

Weekly LOVE-LED™ Breakthrough Coaching & Strategy Session

00:03:28 Pam: Happy Valentine's Day everyone! 💕
00:03:29 Coach Tammy Asmus: Happy Valentine's Day!!! Xoxo, Coach Tammy
00:03:32 Coach Tammy Asmus: Reacted to "Happy Valentine's Da..." with ❤️
00:03:39 Stephanie Potts: Happy Friday!
00:03:46 Kristy Wharton: Reacted to "Happy Valentine's Da..." with 🤗
00:04:00 Pam: Reacted to "Happy Valentine's Da..." with 💕
00:04:01 Brenna Burnette: Happy Valentines Day!
00:04:07 Tiffany Rilling: Love the accountability with this 8 weeks!!
00:04:11 Kristy Wharton: Let's put love at the center of our businesses! Who's up for that?
00:04:18 Tiffany Rilling: Reacted to "Let's put love at th..." with 💙
00:04:19 Lisa Bryant: Reacted to "Let's put love at th..." with ❤️
00:04:19 Nicole Sapriken (she/her): Reacted to "Let's put love at th..." with ❤️
00:04:21 Stacey Reeves Owens: Reacted to "Let's put love at th..." with ❤️
00:04:24 Gina Everson: Reacted to "Let's put love at..." with ❤️
00:04:26 Diana Henry: Reacted to "Let's put love at th..." with ❤️
00:04:30 Lindsay FitzPatrick: Replying to "Let's put love at th..."



00:04:32 Gina Everson: Reacted to "Happy Valentine's..." with ❤️
00:04:37 Pam: Reacted to "Let's put love at th..." with ❤️
00:04:41 Nicole Bowles: Reacted to "Let's put love at th..." with ❤️
00:04:47 Coach Tammy Asmus: Reacted to "Let's put love at th..." with 😊
00:04:50 Coach Tammy Asmus: Reacted to "Love the accountabil..." with ❤️
00:04:54 Coach Tammy Asmus: Reacted to "Happy Valentines Day..." with 😊
00:05:22 Amber Corasaniti: I'm doing the outreach and not sure where to go on some and don't know what to do if I've already reached out but they're not answering but keep loving my posts or commenting.
00:05:33 Christina Rozema: Happy to be here today!
00:06:08 Kristy Wharton: Reacted to "Happy to be here tod..." with 🤗
00:06:27 Jennifer Peterson: yes
00:06:28 Christina Rozema: Yes~!
00:06:28 Stacey Reeves Owens: yes
00:06:28 Elana Berlin: Yes!
00:06:29 Nicole Bowles: Yes :)
00:06:29 Amber Corasaniti: Yesss
00:06:29 Nicole Sapriken (she/her): Yes!
00:06:29 Leigh Card: yes
00:06:30 Tiffany Rilling: Yes!
00:06:30 Melissa Heim: Yes!

00:06:30 Diana Henry: yes
 00:06:30 Diane Nix: yes
 00:06:31 Raechel McClaskey: yes
 00:06:32 Maria Van Tiflin PT, DPT: Yes!
 00:06:33 lauren: yes
 00:06:35 Pam: getting there!!!!
 00:06:35 Chelsea Dolby: Yes
 00:06:36 Heike Garton: Working on it!
 00:06:39 Donna Johnson: Yes!
 00:06:41 Stephanie Potts: working on it
 00:06:42 Gina Everson: yes...
 00:06:46 Marcus Ratcliff: Yes Sir!
 00:06:49 Betty Jane's iPad: Yes
 00:06:50 Morrigan: yes
 00:06:51 Eva Snedden: Defenitely stepped it back up
 00:06:56 Stephanie Guerra: Working on it, but YES!
 00:06:59 Leslee Bowman: Have not implemented yet
 00:07:06 Liza Johnson: Yes
 00:07:13 Raquel C: We talked about the difference hot leads and VAFU. il thought reach outs to people again were that but we are saying everyday we need hot leads daily, so if we aren't getting engagement on our content (most are private accounts) do we up our content then?
 00:08:36 Taylor Berlin: I think I'm struggling wrapping my mind around going "all in" on this program because I didn't get the results I wanted during the 1k program. I keep asking myself what did I do wrong 🤔 Is it the problem I chose or the platform. .
 00:10:42 Megan Weisheipl: On it!
 00:11:50 Kristy Wharton: Reacted to "On it!" with 🔥
 00:23:34 Liza Johnson: Do you have any suggestions on either asking a different question or nudging people who don't respond to " what things are you doing to create a healthy lifestyle?"
 00:26:37 Kristy Wharton: Replying to "Do you have any sugg..."

