

# Chat Transcript Weekly LOVE-LED™ Breakthrough Coaching & Strategy Session (Bob) 11-21-2024

00:03:42 Pam: Good morning from Texas!!!!  
00:04:06 Sherla Smith: Texas here too !  
00:04:11 Laura Rodgers: Hello  
00:04:15 Debbie Holden: Hi from NY  
00:04:20 Nicole Sapriken (she/her): Good Morning from Snowy BC  
00:04:29 Angel Miller: Good afternoon from NC  
00:04:48 Pam: Replying to "Texas here too !"

Where in Texas? We are South of Houston.

00:04:56 Stephanie Guerra: Good Morning from NV!!  
00:05:10 Liza: Hello from Maine  
00:05:22 sonyajohnson: Hi Good Afternoon from Jensen Beach, FL  
00:05:25 Mo Calderone: your voice is low Bob  
00:05:37 Megan Weisheipl: Replying to "your voice is low Bo..."

It's fine on my end.

00:05:45 Danielle Cole: Replying to "your voice is low Bo..."

Good on my end as well

00:05:51 Megan Weisheipl: Replying to "your voice is low Bo..."

Turn your volume button up.

00:06:01 Jennifer Peterson: More consistent posting - more consistent A.O. - more conversations!  
00:06:02 Tiffany Rilling: I have been doing AO every day during the week!!! Yay  
00:06:02 Eva Snedden: Hello  
00:06:02 Debbie Holden: I am working, making RO, having Convos and doing VAFUs!  
00:06:07 Christa Owens (she/her): I'm dealing with my red light stories!  
00:06:08 Nicole Sapriken (she/her): I hit the comma club this past weekend!!!  
00:06:09 Tracy Deniger: Proud of myself for not spamming people for our Black Friday sales!  
00:06:15 Kristy Wharton: Replying to "I hit the comma club..."

Wahoo

00:06:16 Kylie Steyer: I feel excitement that I haven't felt in a LONG time!

00:06:18 Susan Restad: Many people are positively interacting with me! ❤️

00:06:23 Eva Snedden: Being recognized as a content creator.

00:06:30 Mike & Wynn Reynolds: Finally doing A/O, posting quality value posts and better typical posts as well as pictures of me MUCH MORE OFTEN. Then someone reached out to me asking for more information.

00:06:31 Shana's iPhone (2): My win: I faced a fear and reached out to a past customer that was apparently scary and we had a great conversation.

00:06:37 Nicole Sapriken (she/her): Reacted to "Wahoo" with ❤️

00:06:40 Chelsey Ashcraft: I have some great conversations going!

00:06:41 Christa Owens (she/her): Reacted to "I hit the comma club..." with ❤️

00:06:43 Lori Warman: Getting at it every day, even though I'm confused sometimes, I just keep doing it every day

00:06:45 PaulaAnn NJ: Yes, showing up and posting on a regular basis. Making my calls... and speaking more in person when I hear a challenge come up... Have two new customers so far for the month!!!

00:06:50 Tiffany Rilling: Reacted to "I hit the comma club..." with ❤️

00:06:54 Mo Calderone: sound is great now

00:06:57 Nikki Cummins: \$250 sale as result of reaching out to past customer

00:07:00 Stacey Reeves Owens: Having authentic conversations that are helping me understand problems better. Also getting lots of engagement and responses back after my outreaches.

00:07:14 Tiffany Rilling: That's awesome!!!

00:07:17 Nicole Sapriken (she/her): Wooooo hoooo!!! Go Diane!!!

00:07:20 Patricia: Reacted to "I hit the comma club..." with 🌟

00:07:22 Raquel Cornelsen: I had an AO face to face using all the strategies and she's just waiting for the Black Friday sale because she plans to make a big purchase. She was a red light story for me but I reached out anyways and had an Amazing conversation

00:07:22 Kristy Wharton: Wahoo @Diane Bubela

00:07:29 Natalie Robtoy: I got an order, doing AO on my own, and getting caught up with the convo tracker.

00:07:29 Amy Varghese: That's awesome Diane! Way to go!!

00:07:31 Sherla Smith: Way to go Dianne

00:07:32 Laura Rodgers: Had more engaged leads  
2 new orders this month  
Doing the core 4 more consist.  
Being accountable for myself 😊

00:07:34 Heike Garton: I am excited about knowing what to do on a daily basis. I am happy to have divorced the thought about selling pressure and married the thought that helping people is what I am doing.

