

Weekly LOVE-LED™ Breakthrough

Coaching & Strategy Session

2.27.2025

00:02:09 Mary Daza: 🥰🙌🎉

00:02:23 Kristy Miller: Good morning from Charlotte, North Carolina!!!

00:02:25 Mary Daza: Good morning from Socal 🌴

00:02:28 Coach Tammy Asmus: Reacted to "Good morning from So..." with ❤️

00:02:30 Coach Tammy Asmus: Reacted to "Good morning from Ch..." with 🥰

00:02:32 Sherry hudak: Hello!!!

00:02:33 Coach Tammy Asmus: Reacted to "🥰🙌🎉" with 🥰

00:02:37 Coach Tammy Asmus: Reacted to "Hello!!!" with ❤️

00:02:38 Lowell & Catherine Hanson: hello from Ft Walton Beach Florida

00:02:42 Coach Tammy Asmus: Reacted to "hello from Ft Walton..." with 🥰

00:02:45 Erin McEvoy: checkin in from Palm Harbor, FL

00:02:46 Andrea Jaimes: Hi everyone from Las Vegas!

00:02:49 Coach Tammy Asmus: Reacted to "Hi everyone from Las..." with 🥰

00:02:52 Coach Tammy Asmus: Reacted to "checkin in from Palm..." with ❤️

00:02:54 Stephanie Helmbold: Good morning from Brentwood CA

00:02:58 Coach Tammy Asmus: Reacted to "Good morning from Br..." with 🥰

00:03:04 Donna Prelog: Hi from Chattanooga, TN

00:03:18 RGiPad: Good morning from Clayton, NC

00:03:24 Stephanie Whittaker: So excited for this! Hello from Mexico!

00:03:32 Ginger Farris: Good morning from Mississippi!

00:03:36 Mary Daza: Reacted to "So excited for this!..." with ❤️

00:03:38 Kristan Paolacci: Hello from Arizona !!!

00:03:39 Rhonda & Craig Lauritzen: Having so much fun doing the work and it's working!!

00:03:41 Mandy & Wayne Hudson: No chickens int ehcoop

00:03:42 Gina Catt: Good morning from Dallas, TX

00:03:43 Susan Waterbury: I can't hear anything

00:03:54 Cara Webber: Oink Oink from Coeur d Alene, ID

00:03:55 Sally Macklin: good morning from Oregon!

00:03:55 Sheryl Sandberg: Good morning from Minnesota!

00:03:57 Coletta Haskin: Good morning from Austin, TX

00:04:00 Mary Daza: Reacted to "Oink Oink from Coeur..." with 😊

00:04:11 Ginger Farris: Reacted to "Oink Oink from Coeur..." with 🤔

00:04:20 Debi Auch Moedy: Hi from Nebraska!!!

00:04:22 Karen Forrister: How do you keep the authentic outreach from getting too long

00:04:28 Susan Waterbury: Got audio now

00:04:42 Sally Macklin: loving the Get Unstuck sessions!

00:04:47 Theresa Torres: New client

00:04:50 Annie Hutchcraft2020: I got another new client!!!

00:04:50 Karen Forrister: More interaction from hot leads

00:04:51 Deb: Have had more conversations but has not created any sells yet.

00:04:56 Elena Armstrong: Recognizing my red light stories

00:04:56 Sherry hudak: My win. I haven't given up lol

00:04:57 Celeste: I am just enjoying having better conversations with people

00:04:58 Donna Prelog: Signed up another client this week

00:04:59 Angela Hall: After a dry spell I signed up 2 new clients

00:04:59 Alicia Raley: I did 8 AO conversations yesterday and had one restart client

00:04:59 Katie Huhman: Signed two new clients and going to sign two more today! I'm showing up and loving it!!!

00:05:01 Debi Auch Moedy: Getting more comfortable with the process every day

00:05:01 Linda Rester: New client

00:05:02 Stephanie Whittaker: 3 clients since beginning your program!

00:05:02 cindy baccarny: More responses

00:05:03 Katie Nice: 3 new clients!

00:05:04 Corbin Warrick: 11 clients, 3 new coaches, im really understanding how to lead w problems

00:05:04 Lindsey: using the content scrips i had the most views

00:05:05 Sara Renei Anop: Lots of good convos going

00:05:05 Susan Stearns: More conversations!

00:05:06 Terri Morales: Sending authentic outreach messages!!

00:05:06 Kelly Temple: A little more consistency. Quality outreach

00:05:07 Erin McEvoy: I've definitely gotten out of my comfort zone and FOLLOWED the script! I hesitate every time, but I keep pressing send!

00:05:07 Maria Van Tiflin PT, DPT: I've had quite a bit of engagement plus people messaging me privately

00:05:08 Annie Burdett: just connecting authentically has been so fun

00:05:09 Bonnie Neff: Doing lots of connections with follow-up messages!

00:05:09 Sarah Bravo: Returning client

00:05:09 Rhonda & Craig Lauritzen: So many more conversations happen that they are talking back. People are even reaching out based on what I'm posting.

00:05:09 Christina Struk: Not going back to my old ways. Its so tempting at times.

00:05:10 Cara Webber: After being sick the first week, I didn't give up and I am doing the things and catching up!

00:05:10 Alyson Brittain: 7 new clients 14 restarts in February doing the love led way

00:05:10 Laura Morgan: Better conversations

00:05:11 Karen Smith: I reached out to past customers asking how they are doing with their goals.

00:05:12 Mary Daza: Still showing up and have calls set up ❤️

00:05:12 Dr. Bekki Risinger: Me

00:05:12 Mandy & Wayne Hudson: Love the conversations!

00:05:12 Bridget Vanderhoeven: yes

00:05:14 Robyn Van Hollen: Many more conversations!

00:05:15 Cynthia Gómez Martín: So good!

00:05:15 julie mann: An old client said she'd like to order. Waiting for her to put it thru

00:05:15 Cheryl McLagan: Consistency! Consistency! Consistency!

00:05:15 Debbie's iPhone (2): Yes

00:05:16 Natalie Taylor: 3 reactivated clients 1 possible new! Tons of interactions!

