

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

00:04:04 Megan Weisheipl: Hello Friends!!! Happy Friday!!
00:04:10 Kristy Wharton: Reacted to "Hello Friends!!! Hap..." with 🔥
00:04:18 Rachael Davis: Happy Friday!
00:04:22 Debbie Holden: Hi from NY
00:04:22 Carla Gutierrez: Awwwwww "Founder" 😊
00:04:28 Linda: Hi all :)
00:04:36 Debbie Holden: YAY!!
00:04:43 Debbie Holden: Reacted to "Awwwwww "Founder" 😊" with 💙
00:04:49 Laura Rodgers: Hi 😊
00:04:56 Kristy Wharton: Reacted to "Hi all :)" with 🔥
00:05:18 Jeni Mauldin: Hey, y'all!
00:05:24 Lindsay FitzPatrick: 🙌
00:05:25 Jenni Ramm: WOOHOOOO!!!!!!
00:05:45 Carla Gutierrez: I'm actually loving the pace of this course, not too fast and not too slow 🙌
00:05:47 Kristy Wharton: Reacted to "🙌" with 🔥
00:05:53 Carrie Bezusko: Reacted to "I'm actually loving ..." with ❤️
00:05:55 Tal Randall: Me too!
00:05:59 Debbie Holden: Reacted to "I'm actually loving ..." with 💙
00:06:17 Jaime Kugler: Reacted to "I'm actually loving ..." with ❤️
00:06:43 Megan Weisheipl: Reacted to "I'm actually loving ..." with ❤️
00:07:05 Coach Tammy Asmus: Reacted to "I'm actually loving ..." with 😊
00:07:08 Coach Tammy Asmus: Reacted to "WOOHOOOO!!!!!!" with 😊
00:07:11 Coach Tammy Asmus: Reacted to "🙌" with 😊
00:07:36 Pam Stewart: So hard to convince our brains that it's ok to be going slow.....lol
00:07:41 Coach Tammy Asmus: Love all the momentum! You are all changing lives!!! Coach , Tammy
00:07:42 Carrie Bezusko: Reacted to "So hard to convince ..." with ❤️
00:07:51 Carla Gutierrez: I reached out with personal and honest message and my customers came back with a great response, all personal, not business related.
So, how can I dive into the business or product without being so obvious?
00:07:57 Carla Gutierrez: Reacted to "So hard to convince ..." with ❤️
00:08:08 Jeni Mauldin: I sold \$300 to 2 different past customers through AO!
00:08:13 Erin Avila: I showed up here and it gave me hope again to show up.
00:08:15 Debbie Holden: I have made lots of RO and a PC who hasn't ordered in 11 month placed and order for \$224 by herself!

00:08:16 Jenni Ramm: I have had the most authentic and genuine conversations lately and that is amazing because I know that it will lead to a stronger foundation for my client base.

00:08:16 PaulaAnn NJ: Starting conversations more

00:08:18 Rachael Davis: I have stayed super consistent with daily outreach, which I hadn't done in while!

00:08:22 Melissa Heim: Action. Just being in action. And less overwhelm when thinking about working my business.

00:08:28 Alicia Jennings: I did AO to a past customer and she's talking about resigning

00:08:29 Tal Randall: Recognising red light stories!

00:08:29 Sherla Smith: Sticking with AO and being consistent

00:08:30 Becky Coen: i have conversations going on

00:08:30 Susie: Mindset

00:08:30 Monica Fuss: Seeing my numbers with the calculator!

00:08:31 Tiffany Rilling: I'm putting myself out there!!

00:08:36 Carrie Bezusko: I'm sticking with this & getting better at being consistent

00:08:41 Liza Johnson: Win: doing the work, growing. 2. A customer said she was going to add a product to her orders

00:08:42 Lindsay FitzPatrick: Having more conversations with people I would normally be hesitant/afraid to reach out to

00:08:42 Teresa Reid: I'm enjoying reaching out to people. I had lost the love of reaching out.

00:08:45 Tracy Deniger: Taking action!! Doing the actual conversations!!

00:08:45 Jeannie Buckman: Messaging more people.

00:08:46 Jodi Korsten: Learning to take every thought captive.

00:08:47 Stephanie Potts: I am actually doing work on my business

00:08:47 Carla Gutierrez: Loving the pace of the program!

00:08:48 Patricia MacKenzie: Doing some action

00:08:50 Laura: No sales, getting some great ideas for content. Loving the clients/prospects answering my messages, only one no response.

00:08:52 Terri Powers LeBlanc: 10 customers this month and more orders than ever before!!

00:08:52 Amy Reeves: I authentically reached out to past customers and they responded.

00:08:52 Diane Chevalier: Finally got on a Power Hour. I worked for an hour and it was awesome. it felt so natural>

00:08:54 Kristy Wharton: Reacted to "Having more conversa..." with 🔥

00:08:55 Jenni Ramm: I have done the follow up even if it wasn't comfortable.

00:08:55 Carrie Bezusko: I saw that too!! 🙌🙌🙌❤️

00:08:55 Hilleri Dickey: My win is that I'm showing up and continue working on my business like a business should be ran.

00:08:56 Jana Brant: Taking consistent action with messaging and not feeling yucky about it!

00:08:57 Karine Fleury: I did what I had to do!

00:08:58 Erin Schneider: Showing up. Feeling inspired. Set a goal that I would never have done in the past.

00:08:58 Laura Barton: I'm having great conversations!

00:08:58 Nicole's iPhone: I'm showing up. Doing the work! And excited about learning more.

00:08:59 Susan Restad: I've gotten into action and am at least getting some responses - mostly just friendly conversations.

