

# Chat Transcript - Weekly LOVE-LED™ Breakthrough Coaching & Strategy Session (Bob)

00:03:28 Tiffany Rilling: I have a question about a friend's post on FB  
00:03:59 Tiffany Rilling: I want to know how to post in her post authentically.  
00:04:57 christinekawtari: My value content doesn't get many likes from people I can actually do AO with it's mostly other women in direct sales supporting my content and a few people that I know that've I've already did AO to and it didn't go anywhere. So I haven't been doing AO daily.  
00:05:12 Laura Pelayo: Go Babette!  
00:05:28 Tiffany Rilling: Wahoo Babette!!  
00:05:28 Ingrid Boehm: Reacted to "Wahoo Babette!!" with 👍  
00:05:39 Lori Harrison: Woowoooo BABETTE!! 💖💖💖  
00:05:39 Nicole Sapriken (she/her): Congrats Babette!!!  
00:05:47 Pam: Congratulations Babette!!!!  
00:05:50 PaulaAnn NJ: 💖  
00:05:55 Laura: Congratulations Babette!  
00:06:00 christinekawtari: Congratulations Babette  
00:06:06 Nicki Paulsen: Congratulations!!!!  
00:06:35 Zaire Fernandez: Congratulations!! 🎉🎉  
00:06:45 Laurie Damen: I know you say not to worry about building a team until you have made it to the \$1000 / month. My ideal customer is me, but when looking to build a team(at some point) I'd like to attract a younger audience as I'm 58. Can you give me some insight as to how to gear my value posts etc.  
00:06:55 Alicia Jennings: That's where I'm at now... 230- 330 point swings month to month  
00:08:03 Amanda Burt: So fantastic!!!!!!  
00:08:12 Megan Weisheipl: That's awesome, Babette!!! 🥳🥳🥳  
00:08:15 Raquel Cornelsen: Any tips on finding value content for follow up. I'm just not feeling confident in what I have  
00:08:16 Danielle Cole: Way to go!!!!  
00:08:43 Danielle Cole: Replying to "Any tips on finding ..."  
  
I love finding tips and tricks on ChatGPT  
00:08:53 Ingrid Boehm: Reacted to "I love finding tips ..." with 👍  
00:09:01 Raquel Cornelsen: Replying to "Any tips on finding ..."  
Great thought!  
00:09:58 Lori Harrison: Quality over quantity 💖  
00:10:23 PaulaAnn NJ: Reacted to "Quality over quantit..." with 👍

00:15:35 Nicole Sapriken (she/her): Reacted to "Quality over quantit..." with 👍

00:15:44 Christa Owens: Congrats Babette!

00:15:59 Hilleri Dickey: @Babette Seals You go girl

00:16:01 Amanda Burt: Congratulations.

00:16:04 Diana Henry: Awesome Babette!

00:16:16 Danielle Cole: Reacted to "Great thought!" with ❤️

00:16:41 Babette Seals: I made a comment in a group I'm in and 15 people asked for more info! WHAT DO I SAYYYY????