00:05:17 Susan Waterbury: Getting past the fear and doing more AO consistently

00:05:18 AIMEE Woodward: I haven't had any sales yet but I am feeling really good about the conversations and authentic outreach I have been having.

00:05:18 Eva Berkley: Hello 🧑 from Pennsylvania

00:05:18 Aundria Roberts: Better conversations

00:05:19 Sue's iPhone: New client

00:05:19 Kayla Allen: Hit 7% CBS bonus with optavia, but following the new process. Not out of fear, but through love

00:05:19 Sally Macklin: oh yes!!

00:05:19 Diane Ciuffo: Becoming more natural to be love led in messages !!

00:05:20 Deb: yes

00:05:20 Anita White: Beginning to get a grip on red light stories

00:05:21 sue Paige: Many more meaningful authentic conversations- 2 new clients and 1 restart

00:05:21 Angela Swinney: 2 re engaged clients and more leads

00:05:21 Andrea Jaimes: 🙌

00:05:21 Connie Fay: I wake up everyday with hope, purpose, and joy! started 3 new clients and 1 new coach

00:05:22 RGiPad: People are starting to answer my texts.

00:05:22 Mandy & Wayne Hudson: Yes! Shorter Red light Stories

00:05:22 Kristy Miller: I have leaned into Father God so much more than ever, and I'm letting go of my need to control the situation

00:05:23 Linda Rester: 👍👍

00:05:23 Tina Luce: 5 new 3 restarts lots of interaction

00:05:24 Jessica Bray: More conversations and also the red light stories! 🧑

00:05:25 Ursula Adent: 2 new clients and lots more interactions by overriding my red light stories

00:05:25 Mara Kemp: Sticking with it even though no results yet

00:05:26 Gina Catt: Being lots more consistent

00:05:26 Chris Julian: More conversations..

00:05:27 Ricardo Cordova: Focused more on keeping the conversations in health and less chit chat

00:05:29 LMiphone: I was hearing all kinds of red light stories. AND THEN the gold happened and client said YES, I WAS GOING TO REACH OUT!!!! Melted my heart!

00:05:30 Stephanie Lyon /Arbonne Wellness: i feel like I am approaching people in person with ease and confidence and have 3 new Preferred Clients from FIRST meets this week!

00:05:30 Kelley Whelan: MOre and Better conversations!

00:05:30 Danny & Susie Chiles: Focusing on where I am now

00:05:31 Gloria: Yes paying attention to red light stories

00:05:31 Kim Bemis: Love the mindset coaching.

00:05:32 Marjorie Kauffman: I am glad I am being focused and am aware of BUFFERING and avoiding it

00:05:32 Michelle Turnipseed: have set up a health assessment with a hot lead who I've loved on for a long time but really got solid AO with her this week and slowed the entire thing down big time...it was hard to slow down but it has benefited as it's resulted in a HA and I know if I'd done what I did before, I'd not have been building trust as well as I have by using the scripts.

00:05:34 Rebecca Foust: I really connected with Megan's call yesterday and the girl asking questions and the break down of the redlight story was helpful

00:05:35 Karen W. aka KK: Feeling more in control of the conversations while still leading with caring.

00:05:35 Angie Duprey: Authentic conversations is created through ARB - Authentic Relationship Building. I've connected the two, leading to some exciting opportunities

00:05:35 GENNIE Parnell: I'm enjoying conversations again

00:05:36 vyonniemathews: Reconnect with a customer from 2020

00:05:40 Terri Morales: Being aware of where I am

00:05:40 Kim Bemis: Staying consistent in my action.

00:05:42 Beth Breon: Peace...knowing I'm on the right track. 2 new clients coming next week. Red light stories acknowledgement are happening in all areas of life!

00:05:46 Connie Queen: Showing up on calls, recognizing red light stories and staying!

00:05:47 Marjorie Kauffman: 3 new clients.

00:05:50 Alyson Brittain: 21

00:05:51 Kathy Jewell: Building deeper connections
2 new clients

00:05:52 Sherri(South Dakota): New client, being more authentic, paying more attention red light story.

00:05:52 Kathy Goff: Learning new ways to reach out and have more connection... very promising

00:05:54 Michelle Turnipseed: yes aware of red lights which are plentiful and how I manage them with buffering and didn't even know how often I was doing that

00:05:57 Rhonda & Craig Lauritzen: Reacted to "21" with 🎉

00:05:59 Lindsey: Reacted to "I have leaned into..." with ❤️

00:06:13 Cynthia Gómez Martín: Just had a health assessment and the person highlighted how she chose me because of how I'm showing up in love and servant heart. Amen!

00:06:14 Rhonda & Craig Lauritzen: Hey girl. Save some for the rest of us! LOL

00:06:20 Amy Brown: No results yet but I am still here. Still showing up!

00:06:23 Coletta Haskin: A new client and the past customers are responding with the authentic outreach!

00:06:28 Kelly Mills: Reacted to "Just had a health as..." with ❤️

00:06:31 Anita White: Was really disgusted until mindset yesterday

00:06:32 Agnes Bruce: I did a nudge follow up to an inactive 180 day client who has not given me any response after I sent her 3 Optavia ASCEND bars

00:06:47 Lindsey: amazing

00:06:51 Mary Daza: 🎉🎉🎉

00:06:53 Debi Auch Moedy: Way to go Alyson!!!!!!

00:06:55 Michelle Turnipseed: Reacted to "Just had a health as..." with ❤️

00:06:57 julie mann: Wow!

00:07:00 Jessica Bray: That's amazing!

00:07:01 Katie Nice: That's SO awesome Alyson!

00:07:05 Starlet Riviere: So sorry, I was on a client call.

00:07:05 Ginger Farris: That is so awesome!!

00:07:05 Jean Reed (South Dakota): great job Alyson

00:07:06 Cindy Pounds: CONGRATULATIONS!!!

00:07:07 Julie Westhoff: Was this on social media?

