

Chat Transcript - Weekly LOVE-LED™ Breakthrough Coaching & Strategy Session (Bob) 11-26-2024

00:03:56 Leah Novak: Hi, Bob! Glad to be jumping on live this time 😊
00:04:19 Kristy Wharton: Reacted to "Hi, Bob! Glad to be ..." with ❤️
00:04:20 Jenni Ram: Love the music!
00:04:23 Wanda Turmes: So ready for this after being gone for two weeks!!!
00:04:32 Jenni Ram: Replying to "So ready for this af..."
Same!!!
00:04:34 RoseMarie Alvarez: Good afternoon
00:04:51 Nicole Sapriken (she/her): Good afternoon from BC
00:04:53 Jennine Ebner: Is there a workbook for this
00:05:04 Danielle Cole: Hi everyone!!!
00:05:14 Jenni Ram: LOVED Week 6 training! I feel like it's starting to really fall into place. The biggest issue is retiring and retraining my brain and my expectation.
00:05:16 Danielle Cole: Replying to "Is there a workbook ..."

No workbook - just coaching

00:05:17 Gina Everson: Hello!
00:05:23 Kristy Wharton: Hello 🙋 everyone!
00:05:24 Laura Rodgers: Hello
00:05:25 Janie D'Ercole: Hello everyone!
00:05:29 Danielle Cole: Reacted to "LOVED Week 6 trainin..." with ❤️
00:05:38 Danielle Cole: Reacted to "Hello everyone!" with ❤️
00:05:39 Jennine Ebner: Replying to "Is there a workbook ..."
👉
00:05:44 Kristy Wharton: Replying to "Is there a workbook ..."
Just the training he's released recently!
00:05:48 Danielle Cole: Replying to "Hello everyone!"

Hi Janie

00:06:09 Karen Walsh: So excited to join live (school got out early today)!
00:06:11 Diana Henry: Hello Everyone!!
00:06:18 Danielle Cole: Reacted to "So excited to join I..." with ❤️
00:06:19 Kristy Wharton: Replying to "Good afternoon from ..."
Hey 🔥
00:06:27 Nicole Sapriken (she/her): Reacted to "Hey 🔥" with ❤️
00:06:28 Cat Welches: Hello again coaches. Still frozen from dentist, but luckily we just need to listen.

00:06:44 Danielle Cole: Replying to "Hello again coaches...."

That was me last week - a cavity and a crown! LOL

00:06:49 Kristy Wharton: Replying to "Hello Everyone!!"

Hey again Diane!

00:07:07 Lindsay FitzPatrick: Hello everyone!

00:07:22 Jenni Ram: YES!!! My upline keeps pushing sales and pushing the mass texting....I just keep doing my own thing.

00:07:34 Kristy Wharton: Reacted to "YES!!! My upline kee..." with ❤️

00:07:39 Jenni Ram: Reacted to "YES!!! My upline kee..." with ❤️

00:08:00 Karen Walsh: Reacted to "YES!!! My upline kee..." with ❤️

00:08:04 Karen Earnshaw: Good afternoon from Alberta

00:08:04 Leah Novak: I would love to know what a love-led way to invite people into events for this weekend?

00:08:05 Aubrey Lui: I'm really stuck on how to share my link and place orders with my HOT leads

00:08:09 Babette Seals:WAHOOOO!!!! YOU GO GIRL!!!!!!

00:08:11 staceyduncan: Congratulation

00:08:16 Kristy Wharton: Replying to "Good afternoon from ..."

Hello 🙌

00:08:21 Janie DErcole:Well done 🙌

00:08:25 Karen Walsh: Whoo-hoo! Congratulations!

00:08:30 Danielle Cole: YES!!!!

00:08:33 Tal Randall: Congrats!!!

00:08:36 Jenni Ram: CONGRATULATIONS!!!

00:08:36 Kristy Wharton: She is crushing it @Nicole Sapriken (she/her)!!! Yay 🎉🔥

00:08:38 Laura Andrews: Awesome!!

00:08:39 Leah Novak: Congratulations

00:08:43 Raechel McClaskey: Congratulations, Nicole!!!!