00:08:59 Raquel Cornelsen: Putting myself out there and acknowledging my red light stories

00:09:00 Sarah Kate Eppler: Having genuine conversations with people rather than just transactional!

00:09:01 lauren: not feeling as overwhelmed or defeated

00:09:04 Carissa Jager: I'm messaging and reaching out to people in my down line that I haven't spoken to since they signed (some of them years ago). It was scary, but feels good to be reaching out authentically.

00:09:06 Alicia: Seeing my conversations increase

00:09:06 Carrie Bezusko: Congrats to everyone who did!!

00:09:08 Jennifer: More authentic conversations with existing customers and a few new prospects

00:09:09 Aubrey Lui: Learning how to detach myself from the results and LOVING the process. I've really started learning to love the convos and what peoples problems are

00:09:09 Roz Hobbs: Not giving up

00:09:09 Kelly Ecclestone: I'm feeling more organized and focused on the right actions!

00:09:12 Mike Reynolds: Doing at least SOME work every day. A health assessment scheduled and two others said yes on my Declaration post

00:09:12 Jennifer Peterson: Great conversations in general! Reconnected with 2 past customers who said they needed something from me before I could ask questions of them.

00:09:14 iPhone: Being more active on fb

00:09:15 nici: Getting organized and making this a priority is my win!

00:09:15 Pam Stewart: I've sent messages to past customers!!!! 1st time in a long time to send anything.....

00:09:15 Jaime Kugler: showing up and having AO conversations consistently ... and I feel so GOOD about the conversations I

00:09:16 laurakrager: showing up

00:09:16 Laquada Johnson: I've been consistent doing AO. Just waiting for the sales to start rolling

00:09:17 Lacey Rose: Just taking an actual look at my previous business after taking a long break and making time for the homework.

00:09:20 Carrie Bezusko: Reacted to "I'm feeling more org..." with ❤️

00:09:21 Cristina Alvarado-Prieto: I love the awareness that I have gained when it comes to serving from the heart instead of focusing on the results when doing AOR

00:09:22 Tiffany Rilling: I am worthy of making 1K through helping others!!

00:09:24 Sharon Stepanick: Because of the scripts I have had people who I thought were ghosting me respond to me!

00:09:26 Rachel Biesinger: Better conversations... my Plexus points went up my 50points! Which means I'm closer to the 1K

00:09:30 Laura Andrews: Having conversations with past customers and found out their issue. Also did outreach to FB group members that I otherwise wouldn't have done

00:09:31 Mo Calderone: had some existing clients inquire about other products and have placed orders for them

00:09:32 Autumn Hokenson: Consistent small steps one right after the other not in overwhelm in one spot but just trying and taking another step and then not getting or staying stuck, just try the next thing

00:09:34 Amanda Burt: I am having deeper conversations with people that previously were not opening up to me

00:09:36 Liza Johnson: Biggest win is working through feeling of "Overwhelm" just doing the next best thing.

00:09:41 AmyA: Learning true needs of customers

00:09:43 Stacey Reeves Owens: having authentic conversations and helping people regardless if they are purchasing products or not. And letting go of the ones who are NOs without taking it personal

00:09:46 Laura Andrews: Biggest win was that I wasn't thinking about what I wasn't doing all day every day!!

00:09:50 Coach Tammy Asmus: Reacted to "Biggest win was that..." with 🥰

00:09:50 Jacqueline Lianos: Win- I had a great AO with a customer who then gave me a shout-out in our mutual women's networking group:

Shout out to Jacqueline Lianos. She checked in with me this week. (good customer service) I found out she had a supply of laundry dryer balls. I purchased these from her last year and completely gave up dryer sheets! I spray the essential oil on the dryer ball and my laundry is static-free and I can choose which scent each load.

00:09:53 Coach Tammy Asmus: Reacted to "having authentic con..." with 🥰

00:09:55 Chelsey Ashcraft: I'm doing the work even though I'm discouraged

00:09:55 Coach Tammy Asmus: Reacted to "Learning true needs ..." with 🥰

00:09:56 nikki cummins: seeing my fb friends in a different light

00:09:56 annesosky: Definitely more engagement on posts and on outreaches. Current customers have brought up additional problems and asked for suggestions. They have made changes to their scheduled orders.

00:09:58 Coach Tammy Asmus: Reacted to "Biggest win is worki..." with 🥰

00:10:00 Coach Tammy Asmus: Reacted to "I am having deeper c..." with 🥰

00:10:04 Michelle Valdez: I am proud that I taking small steps and I like that it is slow

00:10:05 teresahiggins: The scripts are definitely helping me reach out to past customers.

00:10:07 Coach Tammy Asmus: Reacted to "Having conversations..." with 🥰

00:10:10 Terry Apger: Changing my mindset about being overwhelmed. SLOW

00:10:10 Linda: Following the plan and staying focused

00:10:12 Coach Tammy Asmus: Reacted to "Because of the scrip..." with 🥰

00:10:16 Amy Varghese: Showing up and doing what's asked even if it's a little uncomfortable.

00:10:16 Coach Tammy Asmus: Reacted to "I am worthy of makin..." with 🥰

00:10:16 Cristina Alvarado-Prieto: I also want to say your scripts are universal... just know they work in English and Spanish!

00:10:17 Betty Jane's iPad: I am showing up to the work times, setting up my past and present customers, and have begun to do outreach.

00:10:20 Coach Tammy Asmus: Reacted to "I love the awareness..." with 🥰

00:10:22 Coach Tammy Asmus: Reacted to "Just taking an actua..." with 🥰

00:10:35 Christiana Dodson: I have showed up and pushing against the negative thoughts that this isn't the program for me

00:10:39 Charity Smith: Win is using the scripts and reaching out in love to people I would never have bc of the stories I tell myself about their lack of interest in what I sell.

