

Dodie Jacobi

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Entrepreneur Impact

Organized by program, following are quotes from some of the entrepreneurs who benefited by participating in Dodie's programs. Many names appear more than once, the ultimate evidence of impact when they returned for what was most helpful for their careers and businesses during years of collaboration.

Business Edge

Grow from owner to entrepreneur, a 6-week course co-presented with mobank

"I have taken quite a few small business courses, but the mobank small business class has been by far and away the best as far as practical application in day-to-day operations is concerned."

Spencer Schubert, E.S. Schubert, Commercial Sculpture Studios

"I took the course at the recommendation of friends. I had frustrations of being a creative mind running a business and not having a grasp on finances. I feel more confident as a business owner, both from the class info and the Circle of Trust I could rely on for help. I never considered myself an entrepreneur – just a designer. This has made me realize that I AM! And it brings a new confidence to me."

Lisa Schmitz, Lisa Schmitz Interior Design

"I was very impressed with Dodie's ability to provide very specific and detailed advice on a range of business topics when people would ask."

Will Buchanan, Treadwell

"It's a great means of stepping back to understand your individual perspective and how to integrate that back into your business. I've made a lot of assumptions about business and myself, and it's time to reevaluate and figure out the life I want to be living and the steps to take to make it reality."

Trudy Faulkner, Strata Architecture + Preservation

"This class has gotten EVEN BETTER since the first time I took it. Weeks 1 and 2 provided lots of new perspective on thinking about the business and being intentional, which is so important. I defined my ideal customer, outlined my company's values, and I'm committed to creating an online marketing presence. The course investment seems expensive until you take the class – then, it's such a great value, I can't believe it."

Laura McGrew, Dolphin Frames

"I got a lot out of your class. I'm better off for taking it and those I work with will benefit in ways they don't even know. I'm looking forward to being an active part of that Circle of Trust. Good stuff!"

Hans Thomas, Hans Thomas & Associates Architects

"Class became a safe space to talk about confidential issues. It was way more beneficial than just a basic business class. In the first session, we talked about what we wanted out of the business. I had not stopped to think about that for a while. You learn things relevant to your business but you also learn about other companies. It helped me think outside the box."

Susan Surman, Harvest Productions

"I'm less anxious, more assured, as I discovered I was more on track than I had thought I might be. I'm concretely instead of intuitively aware that most of my issues were part of the game rather than as a result of some

deficiency on my part. I have someone to talk with who can be helpful and is skilled at discerning the issues and applying a deep knowledge base to issues."

John Coil, Heartland Basement Authorities

"There is not a small business in town that wouldn't benefit from shining a light on their business the way this class does."

Jon Taylor, Kem Studios

"I always felt that Dodie was giving honest, knowledgeable answers. She tried to apply examples to my particular business."

Olivia Fisher, Seastnan Medical

"Because I took this class, I'm more comfortable with the basics of my financial statements, I solidified my mission and vision, and I found my HR guru."

Roper DeGarmo, Signature Personal Insurance

"The course covered standard topics, but was full of "aha" moments and gems, and provided actionable insights. Growing a business is a continuous process of hypothesizing and testing. There is no failure."

Martha Katz, Dr. Martha Palley

"Worth every penny. I will be working with what I've learned for a LONG time to come. I met some excellent people, I am thinking of myself as an entrepreneur (instead of an owner/operator), I am committed to identifying my core values and principles, and I am excited to be a part of the Kansas City business community! And, I will become a mobank customer."

Kate Lindholm, Westport Yoga

"Dodie is brilliant, engaging and dynamic. I loved all the presenters."

M.L. Bass, M.L. Bass and Associates

"This is like a mini-MBA course for inquisitive business owners!"

Marianne Roos, Travois

"The energy from the class gave me some sort of charge that has helped move my business forward even in this short amount of time. I'm more confident as a business owner and I feel more positive about my entrepreneurial future. Thanks again for everything; I utilize insight gained from class several times a day."

Andrew Turner, Andrew Turner Auctions

"Dodie "got" what the various people in the room do and more importantly, understood what was relevant to each of us. She tailored the conversations to who was present as opposed to a generalized presentation; much more engaging. The class allowed me to step away and take a look at the general health of my business. Not sure you can put a value on that. The baseline intelligence coupled with the bird's eye view of your business along with a forum of peers is a really healthy use of small business owner's time, in my opinion."