00:08:43 Danielle Cole: 🔥🔥

00:08:44 Laura Rodgers: Congratulations 🎉🙌

00:08:44 Debbie Holden: YAY!!

00:08:45 Lindsay FitzPatrick: Is there a good way to use my proof posts to promote discounts? Or is that specifically an invitation post and should be kept separate

00:08:49 PaulaAnn NJ: Congratulations Nicole

00:08:50 RoseMarie Alvarez: Congratulations

00:08:51 Raquel Cornelsen: Congratulations

00:08:53 Babette Seals:WAY TO GO NICOLE!!!!

00:08:55 Cat Welches: 🔥🔥🔥

00:08:56 Raquel Cornelsen: 🔥🔥❤️❤️

00:08:56 Stacey Reeves Owens: Congrats!!!

00:08:57 Kristy Wharton: 🔥🔥 ignite that impact, Nicole!!!

00:08:58 Diana Henry: Congrats!!

00:08:58 Tracy Deniger:YAY Nicole!!!

00:09:00 Stephanie Guerra: Yay!!! Congrats!
 00:09:00 Jenni Ram: 🏽💪🌟
 00:09:00 Nicole Bowles: Congratulations!!
 00:09:00 Laura Pelayo: YAY NICOLE!
 00:09:01 Amy Varghese: That's awesome! Congratulations!
 00:09:02 Gina Everson: Congratulations! 🏽
 00:09:04 Laura Rodgers: Yay😊
 00:09:05 sonyajohnson: Congratulations!!
 00:09:06 Brenda Hammond: Way to go!!!
 00:09:06 Patricia MacKenzie: 🙌🙌🙌
 00:09:07 Sandy Enns: Awesome job Nicole. Congrats
 00:09:12 Liza Johnson: Great Job Nicole!!!
 00:09:17 Tiffany Rilling: 😄🎉👍
 00:09:17 Taylor Berlin: I have a customer who has been ordering consistently and I've done AO asking about her problems since she is a Level 2 and haven't gotten a response. Her birthday was yesterday so I texted her happy birthday and she responded that she's been terrible with responding and she's been struggling with consistency again. How do I help her? I've asked about an accountability partner in the past and didn't get a response.
 00:09:25 Donna Sprow: Way to go Nicole!!!
 00:09:25 Staci Mix: Congratulations!! 🙌😄🎉
 00:09:37 Tiffany Rilling: What if my company doesn't do a black Friday special?
 00:09:42 Taylor Berlin: 🙌🎉 GOOOO GIRL!!!
 00:09:58 Raquel Cornelsen: How do I reach someone who I talked to in the summer about the product face to face
 00:09:59 Kristy Wharton: So powerful 🏽
 00:10:00 Laura Rodgers: 🙌🙌🙌🎉
 00:10:00 Janie D'Ercole: Nicole 🙌
 00:10:06 Ashley Prieto: Amazzzzing
 00:10:14 Babette Seals: Im so happy for you girl!!
 00:10:46 Tiffany Rilling: Soooo happy for you Nicole!!! AWESOME!!!
 00:10:47 Ashley Prieto: Replying to "What if my company d..."

Then you don't need to worry about that part of it

00:11:03 Karen Earnshaw: Congratualaions Nicole from another Norwex consultant
 00:11:05 Amanda Bernstein - Norwex: So happy for Nicole. We started with Bob at the same time ;)
 00:11:06 Tiffany Rilling: Replying to "What if my company d..."

Ok! 👍

00:11:10 Liza Johnson: That's amazing!! Way to go Nicole!!!
 00:11:14 Jenni Ram: AMAZING!!! Proud of you!!!
 00:11:22 Lindsay FitzPatrick: Congrats Nicole!
 00:11:45 Wanda Turmes: I want to implement the 1:1 coaching in December!
 00:11:51 Kristy Wharton: Reacted to "I want to implement ..." with ❤️

00:12:37 Liza Johnson: That's awesome!!!

00:12:48 Kristy Wharton: Replying to "I want to implement ..."
We welcome you!

00:13:10 Raquel Cornelsen: The people from my hot leads are all people within The buisness. Like they have their own buisness and so when I AO, they try to sell to me. What's my approach? Green apples?

