

# **i**DOMINATE



Speakers Magazine

FEBRUARY 2023

*THE MINDSET OF AN  
ENTREPRENEUR*

Let Your  
**LEGACY**  
Matter

**ASL**  
Connecting With the  
Deaf Community

**2023**  
**TOP 21**  
DOMINATING  
ENTREPRENEURS

WHEN MINISTRY  
MEETS MARKETPLACE

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# **SIMON T. BAILEY**

BRILLIANCE PERSONIFIED

# iDOMINATE

Speakers Magazine

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- **GSA Monthly Members Only Call:** 4/5/23
- **Give Me the Mic:** Mar 3-5, 2023.
  - Visit [givemethemicnow.com](http://givemethemicnow.com) to register

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# Editor's Note



Welcome to 2023! Happy Black History Month as well. I am super excited about the possibilities that this new year brings with it. The last two years were very challenging and, in many cases, emotionally draining. More than ever, your voice as a Speaker, Author and Leader was needed to empower, uplift, and encourage the masses.

In this issue, our first of 2023 we are excited to highlight twenty amazing individuals that are DOMINATING in their respective industries.

The Top 20 Dominators of 2023 is a list filled with individuals that are committed to making this world a better place. They come from all over and work in different industries, inspiring, influencing and impacting millions around the globe.

Our cover story is the phenomenal Simon T. Bailey. Simon has been making his mark in the world for the last 25 years as one of the top speakers on the planet. Constantly named one of the top speakers in the industry, he is a Hall of Fame Speaker that is committed to helping you release your brilliance and spark a fire in you to become the best version of yourself. I know you will love learning about Simon and all the amazing work he is doing.

As always, our contributing writers have provided us with some stellar articles for our readers this month. You will be informed, inspired, and invigorated as you read through each article.

This year is going to be amazing for you, I believe that. As you pursue your goals, do it with such an unwavering focus and desire. Do not get sidetracked or lose focus. We need you to be operating at your optimal GENIUS level. Remember, "Your message is someone's medicine!"

*Dr. Will Moreland*  
DR. WILL MORELAND  
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# What is your Leadership Credit Score?



DR. MICHELLE STURGIS

In today's business world, it's all about the skills of how you lead. It has never been more challenging to be a leader than it is today. Markets and entire industries are changing rapidly. For any leader to be successful, it's important to have the proper skills. So how do you rate yourself as a leader, or more importantly, how do your employees rate you? Knowing your leadership credit score is what I think is of the upmost importance in an organization, as leaders set the tone of how effectively and efficiently the business will run.

Many of the leadership skills utilized today are timeless. For example, leaders will always need to be able to communicate well and delegate tasks. Take note that your proficient leadership skills will be valuable for a long time!

***Brush up on your leadership skills to ensure you are leading the way in 2023 and beyond. The top leaders carry these top 10 essential leadership skills in their arsenal.***

Lacking in the following skills will derail your leadership position, confidence, and your success in business. Included are:

## **The ability to motivate others.**

Great leaders are great motivators. Think about how you motivate yourself. It's not that much different to motivate someone else.

**Communication skills. Leaders must be excellent communicators. This includes public speaking, addressing small groups, and one-on-one.** Remember to practice good listening

skills. Fortunately, educational materials abound and there are plenty of willing victims to practice your skills upon.

**Delegation skills.** You can't do it all alone. Many high achievers have trouble letting go and giving up control. You must be able to trust others and use them in the most effective way possible. It's not enough to just delegate, you must delegate assignments to the those who will excel in that particular task.

**Create the proper culture.** Leaders must create a culture that matches the industry and the employees. A Wall Street investment bank has a different culture than an elementary school or a pharmaceutical company. Even departments may have their own unique culture.

**Adaptability. The challenges facing leaders change regularly.** Industries change. Customers change. Economic conditions change. Technology is rapidly changing the way organizations do business. Leaders have to be able to evolve to meet the changing landscape.