This question is pretty vague. What component of a “healthy lifestyle” are you asking about?

00:26:58 Hilleri Dickey: Holy cow..that's good
 00:27:11 Liza Johnson: Do you feel it's better to do reels , stories, or feed posts or equal of each.
 00:27:41 Lindsay FitzPatrick: That's such a good idea - save your own posts based on problems to use for VAFU later!
 00:29:07 Anne Dorthe Tanderup: This is gold!
 00:29:21 Kristy Wharton: Replying to "Do you feel it's bet..."

If it valuable, the form doesn't matter as much. Variety can help deliver and potentially reach them different ways--but the focus is on it being valuable and hitting on the problems they have

00:30:30 Liza Johnson: Replying to "Do you feel it's bet..."

@Kristy Wharton, thanks. I just wanted to make sure that I didn't miss something.

00:30:36 Stephanie Potts: Yes - Thats me - need to master the early stuff - I always feel like I am behind and need to jump ahead

00:30:57 Amber Corasaniti: Replying to "Do you have any sugg..."

If you don't know what their issues are though how do you say "how are you doing with your weight loss, gut health etc? How do we know what their issue is ?

00:31:18 Kristy Wharton: @Liza Johnson what would you be missing—about the form, you mean?

00:31:59 Raquel C: That a a thought I have and have to try to push away... I feel you Taylor ❤️

00:32:09 Lindsay FitzPatrick: Reacted to "That a a thought I h..." with ❤️

00:32:43 lauren: I feel the exact same Taylor

00:34:55 Tiffany Rilling: I reached out to a friend on FB who had posted about depression and anxiety and we were talking before Christmas. I reached out today to nudge her, as she said she was interested but had to wait til after Christmas, and I think I totally botched it and turned it salesy. Can I come back from that?

00:35:32 Hilleri Dickey: Perspective

00:35:53 Kristy Wharton: Focusing on the GAP versus the GAIN. And we ALL have done it.

00:35:55 Amber Corasaniti: Congrats on all you've done Taylor . Amazing !!

00:36:03 Liza Johnson: Replying to "Do you have any sugg..."

@Kristy Wharton I've asked it that way because that's the verbiage they use. One had heart surgery & still isn't eating well or exercising. I'm waiting for him to say it.

A few others are overweight, but just say I'm working on it. When I ask how, they just say I'm eating less.

00:36:16 Heike Garton: I am right with you Taylor! 💕 I guess everybody at their own pace.

00:36:18 Lindsay FitzPatrick: Reacted to "Focusing on the GAP ..." with ❤️

00:36:22 Chelsea Dolby: Im guilty of doing that, high expectations

00:36:22 Louise Page: Way to go Taylor!! Keep going it will come

00:36:27 Melissa Heim: This is really relatable Taylor! Totally get focusing on how far I have to go vs how far I've come!

00:36:40 Amy's iPhone (4): Congrats on what you DID Taylor!!

00:37:04 Tiffany Rilling: Reacted to "Way to go Taylor!! K..." with 💙

00:37:12 lauren: Thank you for that Bob .

00:37:13 Stephanie Potts: Yes!

00:37:14 Hilleri Dickey: 100%

00:37:14 Stephanie Guerra: Yes

00:37:14 Christen Bolduc: Way to GO Taylor!!

00:37:15 Raquel C: 100

00:37:15 Gina Everson: I needed that

00:37:16 Tiffany Rilling: yes

00:37:16 Betty Jane's iPad: Yes

00:37:17 Diana Henry: Yes

00:37:17 lauren: me

00:37:18 Lindsay FitzPatrick: Yes, thank you Taylor!

00:37:18 Regina Noetzoldt: me

00:37:18 Amy's iPhone (4): Yess!

00:37:19 Melissa Heim: Yes!