00:13:39 Lindsay FitzPatrick: Replying to "I want to implement ..."
@Kristy Wharton where do we find info on that? I've been considering that in the new year after this course is over

00:14:29 Kristy Wharton: Replying to "The people from my h..."
Move on.

00:14:35 Debbie Holden: You mean in your same business or the industry and in a different NWM business?

00:14:45 Raquel Cornelsen: Replying to "The people from my h..."
Different

00:15:10 Debbie Holden: Reacted to "Different" with 

00:15:24 Babette Seals: That's the GOLD right there!!


00:16:14 Melissa Heim: Nice job Nicole!

00:16:14 Debbie Holden: WWHHOOOO HHHOOO!!

00:16:18 AmyA: 

00:16:23 Kristy Wharton: Replying to "The people from my h..."
After you've asked if they have the problem you're trying to discover, of course. They could.

00:16:24 Laura Rodgers: So Awesome

00:16:36 Meghan Lyons King: Amazing Nicole!! Congrats  

00:16:58 Tiffany Rilling: Cool

00:17:26 Nicole Sapriken (she/her): Ignore them!

00:17:51 Cat Welches: Reacted to "Ignore them!" with 

00:17:57 Brenda Young: A win is the most customers I've had in a year. So I jumped a lot but not a coma 1,000 but will get that.

00:18:38 Nicole Sapriken (she/her): Reacted to "🔥 🔥 ignite that im..." with 

00:18:57 Danielle Cole: Reacted to "I want to implement ..." with 

00:19:00 Danielle Cole: Reacted to "@Kristy Wharton wher..." with 

00:19:09 Nicole Sapriken (she/her): Thank you everyone. Trust the process

00:19:17 Nicole Bowles: Reacted to "Thank you everyone. ..." with 

00:19:22 Jess Mitchell: Absolutely. Smile and nod at their prodding, and keep you head down!

00:19:22 Donna Sprow: Since we discussed not to give discounts, how do you feel about us not offering BF sales? Is it a RLS that they will find a different person who offers sales to be their Consultant?

00:19:25 Raquel Cornelsen: Yes I've been asking for help from my Upline and I got none, hence learning me to this program.
But not they are pushing to help and coach but i feel bad

Yes! Need to have faith in the long term foundation

00:19:28 Danielle Cole: Replying to "I want to implement ..."

I don't think we have sent that info yet. We would be happy to have a quick chat with you about it

00:19:33 Jess Mitchell: Living in alignment is WAY BETTER

00:19:45 Kristy Wharton: Reacted to "@Kristy Wharton wher..." with 🔥

00:20:03 Chelsey Ashcraft: My company is having a sale across the whole site, 15% off or the option to get a free product. Would I just focus on my favorite products

00:20:12 Jenni Ram: I fired my upline...that's what brought me here.

00:20:15 Jess Mitchell: absolutely!!!

00:20:28 Laura Pelayo: I love this permission to step back to move forward.

00:20:38 Karen Walsh: Reacted to "I love this permissi..." with ❤️

00:20:38 Stacey Reeves Owens: Reacted to "I love this permissi..." with ❤️

00:20:50 Stacey Reeves Owens: Replying to "I love this permissi..."

yes! me too!

00:21:16 Jess Mitchell: Reacted to "I love this permissi..." with ❤️

00:21:45 Kristy Wharton: Replying to "I want to implement ..."

@Lindsay FitzPatrick I'll send over some info as it becomes available, but also watch your email—specifically for those in this program. Stay present with what you're doing, here and in the core four, mindset and these session until then!!!

00:21:53 Taylor Berlin: Replying to "I have a customer wh..."

@Kristy Wharton @Ashley Prieto

00:22:35 Kari Sue's iPhone: She mentioned a training last night - did I miss one?

00:22:41 Chelsey Ashcraft: Reacted to I have a customer wh... with "❤️"

00:22:49 Leah Novak: That's super smart

00:23:20 Jenni Ram: Replying to "She mentioned a trai..."

Week 6 training is available on the dashboard.

00:23:25 Kristy Wharton: Replying to "I have a customer wh..."