Mike Kress, Generator Studio

"Since taking this course, I initiated a project that I had been delaying due to fear of failure, I feel more in control of my life due to better organization, and I can better speak and relate to my own small business customers. We should increase profitability almost immediately."

Scott Middleton, Jamie Miller Hair Parlour

"It was an amazing experience that has changed my life in monumental ways...I feel like I am making a 180 degree turn that has infinite possibilities. Learning how to understand the financials, I was finally able to really understand what was going on. The business was running my life, instead of me running the business FOR my life

goals. The current structure will end and I will begin a new model. I will have time to work ON the business, instead of in it. The interesting part is, nothing will seem different to my clients.”

Kelly Wilson, Weave Gotcha Covered

“I’m more confident in my performance as a businessman and more confident in the direction our company is going. I feel much more informed when it comes time to discuss company financials and make money decisions. It’s also helped me focus in on some things that I hadn’t really been thinking about or considered before. I really enjoyed the class. Two thumbs up.”

Layne Richardson, Framework Design

“Since I had just started my new company and was in the planning stages of another, I wasn’t sure if the timing was right but decided to take a leap of faith. The class was paid for by the end of the very first session. Dodie makes it fun and interesting. I didn’t think it would be fun.”

Linda Buchner, Creative Management

“I enjoyed the diversity of all the different small businesses. It’s amazing how different we all are, yet with all the same problems. The personal interest in every participant was appreciated. Well worth the time and money.”

Curt Lafferty, Food Solutions

“You can’t get all this information in one session without hiring 10 different consultants.”

Shelly Searcy, Power On Technologies

“I would recommend this course to other business owners. It will save time, reduce stress, and make you more profitable! I have used the knowledge from these classes repeatedly and found it helpful. The time management info has had strong results in changing my overall productivity, and actually peace of mind during my work day.”

Kevin Sink, Kevin Sink Photography

“The information I received and the contacts I made during this course were invaluable to the future of my company. The class gave me some hard-core formulas for gauging success and asked questions that helped me think and look at opportunities in a fresh way. It was very motivational, too!”

Connie Link, Sweetbay

“I’ve been to all day seminars that cost more and give less. The financial information exceeded every expectation. It was made easy to understand without excessive jargon, but the concepts were....well, basically the core of the business.”

Kathy Johnston, J. Schmid & Associates, Inc.

“I received plenty of valuable information and examples to learn from on how to approach the challenges of small business. It makes you think about a side of the business that may otherwise fall behind.”

Matt Castilleja, Castilleja Furniture and Objects

“Since taking the course, my organization skills have improved greatly! I am more cognizant of the amount of time I spend per week working on the business and am making more efforts to carve out more time. I have the tools to help see the bigger picture, and utilizing the tools = confidence. I was reminded that this all started with a passionate idea.”

Leslie Fraley, Fine Folk

Circle of Trust

Peer advisory think tank for entrepreneurs

“Dodie Jacobi doesn’t just have a job or profession. She has a vocation – a calling. Work with her and you will have a guardian angel by your side, a kickass sort of angel with riding gear, cuss words, and a mischievous sense

of humor. Because she really believes and lives that being an entrepreneur should be done smartly, authentically, and be profitable and fun.”

Christina McDowell, PhD

"I've been so impressed for the duration of our participation in both Mountain Time and Circle of Trust. I feel we get a great combination of unique insight and accountability for implementing solutions to some common sense, yet critical challenges.

Brett Wacha, Clickfarm Interactive

"We are all experiencing growing pains, and even though they are different, it's nice to have a safe place to talk about everything."

Diann Roche, Bazillion Pictures

"The group has really found its stride, and, of course, that's a credit to your skill at herding cats. All I can say is WOW. Our session yesterday was profoundly helpful. Like all experts, you make the really hard look really easy, because you're so good at it. I appreciate your ability to listen deeply and gently guide me along to new insights. Part counselor, part biz consultant plus cookies, what a combo! Thanks, my friend. (And I'm sure you noticed how one Circle came in down and out and left happy and up. It's like a happy drug without side effects.) Your broad range, yet depth of expertise, and fun spirit, truly make the Circle so valuable."