00:07:11 Francesca Firenze: 3 reactivated and one of them became a coach.
00:07:12 Jennifer Cumbie: Wow! Thats amazing!
00:07:16 RGiPad: Amazing Alyson!
00:07:18 Elizabeth & Jon Fisher: way to go!
00:07:19 Jean Reed (South Dakota): That is special
00:07:20 Cara Webber: Congrat's to you Alyson!
00:07:20 Amanda Samaniego: That is amazing!!!
00:07:20 Kathy Goff: So excited for you Alyson!
00:07:30 Jean Reed (South Dakota): Stay in one lane
00:07:30 Robin Knorr: So exciting Alyson
00:07:33 Ginger Farris:SAME!!!
00:07:38 Sherri(South Dakota): Congrats!
00:07:41 Natalie Ryder: Is there an example of a full conversation using the script. With responses from the recipient and the back and forth. That would help me.
00:07:48 shannon gleason: That's what I'm doing too!
00:07:54 Kathy Jewell: Congrats Alyson. That's so awesome.
00:07:54 Erin McEvoy: That's what I've been doing - focusing on one thing!

Authentic Outreach!

00:07:54 Sharon, Costa Health: 7 new orders and 2 new coaches. 🥳🎉
00:08:02 Ginger Farris:I needed to hear this! Just one thing at a time!
00:08:05 Coach Tammy Asmus: Reacted to "7 new orders and 2 n..." with 🥳
00:08:06 Mary Daza: So good Alyson!
00:08:09 Danny & Susie Chiles: Yes that was so helpful! 1 page
00:08:10 Coach Tammy Asmus: Reacted to "I needed to hear thi..." with ❤️
00:08:11 Donna Prelog: I love it for you ❤️!
00:08:17 Mandy & Wayne Hudson: Replying to "7 new orders and 2 n..."

Congrats!

00:08:50 Katie Nice: The slower pace has been SO much nicer!
00:09:03 Andrea Metzler: Reacted to "7 new orders and 2 n..." with 🥳
00:09:11 Elena Armstrong: I am def recognizing who I would want to work with and who I don't even if they do need something LOL
00:09:15 Katie Nice: Reacted to "7 new orders and 2 n..." with 🥳

00:09:30 Mary Daza: Reacted to "I am def recognizing..." with 🏆
00:09:32 Katie Nice: Reacted to "I am def recognizing..." with 👍
00:09:37 Charlotte Akinkugbe: So good! Connected
00:09:42 Michelle Turnipseed: Reacted to "The slower pace has ..." with 👍
00:10:11 Michelle Turnipseed: I'm finding I'm not popping out 10 convos a day or needing to because I'm having 3 qualify conversations that are much slower and that is SO GOOD. And I'm posting less content for sure
00:10:17 Karen W. aka KK: Less frantic
00:10:20 Jessica Owens: I struggle with feeling like I'm not doing enough- compared to what I did before.
00:10:27 Katie Nice: Replying to "I am def recognizing..."

It's freeing to know we can choose who we want to work with. Is there a script for the decline to gently release them without being offensive?

00:10:29 Cynthia Gómez Martín: That's been difficult for me, but staying focused and trusting the process
00:10:34 Ginger Farris: Solid and far!
00:10:38 Mary Daza: Replying to "I am def recognizing..."

Ditto! I discovered some bad apples in my past clients and I feel peace for letting them go

00:11:13 Mary Daza: Reacted to "It's freeing to know..." with ❤️
00:11:14 Kristy Wharton: Replying to "I struggle with feel..."

That word enough haunts many of us.. and we have to change our relation to it.

00:11:17 Michelle Turnipseed: Reacted to "Ditto! I discovered ..." with 👍
00:11:20 Michelle Turnipseed: Replying to "I am def recognizing..."

@Mary Daza SAME!

00:11:31 Charlotte Akinkugbe: Needed to hear this
00:11:33 Mary Daza: Reacted to "@Mary Daza SAME!" with ❤️
00:11:49 Debi Auch Moedy: Alyson..you are an inspiration to us all!!! That is incredible
00:11:54 Ginger Farris: Thank you Alyson! So happy for you!

00:11:59 Kelly Mills: Reacted to "Alyson..you are an i..." with ❤️

00:12:02 sue Paige: I can so relate to this!!Thanks /Alyson- so awesome!

00:12:09 Alisha Munden: So good Alyson!

00:12:16 Elena Armstrong: MIC DROP. Building and rebuilding are the same thing.

00:12:24 Elizabeth & Jon Fisher: love that!

00:12:29 Jessica Owens: Reacted to "MIC DROP. Building ..." with ❤️

00:12:39 Adrian/Frank Woods: Love that, Bob!

00:12:50 Roxanne New: Thank you, Allison for sharing!

00:13:04 Sherry Moore: Reacted to "MIC DROP. Building ..." with ❤️

00:13:15 Mandy & Wayne Hudson: Thank you, Alyson! So happy for you! And agree that I am also happier with this! It's like the true me!

00:13:17 Ginger Farris: Sometimes the cream comes to the top when people move out of business who were not really working and supporting clients anyway so rebuilding with those building is fun!

00:13:17 Debi Auch Moedy: like starting over but starting over with experience...and that is priceless

00:13:27 Debi Auch Moedy: Reacted to "Sometimes the cream ..." with !!

00:13:31 Kelly Mills: Reacted to "Sometimes the cream ..." with ❤️

00:13:33 Kelly Mills: Reacted to "like starting over b..." with ❤️

00:13:37 Starlet Riviere: Reacted to "like starting over b..." with 🙌

00:13:39 Sara Renei Anop: Not starting over, just starting again

00:13:45 Lowell & Catherine Hanson: Hot Lead question, I've had several that are experiencing life events that are sad...putting thier dog down, death etc.... I've been sympathetic and sending them prayers. I'm guessing not to follow up with the "Since I have you question..... you liked my recipe or transformation post, what are you doing in ths area?"

When do you recommend getting back to them or what do you recommend to say?

00:14:12 Amelia Damlo: how do i respond to all of my birthday well wishers? they are not hot leads

00:14:20 Angela Hall: Reacted to "how do i respond to ..." with 💜

00:14:24 Cindi Dail: Replying to "Hot Lead question, I..."