00:07:36 Alicia Jennings: I've been keeping my mindset on track and staying excited to keep pushing towards my goal and showing up daily!

00:07:38 Liza: I had a great 1:1 conversation, she asked if she could partner after her & her husband use the products. I asked WHY.. we continued the conversation and are ready to get a 3 way set up.

00:07:43 Melissa Heim: Win: I'm recognizing my red light stories and pushing through even though it's still uncomfortable. Convos feel more authentic and less forced.

00:07:48 Jodi Korsten: I did 10 reach outs with video included in that. So much better.

00:07:51 Laura Rodgers: Congratulations Diane 🎉🎊

00:07:55 Shana's iPhone (2): Another win from a week or 2 ago, I got a NEW customer!!! I reached out to someone and she said to take her off the facebook group and wasn't really willing to chat and said she didn't want to order and so I tweaked the conversation and she ended up placing an order! Brand new customer!

00:08:07 Rachel Thiessen: win - kept going with AO and reaching out and value posts even if I wasn't getting increased sales yet.

00:08:10 Kristy Wharton: Reacted to "win - kept going wit..." with 🔥

00:08:46 Jenni Ram: YAY!!! Congrats Diane!!!

00:08:58 Donna Fisher: Having good authentic conversations with my past and current clients and feel so much better doing it this way and enjoying knowing that I'm helping them

00:09:06 Chelsey Ashcraft: Reacted to win - kept going wit... with "🔥"

00:10:22 Donna Fisher: That's awesome Diane. You're an inspiration to me

00:10:43 Megan Weisheipl: Reacted to "My win: I faced a fe..." with ❤️

00:10:47 Stephanie Guerra: Win - Not giving up on my outreach even though it can feel a little difficult. Making sure I don't write a red light story because of it.

00:10:49 Kristy Wharton: Reacted to "Woooo hoooo!!! Go D..." with 🔥

00:10:54 Megan Weisheipl: Reacted to "\$250 sale as result ..." with ❤️

00:10:57 Megan Weisheipl: Replying to "\$250 sale as result ..."

Awesome!!

00:11:05 Patricia: Yay! Diane. Great job!

00:11:08 Pam: Reacted to "\$250 sale as result ..." with 💖

00:11:12 Liza: Reacted to \$250 sale as result ... with "💖"

00:11:14 Danielle Cole: Reacted to "\$250 sale as result ..." with 🔥

00:11:19 Liza: Reacted to Win - Not giving up ... with "❤️"

00:11:28 Stephanie Guerra: Reacted to "Another win from a w..." with ❤️

00:11:31 Liza: Reacted to Having good authenti... with "❤️"

00:11:39 Julia Nix: Can relate... the overthing of what I should ask

00:11:41 Liza: Reacted to win - kept going wit... with "👍"

00:11:41 Stephanie Guerra: Reacted to "I did 10 reach outs ..." with ❤️

00:11:50 Stephanie Guerra: Reacted to "Win: I'm recognizing..." with ❤️

00:11:50 Kristy Wharton: Reacted to "Can relate... the over..." with 🔥

00:11:53 Kristy Wharton: Reacted to "Yay! Diane. Great jo..." with 🔥

00:11:54 Julia Nix: Love me some Kristy

00:12:02 Cat Welches: Reacted to "Love me some Kristy" with ❤️

00:12:03 Kristy Wharton: Reacted to "Love me some Kristy" with 🔥

00:12:04 Kristy Wharton: Reacted to "Love me some Kristy" with ❤️

00:12:06 Liza: Reacted to Win: I'm recognizing... with "❤️"

00:12:11 Mo Calderone: Reacted to "\$250 sale as result ..." with ♥

00:12:14 Liza: Reacted to I did 10 reach outs ... with "👍"

00:12:20 Laura Rodgers: That is me but doing it better with the scripts

00:12:25 Danielle Cole: Reacted to "Love me some Kristy" with 🔥

00:12:27 Donna Fisher: I have a question about selling retail. I'm concerned I'll lose their trust when they go on auto-ship and realize they could have gotten their products for \$50-\$100 less earlier

00:12:31 Kristy Wharton: Reacted to "That is me but doing..." with 🔥

00:12:32 Liza: Reacted to I got an order, doing... with "👍"

00:12:41 Danielle Cole: Reacted to "Another win from a w..." with ❤️

00:12:46 Danielle Cole: Reacted to "Congratulations Dian..." with ❤️

00:12:52 Danielle Cole: Reacted to "I had a great 1:1 co..." with ❤️

00:12:54 Jeni Mauldin: It feels strange to actually have extra time in the evening after actually working my business. Slowing down and doing the RIGHT things the RIGHT way has been a game changer.