00:37:21 Heike Garton: Absolutely

00:37:22 Stacey Reeves Owens: Yes

00:37:22 Stephanie Bretey: Yep

00:37:24 Amanda Burt: oh yes, I did

00:37:24 Chris Wenstrom: Me

00:37:26 Pam: absolutely

00:37:26 Taylor Berlin: Reacted to Way to go Taylor!! K... with "❤️"

00:37:31 Taylor Berlin: Reacted to Im guilty of doing t... with "❤️"

00:37:35 Taylor Berlin: Reacted to I am right with you ... with "❤️"

00:37:36 Gina Everson: That was so powerful..

00:37:43 Taylor Berlin: Reacted to This is really relat... with "❤️"

00:37:49 Taylor Berlin: Reacted to Congrats on what you... with "❤️"

00:37:54 Taylor Berlin: Reacted to Way to GO Taylor!! with "❤️"

00:37:57 Taylor Berlin: Reacted to I needed that with "❤️"

00:38:01 001815CE26A2201E: We need to have grace while we learn this transformative way to serve others. ❤️

00:38:17 Taylor Berlin: Reacted to Yes, thank you Taylo... with "❤️"

00:38:20 lauren: Trying to get my mind out from the results I didnt get and focus on helping people

00:38:29 Taylor Berlin: Reacted to Trying to get my min... with "❤️"

00:38:36 Hilleri Dickey: Reacted to "Trying to get my min..." with ❤️

00:39:11 Lindsay FitzPatrick: Reacted to "We need to have grac..." with ❤️

00:39:33 Liza Johnson: Thanks. That was a good point about value add. Maybe that's why I've struggled with that a bit.

00:40:00 Hilleri Dickey: You mentioned content to generate leads . I've only been able to do 2/4 of the core 4. I'm needing to have more AO to start conversations since that is where I'm lacking since there isn't a ton of engaged leads. How much content would be recommended to bump up my AO

00:40:22 Taylor Berlin: Reacted to Focusing on the GAP ... with "❤️"

00:41:00 Taylor Berlin: Reacted to Congrats on all you'... with "❤️"

00:43:16 Kristy Wharton: Replying to "Do you have any sugg..."

@Amber Corasaniti what is the main problem you solved, yourself, with your product?

00:43:29 001815CE26A2201E: I get more engagement on posts about my dog than my value posts 😊

00:44:21 Eva Snedden: So excited about a beauty one

00:44:22 Amy's iPhone (4): Yaaaaay!!! Can't wait!!

00:44:28 Amy's iPhone (4): Thank you!

00:44:40 Pam: 🥰🥰🥰
00:44:47 Amanda Burt: if we did the health and wellness but have some skin products, should we attend this workshop also?
00:44:58 Lisa Bryant: @Amanda & Marcus Williams You look beautiful!
00:45:24 Tiffany Rilling: Do we still have access to the health and wellness?
00:45:30 Kristy Wharton: Reacted to "@Amanda & Marcus Wil..." with 🔥
00:45:41 Amanda & Marcus Williams: Reacted to "@Amanda & Marcus Wil..." with 🔥
00:45:45 Amanda & Marcus Williams: Reacted to "@Amanda & Marcus Wil..." with ❤️
00:45:59 Kristy Wharton: Replying to "Do we still have acc..."

If you did the deep dive—you'll have the lifetime access.

00:46:21 Tiffany Rilling: Replying to "Do we still have acc..."

Hmm. Ok. Not sure if I did that or not

00:46:49 Amber Corasaniti: What do we do when we follow the core 4 and someone doesn't answer but just puts a heart. Do we just move on?

00:46:54 Kristy Wharton: Replying to "if we did the health..."

Yes!

00:48:14 lauren cormier: I work in health care. I see patients daily. I'm struggling with finding an authentic way to find potential problems with them to increase my hot leads list. Is there any way to approach finding problems without getting salesy with them?

00:49:39 Amber Corasaniti: Where do we find that sheet she held up?

00:49:53 Amanda Burt: Reacted to "Yes!" with ❤️

00:50:21 Raquel C: Hmm I never thought that If I ra out of one of them to focus more on the art part...I was just letting it be. Need to be more intentional about that

00:50:43 Stephanie Bretey: I am very excited to learn how to hone in on that skill!

00:51:06 Kristy Wharton: Replying to "Where do we find tha..."

Its right beneath the training released on Monday

00:51:09 Amanda Burt: Replying to "Where do we find tha..."