00:10:39 Tal Randall: Let's go Jeni!

00:10:51 iPhone: Doing the AO

00:10:54 Stephanie Potts: My thing is that I am getting conversations going, but with past customers for example, I tend to end up getting their take on the products and it stalls. I feel like it is not fully a win if I don't some how take it farther. Partly because I know I could be wording things better.

00:11:00 Chelsey Ashcraft: Reacted to I have showed up and... with "❤️"

00:11:02 Jenni Ramm: I got a 320 order from my authentic outreach conversation AND a referral that came organically!

00:11:12 Kristy Wharton: Reacted to "I'm sticking with th..." with 🔥

00:11:25 janncopen@rogers.com: Not being transact. Better conversations

00:11:30 Coach Tammy Asmus: Reacted to "Having conversations..." with 🥰

00:11:32 Megan Weisheipl: Reacted to "I got a 320 order fr..." with ❤️

00:11:32 Coach Tammy Asmus: Reacted to "had some existing cl..." with 🥰

00:11:36 Lynne Malizia: I have reached out to more people daily than I have for YEARS!!! I have had great conversations!!

00:11:38 Coach Tammy Asmus: Reacted to "Biggest win is worki..." with 🥰

00:11:40 Gina Everson: Showing up! Working on my red light stories! One sale to a past customer! This program is exactly what I needed, it's helped me get past the fear of reaching out, and truly listening and replying authentically.

00:11:42 Coach Tammy Asmus: Reacted to "Learning true needs ..." with 🥰

00:11:42 Linx Marketing: Being "ok" with going slow with authentic outreach to make sure I'm learning AND implementing it into daily method of operations. Having some good convos. :)

00:11:44 Wendy Warawa: Being part of and comfortable & consistent with the focus group

00:11:45 Coach Tammy Asmus: Reacted to "having authentic con..." with 🥰

00:11:45 Pam Stewart: Reacted to "I have reached out t..." with ❤️

00:11:49 Coach Tammy Asmus: Reacted to "Biggest win was that..." with 🥰

00:11:50 Carrie Bezusko: 🙌🙌🙌

00:11:53 Lacey Rose: Encouraging!

00:11:54 Kristy Wharton: Reacted to "👏👏👏" with 🔥

00:11:57 Coach Tammy Asmus: Reacted to "Win- I had a great A..." with 😍

00:12:00 Teresa Reid: That's awesome Jeni!!

00:12:01 Jenni Ramm: AWESOME!!!! Congrats Jeni!!!

00:12:04 Tiffany Rilling: That's awesome!!! Great job Jeni!!

00:12:10 Melissa Heim: Yay Jeni!

00:12:11 Hilleri Dickey: Heck ya...@Jeni Mauldin

00:12:12 Coach Tammy Asmus: Reacted to "I have showed up and..." with 😍

00:12:15 Coach Tammy Asmus: Reacted to "Win is using the scr..." with 😍

00:12:19 Rachael Davis: Yeah the scripts are amazing. My conversations are so much more meaningful and genuine, now.

00:12:20 Liza Johnson: Well done Jeni!

00:12:26 Coach Tammy Asmus: Reacted to "Yeah the scripts are..." with 😍

00:12:29 Amy Varghese: That's awesome Jeni!

00:12:34 Karen: my win is that I am showing up,, and recognize I have to be organized and in the green mindset in order to dedicate 1.5-2 hours a day in AO

00:12:34 Rachael Davis: Nice work, @Jeni Mauldin <3

00:12:38 Laura: Yay @Jeni Mauldin

00:12:40 Matthew Kane: Got a new customer. Did a followup with her this morning before her products arrive. She is so excited. Messaged at least 5 people everyday. Some crickets. I love the scripts. They are working so well. Working on my Welcome video for my VIP group.

00:12:53 Coach Tammy Asmus: Reacted to "Got a new customer. ..." with 😍

00:12:55 Hilleri Dickey: I excited Bob for that to happen

00:12:57 Jane caron: I am doing Outreach and at first found it so hard to be non-selling! but it is becoming second nature and I'm REALLY ENJOYING MY BUSINESS AGAIN!

00:13:00 Laura Rodgers: Better conversations that are transformational. Extra orders with being surprised when I went in my back office. Have event in working on and have a new excitement with it being fun. Have 2 meet ups next week. Doing better content. Authentic outreaches using the scripts

00:13:27 Laura Pelayo: I love this! I'm starting with a brand new to me company.....and can't wait to get to all this. I can't do anything until I finish the certification. BUT.....I'm following the Add Value and have a few new people interested.

00:13:50 Hilleri Dickey: That's sooooo good

00:13:51 Ashley Prieto: Love to hear that, Jen!




00:13:55 Savannah Snow: My average ticket was \$127(about \$50 below my team avg) and then on my FIRST scripted outreach I sold a past customer 4 new products at \$265

00:14:01 Jenni Ramm: LOVE THAT!!! Authenticity and transparency!


00:14:16 Lacey Rose: Humble new beginnings!

00:14:25 Susan Restad: Most of my lists of people don't know I'm even doing a business, and I don't know how to get them on topics where I can learn their problem(s). Should I be brining my biz up at all? I haven't even posted about my biz.











00:14:27 laurakrager: Reacted to "Humble new beginning..." with 👍

00:14:37 Laura Rodgers: Love This 
00:14:46 Pam Stewart: Can you repeat what you said to get over being embarrassed? I couldn't write fast enough
00:14:47 Hilleri Dickey: That's right...A game plan
00:14:56 Coach Tammy Asmus: Reacted to "Can you repeat what ..." with 
00:15:03 Carrie Bezusko: Reacted to "That's right...A gam..." with 
00:16:04 Melissa Heim: Me too Jeni!
00:16:16 Chelsey Ashcraft: Replying to "Most of my lists of ..."