**Time management.** Leaders are busy. There's always more to do than there are hours in the day.

# Are you preparing yourself for Success or Failure?

Depending on how you are approaching your life and managing your time, you are either preparing yourself for success – or you are preparing yourself for failure.

I honestly believe people have the will to succeed. I do not doubt that for a moment. But I think the real reason more people are not successful is not because they do not want to be successful. They do. In fact, I would submit that the reason more people are not successful is because some people are not properly preparing themselves for success! In this article I will share with you three preparation basics for success.

## About You

“My mother would always say, “Hang out with the good crowds who take advantage of positive opportunities and stay away from the bad crowds, and you will go far in life.”

If you hang out with people who read inspiring books, take advantage of personal and professional development opportunities, and stay away from toxic relationships there is a good chance you will be just like them. This is not rocket science. This is simply good old common sense. My mother had a PhD in common sense.

**A true story:** By the end of my first year at Arizona Western College, I was placed on academic probation.

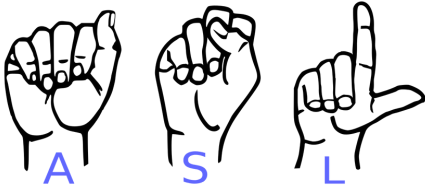
Oh NO! How did that happen? It happened because I was hanging with people who were just coasting and were not taking their education seriously. I also found myself in toxic relationships. Oh, but God! Yes, He turned those situations around for me. He allowed me to get away from the toxic people and to get serious about my studies and my life.

Many things changed during that time in my life. To make a long story short, I went from being placed on academic probation at the end of my first year in college to graduating from college with honors; Magna Cum Laude with a 3.83 GPA.

My mother was oh so right. Her common-sense wisdom has helped me to go far in life, and it can help you too. Just try it.



# Connecting with the Deaf Community



It is easy to get swept up into what is our personal normal and forget about others who live with a different normal than our own. As entrepreneurs and as speakers this often also holds true of our businesses as well because they are essentially an extension of our lived experiences. Very few entrepreneurs, small business owners, or speakers have a powerful compliance department behind them. There is no one to ask us the questions about things like accessibility, equity, and equality. For the most part it is up to us to research and discover how we can ensure that we are providing services that are inclusive.

To that point, as speakers and communicators, when was the last time you conducted an audit on your business, services, and marketing to assess your level of inclusivity? Are you fully connecting with your audiences?

I had an opportunity to visit with D'yann Elaine, (pronounced De-Ann) the President and founder of "Sign with Me" to gain some perspective on some ways that we can ensure that our

information is inclusive and accessible to the deaf community.

**DM: D'yann I appreciate you investing some time to educated us all on this important topic. Please let everyone know who you are and what you do?**

**DE:** Alright, thank you. I am an American Sign Language educator and an ASL interpreter, accessible media producer, and new author. I am also an advocate and founder of **"Sign with Me"** which is a nonprofit organization which focuses on



**D'yann Elaine**  
Founder, Sign with Me

bringing awareness to American Sign Language. We teach the fundamentals of American Sign Language in a fun and creative through music. We also advocate for equal communication access for those who are deaf and hard of hearing, as well as providing interpreter services. Our work connects both sides by raising awareness we help the hearing community

engage, interact and collaborate with the deaf community.

**DM: As I listen to you speak. I notice you say specifically American Sign Language, so enlighten me and the readers on that.**

**DE:** Good point. It's a myth and misnomer that American Sign Language is universal. It is not, and originally, I didn't know that either until I started taking my classes. Originally, I was just taking classes so I could get the skill I really wasn't pursuing being an interpreter. Interpreting came as a byproduct; my goal in the beginning was to be able to engage the deaf community and to be able to move in and out of the hearing world to the deaf world smoothly as a way to bridge us together. I learned in the program that American Sign Language represents America.