Be empathetic. Don't let her tell herself a red light story about what she "should" be doing...question, are you familiar with WHY she is doing this business?

00:23:54 Della Roy: Im used to doing LIVES in my VIP group. Good idea to do a Live with Black Friday specials?

00:24:02 Taylor Berlin: Replying to "I have a customer wh..."

She's just taking the products, I've never talked to her about the business

00:24:11 Babette Seals: Absolutely!! I get them on the phone so they can hear my voice!!

00:24:28 Kari Sue's iPhone: Replying to "She mentioned a trai..."

Ok I haven't had a chance to listen to that yet. I thought I missed something. Thanks Jenni!

00:24:58 Lindsay FitzPatrick: Replying to "I want to implement ..."

Thank you @Kristy Wharton and @Danielle Cole 😊

00:25:21 Taylor Berlin: Replying to "I have a customer wh..."

It's hard for me to relate because I don't struggle with consistency with my products or health goals 😊

00:25:33 Danielle Cole: Reacted to "Thank you @Kristy Wh..." with ❤️

00:25:39 Kristy Wharton: Oh I saw level 2 and made an assumption she was a team member—same question applies, though—do you what her problem is for using products (what does she wish for!) Consistency in using tells me she may not have an emotional connection to that result

00:25:41 Wanda Turmes: Which one is transformational?

00:26:20 Taylor Berlin: @Kristy Wharton @Danielle Cole Should I ask what is making it difficult to stay consistent?

00:26:36 Tal Randall: That was so good! A great thing to add to boards script!

00:26:58 Kristy Wharton: Reacted to "Thank you @Kristy Wh..." with ❤️

00:27:41 Kristy Wharton: Replying to "Im used to doing LIV..."

Yes Bob suggests as many as lives as possible this week...focused on problems and value!

00:27:43 Raquel Cornelsen: Could I take a screenshot to help? I'm physically busy with kids

00:27:50 Wanda Turmes: Replying to "I want to implement ..."

@Kristy Wharton and @Danielle Cole would you send me the information so we can have a conversation about 1:1 coaching next week?

00:28:00 Raquel Cornelsen: Do we offer VIP lists?

00:28:11 Cat Welches: (can't talk) but what if we can't "build a cart" (not an option), do we ask them to screenshot their cart to us (say via chat) and we can help that way?

00:28:46 Nicole Bowles: Why

00:28:47 Nicole Sapriken (she/her): So happy to be in Canada for Black Friday. Kids are in school and people work

00:28:48 Laura: Why

00:28:49 Tracy Deniger: Why?

00:28:50 Liza Johnson: WHY

00:28:50 PaulaAnn NJ: Why

00:28:50 Donna Sprow: WHY?

00:28:52 Taylor Berlin: WHY

00:28:52 Susan Restad: Why do you need that?

00:28:53 Babette Seals: What interests you most?

00:28:54 Stacey Reeves Owens: WHy

00:29:10 Laura Rodgers: Why are you interested in this product

00:29:29 Kristy Wharton: Replying to "I want to implement ..."

Yes! We've got your name down for this info, as well. As we mentioned above though—stay present here until we officially open 1:1 info for this group, specifically! ;)

00:29:43 Brenda Hammond: What about doing a share a cart?

00:30:23 Wanda Turmes: If we failed to get their why in the past how could we reconnect with them to ask that and reengage?

00:30:39 Raquel Cornelsen: Or stories?

00:30:58 Wanda Turmes: Replying to "I want to implement ..."

I'm not going anywhere 😊

00:31:10 Nicole Bowles: Mic drop here!!
00:31:18 Babette Seals: Replying to "If we failed to get ..."

Great question!!

00:32:40 Taylor Berlin: If our deals are only for VIP customers can we still give the option of retail to show the value of what the products typically cost?
00:34:42 Babette Seals: YESSS!!!
00:35:06 Kristy Wharton: Replying to "If we failed to get ..."
Yes... be honest. Something like wow I've served you all the time without knowing exactly WHY you're using the product? Would you share with me?
00:35:30 Ashley Prieto: Replying to "If we failed to get ..."