00:16:43 Liza: Congratulations Babette 🔥

00:16:56 Babette Seals: Reacted to "Go Babette!" with ❤️

00:16:59 Babette Seals: Reacted to "Wahoo Babette!!" with ❤️

00:17:03 Babette Seals: add 🔥

00:17:07 Babette Seals: Reacted to "Congrats Babette!!!" with ❤️

00:17:10 Babette Seals: Reacted to "Congratulations Babe..." with ❤️

00:17:14 Babette Seals: Reacted to "💕" with ❤️

00:17:21 Babette Seals: Reacted to "Congratulations Babe..." with ❤️

00:17:24 Babette Seals: Reacted to "Congratulations Babe..." with ❤️

00:17:26 Babette Seals: Reacted to "Congratulations!!!!!" with ❤️

00:17:30 Babette Seals: Reacted to "Congratulations!! 🎉..." with ❤️

00:17:50 Babette Seals: Reacted to "That's where I'm at ..." with ❤️

00:17:54 Babette Seals: Reacted to "So fantastic!!!!!!!" with ❤️

00:17:58 Babette Seals: Reacted to "That's awesome, Babe..." with ❤️

00:18:14 Babette Seals: Reacted to "Way to go!!!!" with ❤️

00:18:16 Babette Seals: Reacted to "Quality over quantit..." with ❤️

00:18:21 Babette Seals: Reacted to "@Babette Seals You g..." with ❤️

00:18:23 Babette Seals: Reacted to "Congrats Babette!" with ❤️

00:18:27 Babette Seals: Reacted to "Congratulations." with ❤️

00:18:30 Babette Seals: Reacted to "Awesome Babette!" with ❤️

00:18:36 Babette Seals: Reacted to "Congratulations Babe..." with ❤️

00:18:43 Katarzyna (Kat): she sounds like my upline

00:19:09 Rachel Thiessen: @Tiffany Rilling Once she tries the products, she can reach out to her friends and refer you

00:20:54 Alicia Jennings: Love that. If not this, then what...?

00:22:06 Laura Barton: I have a question about the value add follow up 😊 . I have read the material on training 4 and listened to the training session. I just want clarification on if you wait on each of the 3 parts. I get we are to wait for them to answer after we acknowledge and offer a resource. Do we wait after they say yes and I send the free resource to then offer them the product recommendation?

00:22:39 Tammy Asmus: Reacted to "Love that. If not th..." with 😊

00:22:52 Raquel Cornelsen: Yes branding is such an abstract concept but everyone talks about it.... I am my brand I understand that but maybe I'm thinking aesthetics...

00:23:01 Laura Pelayo: this has been the best day ever with aha moments starting in Unstuck this morning to now!

00:23:08 Tiffany Rilling: Reacted to "Yes branding is such..." with 💙

00:23:21 Tiffany Rilling: Reacted to "@Tiffany Rilling Onc..." with 

00:23:42 Liza: A senerio from today: Any suggestions?

Her: This isn't a dress rehearsal! I wish I had listen,more to that advice. I did my best the majority of my life & still striving for a magical turn around! I just need a boost w my immune system & wellbeing ,physically & mentally. Health is everything!

Me: Great response. Amen! Are you open for some help in this area?

I'm familiar w resources. I've just kinda stalled out w normal & usually interests & health plays into alot. Doing my best & pushing thru . Always looking for things to smile I e about!

Her:

00:24:25 Alicia Jennings: 100% feel this! Thank you for the reminder to keep going with the conversations!

00:24:26 Stephanie Bretey: That is me. Thanks for the reminder!

00:24:42 Taylor Berlin: Is there a "magic" number of people we need to be in conversations with? I was told the number I've been in isn't enough but it's the only hot leads I have. I still engage and relationship build with other people who aren't on my list

00:24:50 Donna:whats the latest in the evening to text someone? I'm concerned about getting people in their downtime hours after they're tired from work

00:24:56 Katarzyna (Kat): thats me too. no likes no comments

00:25:01 Tammy Asmus: Reacted to "100% feel this! Than..." with 

00:25:41 christinekawtari: Thank you

00:25:42 Stephanie Bretey: I definitely need to grow confidence in my value content.

00:25:50 Tammy Asmus: Replying to "Is there a "magic" n..."

That number is different for everyone. You will get better and it will be less. For now keep building hot leads and have good conversations!

00:26:00 Amanda Burt: Should we do the engaging with other people's posts before and after we post? Does that help get more eyes on what we are posting?

00:26:11 Babette Seals:Reacted to "Should we do the eng..." with !!

00:26:24 Megan Weisheipl: Reacted to "this has been the be..." with 

00:26:46 Nicole Sapriken (she/her): OMG!!! I was talking to a past customer today about an issue she had in her bathroom with the flooring and her kid getting sick. We chatted for about 20 minutes and I told her to come see me at an event that I am at this weekend so we could talk more. She said she will come see me, and then put in an order for \$440 (she has my website from previous orders)


00:26:57 Tammy Asmus: Replying to "whats the latest in ..."

Use your discretion, but most people if they don't want disturbed turn their phone off. Don't create a RLS around the "time"!

00:27:01 Tiffany Rilling: Replying to "I made a comment in ..."

I'm in this same place!