00:12:57 Amy Varghese: I've been able to help a friend that a year ago said she really didn't want anything my business had to offer. With her being a friend I obviously kept in touch with her over the year with other, friendship type stuff. Last month she reached out to me because of a problem she was having and asked if I could help. Because of taking a step back and asking a question and then WAITING for the answer and seeing if it was ok to share something instead of just bulldozing into the products, it's made all the difference with her and others. 🙌

00:13:18 Debbie Holden: Reacted to "I have a question ab..." with ❤️

00:13:38 Debbie Holden: If I have gone through all the current and many past customers (back at least 5 years so far), all FBG ppl (90), and the few (5) engaged leads, I have not really found any red apples, I got one rotten apple and all green apples. I did some other posts to generate engagement and now I'm RO to them as warm leads and will have to use different scripts. I guess I need to be more patient?

00:13:48 Liza: Reacted to That is me but doing... with "👍"

00:14:07 Nicki Paulsen: instead of ❤️ when you ask if they are having a problem, is that on the post or DM?

00:14:22 Stephanie Guerra: Reacted to "I've been able to he..." with ❤️

00:14:30 Debbie Holden: Reacted to "Proud of myself for ..." with ❤️

00:15:07 Patricia: That's what I need. Bursts of concentrated effort 😊

00:15:48 Laura Rodgers: Yay 🎉🎊

00:15:53 Kristy Wharton: Wahoo Nicole and Diane!!!

00:15:58 Nicole Sapriken (she/her): Thanx

00:16:03 Danielle Cole: Way to go Diane and Nicole!!!!

00:16:08 Danielle Cole: Reacted to "Thanx" with ❤️

00:16:10 Kari Sue's iPhone: Congratulations Nicole

00:16:11 Ingrid Boehm: Reacted to I hit the comma club... with "❤️"

00:16:15 Pam: When we do AO on liked/loved posts, is it only for business and product/value posts or on personal posts as well?

00:16:25 Kari Sue's iPhone: Good job Diane!

00:16:29 Heike Garton: Reacted to "I've been able to he..." with 👍

00:16:56 Brenda Young: So I have had people who have been watching reach out and order. What do you do if now you are stuck on the product posts  
00:17:18 Kristy Wharton: Reacted to "Good job Diane!" with 🔥  
00:17:21 Nikki Cummins: how do we get the most out of Black Friday while leading with love and not transaction  
00:17:33 Kristy Wharton: Replying to "Good job Diane!"

Fellow impact igniter!!! You got this, too!!!

00:17:50 Jennifer Peterson: Black Friday - no idea what products will be released. How do we offer value ahead of time? For example, if I post about exhaustion and energy, but body lotions are offered for Black Friday, how can I not be salesy?  
00:17:58 Tal Randall: RED LIGHT STORY  
00:18:04 Lori Warman: Red light story  
00:18:20 Kristy Wharton: Replying to "how do we get the mo..."

Sell in convos! Content still leads with problems and add in the urgency of "and you can get this, now at X % off"

00:19:09 Nikki Cummins: Replying to "how do we get the mo..."

thanks !!

00:19:17 Debbie Holden: Reacted to "instead of ❤️ when ..." with ❤️  
00:19:21 Debbie Holden: Replying to "instead of ❤️ when ..."

DM

00:19:36 Tal Randall: I've started telling people that I will only retail them once but I want them to experience it first and get results, enjoy it then offer authorship next order  
00:19:38 Kristy Wharton: Why do you think you are stuck on these posts?  
00:19:46 Stephanie Guerra: Why would you sign someone up on auto ship when you don't even know if they like it or want to continue in with it once they try it  
00:19:47 Chelsey Ashcraft: How about giving them the option between retail or VIP?  
00:19:49 Raquel Cornelsen: I am really in my head with how i am to my team. Like our team is doing a bunch of trainings and so I'm trying to please and be a team player but meantally I'm exhausted doing so and getting red light stories because I'm not getting sales or teaching my goal. And I'm feeling overwhelmed  
00:20:06 Chelsey Ashcraft: Reacted to I am really in my he... with "❤️"  
00:20:43 Laura Rodgers: Thank you Bob will be doing replay when I get home later.Wish I could stay on. 😊  
00:21:05 Kristy Wharton: Replying to "When we do AO on lik..."