Just ask. SueBob, I am working on some content around the common struggles people have regarding my products. Would you mind if I got some info from you? It would really help me out!
00:35:40 Liza Johnson: If you don't have a personal group, would it be ok to do a live on fb from my personal account?

00:35:49 Raquel Cornelsen: I have a potential I had face to face conversation who wants to do a three month order list but I'm scared of screwing it up...

00:36:49 Babette Seals: Reacted to "Just ask. SueBob, I ..." with ❤️

00:36:52 Babette Seals: Reacted to "Yes... be honest. Some..." with ❤️

00:38:23 Chelsey Ashcraft: Are we talking about the Plexus VIP situation then?

00:38:48 Kristy Wharton: Replying to "If you don't have a ..."

Yes yes!

00:38:49 Taylor Berlin: Replying to "Are we talking about..."

Yeah

00:38:55 Wanda Turmes: The sells thing is so icky to me I'm struggling to even promote our stuff but right now Optavia has an incredible offer! I don't know what to do!

00:40:00 Chelsey Ashcraft: Replying to "Are we talking about..."

I need to go back and watch that again, I zoned out for a bit haha. I have quite a few "in the pipes" that I'm struggling with how to navigate this

00:40:25 Chelsey Ashcraft: Reacted to If you don't have a ... with "❤️"

00:40:51 Diana Boyer: Bob Heilig, I just got my first new customer since becoming a Brand Consultant with R+F. I led with the problem last week and then told her we'd talk this week. Then our Cyber Week dropped.

00:42:59 Ashley Prieto: Replying to "The sells thing is s..."

If you lead with HELPING vs selling mindset, it will help with this RLS. Do you promote a sale at your favorite coffee shop/boutique/movie/thing? Of course you do. This is no different.

00:43:18 Tiffany Rilling: Been talking to a lady back and forth. What would you tell someone that is interested in what I can help her with but I haven't shared the product yet. She wants info but wants to take it to her doctor first. It is just plants and there are no side effects

and actually in the doctors PDR (desk reference with meds side effects in it). I am not sure how to approach her now.

00:44:06 Taylor Berlin: Replying to "Are we talking about..."

I reached out to a few with a value add f/u and then added By the way, I know we've chatted about the products in the past and I'd hate for you to miss the 15% off sale. I know (x,y,z) is a struggle for you still. Would you be open to me sending my recommendation again?

00:45:56 Lori Warman: The why

00:46:27 Chelsey Ashcraft: Replying to "Are we talking about..."

OK that gives me some ideas. I'm a bit confused though, did you discuss doing retail just now with Bob or no?

00:46:32 Kristy Wharton: Replying to "Been talking to a la..."

Like Bob is mentioning here, ask her what the problem is and how important clean, plant based organic solutions are for her. This would be her WHY.

00:47:12 Chelsey Ashcraft: Replying to "Are we talking about..."

As applies to black Friday?

00:48:01 Babette Seals: Replying to "Are we talking about..."

I tell them the RETAIL price first if they ask. Then I see if they want to save \$\$

00:48:44 Tiffany Rilling: Replying to "Been talking to a la..."

I do know her problems and told her I believe I can help and she is open to the products. Just haven't named them yet. Do I explain how clean they are before sharing the actual product?

00:49:12 Meghan Lyons King: Honestly, I stopped mentioning about guarantees or breakdown of pricing and just asked problem questions... like "what would it be worth to you to solve xyz problem?"

00:49:40 Taylor Berlin: Replying to "Are we talking about..."

Yes. I offer both options typically but with the black Friday sales I didn't know if that really made sense. He said he would promote the sale to past prospects who haven't pulled the trigger yet since they've seen the pricing options.

00:49:45 Babette Seals: Reacted to "Honestly, I stopped ..." with 🔥

00:49:57 Danielle Cole: Reacted to "Honestly, I stopped ..." with 🔥

00:50:01 Raquel Cornelsen: I have a customer who bulk buys to save. Can I tell her with the value being that she gets the discount?