Good question

00:14:28 Sandy Job-Rivera: Reacted to "how do i respond to ..." with ❤️

00:14:33 Angela Hall: Replying to "how do i respond to ..."

ditto

00:14:34 Diane Ciuffo: If I did a recent Health assessment and said I would get back in a few days, now there is a sale. What is a love led way to engage ?

00:14:41 Kelly Temple: I'm really having a hard time getting to the point where I'm able to get to finding a problem I can help with.

00:14:41 Stephanie Helmbold: Replying to "Hot Lead question, I..."

me too

00:14:56 Natalie Ryder: Can we see a fully fleshed out successful conversation? The piece where we pivot to the health piece, or finding the problem is where it feels inauthentic to me. They stop responding.

00:15:00 Maria Van Tiflin PT, DPT: I have a quick question. How do you reach out to people who just bought in their account for the first time in a long time that did it on their own, I didn't have a convo with them prior to them doing that purchase. I haven't talked to them in a while. They just re-instated their account

00:15:07 Coach Jennifer Freeland: The tracker has options for prospect or current client. Should be put past clients there as well? Tracking those interactions as well.

00:15:32 Coach Ashley Prieto: Replying to "how do i respond to ..."

Just connect with them organically. Thanks for the bday well wishes! It was a great day hearing from friends. Then reference something you saw on their profile & start the convo.

00:15:39 debbie albertson: what does A.O. look like to an existing clients....as an optavia coach, I already check in regularly and go over where they are at, concerns, needs, so not sure what AO means to a current client

00:15:42 Agnes Bruce: Hi! Shirley! I'm just checking back with some key clients (with jammed schedules) whom I selected to test market a few of Optavia's new ASCEND group of high protein & high fiber mini meals. Maybe you didn't receive my message requesting your feedback. I hope you found the bars tasty, filling, & a real

bonus to your schedule. Springtime is beautiful, tax time requires some extra help with getting the right balance of foods. I look forward to connecting with you! Agnes

00:15:51 Kristy Wharton: Replying to "how do i respond to ..."

With gratitude-thank them and then ask whats something new with them? Thats it... for now. Based on the response, you can transition if the opportunity persists itself

00:16:00 Mary Daza: Great question!

00:16:02 Alison Brooks: My very first client only did program for a month. She quit but I have stayed in communication with her. I recently did the AO with her but she has stopped responding. How do I move to the health part without sounding transactional?

00:16:05 Coach Ashley Prieto: Replying to "If I did a recent He..."

Proceed the same way you normally would. You can deliver the price change when you intro the product.

00:16:16 Amber Hansen: When attending a live event, showing up and being present in a love-led way. Are there specific to do and not to do's? Example 100 business 12 tables speed networking.

00:16:29 Marjorie Kauffman: I recently posted a FB Story and a FB post a graphic about GLPIs.

My short comment above that picture said, "Medically supported weight loss works for many. Having a coach help with nutrition and support afterwards is what I can do."

For everyone who responded in some way (2 thumbs up on my FB post and 30 looked at it on Story,) I wrote "Hi ____, I am glad you saw my Story about medically supported weight loss. Do you know anyone currently using it or thinking about it?"

HOW SHOULD I RESPOND NOW? I made the post to see who knew about them and if they themselves or a family member were using them. I hoped down the road, of course that I could coach them.HOWEVER I did not have a plan to respond to comments and to and likes and need one!r

00:16:29 Anita White: What do I do if I am limited in hot leads. I need to know how to find hot leads when mine are so limited and I am not getting response

00:16:39 Kristy Wharton: Replying to "I have a quick quest..."

Are you connected on social?

00:16:43 LMiphone: KELLY!!!!!!!!!!!! Hi friend!!!

00:16:48 Rebecca Foust: I'm telling myself a red light story with the scripts. I'm still scared to send them... "what are you doing in this area now" specifically like gets me with sending it in the same message as the lets talk about it message.

00:16:50 Erin McEvoy: I feel like I could have responded better... I got uncomfortable and just put in the next part of the script...

00:17:06 Karen Forrister: I am not getting much interaction after my initial question

00:17:07 Coach Tammy Asmus: Replying to "Hi! Shirley! I'm jus..."

Use the scripts. You need to revisit to see what the problem is before talking about product.

00:17:10 Megan Salch: This message is from a former client who has shared that he needs to lose 15 lbs and find a way that he can do that while on the road a lot. Without pushing the products, should I say: "How would you feel about me sharing with you some ways to help reach your goal?"

00:17:21 Agnes Bruce: Agnes Bruce Would like feedback on my Nudge follow up to being ghosted by a n inactive client I gave 3 sample bars with a specific request for feedback

00:17:34 Kristy Wharton: Replying to "what does A.O. look ..."

Have you looked at current client script guide?

00:17:50 Angela Swinney: I have a coach who has a client. This client did the two week trial weight loss program. She hasn't weighed herself. We are trying to get her in the phone to place her next order before she comes out of the fat burn. We aren't sure if she is following program because her responses have been vague. She hasn't weighed herself. My gut is telling me she hasn't been following it. She hasn't said she doesn't want to do it anymore. I feel that she doesn't feel confident in herself and is scared to order. How would you respond to her?

00:17:59 Helen Downie: My biggest challenge right now is tracking. Could you quickly revisit best practice at this early stage. I'm doing a lot of outreach!

00:18:07 Alyssa Boyles: is the tracker on the portal something I should be utilizing now or will that be something comes later?

00:18:08 Karen Easby: i have someone I presented my business opportunity to. She is on longterm disability. She isn't sure if she can work. I believe she can still work while collecting disability. How do I follow up with her?

00:18:11 Starlet Riviere: When and how should I follow up to this...cost issue?

00:18:14 Katie Nice: Reacted to "My biggest challenge..." with 👍

00:18:17 Megan Weisheipl: Replying to "The tracker has opti..."

Do not put past clients in the tracker - it will give you a a 7 day, 14 day, 30 and 90 day follow so you will see a lot of follow-ups. Just add them if you are in a conversation now or they order today and forward so you can have the follow up date.