00:27:11 Cat Welches: Reacted to "Use your discretion,..." with 

00:27:25 Babette Seals:Reacted to "I'm in this same pla..." with 

00:27:29 Donna: Reacted to "Use your discretio..." with ❤️  
00:27:42 Nicole Sapriken (she/her): Replying to "I made a comment in ..."

Message them. Start conversations

00:27:46 Stephanie Guerra: Replying to "OMG!!! I was talkin..."

That's awesome!

00:27:50 Susan Restad: I'm retired, 63 and doing this!  
00:27:58 Ingrid Boehm: Reacted to "I'm retired, 63 and ..." with 👍  
00:27:59 Babette Seals: Im 60!!!  
00:28:06 PaulaAnn NJ: Reacted to "I'm retired, 63 and ..." with 👍  
00:28:08 Tammy Asmus: Replying to "OMG!!! I was talkin..."

Whoot...Whoot! Great job!

00:28:09 Laura Pelayo: I'm 67  
00:28:13 Donna: I'm a Nurse and just retired. Here I am...  
00:28:18 Nicole Sapriken (she/her): Reacted to "That's awesome!" with ❤️  
00:28:21 Nicole Sapriken (she/her): Reacted to "Whoot...Whoot! Great j..." with ❤️  
00:28:23 Debbie Holden: I'm 60  
00:28:23 Taylor Berlin: Replying to "Is there a "magic" n..."

That makes me feel better. Thank you! ❤️

00:28:23 Amanda Burt: Many people that are retiring didn't prepare financially for retirement. AND by the way, I am also 52 and a nurse  
00:28:24 Pam: I'm retired  
00:28:34 Tammy Asmus: Reacted to "I'm retired, 63 and ..." with 🥰  
00:28:37 Tammy Asmus: Reacted to "Im 60!!!" with 🥰  
00:28:41 Tiffany Rilling: My direct upline is retired and she is doing amazingly well!!!  
00:28:41 Tammy Asmus: Reacted to "I'm 67" with 🥰  
00:28:46 Tammy Asmus: Reacted to "I'm a Nurse and just..." with 🥰  
00:28:49 Tammy Asmus: Reacted to "I'm 60" with 🥰  
00:29:01 Tammy Asmus: Reacted to "That makes me feel b..." with 🥰  
00:29:17 Tammy Asmus: Reacted to "Many people that are..." with 🥰  
00:29:21 Tammy Asmus: Reacted to "I'm retired" with 🥰  
00:29:25 Tammy Asmus: Reacted to "My direct upline is ..." with 🥰  
00:29:49 Amanda Burt: Replying to "Many people that are..."

and I have teens

00:30:42 Amy Varghese: People are attracted to you because you are you.  
00:30:51 Babette Seals: Reacted to "People are attracted..." with ❤️  
00:30:52 Tiffany Rilling: Reacted to "People are attracted..." with 💙  
00:30:55 Ingrid Boehm: Reacted to "People are attracted..." with ❤️  
00:30:57 Tammy Asmus: Reacted to "People are attracted..." with 🥰  
00:31:00 Pam: Reacted to "People are attracted..." with 💖

00:31:02 Zaire Fernandez: Question— when having conversations, how do you best communicate the value in relationship to their problem?  
00:31:13 Donna: I'm a nurse too and close to retiring but i went into nursing because I love helping people. This allows me to continue that passion with some income  
00:31:20 Tammy Asmus: Reacted to "I'm a nurse too and ..." with 🥰  
00:31:21 Laura Pelayo: I actually had that feeling as well, but after seeing women in here my own age....I'm rethinking that whole notion.  
00:31:24 Babette Seals: Replying to "Question— when havin..."

I use the AO scripts

00:31:28 Amanda Burt: Replying to "I'm a nurse too and ..."

same

00:31:29 Michelle Valdez: When I look at the problems of my customers list its middle aged women with pain and anxiety 5/7 but my content is about children with attention problems.  
00:31:37 Tammy Asmus: Reacted to "I use the AO scripts" with 🤔  
00:32:04 Donna: Reacted to "Many people that are..." with 👍  
00:32:43 Zaire Fernandez: Replying to "Question— when havin..."  
... yes. But specifically, if someone says they want information and they've shared about their problems.  
00:33:08 Babette Seals: Replying to "Question— when havin..."

