite sure that pretty soon all though you think that not many people know who Sally Neill is.

In a few short months everybody will know who Sally Neill is.

Sally: Ha ha.

Jean: Okay, well take care.

Sally: You too and it was lovely to meet you.

Jean: And you, bye bye.

Sally: Bye bye.

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