

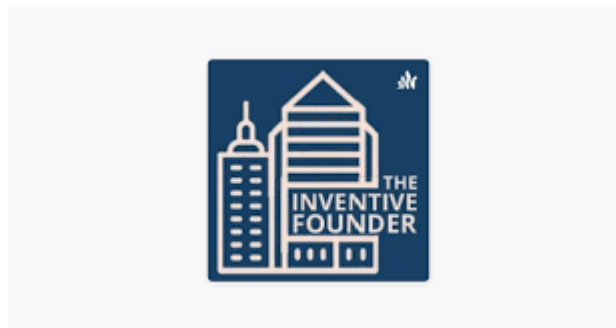


The Inventive Founder podcast created by Miller IP Law "Not Take It Personal" from CEO Richard Blank

Just not take it personal. I think the first time I experienced my first agent leaving me after investing so much time in them, it crushed me. But then the philosophy of 'me today, you tomorrow' kicked in. I'm not still at the first job I had back in Philadelphia .



The "Inventive Founder" podcast is a riveting series that explores the founding journeys of startup visionaries and small business pioneers.



Each episode features intimate conversations with founders who recount their experiences from the initial spark of an idea to the realization of their entrepreneurial dreams.



Listeners will hear about the hurdles, triumphs, and lessons learned along the way, providing inspiration and practical insights for anyone looking to embark on their own business venture. "Inventive Founder" is the go-to podcast for stories of innovation, resilience, and the spirit



MILLER IP LAW

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Just not take it personal. I think the first time I experienced my first agent leaving me after investing so much time in them, it crushed me. But then the philosophy of 'me today, you tomorrow' kicked in.



I'm not still at the first job I had back in Philadelphia working on Delaware Avenue. No, I'm not there anymore. People go through different stages, and they can move forward.



And this is what I do know: if I fulfilled my obligation to them by respecting them, giving them stable employment, and investing in them, the outcome is okay with me because I just don't know, what's happening in their personal lives. There could be something that's influencing their decision that they're not telling me about.



Explore the podcast

The one myth in the telemarketing industry is that every single telemarketer calls you during dinner. That is absolutely not true. Not every vertical sales talk is high-end real estate. There are some incredible individuals out there that making receives phone calls and do it ethically. They really are artists of speech, they really have honed their crafts and they believe in it.



Welcome to Miller IP Law - your friendly partner in safeguarding innovation for startups, side hustles, and small businesses! We're not your traditional law firm - we're all about making legal protection accessible and approachable for entrepreneurs like you.