Kathy Johnston

J. Schmid, Branding + Catalog Agency

"Thank you for your work and what I would call a ministry. You are a real pro and a great colleague."

John Coil, Heartland Basement Authorities

"I call the Circle my 'entrepreneurial think tank.' I've come a long way and grown significantly this year thanks to my group."

Sofia Varanka Hudson, Swoon and Hudson Home

"The other members, you, and RaeAnn, have been so great at making me feel welcome and affirming that I'm actually achieving things, which on a daily basis is difficult to see sometimes!"

Linda Buchner, Mind Drive

"I always feel revitalized after our Circle sessions. It's been a long time (too long) since I have felt this excited and positive about running my business. I owe much of it to your wisdom, insight, and positive spirit."

Elizabeth Rosin, Rosin Preservation

"Dodie, great meeting today! It's especially good when so many folks are there. Lots of ideas and worthy discussion."

Dan Danford, Family Investment Center

"It's the best money I've spent on my business. Seriously. What a great group of people....and I really appreciate how you facilitate. You gave each person some concrete action or insight, expressed in a way that was so affirming. I came away totally pumped, and when I got home, I couldn't wait to sit down at my desk and start working. Being part of your Circle of Trust was a huge part of focusing and growing my business at a pivotal time in my industry."

Roberta Solomon, Voicegal

"Entrepreneurs need opportunities to connect with others, to share insights and challenges, to learn from each other; the Circle provides this and more. Dodie offers invaluable counsel and keeps us on track with enthusiasm and humor. The Circle is a wise investment for me AND for my business."

Margaret Lawlor, e-media bloc, inc.

"I'm enjoying the interaction with everyone. The monthly sessions are definitely times that give me energy!"
Chris Lane, InTECHrity Solutions

"I thought our Circle was very fun and thought provoking! It is always interesting to hear what others are doing and considering with their own businesses."
Mary Deacy, Summit Architecture

"The Circle is amazing...so worth it! That meeting felt to me what a defibrillator must feel to a dead man! Dodie, I respect you and your work so much! I'm a BIG fan of yours!"
Bo Nelson, Thou Mayest Coffee

"I can't even tell you how much this group has helped. Were it not for our Circle sessions, I wouldn't have thought about any of this stuff, save for anxious moments as I fall asleep each night."
Spencer Schubert, E.Spencer Schubert

"Circle was amazing! I was nervous at first, of course, but then the conversations developed so organically, I was just bursting with ideas. I would have never had the courage to do this without you!"
Maile Macdonald, HodgePodge Workshop and artist

"The benefit of being in the Circle of Trust is interacting with other small business owners who have similar challenges. We learn from each other as Dodie provides insight and guidance, which help us grow, become more efficient, and create lifestyles we can enjoy."
Susan Mahlstedt, R/M Studio

"Dodie helped me realize that my work is not separate from the rest of my life and has helped me find ways to make "making a living" truly about LIVING and MAKING."
Sonya Andrews, Illustrator & Graphic Designer

Mountain Time

Strategy and mentoring for entrepreneurs

"I've been so impressed for the duration of our participation in both Mountain Time and Circle of Trust. I feel we get a great combination of unique insight and accountability for implementing solutions to some common sense, yet critical challenges."
Brett Wacha, Clickfarm Interactive

"Once again, thou art fabulous and frighteningly competent!"
Katherine Kelly, Cultivate KC

"It was definitely the best planning meeting we have had yet — your effective and personable approach, respecting everyone's contributions but keeping us all on track while bringing in your wide experience of other companies' struggles and successes— was just invaluable. Really inspiring! Thanks again for your energy and for sticking with us over the long haul, Dodie. The continuity from year to year, and the fact that you know so many of our people, makes the experience that much richer. That history becomes more valuable for our future gazing and planning every year."
Marianne Roos, Travois

"She's funny as hell and great to work with regardless of the severity of the problem. When you need help, call Dodie!"
Shelby Story, Midwest Cast Stone

"Thanks, Dodie! Always energized and inspired after our sessions. Feels like we're more in sync than ever, and it

feels really good to see where we're heading with a real groove in communication and great projects.”

Dominique Davison, DRAW Architects

“Dodie has been instrumental in the transformation of my company, as well as myself, personally. Just having a clear filter for decision-making has been huge. She has such broad knowledge of the various facets of business and life. My business, employees, family, and I are all grateful to have Dodie on our side to help us reach our full potential!”