That's actually awesome, one of my red is that everyone already knows that I did it wrong and stored following me lol

00:16:39 Pam Stewart: Absolutely! They help me build my consistency!!!!!!
00:16:46 Alicia Jennings: Yes working zooms are huge!! I need those "office hours"
00:16:55 Carrie Bezusko: Reacted to "Yes working zooms ar..." with 
00:17:17 Karen: the core 4 definitely makes me be accountable
00:17:27 Susan Restad: Replying to "Most of my lists of ..."

@Chelsey Ashcraft Thank you, Chelseay. It's great for me to look at it that way. I'm looking forward to starting to post on social media.

00:17:28 Coach Tammy Asmus: Reacted to "the core 4 definitel..." with 
00:17:31 Karen: Shout out to the coaches!!
00:17:40 Coach Tammy Asmus: Reacted to "Shout out to the coa..." with 
00:17:44 laurakrager: overcoming schedule challenges
00:17:45 Tal Randall: Is there a way to have them recorded to work alongside in our own time? Im in the uk and working at the time so jump on when I can but can't participate
00:18:00 Pam Stewart: YEEEESSSSSSSS
00:18:13 Pam Stewart: When will we get access to boards?
00:18:18 Tal Randall: Thank you
00:18:23 Ashley Prieto: We should have it up before Monday!
00:18:32 Mo Calderone: yea!!!!
00:18:33 Ashley Prieto: BOARDS MONDAY!!!!!!
00:18:33 Megan Weisheipl: We will record it once we are running a true Core 4 in two weeks.
00:18:34 Rachael Davis: Ashley beat you to it LOL.
00:18:36 Becky Coen: yay
00:18:37 Jacqueline Lianos: Woot!! Now I need to learn Boards! LOL
00:18:37 Pam Stewart: YAY!!!!!!
00:18:39 Coach Tammy Asmus: Whoot..Whoot!
00:18:43 Carla Gutierrez: 
00:18:45 Carrie Bezusko: Reacted to "Ashley beat you to i..." with 
00:18:48 Carrie Bezusko: Reacted to "BOARDS MONDAY!!!!!!" with 
00:18:49 Kristy Wharton: Reacted to "Whoot..Whoot!" with 
00:18:49 Tal Randall:   
00:18:53 Carrie Bezusko: Reacted to "We should have it up..." with 

00:18:57 Ashley Prieto: Replying to "Ashley beat you to i..."

Only bc I'm doing it. lol

00:19:51 Stephanie Potts: 🤔

00:20:12 Liza Johnson: I could use a little help with the tracker. I started using it a few days ago. How does it know that we're doing more conversations with the same contact?

00:20:20 Carrie Bezusko: Paid account is a BIZ EXPENSE and fully deductible



00:20:26 Rachael Davis: Reacted to "I could use a little..." with 👍

00:20:28 Coach Tammy Asmus: Reacted to "Paid account is a BI..." with 👍

00:20:30 Debbie Holden: Q: someone thought I was AI and thought it was a scam.

What do I say? @Megan Weisheipl @Kristy Wharton

00:20:42 Beverly Skivolocki: Reacted to "Paid account is a BI..." with 👍

00:20:45 Coach Tammy Asmus: Reacted to "We will record it on..." with 😊

00:20:57 Megan Weisheipl: I will connect with Liza

00:21:02 Megan Weisheipl: I know the tracker

00:21:02 Coach Tammy Asmus: Reacted to "I will connect with ..." with 🤔

00:21:10 Erin Avila: Also connect with me because i don't know how to use the tracker

00:21:15 Jenni Ramm: How do you manage offering retail if someone was already a Preferred Client at one point?

00:21:22 Liza Johnson: Reacted to "I will connect with ..." with 👍

00:21:24 Nicole Bowles: Will we have access to the tracker after the 9 weeks? :)

00:21:32 Wynnne Reynolds: @Megan Weisheipl I am struggling with the tracker too.

00:21:40 Jenni Ramm: I also don't have engaged leads and the declaration statement has me stumped. 🤔 (Might be a red light story though)

00:21:56 Raquel Cornelsen: How do you know when you release the conversation

00:21:56 Rachael Davis: Do you recommend following someone on Instagram in order to message them w/ AO?

00:22:25 PaulaAnn NJ: Are these scripts geared to be e-mail or texts first? then follow-up with a phone call?

00:22:26 Pam Stewart: I have a response that I'm not sure where to go next

00:22:29 Jenni Ramm: But they dont have an active account.

00:22:30 Laura Barton: Q. I went through the past customer script with a former customer...it went beautifully.. back and forth for over a few days...then when I asked about if she would like help it went cold.... is there anything I can do?

00:22:49 Coach Tammy Asmus: Go Pam!!!

00:23:02 Carla Gutierrez: I reached out to past customers and they replied, personal conversation, but I'm having a hard time trying to figure out how to reply without being so obvious that I am trying to talk about my business

00:23:09 Jeni Mauldin: Should I reconnect with anyone who read my message, but didn't respond or consider them rotten apples? If I should message them again, how long should I wait to send another message?

00:23:16 Alicia Jennings: What's a recommended way to keep up tracking hot leads from posts? How are you keeping track through the week? Should engaged leads on biz posts and on personal/value posts be tracked separately?

00:23:21 Chelsey Ashcraft: I don't have any past customers, 3 current, and nearly all my leads are warm (likes on posts or shared their problems in their feed, or in person) or not responding to reach out or ongoing conversation. I'm discouraged about where my success is supposed to come from

00:23:23 Jenni Ramm: How far back should we go in Past Clients?