00:50:13 Taylor Berlin: Reacted to "I tell them the RETA..." with 👍

00:50:54 Taylor Berlin: Reacted to "Honestly, I stopped ..." with ❤️

00:51:34 Kristy Wharton: Reacted to "Honestly, I stopped ..." with 🔥

00:51:39 Jenni Ram: I struggle with product sharing. I am scared to go too transactional...or "car salesy"

00:52:03 Taylor Berlin: Replying to "Honestly, I stopped ..."

Do you say that when they give a price objection? or in general if they are hesitant to buy?

00:52:25 Chelsey Ashcraft: Replying to "Are we talking about..."

OK, I know we've talked about offering both, which is what I would do.

I wasn't sure if he said that messaging those people is what we should do instead of... we shouldn't talk about the sale at all in our content because of our setup...

00:52:57 Taylor Berlin: That's where I'm at too. I haven't done any product posts yet 🙄

00:53:00 Meghan Lyons King: And overwhelm for your customer 😊

00:53:09 Kristy Wharton: Reacted to "And overwhelm for yo..." with ❤️

00:53:36 Chelsey Ashcraft: Replying to "Honestly, I stopped ..."

I did that a few times and they didn't get what I meant haha

00:53:53 Danielle Cole: Replying to "I struggle with prod..."

Did you do the product focused proof content planner in week 5 training?

00:54:03 Danielle Cole: Replying to "I struggle with prod..."

There is also a framework in the PDF

00:54:33 Kristy Wharton: Replying to "I have a customer wh..."

Tell me more...I'm unclear on the question?

00:54:34 nicolenewton: So when we share the product we don't share the link?

00:54:39 Taylor Berlin: Replying to "I struggle with prod..."

I started it and got overwhelmed. . .

00:55:01 Kristy Wharton: Replying to "So when we share the..."

Not in the post, no

00:55:05 Chelsey Ashcraft: Reacted to I struggle with prod... with "❤️"

00:55:13 Kristy Wharton: Replying to "So when we share the..."

We send links 🔗 in conversations.

00:55:43 nicolenewton: Replying to "So when we share the..."

So we just talk about the product and how it has worked for us or others and then when they comment we send them the link?

00:55:48 Raquel Cornelsen: Replying to "I have a customer wh..."

She buys once every couple months. To save on shipping. Can I do the VA FU being that she can save even more

00:59:34 Taylor Berlin: Chat GPT natural ways for someone to balance hormones and increase energy 😊

00:59:43 Karen Walsh: Reacted to "Chat GPT natural way..." with ❤️

00:59:53 Debbie Holden: Reacted to "Chat GPT natural way..." with 💙

01:00:01 Kristy Wharton: Reacted to "Chat GPT natural way..." with ❤️

01:00:18 Chelsey Ashcraft: Sugar intake

01:00:45 Wanda Turmes: I'm on week two in the 30 Days to 1K so if we are behind in our training what would you suggest we do for Black Friday? I don't feel confident in myself because I'm behind!

01:01:45 Lori Warman: You are very valuable

01:01:50 Nicole Sapriken (she/her): You are good enough. You know more about your product than she does

01:02:07 Danielle Cole: Replying to "So when we share the..."

When they comment on your product post you DM them and start a convo about why they are interested in the product. You want to find out their problem.

01:02:17 Cat Welches: Reacted to "You are good enough...." with ❤️

01:02:20 Kristy Wharton: Replying to "I'm on week two in t..."

First red light story @Wanda Turmes can you be behind in a self paced program?

01:02:34 Stephanie Bretey: I feel that same ways too. Like I don't have the education or credibility to give advice.

01:03:19 Chelsey Ashcraft: I worry these things too, that they will see through me that maybe I don't know what I'm talking about

01:03:23 Wanda Turmes: Replying to "I'm on week two in t..."

Ugh I know the answer is no but everything in me is screaming YES 😊

01:04:08 Kristy Wharton: Replying to "I'm on week two in t..."

Next red light—do we need confidence to take action? What's another feeling we might have in order to take action, despite any circumstances?

And with above—can you BE anywhere else than where you currently ARE?

01:04:11 nicolenewton: Reacted to "When they comment on..." with ❤️

01:04:11 Nicole Sapriken (she/her): Share that!

01:04:16 Danielle Cole: Reacted to "Share that!" with ❤️

01:04:19 Jenni Ram: I LOVE YOU RAQUEL!!!!