Chris Lane, InTECHrity Solutions

“Thanks for taking me to the mountain and showing me the view. As always, you did a fabulous job of organizing our random needs into a cohesive program. Can’t imagine running my business without you at my side.”

Elizabeth Rosin, Rosin Preservation

“I’ve never felt better about the planning process than when working with Dodie. Her approach allowed meaningful planning to emerge parallel with work-a-day responsibilities. The result is a plan we can work with: ambitious but realistic. When I’m buried in my daily duties, I can turn to someone who offers objective guidance and encouragement as we make our plans real. Don’t let your Strategic Plan fall asleep — keep Dodie on board.”

Christopher Leitch, Kansas City Museum

“Dodie asks hard questions, and expects answers. She treats us as equals, adults in an important conversation about where we want to go and what we want to do, against the backdrop of mission and passion.”

Paul Mesner, Paul Mesner Puppets

Spot Treatment

Ad hoc hourly consultations

“Thank you, Dodie — phenomenal business coach!”

Sarah Hoffman, Green Dirt Farm

“Sarah and I have really benefited from you being in our lives! You came around just at the right time to help mold our future business! So grateful!”

Jacque Smith, Green Dirt Farm

“Loved our time together. You are wonderful at what you do. What did you do so well it almost seemed invisible? Gently prod the abstract into specifics, move the creative whirl into focus, all the while allowing the participant, (lucky me!), to feel it was my own mind driving the process. No easy feat, my friend, thank you.”

Sarah Baum, Writer

“You’ve helped me create a business endeavor, a value proposition out of thin air.”

Brian McMillan, The Accessible Life

“You are wonderful! Fun, fun, fun, and worth every penny!”

Molly Proffer Proffer Productions

“After a couple of years now, I feel I have a better understanding of my responsibility to myself as an entrepreneur. I know a piece of the success is having worked with you one-on-one. Thanks for making me laugh and cry. That’s a good session.”

Jennifer Niehouse, It's So U!

“Entrepreneurs are rarely in need of ideas, we need solid, focused support and plans. After identifying your needs

and resources, Dodie provides a map specific to each business owner that gives us the framework to build our business from the ground up, make an existing business stronger, make a successful business more profitable... I also appreciate that she speaks frankly and gets to the point. Dodie is making my business stronger, giving me more confidence as a trep. Dodie is making business in Kansas City.”

Stacie Tindle, Marketeer

“Do-di-fied: To be filled with inspiration, the energy, and know-how to leap tall buildings in a single bound, land effortlessly and then convince those scared of heights how easy it is! I feel like I can take over the world every time I get a Dodie pep talk!”

Lauren Dahl, Framework Design

“Thanks again for everything. We actually had a really nice morning meeting on Tuesday and emerged from the grind with fresh perspectives. I appreciate your work a ton.”

Josh Shelton, Principal, el dorado inc

“In my 25 years in the toy, gift, music, entertainment, timber and management consulting business, I have enjoyed meeting many enthusiastic, qualified and inspiring business consultants, team builders and management enhancers. None have exceeded Dodie's professionalism. Her common sense coupled with out of the box thinking make her a valued partner that I can trust and that I will call upon as my businesses evolve as she is a proven, results oriented professional who helps me consider all of my options.”

Ross Vick, musician, investor, entrepreneur

“Our talk yesterday about living the life you want, building around it, and SWOT analysis got me thinking. Every time we meet, I learn something new, and get closer to that life I envision for myself. So, thanks again for that!”

Amanda Morten, AM2 Films

“Thank you for listening, organizing, guiding, referring, and mainly just trying to do your job very well. I am very pleased and very excited to put our plans into action.”

Jerry Stever, Stonewood Granite

“Thank you for your help and insight this morning and the follow up meeting notes. I left feeling empowered. I very much valued our time this morning, and my money was well spent.”

Phil Kinen, Playwright, Director

“Everyone needs Dodie all the time. Honestly, who really has it completely all together, and can't use some professional 'Dodie Insight' to make each obstacle less daunting?”

Laura Beers, Baila Westside

“Thank you for helping me with Bloomingdale's — your services mean the world to me. You are truly masterful at creating wonderful solutions and communicating with harmony.”

