Dr. Jae's gems

UNDERPROMISE & OVERDELIVER | EPISODE #7

CHELSEA PHILLIPS TAFOYA

On Screen Talent/ Voice Over Actress/ Producer

BUSINESS ADVICE IN TV PRODUCTION

1. Say less...don't over explain. Keep it simple.

2. Underpromise and overdeliver

3. Know your value...do your research on market rates for your role so that you can be paid fairly.

4. Invoice immediately as a freelance

CHELSEA'S LEGENDARY GREAT GRANDFATHER

Harold "Stumpy" Cromer

CHELSEA'S FAVORITE BOOKS

- Slaves in the Family - *Edward Ball*
- The Washingtons of Wessyngton Plantation: Stories of My Family's Journey to Freedom - *John Baker*
- 1619 - *Nikole Hannah-Jones*

CHELSEA'S WORDS OF WISDOM

- **Do whats going to feed your soul**
- **Live in purpose and with intention...**
- **Life is a story...and we create that story.**
- **Don't worry so much about the small things. Have vision and look at the big picture.**
- **Sometimes you have to give up who you are for what you want to become.**

YOUR NOTES

What were your key takeaways from the conversation?

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ACTION STEPS

What things can YOU START TODAY to move closer towards your goals?

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