All posts.. products rank higher, but you can do AO with anyone who interacts.

00:21:47 Kristy Wharton: Reacted to "That's what I need. ..." with 🔥  
00:22:38 Pam: Reacted to "All posts.. products..." with ❤️  
00:22:49 Jenni Ram: I know I have a bunch of views on my content but not much interaction and not many new people reacting. 🙄

00:22:49 Stephanie Guerra: Reacted to "All posts.. products..." with ❤️  
00:22:52 Kristy Wharton: Replying to "That's what I need. ..."

The core four sessions-they are that!! Keep showing up for them 😊

00:22:57 Nicole Sapriken (she/her): Replying to "I am really in my he..."

I had my team leader ask me to do a couple extra things for greater the team this month. I finally used the word "no" because I am already abundant this month and could not give them my all. Learning to say no has helped to relieve a lot of anxiety for me. Im still new at that word, but man does it feel good to finally use

00:23:07 Brenda Young: Replying to "So I have had people..."

I am overthinking them. Probably a red light story

00:23:39 Liza: I had a great 1:1 conversation, she asked if she could partner after her & her husband use the products. I asked WHY.. we continued the conversation and discussed setting up a 3 way.

We ended a little abruptly because her husband came in & wanted to go somewhere.

I'm wondering where I should go next? Should I step back and go back to her & her husband's problem. And deal with the problem & see what else she needs to make a decision?

00:24:25 Debbie Holden: Reacted to "Why would you sign s..." with 👍

00:25:20 Debbie Holden: Reacted to "I've started telling..." with ❤️

00:26:00 Kristy Wharton: Debbie.. patience is a virtue, but you also need to be adding NEW friends and new content offering some of what we discussed yesterday in your group. Have you started any of that?

00:26:24 Tal Randall: Do we have to do value add follow up before the sale?

00:26:30 Patricia: How many VC posts should be done before starting the product posts? I have only done a couple without much response so I'm not sure about product posts?

00:26:41 Tal Randall: What if they want to buy immediately after discussing?

00:27:10 Kristy Wharton: Replying to "So I have had people..."

@Brenda Young probably, good catch...though I was asking what part of the post has you feeling stuck?

00:27:16 Tal Randall: Value add follow up

00:29:08 Melissa Heim: When people cancel program (Optavia) what is a good method to transition from current client to "past" client? Especially when they haven't met their health goals? I always feel weird asking questions when we touch base and don't know how to move forward.

00:29:22 Raquel Cornelsen: Replying to "I am really in my he..."

It's so hard because I don't want to be considered not a team player because i know I want to show my results but I know all of this is red light stories I just don't know how to stuck

00:29:53 Kristy Wharton: Replying to "What if they want to..."

Sometimes it happens that way, and you can send the info to buy but remember you want to know their problems so you can gauge the value you and the product has brought. Make sense?



00:30:31 Debbie Holden: @Kristy Wharton I'm not clear on how to add new friends if they don't have a problem I can solve. Arthritis for example. Also, if I RO and they don't respond, I will go back and see if they saw my msg. I did ask some ppl what they would like to see in my group and they didn't answer or suggested something I didn't know anything about. Should I have to research that the stuff?

00:30:54 Donna Fisher: Do we offer the product in the same interaction as the value add

00:30:55 Jenni Ram: What kind of additional resources should we provide as "value adds" do they have to be our product relate or something we create or can they be articles or other links we can provide for tips and advice?

00:30:58 Kristy Wharton: Replying to "Value add follow up"

As Bob mentioned, value can come quickly—still want to make sure we know their problem so we can continue to add value to their experience and hopefully get the result they are hoping for

00:31:03 Brenda Young: Replying to "So I have had people..."

Making sure it's a post on what am focusing on

00:31:05 Chelsey Ashcraft: OK that was one if my questions if I can eventually bring back up product recommendation after backstepping and providing value

00:31:10 Cat Welches: Replying to "If I have gone throu..."

Sorry, I'm piggybacking on this question. I was following that convo yesterday and I brainstormed ideas for my group. How to you find NEW people to friend? I'm not exactly a social butterfly.