00:18:30 GiNNY LYKE: I have a FB group that I have had for several years (it's full of customers from a few different DS businesses) and has over 900+ members. I am trying to decide whether to keep the group or restart a new group. And if I keep it how to "relaunch" the group and help with a script for reaching out to members. I have made an announcement post but haven't done much with the group since.

00:18:43 Jean Reed (South Dakota): I have a past client that responded, she indicated that her problem had gotten better because she had a hysterectomy so where do I go next

00:18:45 julie mann: I have inherited clients that haven't ordered for 2 to 7 years. Although they sound cold they are my hot leads. on my system the note says email contact first, so I'm doing that. 1. I haven't heard for about 4 days. How long should i leave it before I reach out again and do i acknowledge the first time? 2. How many times do you reach out to someone if they don't respond?

00:18:47 Kristy Wharton: Replying to "The tracker has opti..."

No we dont recommend past clients. It will back date all the followup. Start with who you are currently serving

00:18:49 Coach Ashley Prieto: Replying to "My very first client..."

She has to be willing to engage (assess FIT). Circle back with something personal in a few days to try get the convo going again. But be direct.

00:19:43 Debi Auch Moedy: Same...and I wish I would have learned this years ago!!

00:19:49 Kristy Wharton: Replying to "When and how should ..."

Continue to add value.. we will learn VA followup soon

00:19:50 Mary Daza: I'm with you Kelly

00:19:51 Rhonda & Craig Lauritzen: What I learned: Sort by date makes for a DIFFICULT time to go back and make notes. I tried this. So I went back to ABC order of ease but highlighted in PINK 2024 clients, then I will move to a new color for 2023. But I have to be able to find them again in the list without flipping through 43 pages.

00:19:53 Courtney Cook: 

00:19:56 Julia Brown: Do you recommend a "nudge" to the conversation if there's not a response from the initial message?

00:19:59 GiNNY LYKE: Oh Kelly...you are doing great!

00:19:59 Coach Ashley Prieto: Value Content! And go engage in the feed with others. Show up for them the way you want them to show up for you.

00:20:05 Mandy & Wayne Hudson: Replying to "Same...and I wish I ..."

Totally with you!

00:20:08 Kayla Allen: Your doing amazing Kelly!!!

00:20:08 Amanda Samaniego: So connected Kelly.

00:20:11 Debi Auch Moedy: Reacted to "Totally with you!" with 

00:20:12 Coach Danielle Cole: Replying to "Do you recommend a "..."

Yes - a gentle nudge is great

00:20:13 debbie albertson: i

00:20:15 Stephanie Helmbold: You need to be here.

00:20:15 Sandy Job-Rivera: Reacted to "Can we see a fully f..." with 

00:20:16 LMiphone: Be the pig!!!! And not everyone is KILLING IT!

00:20:16 Sara Renei Anop: Not everyone is killing it Kelly

00:20:17 Sherry Moore: Not everyone Kelly.

00:20:18 Kim Bemis: I'm not killin' it.

00:20:18 Mandy & Wayne Hudson: Not everybody
00:20:19 Courtney Cook: Proud of you for showing up kelly!
00:20:20 Alicia Raley: So glad you are here Kelly. You are not alone
00:20:22 Pam Fentner: Not me. I don't even get responses
00:20:23 Chris & Christy Smith: Reacted to "Be the pig!!!! And ..." with ❤️
00:20:24 Jodi Dexter: You are not alone kelly
00:20:24 Rhonda & Craig Lauritzen: You're in that "learning space" that Megan trained on.
00:20:26 Coach Danielle Cole: Reacted to "Be the pig!!!! And ..." with ❤️
00:20:26 Candis Winslow: Kelly sending you a huge HUG, I'm in the same place you are!!! I have felt like that alot lately!!!!
00:20:27 AIMEE Woodward: It is hard when we see others doing so well. We just have to remember to keep doing the one thing at a time and not compare ourselves.
00:20:27 LMiphone: Connected.....
00:20:28 Clark & Nancy: We are with you Kelly
00:20:28 Alison Brooks: Replying to "My very first client..."

Thank you, everything has been personal right now in the convo, so I was wanting to transition to health.

00:20:29 Natalie Ryder: I feel this Kelly! You are not alone!
00:20:29 Mrs. Randall: I am so not killing it. I don't have hardly any leads so don't feel bad.
00:20:29 GiNNY LYKE: Today was the BEST day to get on!
00:20:30 Clay & Paula Whiting: Girl you ARE NOT ALONE!!!
00:20:31 Carol Holmes: Kelly I have a little of that going on as well!
00:20:31 Michelle Turnipseed: not everyone Kelly. So glad you're here. You're real and we all resonate with you
00:20:32 Maura Duah-Asamoah: We are happy you are here Kelly💜
00:20:33 debbie albertson: i'm not getting results yet either, keep showing up and doing the work Kelly!
00:20:33 Debi Auch Moedy: Kelly...we can relate!!!
00:20:33 Jill Poisson: Kelly glad you're here❤️
00:20:34 Julia Brown: Replying to "Do you recommend a "..."

Would you just say, "did you see my message?"

00:20:34 Tracy's iPhone: I feel that way too. I feel like am going no where.

00:20:34 Elena Armstrong: Just so you know Kelly, you aren't the only one. I need to here this myself

00:20:34 CAROL JANE: not everyone is killing it - I am doing outreach they are talking to me but no sales

00:20:35 Deborah Tanner: Kelly I so feel you there are a lot of us that feel that way

00:20:35 Laura Morgan: I'm struggling too Kelly.

00:20:38 Connie Fay: Ohhh,Kelly! I so totally understand what you're going through! I totally relate! Great job for digging in and being the pig! Don't quit!!

00:20:39 Stephanie Helmbold: Things aren't happening for me yet either, but they will!

00:20:40 Tammy Carabelli: You are not alone Kelly! xo

00:20:40 Karen W. aka KK: Not everyone my dear. I'm not moving...yet...

00:20:40 Debbie Pascoe: not everyone is "killing it" -- I'm feeling the same way!!!

00:20:44 Terri Bond: I'm not killing it!