00:23:43 Tal Randall: Can something else be a fit for her?

00:23:47 Kristy Wharton: Replying to "But they dont have a..."

Use the past customer scripts and as he mentioned probably would re-engage at that same price point, if their problem persists

00:23:59 Elvira: What if they see that the website has the product on sale?

00:24:06 Raquel Cornelsen: What about face to face conversations. Any tips

00:24:13 Liza Johnson: I'm wondering what do with a young lady that was excited about the business & products. After watching videos & having 3-way, she now says she's not good at MLM and she doesn't have a job so can't afford it.

00:24:18 Chelsey Ashcraft: Reacted to What about face to f... with "❤️"

00:24:30 Nate Gulya: I'm working a past customer through the scripts, got to the why did you use the product question and she went cold. Gave it a day or two then nudged her, got one reply, asked the next question then she went cold for a few more days....I'm feeling odd having to keep cue her to respond, but also feel odd just letting it go lo..

00:25:41 Erin Schneider: That is so helpful!!!!

00:25:48 Laura Pelayo: This is GOLDEN!

00:25:54 Carrie Bezusko: Reacted to "This is GOLDEN!" with ❤️

00:26:03 Jenni Ramm: Is what you offer a product your company provides or just info that is related to what their problem is?

00:26:08 Chelsey Ashcraft: Reacted to I'm working a past c... with "❤️"

00:26:27 Laura Rodgers: sent out authentic out reaches and don't want to word vomit and know when to stop and go slow with prospects

00:26:34 Chelsey Ashcraft: Yes! I relate I've had conversations go on for months this way

00:27:04 Rachael Davis: We're looking for problems, not sales right now. Needed that reminder.

00:27:22 Lindsay FitzPatrick: Question - I have a past lead who was very interested in my products but then lost his job. He has been back to work for a couple months and I confirmed he is still having his problem that initially drew him to me. How can I sensitively ask if he is in a place where he might be interested again? Even in a lower ticket item to get started.

00:27:23 Kristy Wharton: Im curious...is always a great phase

00:27:28 Carrie Bezusko: Reacted to "Im curious...is always..." with ❤️

00:27:37 Carrie Bezusko: Replying to "Im curious...is always..."

Agreed!!

00:27:47 laurakrager: Reacted to "Im curious...is always..." with ❤️

00:28:01 Taylor Berlin: If someone hit their health goals and wants to cancel their membership do I just give them the cancel info or do I do that and ask what they did to see results? 😊 😊

00:28:18 Chelsey Ashcraft: Replying to "I'm working a past c..."

With prospects

00:28:46 Hilleri Dickey: Love this ...WHY?

00:28:57 Coach Tammy Asmus: Reacted to "Love this ...WHY?" with 👍

00:29:08 Carrie Bezusko: Reacted to "Love this ...WHY?" with ❤️

00:29:10 Susan Restad: My lists don't know I'm doing a biz. How do I get them to talk about their problems. They never bring it up and I feel uncomfortable asking about their energy or health.... If I do, I think they won't understand why I'm asking this.

00:29:19 Christen Bolduc: That was great conversation 😊

00:29:20 Nate Gulya: Replying to "I'm working a past c..."

Oh my, good to know I suppose lol.

00:29:26 Coach Tammy Asmus: Reacted to "That was great conve..." with 🥰

00:29:35 Carrie Bezusko: Reacted to "That was great conve..." with ❤️

00:29:55 Stephanie Guerra: I'm not getting a big response on peoples problems.

00:30:03 Chelsey Ashcraft: Replying to "I'm working a past c..."

I have really struggled with it! Knowing when to let it go

00:30:11 Pam Stewart: Reacted to "Go Pam!!!" with 💖

00:30:17 Coach Tammy Asmus: Replying to "I'm working a past c..."

Could she just be busy? Bob is responding now...

00:30:30 Teresa Reid: I had a new customer order. I sent the bonus email which I loved! Is there a script for the 2nd email?

00:30:48 Coach Tammy Asmus: Reacted to "I had a new customer..." with 🥰

00:31:02 Tal Randall: My company is running a exclusive promotion for people who sign up 10 new recruits and I used to do recruitment first so I'm struggling with the shift to no business focus at all for now, if you have any advice?

00:31:08 Chelsey Ashcraft: Replying to "I'm working a past c..."

Yeah I have some that are just busy that I keep nudging and we talk then go cold lol

00:31:54 Sherla Smith: I'm getting a few responses and the ones that have responded immediately say they like my products but don't need anything. Where do I go from this point?

00:31:57 Chelsey Ashcraft: Is a like in a post hour or warm?

00:32:07 Chelsey Ashcraft: Replying to "Is a like in a post ..."

Hot

00:33:03 Debbie Holden: Reacted to "Will we have access ..." with 💙

00:33:05 Pam Stewart: So doing our AO on social media messages would be best over texting?

00:33:34 Coach Tammy Asmus: Replying to "So doing our AO on s..."

If you communicate via text already you can!

00:34:08 Sarah Kate Eppler: When do I let people go? I have messaged them the first message, then a follow up message, but no response. A lot of these people haven't been responding to me in the past too so just thinking maybe it's okay to let them go?

00:34:14 Lacey Rose: I am finding myself avoiding core 4 because of overwhelm. My binder is ready and everything is printed. I'm really good at getting ready to get ready. Any advice to getting started with authentic outreach? I think the main overwhelm is because I had a very large business and it feels like a lot and the other part is a good portion of my past clients are from coaches within my downline that have quit and rolled up to my organization.

00:34:23 Melissa Heim: I have a past convo that went awry but the potential client reached back out about a week later. But, I'm now stuck on where to take it. Or how to re-engage authentically and not make it product focused?