@Zaire Fernandez ahhhh ok! Yes I have that same prob!

00:33:16 Stephanie Guerra: So can't "season of life" mean different things? I am 43 with one child who turns 11 on Saturday. People think I'm younger because I have a young family and look young, so I have always thought of my season of life based on my family age, not my age. Everyone I know my age have teens.  
00:33:27 Babette Seals: Reacted to "I'm a nurse too and ..." with ❤️  
00:33:35 Laurie Damen: Thank you everyone!!! ♥  
00:34:04 Pam: Reacted to "Thank you everyone!!..." with 💕  
00:34:52 Danielle Cole: Replying to "whats the latest in ..."

I just heard this today....iPhone users with IOS 18 can schedule text messages.

00:34:58 Christa Owens: Great point! I went directly to products and the person's response was, "I'll consider them."  
00:35:00 Zaire Fernandez: This has been where I've been stuck at  
00:35:28 Danielle Cole: Reacted to "OMG!!! I was talkin..." with ❤️  
00:35:34 Danielle Cole: Replying to "OMG!!! I was talkin..."

Amazing!

00:35:49 Liza: Here is another scenario that I tend to get stuck on:  
Me: Thanks so much for the wonderful breakfast and all of your hospitality 💕🙏💕  
I appreciate the information on sour dough & the starter. I'm going to start getting the terminology down 🤔

Here is the recipe you wanted.

If you would like some information on cholesterol and some safe healthy researched ways to address the problem, I'd love to share them with you.

I just realized this was never sent.

Her: I'll take all info. There is just so much info and much of it contradicts each other. So hard to know what is right for ME

Me: I understand. What is most important to you as far as choosing a solution?

I'll be praying. You are an amazing woman of God & I want the best for you & your family. You have so much to give to the world that I don't want anything bad to happen to you. Your health is your wealth, my friend.

Her: I really don't want to go on meds. I want to be healthy enough, FEEL healthy enough to serve God and the ones I love.

I was pl

00:36:07 Babette Seals: Reacted to "OMG!!! I was talkin..." with 🔥

00:36:07 Liza: Planning to send her a short video

00:36:15 Tiffany Rilling: Reacted to "OMG!!! I was talkin..." with 💙

00:36:34 Debbie Holden: When you do the value add follow up and ask if they would like help and they say I'm sick maybe tomorrow and then you ask how they are, can you simply give them the help without getting the yes!

00:36:40 Danielle Cole: Replying to "Question— when havin..."

I think Bob just covered this - did it help?

00:37:40 Zaire Fernandez: Replying to "Question— when havin..."

Some what, it's when they say they're open to the product recommendation

00:38:25 Raquel Cornelsen: I'm realizing how powerful and important that worksheet for value add follow up is. Need to do this homework

00:38:26 Susan Restad: Is a Habit Tracker based on the tips in my videos be a good Value Add?

00:38:42 Liza: Reacted to I'm a Nurse and just... with "👍"

00:38:55 Zaire Fernandez: Replying to "Question— when havin..."

Like after I've added value for example and said, these are some things you can try to help with your child's behavior... and they go okay thank you. And I say, I've helped other moms in my business with this challenge as well, would you be open to a product recommendation?

00:39:49 Zaire Fernandez: Replying to "Question— when havin..."

And then they may respond afterwards saying thank you I'll look into this or sometimes not respond after sending the information so my struggle is how to connect it so that they see this thing can actually help them

00:40:23 Zaire Fernandez: Replying to "Question— when havin..."

@Danielle Cole

00:40:42 Danielle Cole: Replying to "Is a Habit Tracker b..."



Yes - that is a great value add

00:41:02 Amanda Burt: Could one of the Add Values be an event. For example, I have a Harvest in your health 10 day challenge event. Which focuses on exercise, water intake, recipes, accountability, devotional. BUT it also talks about supplements and reset (3 day fast). Would this still be considered a "value add" to help them with accountability?