00:31:25 Amanda Burt: Yesterday I did the add value. Conversation had to end due to she had to get back to work. Would I do the add value again when I reconnect?

00:31:49 Tal Randall: Replying to "What if they want to..."

Yes! I find their problem then offer a free wellness evaluation to go through their problems then get them to purchase there which is why I asked

00:32:14 Kristy Wharton: Replying to "What kind of additio..."

Dont recreate the wheel—look for an article, and video or resources to help that doesn't mention your product specifically.

00:32:18 Danielle Cole: Replying to "Do we offer the prod..."

Yes - follow the script in lesson 4

00:32:23 Donna Fisher: Reacted to "I've started telling..." with ❤️

00:32:37 Natalie Robtoy: I wonder about her quality of sleep. Is she a mouth breather? How about electrolytes?

00:32:50 Danielle Cole: Reacted to "OK that was one if m..." with 🔥

00:33:50 Kristy Wharton: Replying to "Yesterday I did the ..."

No...go back and ask if she had time to implement what you suggested? Have they found anything helpful? And remember—most people arent on social like we are. So give her TIME

00:34:23 Amanda Burt: Replying to "Yesterday I did the ..."



00:34:35 Julia Nix: Totally! SIMPLE is hard

00:34:36 Donna Fisher: Replying to "Why would you sign s..."  
Because we encourage people to give it 3 months because it's restoring cells in the body which takes time. Some notice in the first month but most it takes about 6 weeks to notice anything and often it's when they have bloodwork done again that they see the improvement before they notice substantial changes. It's life changing if they are patient


00:34:37 Cindy Whittington: Great info

00:34:53 Liza: I have a tendency to go back & go in too quickly.

00:36:03 Debbie Holden: If you offer a VAFU and they say they are sick and you RO 3 more times to see if they are OK. Do you offer the VAFU again or do you just send it?

00:36:06 Eva Snedden: I was also planning on sending tips to my new customer to help with her problem

00:36:18 Shana's iPhone (2): When we do the value add follow up, do we wait for them to respond then say hey, I have a product.... How would I feel about me sharing the product with you... or do we ask them right after we send them the value add thing

00:36:22 Debbie Holden: Reacted to "Sorry, I'm piggyback..." with 

00:36:35 Meghan Lyons King: What's the best way to reach out to current customers about BF?

00:36:36 Diane Bubela: 

00:36:51 PaulaAnn NJ: I have to remember to ask if they are open to recommendations, instead of jumping in with advice..

00:37:26 MAREN SPIRA: Am I doing the Value Add F/U even when I just offered her the product? Her reaction was, that she was shocked by the price. We had a really meaningful heartfelt convo prior.

00:38:10 Hilleri Dickey: I am definitely in the red light story since I am slightly overwhelmed with making product content. Man I didn't realize how much I only SOLD to in almost every posts. I feel like a fish out of water. but trusting the process. Man I've been so transactional until now

00:39:40 Amy Varghese: My business has been based on helping women feel beautiful and the fun factor. In doing AO with a lot of my customers, the majority of the feedback I have gotten is there aren't any problems they were hoping to solve. They use the products because they make them feel good and it's fun. What kind of value add I could give to them at that point?


00:39:41 Meghan Lyons King: Mmm that is such a good point

00:40:22 Danielle Cole: Replying to "When we do the value..."

Same reach out.

00:40:24 Stacey Reeves Owens: love this! so good! Thank you for freeing me up to serve in love!

00:41:15 Shana's iPhone (2): Replying to "When we do the value..."  
Thanks

00:41:18 Danielle Cole: Reacted to "Thanks" with 

00:41:52 Chelsey Ashcraft: I'm struggling with how to provide them with the product recommendation while letting them know it is how I help and coach them as well



00:42:04 Liza: How do you respond when you're talking about someone about their problem & digging deeper to get to the why & emotions and she blurts out what are you selling?  
00:42:25 Eva Snedden: I sent one of my customers some tips about stress with the words: I came across this and thought of you... and those had nothing to do at all with what I sell.  
00:43:12 Tal Randall: Thats helpful!  
00:44:08 Kristy Wharton: Replying to "If I have gone throu..."

Keep creating content and engaging with the content for those interacting, (on their profiles) and your posts will begin to spread to others. You can also ask if they have any friends that might have a need.