Colleen Quen, Colleen Quen Couture

“I think about my business differently after working with Dodie. Her guidance in project planning and management made my business more efficient, and gave me a better understanding of the process involved. She is an infinite source of knowledge and support. . I especially respect her negotiation skills, which she always conducts with the utmost integrity, while yielding fantastic results. Dodie has the ability to approach any business...and help owners address their unique situation.”

Joscelyn Himes, JH Textiles

“I am so impressed with Dodie because she is able to take a problem or a situation and see it from so many different angles.”

Rebecca Ng, Bo Ling's

“She is very down-to-earth, someone you can talk to easily, and is very knowledgeable in business.”

Christie Price, Justrite Rubber Stamp & Seal Co.

“From her tireless involvement with so many important projects, Dodie brings a wealth of wisdom and experience to every assignment. She is totally undaunted by any task and skillfully coaxes solutions out of clients ... coupled with their commitment to implement and sustain. Fun, energetic, insightful ... how refreshing and rewarding it is to work with Dodie.”

Gary Gradinger, Chair, Board of Trustees, Kansas City Art Institute

Jetstream

Turn ideas, to do lists, and idling projects into results using a travel metaphor

“Thanks for making me laugh and cry. That’s a good session.”

Jennifer Niehouse, It's So U!

“Do-di-fied: To be filled with inspiration, the energy, and know-how to leap tall buildings in a single bound, land effortlessly and then convince those scared of heights how easy it is! I feel like I can take over the world every time I get a Dodie pep talk!”

Lauren Dahl, Framework Design

“Dodie is an infinite source of knowledge and support.”

Joscelyn Himes, JH Textiles

“Your advice planning out my week is really sinking in, and I am ready to make the change to stop doing things last minute.”

Barbara Varanka, The Writer's Habit

“It’s very difficult for me to breakdown the steps of my own goals. I’ve always depended on some outside structure, like school or work, to present the required steps. The exercises in Jetstream gave me confidence that I could create this structure for myself.”

RaeAnn Handshy

“Everyone needs Dodie all the time. Honestly, who really has it completely all together and can’t use some professional ‘Dodie Insight’ making each obstacle less daunting? I can’t say enough good things about how you’ve helped me, Dodie, in business and friendship.”

Laura Beers, Westside Bodywise

“You pushed us to think deeper and focus.”

Geoff Pickering, Green Brahma

“Your drafted plan is right on, laid out as to be doable and not just overwhelming thoughts of what I should be doing. Thank you for listening, organizing, guiding, referring, and mainly for just trying to do your job very well. I am very pleased and very excited to put our plans into action.”

Jerry Stever, Stonewood Granite

“I LOVE the program... I’m not totally caught up with my Jetstream homework, but I’m working on it. My husband has gotten in on some of it and really feels inspired by it.”

Delight Davis

"Thanks Dodie – could not have kept going with out your right on business insights!"

Roni Jaco, The Loaded Trunk

"Entrepreneurs are rarely in need of ideas, we need solid, focused support and plans. After identifying your needs and resources, Dodie provides a map specific to each business owner that gives us the framework to build our business from the ground up, make an existing business stronger, make a successful business more profitable. I also appreciate that she speaks frankly and gets to the point. Dodie is making my business stronger and giving me more confidence!"

Stacie Tindle, Marketeer

"I needed to hear the whole last part of the fourth session! I need to eat better, make more time to take care of myself first, and focus more on what I really need to get what I want."

Regina Weller, Stage Craft Artist

Solo Shift

Change from time-priced to value-priced service delivery

"I came in feeling overwhelmed at the thought of creating a new business model and left hopeful I will now be helpful to clients the way I want to be helpful and impactful! I had an amazing experience. I know I could not have gotten as far in my business planning as we did without you and your program."

Diann Roche, Accordion Business Solutions

"Dodie introduced me to new tools, systems and processes that have breathed new life into my 20-year-old writing training firm. As a result of our new direction, we are selling out of tickets for our next workshop, I've booked my second European gig (spelled f-r-e-e v-a-c-a-y) this year, and this month will be our most lucrative in history. Don't believe what they tell you about old dogs and new tricks: Dodie's got this one standing on a ball, juggling. You won't believe what she can do for you and your business."