01:04:23 Danielle Cole: Reacted to "I LOVE YOU RAQUEL!!!!..." with ❤️

01:04:29 Lori Warman: Replying to "I have a customer wh..."

Raquel you are so valuable and you have so much to offer the world.

01:04:29 Janie DErcole:♥

01:04:31 Laura Rodgers: Hugs 🤗

01:04:37 Laura: ❤️

01:04:44 Debbie Holden: 💙💙💙💙

01:04:47 Susan Restad: You go Raquel! You're awesome!!!!

01:04:55 RoseMarie Alvarez: 🤗

01:04:56 Laquada Johnson: Reacted to Share that! with "❤️"

01:04:57 Cristina Alvarado-Prieto: You are amazing Raquel!!!

01:05:04 Liza Johnson: Bob's helping you realize you have gifts & talents, don't sell yourself short

01:05:13 Danielle Cole: You have lived it Raquel - you ARE an expert!

01:05:16 Karen Walsh: @Raquel Cornelsen You're not alone with all that. People will relate to what you shared SO much!

01:05:25 Babette Seals: Raquel you will attract the real ones by being vulnerable. You are truly precious!

01:05:34 Wanda Turmes: Replying to "I'm on week two in t..."
That's the part that gets me stuck! How to move forward after getting behind?

01:05:41 nicolenewton: Thank you Raquel. That is something we all feel as mothers! That is so needed.

01:05:43 Nicole Sapriken (she/her): EAs are angels!

01:05:43 Babette Seals: Replying to "Raquel you will attr..."

You are an expert at what you do in your life!

01:06:11 Donna Sprow: Reacted to "Thank you Raquel. Th..." with 👍

01:06:16 Kristy Wharton: "You're always exactly where you're supposed to be..." why? Because you cannot be anywhere else, right?
So with courage, let's take the next step. The question is "what is that?" Will we KNOW for sure? Maybe maybe not...yet this is when we start we figure that out. Thoughts? @Wanda

01:06:26 Danielle Cole: Replying to "I'm on week two in t..."

You are not behind, you are right where you are suppose to be. People will be joining this program every day, everyone is in a different place on this journey.

01:07:37 Wanda Turmes: Replying to "I'm on week two in t..."
I believe that's true and processing what's my next step is the solution. How do I know what that is?

01:07:45 Danielle Cole: Replying to "I'm on week two in t..."

Keep putting one foot in front of the other and take the next step. You got this Wanda!

01:07:48 PaulaAnn NJ: Reacted to ""You're always exact..." with 👍

01:08:27 Chelsey Ashcraft: Love this conversation!

01:08:47 Stephanie Bretey: This conversation has been so helpful!!!!

01:08:56 Nicole Sapriken (she/her): Thank you for being one who works with the special needs kids. I am a mom who has 2 neurospicy teens and EAs make all the difference in the world.

01:09:00 Debbie Holden: Reacted to "This conversation ha..." with 💙

01:09:03 Lori Warman: Nothing new under the SON

01:09:05 Danielle Cole: Reacted to "Thank you for being ..." with ❤️

01:09:11 Laura Rodgers: You' re amazing 😊

01:09:20 Lori Warman: Reacted to "Thank you for being ..." with ❤️

01:09:22 Jenni Ram: Reacted to "Nothing new under th..." with 💕

01:09:46 Kristy Wharton: Replying to "I'm on week two in t..."

@Wanda starting trusting yourself, first. Can you tell yourself "I trust myself to take the next step" ...if it works, great! If it doesn't, I'll learn from it. Right? And funny, we often learn more and grow more from which of two @Wanda?

01:10:01 Danielle Cole: Reacted to "@Wanda starting trus..." with ❤️

01:11:08 Babette Seals: Raquel that was beautiful! Have you shared that why?

01:11:19 Kristy Wharton: Reacted to "Ugh I know the answe..." with ❤️

01:11:31 Kristy Wharton: Reacted to "That's the part that..." with ❤️

01:11:57 Wanda Turmes: Replying to "I'm on week two in t..."