00:44:22 Chelsey Ashcraft: Reacted to How do you respond w... with "😬"  
00:45:42 Pam: So when do we add someone to the tracker? When you do the value add f/u?  
00:45:49 Gabby B: Yes you can do this on Instagram !  
00:46:05 Cindy Whittington: Start a messenger chat  
00:46:25 Gabby B: Reacted to "So when do we add so..." with ❤️  
00:46:29 Stephanie Guerra: 🤖  
00:47:11 Jodi Korsten: In Facebook you need to do it on a computer. Easier to catagorize them. You can make custom lists.  
00:47:39 Jenni Ram: Should we stick to one product for our posts or switch it up each time?  
00:47:59 Amanda Burt: 🎤🎤🎤🎤😬😬😬brilliant  
00:48:21 Kristy Wharton: Replying to "How do you respond w..."

You can say "I help people with X problem" ...remember sales is service. Dont allow that to create a red light story

00:48:23 Julia Nix: Will there be a transcript of what Bob is saying in our portal? He's giving us some amazing addendums to the scripts!  
00:48:43 Kristy Wharton: Replying to "Should we stick to o..."

For this program, one problem

00:49:31 Liza: Debbie. Don't get discouraged. You're doing what you need to be doing!  
00:49:33 Lori Warman: Replying to "If you offer a VAFU ..."

Great Job Debbie!!!!

00:49:59 Debbie Holden: Reacted to "🎤🎤🎤🎤😬😬😬brilli..." with ❤️  
00:50:19 Lori Warman: I am really struggling with the problems I solve  
00:50:42 Hilleri Dickey: Black Friday is overwhelming me  
00:50:51 Kristy Wharton: Replying to "So when do we add so..."

That is what he suggested. Once youre in the followup stage

00:50:56 Jodi Korsten: If I'm doing 5-6 Value Content Posts, can I do more than 3 value product posts?  
00:51:00 Alicia: Replying to "Should we stick to o..."

As I understand, you can use different products as long as it's a product that addresses the primary problem you're focusing on

00:51:17 Pam: Reacted to "That is what he sugg..." with ❤️

00:51:41 Pam: Replying to "So when do we add so..."

Got it, thank you. Just making sure I heard right..... ❤️

00:51:45 Nicole Sapriken (she/her): Replying to "I am really in my he..."

I said to my leader "I don't want to disappoint you, but I just can't do it" which was my own red light story. She said "You are never a disappointment to me"

Know your red lights

00:52:02 Natalie Robtoy: Reacted to "I said to my leader ..." with ❤️

00:52:38 Stephanie Guerra: I want my months to be so consistent that I don't feel the need to do Black Friday or other sales

00:53:19 Eva Snedden: We already have deals for Black Friday and I am trying not to feel overwhelmed

00:53:23 Lori Warman: I feel like I solve many problems, but I only have one product,

00:53:27 Stephanie Guerra: If you are sharing a sale, do you share the link or wait for them to connect with you?

00:53:54 Cindy Whittington: Yes 🙌

00:54:19 Della Roy: Streamlined!! and Congruent!!! way easier

00:54:55 Kristy Wharton: Replying to "I'm struggling with ..."

This is the beauty of what we do—your product purchase comes with support and community. It's both—not either or. and it's your process that separates you from everyone else who sales the same product. Make sense?

00:54:55 Eva Snedden: Replying to "We already have deal..."

Oh wait, overwhelmed is not a feeling....

00:55:02 Kristy Wharton: Reacted to "Oh wait, overwhelmed..." with 🔥

00:55:43 Stephanie Guerra: Reacted to "Oh wait, overwhelmed..." with ❤️

00:56:06 Hilleri Dickey: It's like building a house and you have to start out with the solid foundation

00:56:12 Kristy Wharton: Story we are telling ourselves about it...good for you! Streamline, focus and taking one action after another is how we combat that "feeling"

00:56:21 Debbie Holden: Reacted to "It's like building a..." with 💙

00:56:40 Patricia: My house is built on sand 😂

00:56:40 Raquel Cornelsen: Reacted to "I said to my leader ..." with ❤️

00:56:52 Jodi Korsten: Amen!!

00:57:03 Hilleri Dickey: Powerful!!!!!!

00:57:18 Debbie Holden: Reacted to "Debbie. Don't get di..." with 💙

00:57:25 Kristy Wharton: Replying to "I feel like I solve ..."

That's common and good. You can have many convos that lead back to that one product.