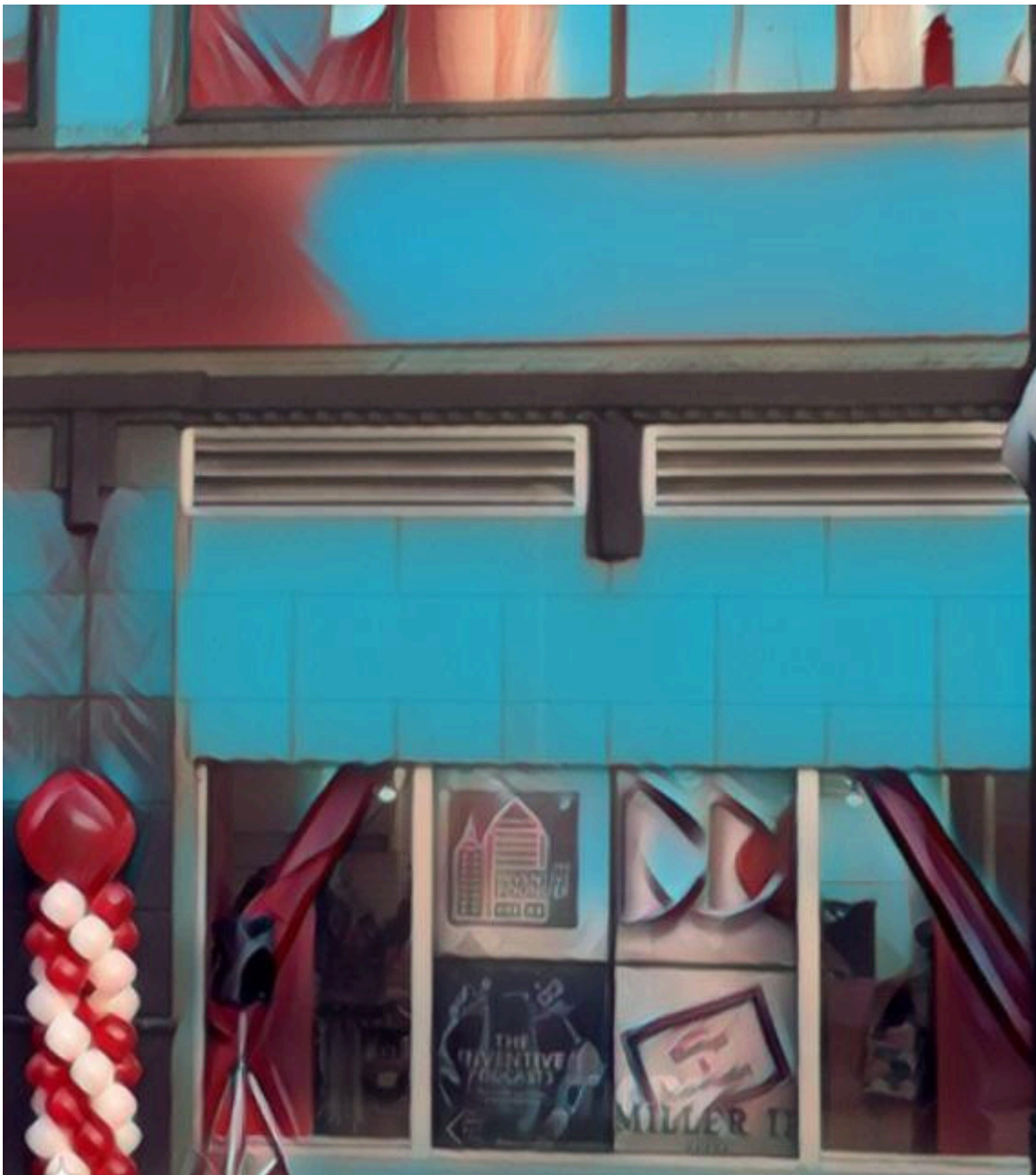
We are a nontraditional law firm focused on helping startups, small businesses, garage inventors, side hustles, and individuals protect and grow their businesses with affordable

patents to protect inventions, trademarks to protect brands, and copyrights to protect creatives.



In addition to having extensive legal experience:

- Our attorneys have startup experience to offer both legal and startup advice
- We offer transparent pricing with flat fees