00:20:47 Angela Swinney: Kelly, I have been there. What you do today is building tomorrow

00:20:48 Kristy Wharton: We do not let anyone suffer in silence in this program

00:20:49 dermitsherrie@outlook.com: Not everyone, Keep using your love language.

00:20:49 Sherry hudak: Honey I'm far from killing it. I'm struggling like you

00:20:50 Misty Stroebel: Same here! I'm not killing it! Thanks for having this conversation!

00:20:51 Michelle Turnipseed: Reacted to "Yes - a gentle nudge..." with 👍

00:20:53 Rachel Isaacson: your not alone girl!! its hard to not compare!

00:20:53 Annie Burdett: Kelly thanks for sharing. I am not killing it but moving forward

00:20:54 Danielle Wehner: Kelly, you're not alone! It's happening to me, too.

00:20:54 Sandy Job-Rivera: Kelly don't feel like that. Many of us are feeling insecure and this is exactly where we need to be.


00:20:56 Brenda Byrd: I'm feeling the same, Kelly
00:20:59 Cara Webber: I'm not killing it Kelly. We can do this girl.
00:20:59 Ginger Farris: So glad you are on Kelly! You are brave and other people resonate with your feelings!
00:21:01 Jennifer's iPhone: You aren't alone. I'm not killing it. I'm just being consistent
00:21:02 AIMEE Woodward: I am feeling the same way but I also feel good about the work I am doing.
00:21:02 Leigh Ulrich: I feel the same way.
00:21:05 Cindy Pounds: KELLY- the work you are doing NOW could show up in 30, 60, 90 days!! It's NOT always immediate!
00:21:08 Cynthia Gómez Martín: The fact that you are seeing so many responses it's a HUGE win!!!
00:21:15 Jean Reed (South Dakota): You are not alone. I have had only one response, but need to hold onto what I have gotten.
00:21:17 Ginger Farris: Reacted to "KELLY- the work you ..." with !!
00:21:18 Michelle Turnipseed: Replying to "Do you recommend a "..."

I did a few yesterday and said "hey I know life gets' crazy but wanted to make sure you saw my last message." 😊 I've had replies from that. People forget 😊

00:21:18 10 - Jennifer Root: Thank you Kelly for sharing!
00:21:19 Jessica Owens: Kelly- I understand that feeling!
00:21:20 Christina Struk: I am not killing it lol no new customers in feb. but getting responses and learning a new way. Your not alone Kelly
00:21:20 Tina Luce: Kelly girl you are amazing thank you for your vulnerability
00:21:20 Katie Nice: Reacted to "KELLY- the work you ..." with ❤️
00:21:21 shannon gleason: So good Bob as I am challenged by similar red lights
00:21:21 Mark's iPhone (2): Kelly, I needed you to be on here and say what you just said!!
00:21:24 Kathy Jewell: Kelly we aren't all killing it. But even small steps forward are big accomplishments!! The fact they are responding to your messages now is huge success!! Hold to that.

00:21:25 Amber Hansen: Glad you are here Kelly, I can relate. Not alone. But we are learning and growing. Keep showing up and stay consistent flipping the stories.

00:21:30 Corbin Warrick: heck yaaaa it is!!!

00:21:33 Alisha Munden: You are saying what others maybe thinking. You are incredible 

00:21:33 Sara Renei Anop: Results

00:21:34 shannon gleason: We all feel this way sometimes Kelly

00:21:34 Francesca Firenze: The outcome

00:21:37 Sherry Donovan: Oh Kelly, I love your heart to serve!! You are getting a breakthrough right now!!!

00:21:45 Debbie Pascoe: whatever you think, you feel -- BOB! 

00:21:47 Ricardo Cordova: I have identified the problem (weight and discipline). conversations. Thanked for sharing then said " How would you feel about me sharing, again, how our programs might help you in a couple of these areas.

Response was - He was very busy wants something that he can read and the cost. He doesn't know if he has the bandwidth for adding anything right now.

00:21:47 Francesca Firenze: Connecting!!!

00:21:48 Mandy & Wayne Hudson: Whatever you think, you feel - so powerful - what are the facts?

00:21:54 Lindsey: im far from killing it- you are here for a reason, we are right with you

00:21:57 Michelle Turnipseed: I love Bob's podcast from I think the fall about how you will work a good while without pay and our industry doesn't tell us that.

00:21:59 Kari Castelli: Not everyone is killing it. I've had one re-enrollment. But my responses are much better! You're doing great!

00:22:03 Megan Weisheipl: Replying to "When attending a liv..."


Care about them and ask questions to see what their biggest struggle is right now.

00:22:05 Rebecca Foust: @Kelly Temple - I also feel like I'm getting nowhere fast because I go to do authentic outreach and then freeze and tell myself red light stories about the scripts. It's not everyone here is happy and you're the downer. Its actually a lot of us are feeling the way you are and we need you here today because

we need to hear all of this too. Thank you so much for sharing and being vulnerable because so many of us feel the way you do and need to hear this

00:22:07 Eva Berkley: Not killing it either ~ but I'm trying

00:22:09 Jill Poisson: You are short changing yourself

00:22:13 Donna Prelog: So proud of your progress Kelly! 

00:22:14 Lindsey: Reacted to "Kelly, I needed yo..." with 

00:22:23 Lindsey: Reacted to "Not killing it eit..." with 

00:22:24 Sherry Moore: Reacted to "Whatever you think, ..." with 

00:22:27 CAROL JANE: all social chat no deep problem converstations - I hear you on that

00:22:31 Jessica Owens: Gap and the GAIN

00:22:40 Sue's iPhone: Kelly, I do that all the time. You are not alone!

00:22:41 Mindy: I have been slowly doing general AO. Some conversations started, but no results as yet. Our Company just announced a huge product launch is coming in April, and it's going to be a gamechanger in the anti-aging industry. I am watching so many within my company quickly building a pre-launch team. We have been given scripts for building for the pre-launch, for different scenarios, but just curious what your suggestion for authentic outreach to find a pre-launch team would be?

00:22:46 Coach Jennifer Freeland: Comparison is an enemy!

00:22:46 Francesca Firenze: Yep! That's me. So glad you're speaking your heart!