00:57:27 Julia Nix: Hmm. May need to rethink my Follow-up basket - it's been based upon the day of the month - now I'm thinking that it needs to be organized by problem so that it become totally VAFup

00:57:49 Kristy Wharton: Replying to "I feel like I solve ..."

Does your company only provide one product?

00:57:52 Meghan Lyons King: BRILLIANT 🌟

00:57:54 Autumn Hokenson: Absolutely what happened to me

00:58:09 Debbie Holden: Reacted to "Keep creating conten..." with ❤️

00:58:20 Nicole's iPhone: This is so good today! Thank you Bob! You are pouring into us in such an amazing way. Thank you, thank you!

00:58:25 Jodi Korsten: Showed up and did 10 messages! Actually proud of my progress!!

00:58:37 Jennifer Peterson: Reacted to "Hmm. May need to ret..." with ❤️

00:58:47 Cat Welches: Gonna have to rewatch this to take notes. Golden nuggets a plenty.

00:58:51 Debbie Holden: Reacted to "Showed up and did 10..." with ❤️

00:58:56 Debbie Holden: Reacted to "Gonna have to rewatec..." with ❤️

00:58:59 Ingrid Boehm: Reacted to Gonna have to rewatec... with "❤️"

00:59:00 Tiffany Rilling: Reacted to "I feel like I solve ..." with ❤️

00:59:01 Jennifer Peterson: Replying to "Hmm. May need to ret..."

Brilliant idea! I also do by day of month. Glad you shared!

00:59:01 Donna Fisher: I soooo needed this today. Thank you for all you do and your heart that comes through

00:59:07 Debbie Holden: Reacted to "This is so good toda..." with ❤️

00:59:11 Ingrid Boehm: Reacted to I soooo needed this ... with "❤️"

00:59:21 Susan Restad: Reacted to "Gonna have to rewatec..." with ❤️

00:59:26 Gabby B: Love that !

00:59:32 Tracy Deniger: THIS CALL 🤪🤪🤪

00:59:33 Nicole's iPhone: Amen! I'm in the hole!

00:59:37 Kristy Wharton: Reacted to "Amen! I'm in the hol..." with 🔥

00:59:38 Megan Weisheipl: I love that analogy!!

00:59:39 Liza: Thanks for bringing me back to reality!

00:59:45 Jenni Ram: PASTOR BOB STAND UP!!! 🔥

00:59:53 Donna Fisher: Reacted to "PASTOR BOB STAND UP!..." with ❤️

00:59:54 Shana's iPhone (2): Reacted to "PASTOR BOB STAND UP!..." with 😂

00:59:55 Nicole's iPhone: I'm literally in tears.

00:59:57 Tiffany Rilling: Just putting in the foundation forms!!

00:59:58 Nicole Bowles: Reacted to "Just putting in the ..." with ❤️

00:59:59 Tal Randall: Love it

01:00:02 Tal Randall: Thank you!!!

01:00:04 Julia Nix: Replying to "Hmm. May need to ret..."

Yes! Should we talk more?

01:00:05 Cindy Whittington: Love ❤️  
01:00:08 Kristy Wharton: Faith over fear!!!  
01:00:09 Megan Weisheipl: You are exactly where you need to be!!!  
01:00:09 Cindy Whittington: Thanks  
01:00:10 Christen Bolduc: GOLD!!! Thank you Bob!  
01:00:10 Shana's iPhone (2): Thank you!!! Fall in love with the process  
01:00:12 Tracy Deniger: Thank you!!!!  
01:00:14 Susan Restad: 100 100 100 ❤️  
01:00:16 Liza: Thank you!!!  
01:00:16 Kristy Wharton: Reacted to "You are exactly wher..." with 🔥  
01:00:17 Stephanie Guerra: Thank you!!  
01:00:20 Meghan Lyons King: THANK YOU!!!!  
01:00:21 Angel Miller: THANK YOU!!  
01:00:22 Nicole Sapriken (she/her): Thank you so much Bob  
01:00:22 Nicole Bowles: Reacted to "PASTOR BOB STAND UP!..." with ❤️  
01:00:23 Debbie Holden: TYSM Bob!!!  
01:00:24 Shana's iPhone (2): Thank you!  
01:00:27 PaulaAnn NJ: ❤️❤️❤️  
01:00:28 Jodi Korsten: Thank you!!!  
01:00:35 Nicki Paulsen: When will this be posted?  
01:00:37 Sherla Smith: Great teaching