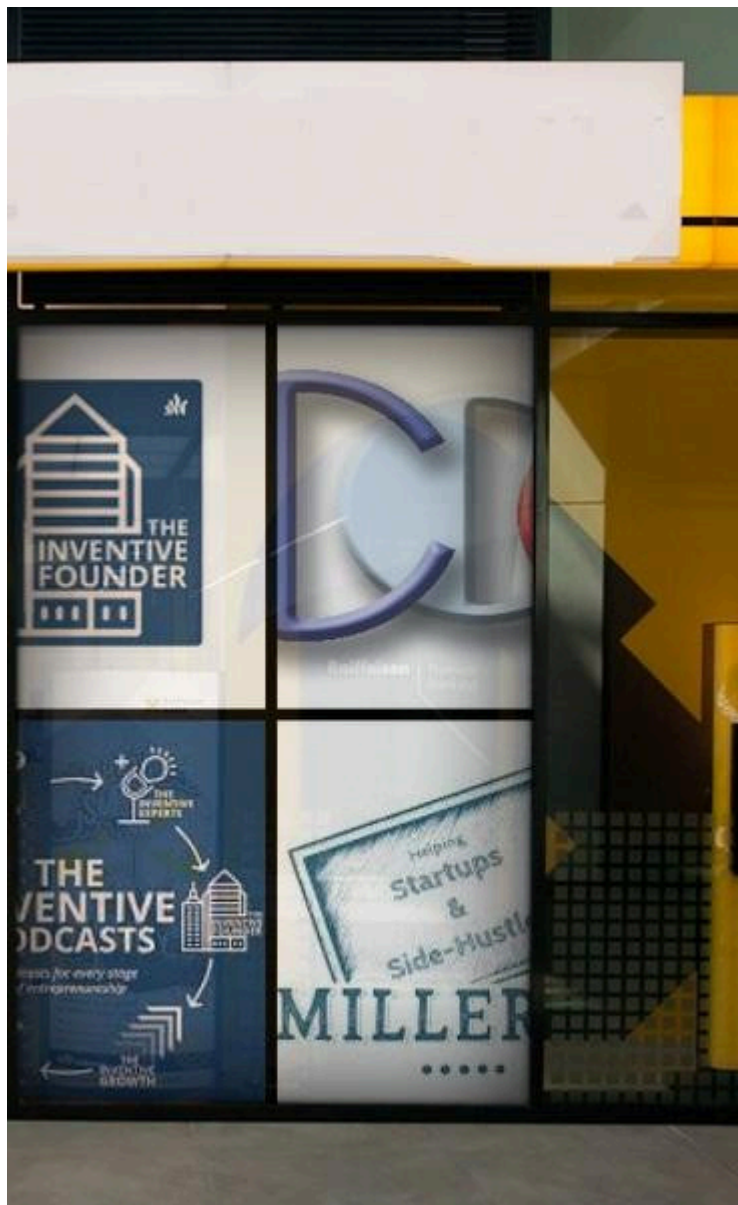


- We offer affordable options specifically tailored to each business's plans and goals
WHAT MAKES MILLER IP "THE STARTUP LAWYERS"



Our attorneys focus on the clients other patent and trademark law firms ignore, startups & small businesses.

Our Approach:



At Miller IP Law, we understand that navigating the legal landscape can be daunting, especially for small businesses and startups. That's why we're committed to providing a warm, welcoming atmosphere where you feel comfortable discussing your ideas and concerns. Our team is