00:34:50 Erin Avila: Reacted to "I am finding myself ..." with ❤️

00:35:15 Kristy Wharton: Replying to "My lists don't know ..."

Hi susan, have you have the opportunity to attend a mindset training with Megan, yet?

00:35:44 Pam Stewart: I just sent the message!!! I'll let you know what happens!!! 😊❤️

00:35:49 Alicia Jennings: It's never the budget 😊

00:35:56 Shana's iPhone (2): Speaking of email, is there a lesson on when to implement the welcome email to new customers, or do we need to take the script do that on our own?

00:36:04 Chelsey Ashcraft: Reacted to My lists don't know ... with "❤️"

00:36:44 Shana's iPhone (2): Reacted to "I just sent the mess..." with ❤️

00:36:51 Debbie Holden: It's in the portal and says when it will drop. Normally Monday at 6am Eastern time. It looks like at the moment it's 11/4/24 at noon.

00:36:54 Aubrey Lui: What if they say yes they want help, you send advice tips and product links and then it goes silent. Do you leave it and wait until we get to value add follow ups?

00:37:09 Pam Stewart: Quick response was you mentioned it to me and I thought I would try something new..... would this be a good response? "what problem are you trying to solve with the products?"

00:37:09 Lynne Malizia: Lacey, you should just come to the Core 4 and experience the community there!! BTW - how do you eat an elephant? One bite at a time! Pick one person, one problem and tex them. Then go to the next. I was there myself. You can do it!!

00:37:46 Chelsey Ashcraft: Replying to "How do you know when..."

Like drop a dead convo?

00:37:51 Amanda Burt: I have a lady that reached out to me the end of September who was interested and I were conversing and I had determined she has a need but that was as far as I got. She , for some reason has closed her fb account and so since I slightly know her via my homeschool community I had her email. I reached out telling her I was concerned for her and checking in to make sure all is well...no response. I have her ph number but hesitant to text because I worry that I am being intrusive if I do that.

00:37:58 Chelsey Ashcraft: Reacted to What if they say yes... with "❤️"
00:38:05 Susan Restad: What do you do if nobody knows you are in a business. Should I be contacting people now? It seems like I'm just talking about random things, since they don't know I'm in biz or have a purpose for contacting them. So I'm having trouble getting anyone to talk about their problems.

00:38:14 Chelsey Ashcraft: Replying to "What if they say yes..."

Me too. So many times

00:38:53 Lacey Rose: Reacted to "Lacey, you should ju..." with ❤️

00:39:07 Laura Pelayo: Replying to "I am finding myself ..."

go and listen to the Megan Calls on Mindset. Red Light - Green Light has been a game a changer

00:39:16 Megan Weisheipl: Reacted to "go and listen to the..." with ❤️

00:39:34 Jeni Mauldin: Makes perfect sense. I need to rewatch!

00:39:40 Lacey Rose: Replying to "I am finding myself ..."

Thank you.. So true. I did go to one Core 4 and totally over thought it and did nothing.

00:40:04 Pam Stewart: Replying to "Go Pam!!!"

did you see my messages that she answered

00:40:17 Lynne Malizia: Replying to "I am finding myself ..."

Yep!! I had been there myself! And yes, Megan's mindset chats are awesome!!!

00:40:20 Megan Weisheipl: Replying to "I am finding myself ..."

There is a Red Light Story you are telling yourself. Watch my Get Unstuck mindset trainings over the weekend and come to our Tuesday Core 4 session at 10am EST!

00:40:34 Kristy Wharton: Replying to "I'm getting a few re..."

Are you brining up problems or products in your outreach?

00:40:38 Lynne Malizia: Reacted to "There is a Red Light..." with ❤️

00:40:46 Lacey Rose: Reacted to "There is a Red Light..." with 👍

00:41:14 Pam Stewart: Replying to "Go Pam!!!"

she said, "you mentioned it to me and I thought I would try something new"

00:41:45 Pam Stewart: Replying to "Go Pam!!!"

would it be a good reply to ask Why did you start using eye products to begin with?

00:41:54 Hilleri Dickey: why

00:41:54 Liza Johnson: WHY

00:41:55 Tracy Deniger: Why

00:41:55 Kelly Ecclestone: Why

00:42:11 Coach Tammy Asmus: Reacted to "There is a Red Light..." with 😊

00:42:42 Tiffany Rilling: Love this!!! Super helpful!!!
00:42:51 Tal Randall: Would you suggest doing this on a call if you know the person rather than continuing over message as it can be much slower?
00:43:02 Julia Nix's Iphone: So does it become why do you need moisturizer?
00:44:03 Coach Tammy Asmus: Replying to "So does it become wh..."

What would be a problem that would lead to "needing moisturizer"?

00:44:14 Kristy Wharton: Replying to "Go Pam!!!"

@Pam Stewart could be. What about... im curious, was there a specific issue with your eyes you're hoping to solve?

00:44:20 Liza Johnson: WHY!
00:44:25 Kristy Wharton: Reacted to "What would be a prob..." with 🔥
00:44:29 Jenni Ramm: Why do you want to lose weight?
00:44:49 Jenni Ramm: What are you experiencing that you feel losing weight will alleviate?
00:44:51 Pam Stewart: Replying to "Go Pam!!!"

AAAAhhhhh, thank you!!!!

00:44:52 Coach Tammy Asmus: Replying to "Go Pam!!!"

@Pam Stewart Yes!!!!