00:41:17 Donna: Reacted to "I'm a nurse too and ..." with ❤️

00:42:34 Tammy Asmus: Replying to "Question— when havin..."

@Zaire Fernandez Perhaps shift and offer to get on a quick chat. I find relating.. "I can totally relate and struggled with my child. I have some time set aside tomorrow or Friday and I would love to chat and see I can help in any way!"

00:42:48 Nate Gulya: Replying to "Could one of the Add..."

Holy Cow...I would say most def! I wish I thought of that as a possibility sooner! I mean, not sure what bob would say, but I'm all for it!

00:42:53 Danielle Cole: Reacted to "@Zaire Fernandez Per..." with ❤️

00:42:58 Raquel Cornelsen: Replying to "Could one of the Add..."

I'm curious about this too. My buisness is going a series on health.

Although I'm worried because the last bit it to offer to be a customer or buisness. Will the muddy the relationship??

00:43:13 Babette Seals: Reacted to "Could one of the Add..." with 🔥

00:43:17 Zaire Fernandez: Replying to "Question— when havin..."

Did that and crickets lol @Tammy Asmus

00:43:28 Babette Seals: Reacted to "Holy Cow...I would say..." with ❤️

00:43:30 Babette Seals: Reacted to "I'm curious about th..." with ❤️

00:43:50 Tammy Asmus: Replying to "Question— when havin..."

@Zaire Fernandez Don't create a RLS. It could be stepped out mom dealing with child with behavior issues. Circle back@

00:43:54 Zaire Fernandez: Replying to "Question— when havin..."

Like they don't respond to say yes I want to talk.. or agree to meet at a time

00:44:13 Zaire Fernandez: Replying to "Question— when havin..."

Thank you! 😊

00:44:59 Danielle Cole: Reacted to "I'm realizing how po..." with 🔥

00:45:31 Hilleri Dickey: Sounds like your saying when they identify the problem they are selling themselves

00:45:35 Nate Gulya: Replying to "Could one of the Add..."

@Raquel Cornelsen The workbook talks about sharing with them what we want to give them, why its important and how it relates to their problem. I would think you could solve the problem by after that just adding on "hey at the end of this there is an offer just so you know."

00:46:02 Debbie Holden: I've been getting a lot of people complaining about arthritis and I'm wondering how I can help. I'm with arbonne so my 30 days is on weight loss. I'm thinking the gut health may be helpful for these folks . What do you suggest?

00:46:09 Babette Seals:Replying to "I made a comment in ..."

Do I do value add sheet for this and then go from there?? Because what I did...crickets

00:46:35 Zaire Fernandez: Replying to "Question— when havin..."

What would you say is the BEST way to share info about product so that I'm not word vomiting?  
I've been using company graphic info sheets, would that be better than a video or just a few  
bullet points about the benefits?

00:46:37 Taylor Berlin: Thank you!!!

00:47:07 Zaire Fernandez: Replying to "Question— when havin..."

This is an example

00:47:14 Zaire Fernandez: Replying to "Question— when havin..."

@Tammy Asmus

00:48:34 Amanda Burt: Reacted to "@Raquel Cornelsen Th..." with ❤️

00:48:35 Babette Seals:WTG Nicole!!

00:48:47 Susan Restad: Congratulations! I love it!!!

00:48:50 Amanda Burt: Reacted to "Holy Cow...I would say..." with ❤️

00:48:52 Amy Varghese: 🙌🙌🙌 Awesome Nicole!

00:49:00 Danielle Cole: Great job Nicole!

00:49:07 Michelle Valdez: When I do my content, it is not based on the problems of  
the majority of my customers. When I have chatted with Bob a long time ago and other social  
media persons they felt that me focusing on children in my content was okay. How do I add  
value for the middle aged population and their needs based on my conversations. In my stories?  
00:49:28 Raquel Cornelsen: That happened to me yesterday too! I AO and she said she  
couldn't afford more. Then we chatted gave her some info and she bought without telling me!

00:51:17 Raquel Cornelsen: Replying to "Could one of the Add..."