00:22:47 Jill Poisson: Yup gap and the gain

00:22:51 Andrea Metzler: Reacted to "I did a few yesterda..." with 

00:22:58 Debbie Pascoe: Thank you for this!!! I've been seeing "everyone else" succeed and thinking I'm not doing things right

00:23:05 Kim Bemis: Reacted to "Comparison is an ene..." with 

00:23:10 Sandy Job-Rivera: Reacted to "Thank you for this!!..." with 

00:23:11 AIMEE Woodward: Reacted to "Thank you for this!!..." with 

00:23:12 Sherry Donovan: YES!!!!

00:23:16 RGiPad: Reacted to "Thank you for this!!..." with 

00:23:27 Ginger Farris: We can only control our action but RESULTS will come!

00:23:30 Amber Hansen: Reacted to "Care about them and ..." with 

00:23:30 Bonnie Neff: Question: Feeling good about reaching out to those in my FB groups, getting a lot responses. After a couple back and forth. I'm getting a little

hung up with responding, what would you like me to help you with (their problem). I've sent multiple people value add information. I'm struggling with how to go from here to set them up for assessment. I'm loving the connections and pleasantly surprised on the responses.

00:23:31 Sandy Job-Rivera: Reacted to "@Kelly Temple - I al..." with ❤️
00:23:39 Tina Luce: Kelly I had a major breakdown today too. About growing a team.
00:23:40 Andrea Metzler: Reacted to "Gap and the GAIN" with 👍
00:23:40 Mary Daza: So good
00:23:41 Amber Hansen: Replying to "When attending a liv..."

@Megan Weisheipl thank you.

00:23:45 Julia Brown: Replying to "Do you recommend a "..."

That's awesome. Thank you Michelle

00:23:54 Lori Ostlie: Kelly, I feel the same way. Comparison is the thief of joy. Thank you for your vulnerability and conversation with Bob. 😊

00:23:55 Lindsey: amen amen
00:23:59 erichunsberger: I'm not killing it yet. But I will be soon.
00:24:04 Coach Danielle Cole: Reacted to "I did a few yesterda..." with ❤️
00:24:06 Francesca Firenze: Reacted to "I'm not killing it y..." with ❤️
00:24:13 Debi Auch Moedy: Reacted to "I'm not killing it y..." with ❤️
00:24:17 Mary Daza: Reacted to "I'm not killing it y..." with ❤️
00:24:17 Coach Tammy Asmus: Reacted to "I'm not killing it y..." with 😊
00:24:18 Coach Danielle Cole: Replying to "Do you recommend a "..."

Another ending is "I look forward to connecting with you"

00:24:27 Coach Tammy Asmus: Reacted to "Kelly, I feel the sa..." with 😊
00:24:31 Lauren Iphone: Kelly! Thank you for getting on and sharing!!
Learning how to let go of the results and be so happy with the steps we are taking is something I'm working on as well you're not alone! You're so brave!
00:24:34 Sally Macklin: yes, Kelly we are not all crushing it - yet ! we are learning !
00:24:34 Danielle Wehner: Comparison is the thief of JOY

00:24:43 Lori Ostlie: Reacted to Kelly, I feel the sa... with "😄"

00:24:43 Francesca Firenze: Replying to "I'm not killing it y..."
Love this! I try best to say to myself. My season is coming. This is a learning season.

00:24:50 Sherbear: thank you Kelly!! We are here with you. this is a great conversation..💕💕

00:24:51 Coach Danielle Cole: Reacted to "Love this! I try be..." with ❤️

00:24:51 Debi Auch Moedy: Love that!!! Fear Led pursues success...Love Led pursues GROWTH!!

00:24:59 Diane Duncan: Whats the next step after sending a value-added follow-up that was received and the reply was an enthusiastic THANK YOU!,,,,???

00:25:00 Karen W. aka KK: Kelly - thank you for your vulnerability- and you said early on - you are building and NOT quitting.

00:25:04 Ginger Farris:Reacted to "Love that!!! Fear L..." with ❤️

00:25:08 Coach Danielle Cole: Replying to "I'm not killing it y..."

Great message from the mindset call from Megan - we are in the learning phase

00:25:08 Jill Poisson: Brave love led

00:25:10 Kristy Wharton: Replying to "Question: Feeling g..."

So im hearing you need help with transitions, right? j

00:25:13 Kayla Allen: When things are going well, my personality is to go hard and strong. There is a FEAR of going too FAST and not being able to keep up due to past experience. Do you ever recommend setting a boundary in a space like this? I get extremely excited, but due to past experience I can get "hooked" and burn out. Thoughts?

00:25:13 Mary Daza: Courage

00:25:22 Carol Holmes: bold!

00:25:30 Bonnie Neff: Replying to "Question: Feeling g..."

Yes!!!

00:25:44 Coach Tammy Asmus: Replying to "Question: Feeling g..."

Are they clients or prospects?

00:25:48 Karen Forrister: AMEN!!!!

00:25:49 Debbie Pascoe: "that's a pretty frickin' big win right there"
00:25:55 Coach Danielle Cole: Reacted to ""that's a pretty fri..." with ❤️
00:25:57 Mary Daza: Reacted to ""that's a pretty fri..." with ❤️
00:25:58 Stephanie Helmbold: Reacted to ""that's a pretty fri..." with ❤️
00:26:07 RGiPad: Kelly...I'm not crushing it right now either, but thinking positive things will turn around.
00:26:17 Karen W. aka KK: Yes!!!
00:26:19 Mandy & Wayne Hudson: Stand tall, Kelly! You are on the podium!
00:26:25 Jessica Owens: Thank you, Bob! I need to hear this too!
00:26:30 Lindsey: its the foundation that makes it strong
00:26:37 Michelle Turnipseed: and you showing up today when you don't want to shows you having discipline and coming off mute is HUGE to share and be real! Courageous warrior woman!!!!
00:26:39 Coach Ashley Prieto: Replying to "I have been slowly d..."

I would start with doing AO to your past & current customers that have a specific problem this product can help with. And then create value content around the problems this can help.