00:44:56 Erin Avila: Melissa i love this
00:45:02 Erin Avila: also Octavia coach here
00:45:07 Erin Avila: and i do the same thing
00:45:10 Erin Avila: you aren't alone
00:45:14 Kristy Wharton: Reacted to "AAAAhhhhh, thank you..." with 🔥
00:45:15 Lindsay FitzPatrick: That makes me feel better to hear. I feel like it takes me so long to respond because I am trying to follow the scripts but still sound authentic but not beat around the bush but....😂
00:45:17 Erin Avila: So thank you for being brave
00:45:34 laurakrager: Reacted to "That makes me feel b..." with 👍
00:45:51 Shana's iPhone (2): Reacted to "That makes me feel b..." with ❤️
00:46:06 Pam Stewart: Replying to "Go Pam!!!"

done 🥰

00:46:09 Shana's iPhone (2): Replying to "That makes me feel b..."

Same 😊

00:46:12 Liza Johnson: Would you then ask, What type of accountability do you need?
00:46:26 Chelsey Ashcraft: Reacted to That makes me feel b... with ❤️
00:46:34 Raquel Cornelsen: Replying to "That makes me feel b..."

Took me over a day to answer back

00:46:38 Liza Johnson: Reacted to "That makes me feel b..." with 👍
00:46:38 Jenni Ramm: Price

00:46:41 Tal Randall: price
00:46:46 Liza Johnson: Reacted to "Same 😊" with 👍
00:46:55 Jenni Ramm: Thank you Melissa for sharing this with all of us!
00:47:11 Rachael Davis: Oh poop I just did that this week. So glad we're talking thru this!!
00:47:48 Pam Stewart: Replying to "Go Pam!!!"

she said 'no'.....

00:47:53 Taylor Berlin: I did AO to an engaged lead and she shared she's been recently diagnosed with a health issue and her Dr put her on a strict diet. I asked how it was going and she said it seems to be going well. . .how do I get the conversation back on track? Ask if she's tried anything in the past?
00:48:16 Laura: Golden!
00:48:19 Stephanie Guerra: I had a customer bring up that her "problem" is that she still needs a particular product from me. I didn't know where to go from there. I tried asking in the group, but didn't get a response to my question. I didn't want to leave her hanging, so I know I responded, but I'm sure it wasn't right.
00:48:32 Karen: I have only been focusing on AO and have not made any posts in my VIP FB group. Should I be?
00:49:02 Lacey Rose: Reacted to "go and listen to the..." with ❤️
00:49:05 teresahiggins: Awesome!
00:49:11 Laura: Thank you for the transcript of the chat!
00:49:13 Laura Rodgers: Great
00:49:17 Lacey Rose: Reacted to "Yep!! I had been th..." with ❤️
00:49:20 Amy Shahinllari KTOC: That was really helpful for me as well! I always go right to health goals ... changing focus to health challenges!
00:49:26 Raquel Cornelsen: Thank you!!!!
00:49:27 Lacey Rose: Reacted to "There is a Red Light..." with ❤️
00:49:27 Kelly Ecclestone: There sure is gold in here!
00:50:04 Kristy Wharton: Replying to "What do you do if no..."

Many people won't...transitioning is about getting past the random stuff and into problems with intention. What is your product?

00:50:14 iPhone: I am with home decor n smell good waxes, along with some cleaning. Having a time find how to find the problem.
00:50:17 Sherla Smith: Replying to "I'm getting a few re..."
No I'm not bringing up products at all. Once they figure out who I am they say they like the products. I'm asking if the products have helped their problem.
00:50:30 Kristy Wharton: Reacted to "That makes me feel b..." with 🔥
00:51:25 Pam Stewart: Replying to "Go Pam!!!"

so where do I go with that?

00:51:32 Raquel Cornelsen: I hav a customer who fully committed for 3 months didn't see results so wants to stop and try a natural path. I know she hasn't seen because she's too

busy. I also know what other product that could help. How do I continue with respecting her choice to seek other advice

00:51:55 Taylor Berlin: Replying to "If someone hit their..."

Maybe I have a red light story that he won't answer because he'll think I'm digging for a sale

00:52:03 Kristy Wharton: Replying to "Would you suggest do..."

If you usually talk on phone, perhaps. How do you normally communicate?

00:52:13 Rachael Davis: So it's similar to the Five Whys exercise. Just like, keeping asking why until you get to the ROOT of things. And I'm legit so bad at that lol.

00:52:42 Laura Pelayo: Cuz blinds are a pain in the butt....so many slats to clean!

00:52:51 Amy Reeves: Reacted to "Cuz blinds are a pai..." with 😂

00:53:11 Kristy Wharton: Replying to "So it's similar to t..."

You could...just be aware of it sounding like they are being interrogated. You could be prepared with a few problems as bob is mentioning, now and LEAD them.

00:53:11 Amy Reeves: Replying to "Cuz blinds are a pai..."

Exactly!! And I'm too short to reach my ceiling fans - LOL

00:53:34 Jodi Korsten: I don't have many people to draw from and I'm doing what I can to respond and answer responses. I'm wondering is there something else I need to be doing to open up more conversations?

00:53:38 Rachael Davis: Replying to "So it's similar to t..."

Oh yeah for sure!! Thank you :)

00:54:04 Susan Restad: Replying to "I don't have many pe..."

Me too!

00:54:11 Jaime Kugler: ,hold the product hostage until you get the problem...ha

00:54:17 Chelsey Ashcraft: Yessss

00:54:18 Carissa Jager: Reacted to ",hold the product ho..." with 😂

00:54:21 Carrie Bezusko: Get advice! And MAYBE the envirowand is actually NOT the best product for her "problem"

00:54:28 Melissa Heim: Thank you, that is so freeing!

00:54:30 Susan Restad: Replying to "I don't have many pe..."

They don't talk about their problems.