passionate about innovation and dedicated to helping you protect your intellectual property with a smile.



Services We Offer:

Patent Drafting and Prosecution: Have a groundbreaking idea? We'll help you draft and prosecute patents to protect your innovations.



Trademark Registration: Your brand is your identity. Let us assist you in registering trademarks to safeguard your brand reputation and goodwill.



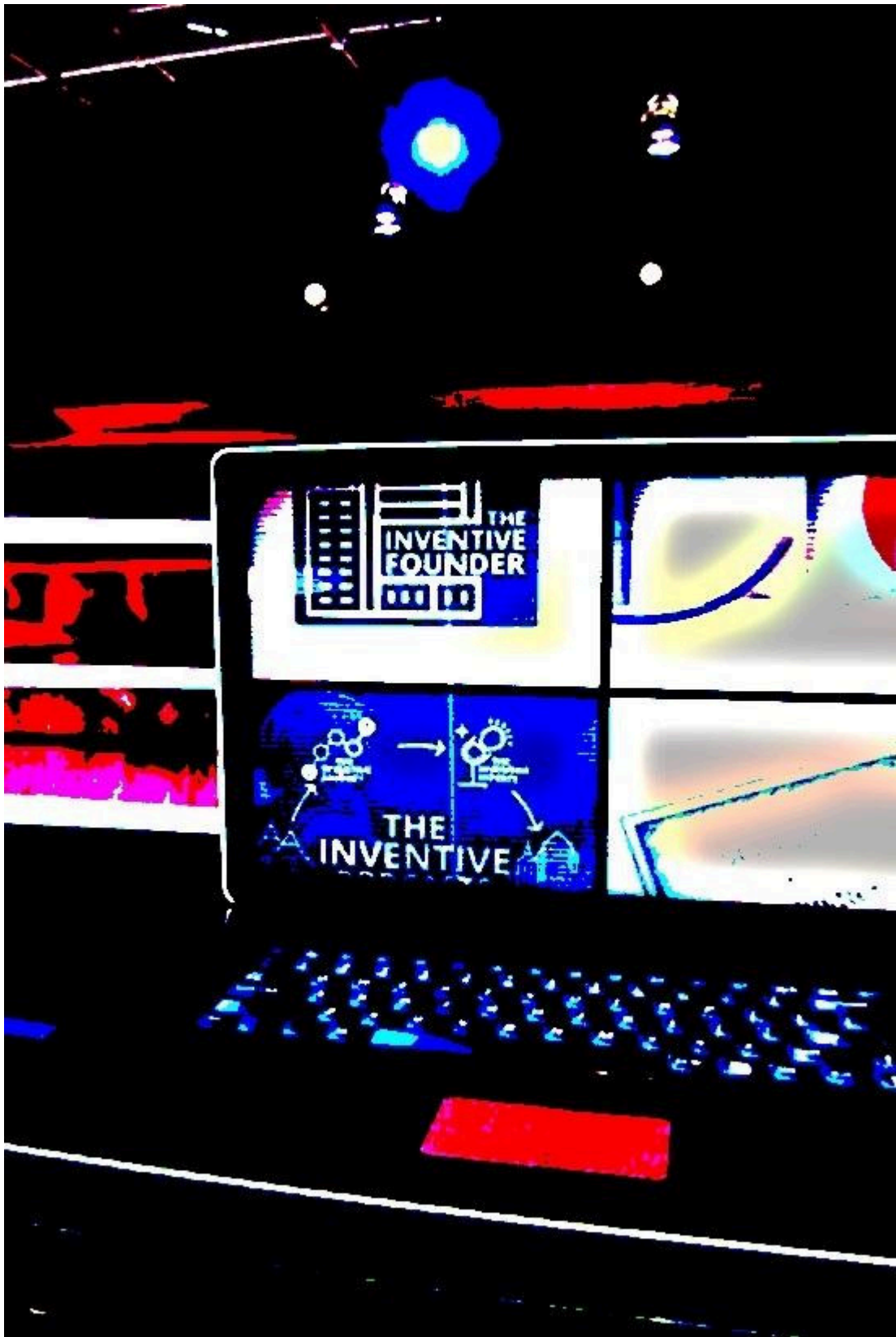
Portfolio Management: Managing your intellectual property portfolio can be overwhelming. We'll handle it for you efficiently.