**DM: If I understand correctly it sounds like ASL is a whole separate language. Does that mean every country has its own sign language?**

**DE:** You're absolutely correct, ASL is its own separate language. It has its own grammar, its own structure, its own grammatical syntax, and features. Just like English, just like Spanish, just like Chinese or Japanese, whatever. Each country that has its own sign language system.

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**NEXT SESSION BEGINS:  
MARCH 21, 2023**

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# TOP 21

## DOMINATING ENTREPRENEURS

TO CONNECT  
WITH IN **2023**





# When Ministry Meets Marketplace

Making the transition from ministry to marketplace can often be a challenging and intimidating process. Despite the difficulties of transitioning from ministry to the marketplace, God's promise that your gifts will open a path to success remains true. With dedication and perseverance, you can use your unique talents to find success that will open up so many doors and opportunities for you.

Taking the first step to transitioning gifts that were predominantly used in the church may initially feel out of context when attempting to use those same gifts and talents beyond the four walls. The reality is we were all given certain gifts and talents that should be not only multiplied in use but present some sort of return on the investment in which we use them. This article includes three essential tips that will help you make the most of your ministry gifts in the world of business and to thrive in the competitive environment of the marketplace.



I consider myself to be an effective teacher. I can obviously use my gift of teaching to appeal to the average church member, but now imagine how much more effective and impactful I would be if I used the gift of teaching to create a training business that provide timely and relevant skills for the areas needed most in their lives?

You guessed it...I did just that, and the journey has been absolutely amazing! While that gift of teaching began with preparing Sunday School lessons and sermons for large Sunday morning crowds, it has since transitioned to full-service curriculum development and the attainment of my own online institution called Proverbs University. Proverbs is not a religious institution; however, I was compelled to use

a naming convention that had significant meaning and since the book of Proverbs is typically the place for Bible readers to get wisdom, why not use this name in the marketplace in the same way for others to get the skills needed to navigate the professional work environment? Makes great sense to me.



When transitioning your ministry gifts into the marketplace, there are a few things you can keep in mind. First, remember that not everyone will understand or appreciate your ministry. Be prepared for some pushback and don't take it personally. It is important to remember not everyone will understand or appreciate what you bring to the table. It is essential to stay confident and determined in the face of opposition, and realize that any pushback or criticism should not be taken personally. Additionally, it can be useful to focus on networking and building relationships with those who share similar interests and are open to hearing about your vision. By doing so, you can create space for yourself and give yourself a greater chance

# The Burden and Blessing of Being Black and Successful



Striving to become successful in life is a goal I would imagine of most people. For some it's just a normal progression of life. You grow up, you get your degree, and you are off to build a career that leads to success in a financial sense.

But in my personal life and observation of other Black successful individuals, success is not just a personal pursuit, but a collective one. Let me explain. Now because this is my observation and opinion, I realize, it may come from a

narrow point of view, because I only have my view to base these findings on.

I often hear that "I am the first or the only." The first to graduate from college, the only Black on my job. Or the only Black executive. I recently read that the Marines after 246 years are naming their first Black 4-star general, Lt. Gen. Michael Langley. Having served in the Military, I understand that achieving this rank for anyone is a momentous milestone. It's just hard for me to believe that no other Black Marine in 246 years

qualified to reach this rank. That's another story for another day. It does help me to make my point, being the "First" to become a 4-star general, there will be many eyes on Lt. Gen. Langley. He will be made out to be an example for every Marine of Color. He will be pointed at as someone to look up to. Rightfully so.

Lt. Gen. Langley doesn't just get to be a "4-star general" he is the "First Black 4-Star General." There is a high degree of scrutiny that comes alone with being the "First Black" anything with high visibility. Remember "Tan-Gate." If you don't let me remind you, our "First Black President" Barak Obama wore a tan suit to a press conference to discuss increasing the military response against the Islamic State (ISIS) in Syria. Obama's appearance on television in the tan suit sparked significant attention and led to media and social media criticism. One reporter even said the suit made him look "Un-presidential."

It was later reported that Ronald Reagan wore tan suits during his presidency. So did Dwight D. Eisenhower, George

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