00:54:46 Lacey Rose: Reacted to "Get advice! And MAYB..." with ❤️

00:54:57 Carrie Bezusko: Drilling down to the problem will help clarify for US the BEST SOLUTIONS WE can ultimately offer ❤️

00:55:30 Jenni Ramm: Eliminate - I didn't it wrong.

Replace - I did it with the knowledge I had at the time.

It's never too late to lead with love. ♥

00:55:38 laurakrager: Reacted to "Eliminate - I didn't..." with ❤️
00:55:43 Rachael Davis: Reacted to "Eliminate - I didn't..." with ❤️
00:56:10 Autumn Hokenson: Ok so is the problem, PCos, anxiety depression etc. or is the problem my cycles make my life miserable and my mood is in the tank all the time and so I can't function
00:56:18 Shana's iPhone (2): This is so helpful. I am thinking I need to be digging deeper in some of my conversations too. 🤔
00:56:25 Kristy Wharton: Replying to "I am with home decor..."

Problems with a smelly home? What could do that? and problem with fire for a candle or aerosol sprays? any other examples>

00:56:29 Betty Jane's iPad: Wow! It's never too late to lead with love!!
00:56:39 laurakrager: Reacted to "Wow! It's never too ..." with ❤️
00:56:45 Chelsey Ashcraft: Reacted to Ok so is the problem... with "❤️"
00:57:15 Raquel Cornelsen: Replying to "So it's similar to t..."
I'm always scared it will feel like an interrogation and annoy them
00:57:23 Rachael Davis: Okay so we shouldn't bring up products at ALL at this point?
00:57:26 Shana's iPhone (2): Replying to "I am with home decor..."
Could they struggle with hosting?
00:57:31 Rachael Davis: So good to know!
00:57:44 laurakrager: stephanie thank you
00:57:46 Kristy Wharton: Replying to "I hav a customer who..."

You say the problem is she was too busy... how can you help her with that?

00:58:05 Laura Pelayo: Reacted to "Ok so is the problem..." with ❤️
00:58:20 Pam Stewart: Her response was just 'no' to was there a specific issue you were hoping to solve.....ugh
00:59:07 Wynnie Reynolds: Replying to "What if they say yes..."

I think the product links might be the problem. I think we are supposed to just offer advise/value and try to grow the relationship more.

00:59:09 Raquel Cornelsen: Replying to "I hav a customer who..."
Help her see her natural Path?
00:59:18 Raquel Cornelsen: Replying to "I hav a customer who..."
I'm not sure what you mean
00:59:22 Chelsey Ashcraft: I need help with leads too I can't wait
00:59:40 Jenni Ramm: I am 100% ready for that moment!
00:59:46 Pam Stewart: Reacted to "I am 100% ready for ..." with ❤️
00:59:49 Jenni Ramm: LETS GOOOOO!
00:59:49 Amy Varghese: That would be amazing!
00:59:53 Debbie Holden: Reacted to "I am 100% ready for ..." with 💙
00:59:57 Pam Stewart: Replying to "I am 100% ready for ..."

SAME!!!!!!

01:00:00 Jeni Mauldin: I'm so ready for that!!
01:00:03 Lynne Malizia: Reacted to "I am 100% ready for ..." with ❤️
01:00:11 Shana's iPhone (2): What if it's always the same person responding to every post? Do u message them every time?
01:00:16 Kristy Wharton: Replying to "I am with home decor..."

@Shana's iPhone (2) hosting people in their home? And wanting it to be clean and smelling good? Sure!!

01:00:27 Jenni Ramm: PS - @Bob Heilig much respect for wearing that Kelly Green GO EAGLES!!! 🦅
01:00:32 Debbie Holden: were we supposed to do the declaration post yet?
01:00:32 Coach Tammy Asmus: Reacted to "PS - @Bob Heilig muc..." with 😊
01:00:40 Jenni Ramm: Replying to "I am 100% ready for ..."
It's happening friend! We gotta keep pounding that stone!
01:00:55 Kristy Wharton: Replying to "What if it's always ..."

Broader value Content will help with that.

01:00:59 Debbie Holden: Reacted to "PS - @Bob Heilig muc..." with 😊
01:01:07 Jennifer Peterson: Reacted to "Cuz blinds are a pai..." with 😊
01:01:14 Jennifer Peterson: Reacted to "Exactly!! And I'm t..." with 😊
01:01:18 Chelsey Ashcraft: Need that reminder
01:01:28 PaulaAnn NJ: Reacted to "Need that reminder " with 👍
01:01:33 Chelsey Ashcraft: Reacted to What if it's always ... with "❤️"
01:01:38 Kristy Wharton: Replying to "Okay so we shouldn't..."

We only bring up products after they say they want help.

01:01:47 Debbie Holden: Reacted to "We only bring up pro..." with 💙
01:01:47 Lacey Rose: Reacted to "Broader value Conten..." with ❤️
01:01:48 Susan Restad: Thank you for that encouragement!!!
01:01:51 Carla Gutierrez: Thanks for that last sentence: we are already winners
01:01:53 Tal Randall: Thank you!
01:01:57 Laura: Thank you!
01:01:58 Jenni Ramm: All you need is love (singing)
01:02:00 Chelsey Ashcraft: Replying to "What if it's always ..."

Yeah I've already reached out lol

01:02:00 Lacey Rose: Love does pay the bills!
01:02:01 Tiffany Rilling: Thank you!!!!
01:02:05 Rachael Davis: Yay thank you so much!!
01:02:06 Lynne Malizia: Thank you Bob and coaches!!! Excellent!!
01:02:07 Laura Rodgers: Thanks everyone
01:02:10 Pam Stewart: Thank you BOB, I neede to hear that , I thing that's one of the biggest things I struggle with is that I'm sucessful

01:02:12 Teresa Reid: Thank you!!