It's under the week one video and I think it's also in resources

00:51:29 Amber Corasaniti: Replying to "Where do we find tha..."

Thank you!

00:52:22 Chelsea Dolby: I really need to stop overthinking and getting overwhelmed about my posts and just do it, progress over perfection

00:52:58 Amanda Bernstein - Gracefully Amanda: I need to see this puppy.

00:53:02 Stephanie Guerra: I NEED A DOG!!

00:53:02 Kristy Wharton: Replying to "What do we do when w..."

Essentially they are engaging on your posts—if they do that a few times, reach out and thank them for their support.

00:53:07 Nicole Sapriken (she/her): Right?!

00:53:21 Stephanie Bretey: Whenever I post about healthy recipe swaps I always get tons of comments. I need to do more of those!

00:53:36 Amanda & Marcus Williams: Need to get a cute puppy asap!!

00:54:06 Stephanie Guerra: Reacted to "Need to get a cute p..." with 😊

00:54:24 Stephanie Guerra: Replying to "Need to get a cute p..."

That's what I'm thinking 😊

00:54:29 Kristy Wharton: Reacted to "I really need to sto..." with 🔥

00:54:45 Kristy Wharton: Replying to "I really need to sto..."

100% just do it and by doing it, we get better.

00:55:06 Amy Shahinlari KTOC: Thank you for that - I missed the workshop too and was feeling a bit overwhelmed. I will just focus on this

00:55:11 Chelsea Dolby: Replying to "Need to get a cute p..."

My 3 year old son is just as good with engagement!! lol

00:55:20 Diane Chevalier: My husband would disown me if I brought home a puppy. 🙄

00:55:34 Alisa Masiello Cocchi: OMG THIS IS ME

00:55:40 Stephanie Guerra: Replying to "Need to get a cute p..."

My 11 year old is amazing, but I don't like to post him online

00:58:18 Liza Johnson: Thanks the msg is flavored by the messenger

00:59:38 Nicole Sapriken (she/her): So, just so you know, this convo is making me want to find you on FB to get your tips

01:00:11 Kristy Wharton: Reacted to "So, just so you know..." with 🔥

01:01:28 Nicole Sapriken (she/her): Did you update the boards?

01:01:30 Donna Johnson: Is what's in boards, the most current?

01:01:45 Kristy Wharton: Replying to "Is what's in boards,..."

Thats coming

01:01:52 Nicole Sapriken (she/her): Reacted to "Thats coming" with 👍

01:01:54 Zaire Fernandez: Where can we find these?

01:02:13 Linda schymik: Where are these at? In the portal or email?

01:02:28 Kristy Wharton: Replying to "Is what's in boards,..."

Print this one, until then and we will announce this as soon as they are in boards.

01:02:42 Kristy Wharton: Replying to "Where can we find th..."

Training 1 under the video

01:02:45 Nicole Sapriken (she/her): It is in the portal under resources

01:02:45 Cheryl Mabry: Hot leads is different than engaged?!?

01:02:45 Chelsea Dolby: GOLD!!!! Thanks so much Bob

01:02:49 Kristy Wharton: Replying to "Where are these at? ..."

Video 1 training

01:03:12 Zaire Fernandez: Replying to "Where can we find th..."

Thank you

01:03:19 Kristy Wharton: Replying to "It is in the portal ..."

Yes. Updated and share in cohort, as well

01:03:20 Linda schymik: Where do we find the new scrips?

01:04:00 Kristy Wharton: They are there @Bob Heilig

01:04:12 Kristy Wharton: Replying to "Where do we find the..."

In the portal under training 1

01:04:36 Kristy Wharton: Also our updated Tracker Training that Megan did is there, as well. Check it out

01:05:05 Amanda Burt: So back when I started the 30 day list.....I had a list of engaged leads. Those people have now been on the list for a while. I have reached out to them but for those that I haven't been able to move forward, but haven't reengaged in newer content. do I remove them from the hot lead list?

01:05:07 Zaire Fernandez: Thank you Bob!

01:05:14 Megan Weisheipl: Reacted to "My husband would dis..." with 🙄

01:05:21 Cindy Phillips: Thank you so much!

01:05:22 Brenna Burnette: So thankful for you guys

01:05:24 Nicole Sapriken (she/her): Thank you so much Bob. You rock

01:05:26 Amber Corasaniti: Thank you!!!