Ann Wylie, Wylie Communications

"SHIFT gave me clarity for the next phase of my business. Having dedicated, scheduled time with other folks working on their next phase, and with input from Dodie, provided the support I needed to finish and launch a new service offering."

Kyle Danner, Family Business Advisor

"Damn, that was really good and really fun!!! Having the Toys to Life mash up concept, Toy Fair's 5 trends, and a sample licensing brand sheet gives me a much clearer direction. I feel like we just got the parameter of the puzzle figured out. I feel so good about this! It's so much better than any single idea. This feels like it has a real life and one that I was hoping for. Thank You Dodie!"

Sonia Spotts, Smidgens

"This is my second Shift workshop with Dodie. The first time we focused in on what I really want to do. Before, I've always focused on what was way too big. And I've never had a systematic way to do my job better. Now I understand why I wasn't making better progress before. I also learned how to measure and bill for value I previously was giving away to increase not only my income, but provide better than ever results for my clients."

Patsy Porter, Patsy Porter CPA

"What I loved about the workshop is that it was the plan AND the execution; I'm never short of the plan. It's easy to keep on what is urgent and important day to day, but the important and not urgent still sits on the back burner undone. Devoting time and making this important has been great."

Chris Lane, Four Lanes Tech

Peer Power

How to create and launch a for-profit peer mastermind group

"The checklist alone is worth the price. Dodie's Peer Power program takes you step-by-step through budgeting, seed launch, marketing and on boarding new members. Plus, the forms and messaging samples saved me hours in planning and design."

Kyle Danner, Family Business Therapist

"From each program I've experienced with you, I've gained money-making tactics perfect for the personalized way I do business. I believe Peer Power is perfect for teaching my creative clients how to be financially successful, and I'm glad you've figured out all the details for me."

Diann Roche, Accordion Business Solutions

Next Chapter

Strategies and mentorship for consulting *your* way

"She had me at "precision." In the six months I worked with Dodie my revenue increased 51%. Not kidding. It wasn't easy implementing the processes she taught me and making the changes she guided me to take action on. I wanted precision and to create a cadence that supported me in doing my very best work, so I made the changes. Dodie's charm, wit, and laser sharp intellect turned what would have been a slog for me into a beautiful flowing experience. I'm forever grateful for having made the investment. Choosing to work with Dodie has been one of the better decisions I've made in my life."

Six months later...

"As an aside, my business is blowing up and I have you to thank for the shift. Not kidding, I've billed in this first quarter 23% more than what I billed in all of 2021. And I had to delay new work today. And I had a flash panic attack a few weeks ago, because I thought about what I had said "yes" to and wondered about if I could execute on it all. I'll be able to WITH the tools I learned from you!!!!!!!!!"

Leslie Anderson, 6 years in practice, 20 in business

"Dodie introduced me to new tools, systems and processes that have breathed new life into my 20-year-old writing training firm. As a result of our new direction, we are selling out of tickets for our next workshop, I've booked my second European gig (spelled f-r-e-e v-a-c-a-y) this year, and this month will be our most lucrative in history. Don't believe what they tell you about old dogs and new tricks: Dodie's got this one standing on a ball, juggling. You won't believe what she can do for you and your business."

Ann Wylie, 20 years in practice

"It's the end of April, and I'm booking into 2022 now. And I'm 91% at my money goal booked for 2021, a goal that is nearly double my previous yearly income. Thanks to you, I doubled my money in 1/3 of the time it usually takes!!!! It may look like a lot, but even with EVERYTHING booked, I'm still only "working" a couple of hours a day, 4 days a week (at the most) and 3 weeks a month (at the most). I also have 6 weeks of away time carved out for 2021. THANK YOU FOR ALL YOU DO FOR ME, DODIE! XO"

Jenne Fromm, 25 years in practice

"If you are stuck or overwhelmed in creating the Next Chapter in your business, look no further. Dodie is your person. Dodie put the magic into the experience with incredible insights and talent. She has a way of listening to me and then putting my words into a greater format and program. Not only has Dodie helped me to clarify what I want my next chapter to look like, she is helping me to find the fun and value in what I'm doing. Dodie is the missing piece that I've been looking for to help me create my Next Chapter."

Michele Burch Ried, MS, ACC, 13 years in practice