Definitely not getting it right! For my next steps I need to show up here weekly, the CORE 4 sessions and the mindset training as well as do the next step in the portal.

01:12:12 Jenni Ram: SAME GIRL SAME!!!! Be true to yourself no matter what!!!

01:12:21 Kristy Wharton: Reacted to "@Wanda starting trus..." with ❤️

01:13:23 Karen Earnshaw: Amazing conversation Raquel and Bob ❤️

01:13:34 Kristy Wharton: Replying to "I'm on week two in t..."

You got a plan! Stick to it and the next step will come and the next and the next...good for you!

See you tomorrow on the calls, right? @Wanda

01:13:53 Laquada Johnson: Reacted to Amazing conversation... with "❤️"

01:14:04 Teresa Reid: This conversation is so helpful! ❤️

01:14:11 Donna Sprow: Reacted to "This conversation is..." with 👍

01:14:14 Debbie Holden: Reacted to "This conversation is..." with 💙

01:14:18 Wanda Turmes: Replying to "I'm on week two in t..."

Yes it's in my calendar!!! Thank you for processing my roadblocks with me today 😊

01:14:30 Laura Rodgers: Be true to yourself , don't change that people will like you.

01:14:36 Laquada Johnson: Reacted to This conversation is... with "❤️"

01:14:44 Kristy Wharton: Reacted to "Yes it's in my calen..." with ❤️

01:14:45 Tiffany Rilling: Reacted to "This conversation is..." with ❤️

01:14:51 Chelsey Ashcraft: One of my red light stories is still that my uplines are doing it that way and succeeding immensely. I'm trying to build aligned and I haven't...

01:14:57 Kristy Wharton: Replying to "I'm on week two in t..."

YOU processed them I asked the questions!!!

01:15:22 Wanda Turmes: Replying to "I'm on week two in t..."

Very nice work 🙌🙌🙌

01:15:30 Susan Restad: Thank you Bob!!!

01:15:33 Diana Henry: Awesome conversation!! Thanks!

01:15:37 Tiffany Rilling: Awesome!!!! Great call!!!

01:15:45 Laura Rodgers: Thank you

01:15:47 Debbie Holden: TYSM awesome call!

01:15:54 Kristy Wharton: Reacted to "Very nice work 🙌..." with ❤️

01:15:55 Laura: Another fantastic coaching session. Thank you!

01:15:58 Taylor Berlin: Replying to "One of my red light ..."

Same. It's so hard to see them moving forward and us feeling stuck

01:16:01 Tiffany Rilling: Happy Thanksgiving everyone!!!!

01:16:02 Nicole Sapriken (she/her): Thank you. Be safe this weekend everyone. I know it gets crazy down there on Friday

01:16:09 Kristy Wharton: Reacted to "Thank you. Be safe ..." with ❤️

01:16:44 Janie DErcole: Happy Thanksgiving everyone!

01:16:45 Raquel Cornelsen: I just read everything. Thank you guys for all the encouragement
01:16:53 Karen Walsh: Reacted to "I just read everythi..." with ❤️
01:16:55 Susan Restad: Reacted to "I just read everythi..." with ❤️
01:16:56 Nicole Sapriken (she/her): Reacted to "I just read everythi..." with ❤️
01:17:02 Donna Sprow: Thanks for your extra time with us Bob. Happy Thanksgiving to you and your family Bob!
01:17:03 Jess Mitchell: Replying to "One of my red light ..."

One thing to ask is - are they doing it in a sustainable way?? Are they giving up more than you are willing to give up to get those results? Is it a hamster wheel?

01:17:04 Janie DErcole: Thank you everyone
01:17:05 Liza Johnson: I can't wait. This is so hard, not seeing any results.
01:17:09 Susan Restad: Reacted to "I just read everythi..." with 🙌
01:17:14 Jess Mitchell: Replying to "One of my red light ..."

You might find it's not as pretty over there as they paint it

01:17:16 Gina Everson: This has been so good. Thank you! H
01:17:17 Susan Restad: Reacted to "I can't wait. This i..." with 🙌
01:17:26 Karen Walsh: Thank you! Happy Thanksgiving!
01:17:26 Laura Rodgers: Thank you