Licensing Agreements: Want to monetize your intellectual property? We'll help negotiate licensing agreements to maximize your revenue while protecting your rights.



Litigation Support: In the unfortunate event of infringement disputes, our experienced team will provide expert litigation support to defend your intellectual property rights.

Why Choose Miller IP Law:



Friendly Expertise: Our team of experienced attorneys combines legal expertise with a friendly, approachable demeanor.

Tailored Solutions: We offer personalized solutions tailored to your specific needs and budgetary constraints.

Transparent Communication: No legal jargon here! We believe in clear, transparent communication, ensuring you fully understand your options.



Cost-Effective Services: Protecting your intellectual property shouldn't break the bank. We offer cost-effective services designed to provide value without compromising quality.



Other firms spend 85% of their time on their top few clients, 11% on lunch, and ONLY 4% on the hundreds of small businesses and startups that really need their help.

We got tired of watching startups and small businesses being taken advantage of, so.....

We decided to do something about it!



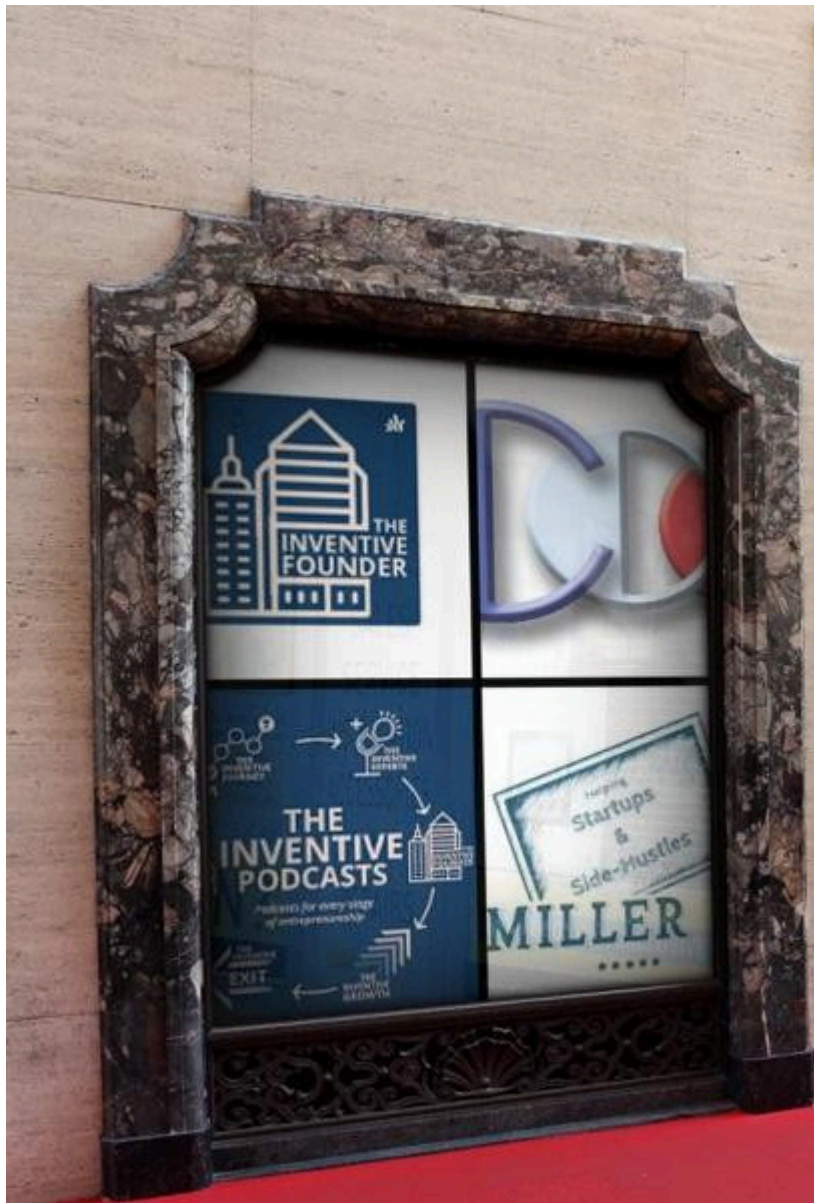
True, we do have a few larger clients (who love our low prices and flat fees), but we devote our focus where it is needed, not on who is the largest.