That feels icky for some reason to me

00:51:43 Donna:I was talking with someone yesterday and told them I've been able to help  
some people with a problem they were expressing and asked if they would like some help.  
They were in a hurry and said "send me some information" so I sent them the company video  
which is good for their issue but it mentions the product. I reached out today to see if they had  
any questions. They responded that they would look at it this weekend and get back to me if  
they have questions. I plan to reach out again if I don't hear from the the first of next week. Is  
there a better approach?

00:53:03 Tammy Asmus: Replying to "Question— when havin..."

@Zaire Fernandez @Zaire Fernandez I have found sharing graphics like that are not helpful. I  
would work on good questions you could create using the information. For example: Would it  
be helpful if there were natural ways to help balance your Childs mood to manage some of  
issues you shared?

00:53:34 Amanda Burt: Reacted to "That feels icky for ..." with 👍

00:53:39 Danielle Cole: Reacted to "That happened to me ..." with ❤️

00:53:40 Tammy Asmus: Reacted to "That happened to me ..." with 😊

00:54:48 Babette Seals:Turmeric helps arthritis pain!!!



00:55:23 Amy Varghese: WIN! I was just chatting with a customer to see how they were liking their products. She had just placed an order and received it. She had also liked a value post I did so I thanked her for that and asked if she struggled with the issue the post was about and through that found out she does and was able to share some tips that had nothing to do with other products. She was very thankful that I did that. The conversation ended with her complimenting and thanking me. That, right there, was my win! And made my heart overflow.



00:55:49 Debbie Holden: Reacted to "Turmeric helps arthr..." with ❤️

00:55:51 Zaire Fernandez: That's helpful because I thought it had to be a resource as well

00:55:56 PaulaAnn NJ: Reacted to "WIN! I was just chat..." with ❤️

00:56:00 Zaire Fernandez: Like a document each time

00:56:06 Michelle Valdez: I am in a conversation with a lady who was a customer, she is not wanting help for herself right now but wants help with her daughter, she already said I wasn't to try it with her daughter. I dug deeper into the problem and I feel stuck, so I ask one more time if she wants help?

00:56:07 Tammy Asmus: Reacted to "WIN! I was just chat..." with 🥰

00:56:10 Danielle Cole: Replying to "I made a comment in ..."

@Babette Seals what was your comment in the group?

00:56:17 Stephanie Guerra: I has a past customer tell me things were going well with her cleaning cloths, and she didn't have a problem she needs help with, BUT she just needs more cloths. I'm guessing my response should be "WHY" but because I didn't know that at the time it feels odd to suddenly text her to ask about it.

00:56:23 Liza: Reacted to WIN! I was just chat... with "❤️"

00:57:15 Nate Gulya: If we do a value add follow up, and it did not result in a sale this time, if we come back again later with another value add, is it great or not great to check in and see if the last value add helped them?

00:58:14 Tammy Asmus: Replying to "If we do a value add..."

You ALWAYS want to follow up on the Value Add "thing"! Yes...even if they don't buy.

00:58:56 Tammy Asmus: Replying to "I has a past custome..."

Love the words..." Just curious"

00:58:59 Nate Gulya: Replying to "If we do a value add..."

@Tammy Asmus I love it when my intuition is spot on lol.

01:00:02 Stephanie Guerra: Reacted to "Love the words..." Jus..." with ❤️

01:01:07 Danielle Cole: Reacted to "@Tammy Asmus I love..." with ❤️

01:01:17 Danielle Cole: Replying to "If we do a value add..."

You got this Nate!

01:01:56 Tammy Asmus: Reacted to "@Tammy Asmus I love..." with 🥰

01:01:59 Zaire Fernandez: Replying to "Question— when havin..."

Thank you!

01:02:05 Laura: Thank you!

01:02:09 Tammy Asmus: Replying to "If we do a value add..."

@Nate Gulya You know more than you give yourself credit for!

01:02:10 Ingrid Boehm: Thank you!!!!

01:02:11 Babette Seals: Thank you Bob!

01:02:16 Tammy Asmus: Reacted to "Thank you!" with 🥰

01:02:18 Kelly Ecclestone: Thanks! So helpful!

01:02:20 Amanda Burt: Thank you so much Bob and coaches.!

01:02:21 PaulaAnn NJ: Thank You Bob