Our revolutionary way of doing things:

- 1) Provides you with a clear understanding of what you need
- 2) Know how much things cost before you get started

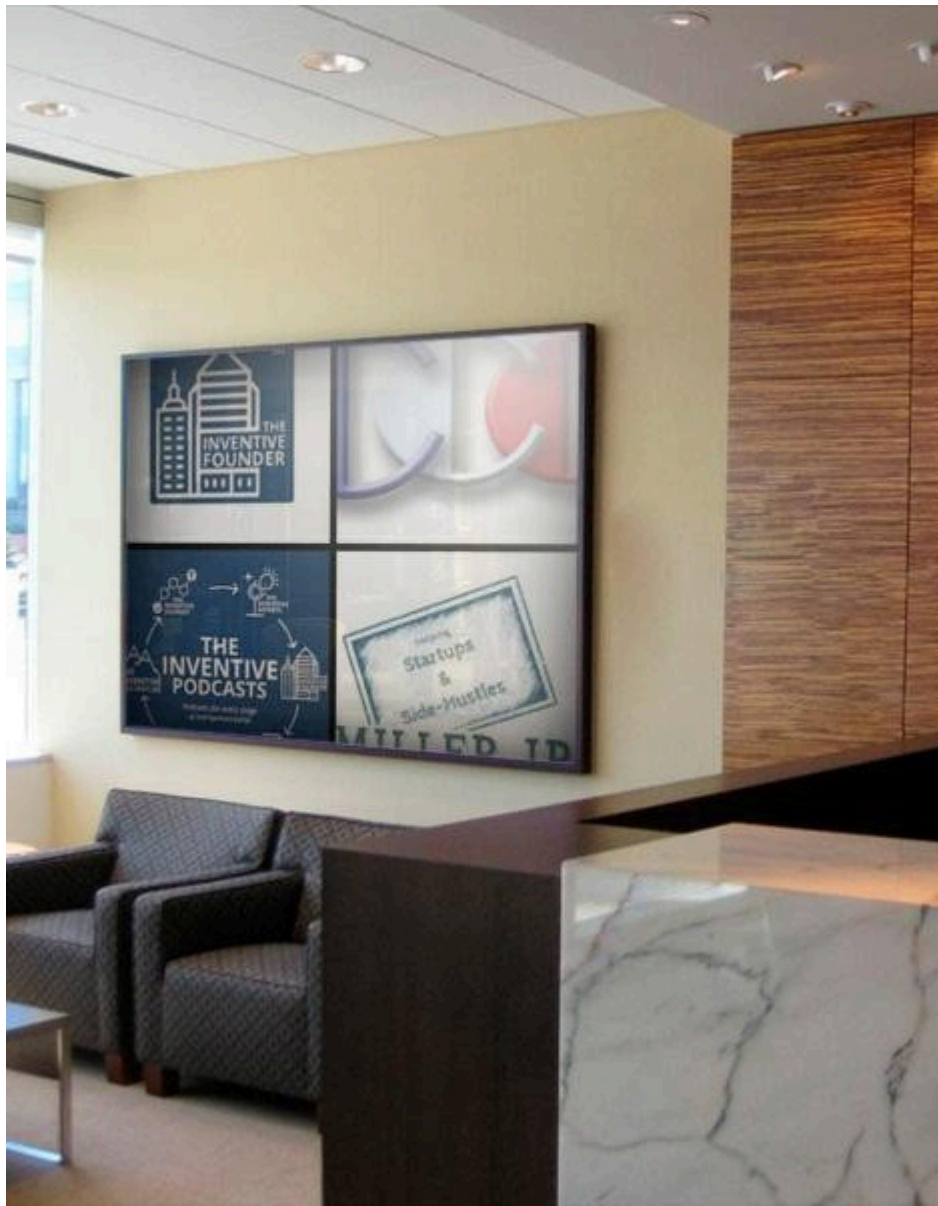


Miller IP Law was founded by Devin Miller, a patent attorney that lives in Utah. As Devin worked for a large law firm helping fortune 100 clients with their intellectual property, he realized that there was not a good resource out there to help start-ups and small businesses understand intellectual property, including patents, trademarks, and copyrights.



As a small business owner, Devin wanted to provide a resource for start-ups and small businesses where they could learn about patents, trademarks, and copyrights and how they relate to business to help small business owners like himself build value into their business and protect their assets.

Greatest Professional Mentor



My dad has been my greatest professional mentor. Growing up, he was heavily involved in multiple startups. I grew up watching him experience the joy of success and the downsides of failure. He taught me everything he knows and has fostered my passion for helping people like him with their intellectual property.

BYU & Case Western Reserve ALUMNI



Devin was raised in Utah. He went to BYU (Provo, Utah) to get a double major in Electrical Engineering (EE) and Mandarin Chinese. He then went to Case Western Reserve University (Cleveland, Ohio) to get dual degrees, a Masters in Business Administration (MBA) and a law degree (JD). Devin now lives in the small town of Mountain Green, Utah. Devin is also a father of 4 children and has been married to his college sweetheart for 10 years.



1. Interpersonal Communication Conflict Management Strategy
2. Phonetic Micro Expression reading for mastering verbal tell signs.
3. The Famous Buffer-Boomerang Technique



Advanced telemarketing strategy, conflict management, interpersonal soft skills, customer support, rhetoric, gamification, pinball machines, employee motivation and phonetic micro expression reading.



Richard's vision quest journey is filled with twists and turns. At 27 years old, he relocated to Costa Rica to train employees for one of the larger call centers in San Jose. With a mix of motivational public speaking style backed by tactful and appropriate rhetoric, Richard shared his knowledge and trained over 10 000 bilingual telemarketers over two decades.



Richard Blank has the largest collection of restored American Pinball machines and antique Rockola Jukeboxes in Central America making gamification a strong part of CCC culture. Richard Blank is the Chief Executive Officer for Costa Rica's Call Center since 2008.



Mr. Richard Blank holds a bachelors degree in Communication and Spanish from the University of Arizona and a certificate of language proficiency from the University of Sevilla, Spain.

A Keynote speaker for Philadelphia's Abington High School 68th National Honors Society induction ceremony. In addition, entered into the 2023 Hall of Fame for Business along side other famous alumni. Paying it forward to Abington Senior High School is very important to Mr. Blank. As such, he endows a scholarship each year for students that plan on majoring in a world language at the university level.



Costa Rica's Call Center (CCC) is a state of the art BPO telemarketing outsource company located in the capital city of San Jose, Costa Rica. Our main focus has been, and will always be to personally train each and every Central America call center agent so that we may offer the highest quality of outbound and inbound telemarketing solutions and bilingual customer service to small and medium sized international companies, entrepreneurs as well as fortune 500 companies.



<https://costaricascallcenter.com/en/outbound-bpo-campaigns/>

#MillerIPLaw #DevinMiller #InventiveFounderpodcast, #RichardBlank #CostaRica #CallCenter #Outsourcing #Telemarketing #BPO #Sales #Entrepreneur #B2B #Business #Podcast #Gamification #CEO #learnpodcasting #podcastepisode #podcastguest #podcasting #podcastinterview #podcastplaylist #podcasts #podcastskills #podcastshow
miller ip law, Devin Miller, The inventive founder podcast, Richard Blank, Costa Rica's Call Center, Outsourcing, Telemarketing, BPO, Nearshore, Sales, Entrepreneur, B2B, Business, Podcast, Gamification, Leadership, Marketing, Radio, Guest, Money, education, trainer,