00:26:41 Karen Forrister: THIS IS SO POWERFUL!!!
00:26:43 Leigh Ulrich: What advice do you have that will help me talk to my mentors? I have super supportive mentors, but they are concerned that I have not signed new clients. I am a fairly new coach - I only have 5 clients and no past clients. I am trying to have daily authentic outreach with engaged leads, but so far I have not signed new clients. I love this love-led approach. I don't want to pressure someone to sign up. I like leading with love. I just want to help my mentors understand that it is ok for me to go slow.

00:26:45 Tana Michelle: YES! Kelly, you are speaking to all of us growing in mindset!!

00:26:47 Helen Downie: Over the past four years I have spammed my hot leads to the point of complete shut down! Isthere still hope?

00:26:49 Alyson Brittain: Kelley I had lots of stuggles for years

00:26:50 Rande Ballard: Thank you Bob

00:26:50 Coach Jennifer Freeland: Reacted to "Kelly...I'm not crushi..." with ❤️



00:26:50 Mary Daza: We're finessing our skills Kelly

00:26:51 Amanda Samaniego: LOVE this. SO incredibly powerful!
00:26:51 Sara Renei Anop: Showing up is a big deal
00:26:53 Candis Winslow: YeS!!!!
00:26:53 Tana Michelle: oh yes!
00:26:53 Lindsey: yesss
00:26:56 Coach Tammy Asmus: Replying to "I have been slowly d..."

You still use Bob's teaching – find the "problem".

00:26:56 Amanda Samaniego: YES!!!
00:26:56 CAROL JANE: yes yes yes
00:26:58 Ginger Farris: YES!!
00:26:59 Debbie's iPhone (2): Me
00:26:59 James Mendoza: Me!
00:26:59 Kathy Jewell: Yes
00:27:00 Clay & Paula Whiting: 
00:27:00 debbie albertson: yes
00:27:00 Kent Williamson: Me
00:27:00 Jennifer Cumbie: Yes!!!
00:27:01 Jennifer's iPhone: 100
00:27:01 Rachel Isaacson: YESSSS
00:27:02 Tina Luce: Me!!!!
00:27:03 Danny & Susie Chiles: Meeeeeeeee
00:27:05 Amy Brown: Kelly you are definitely NOT alone.
00:27:05 Deb: yes
00:27:05 Kristy Wharton: Replying to "Question: Feeling g..."

A simple transition is "are you open to talking about the next step to solving X problem or to the transformation you're hoping for?"

00:27:06 Francesca Firenze: Yes!!! Thank you!
00:27:07 Lauren Iphone: Me!!!
00:27:07 Sarah Bravo: yessss
00:27:07 iPhone: So connected
00:27:07 Eva Berkley: 
00:27:07 Laura Morgan: Yes 

00:27:08 Kathy Goff: 100
00:27:09 Charlotte Akinkugbe: Connected
00:27:10 Chris & Christy Smith: SO good thank you Kelly, I needed this today too.
00:27:11 Brenda Byrd: Absolutely
00:27:11 iPhone: I really needed to hear this!
00:27:12 Michelle Turnipseed: Kelly I want to hug you! You're precious
00:27:13 Claudie Yamada: yes
00:27:14 Karen W. aka KK: Absolutely 100
00:27:14 Terry Freitas: Yes
00:27:16 Tana Michelle: YOU ARE LOVED!
00:27:16 Adrian/Frank Woods: me
00:27:20 Amber Hansen: Reacted to "@Kelly Temple - I al..." with ❤️
00:27:20 Raylene Thomas: 🙋
00:27:21 Corbin Warrick: BOOM
00:27:21 Terri Morales: This is GOLD!!
00:27:22 Francesca Firenze: Now can someone please engrave it in my head please?
00:27:24 Bev: Thank you Bob for celebrating all of us
00:27:25 Donna Prelog: So sorry I have to leave now...
00:27:27 Corbin Warrick: Bob ur the best!!!!!!
00:27:29 Jean Reed (South Dakota): Also need to hear you don't only care about those who get results
00:27:29 Karen W. aka KK: Reacted to "Now can someone plea..." with ❤️
00:27:32 iPhone: This is so amazing and precisely why I am so happy I'm doing this!!!
00:27:33 vyonniemattthews: Yes 🙌
00:27:33 Kathy Randazzo: Thank you Kelly for sharing your heart... You are a success!
00:27:34 Bonnie Neff: Replying to "Question: Feeling g..."

Prospects - I only have a few past customers but over 100 in my FB group that I reached out to individually. Some are people I know, most I do not!

00:27:37 Sherry Donovan: Faith over fear!!!

00:27:38 Sheryl Sandberg: ME.
00:27:40 RGiPad: Yes
00:27:40 Tana Michelle: heal and fill with love and you grow and pour love in others! It's what you and all of us are growing in!
00:27:42 Sally Macklin: I found out a woman who was "ghosting me" just had her father die- so gotta realize people often have really good reasons not to respond - that have nothing to do with you !
00:28:03 Jean Reed (South Dakota): While I know that still need to hear that when what is recognized are the wins in sales
00:28:31 Coach Ashley Prieto: Replying to "I have identified th..."

Value add F/U. Sounds like he already has his sales resistance flags up. You could explain that there are different options for different people so it's not a one size fits all approach. Making it hard to just send generalized info. Also, keep in mind, is this someone you think will be difficult to work with on the program.

00:28:32 Marjorie Kauffman: Where can we find the CHAT script after this broadcast?
00:28:33 Misty Stroebe: Never quit on a hard day!
00:28:34 Bonnie Neff: Replying to "Question: Feeling g..."

@Kristy Wharton After sending this message is where I am getting stuck!

00:28:34 Kristy Wharton: Replying to "Question: Feeling g..."

Also Bob just did a great post about transitions in the Your Virtual Upline community, if you'll find me via social after this, I'll make sure to get you that.

00:28:43 Karen W. aka KK: Don't be embarrassed!!
00:28:43 Lindsey: we are with you
00:28:46 Debi Auch Moedy: KELLY...we are so grateful that you spoke up!!!
00:28:46 Terri Morales: Kelly you are AMAZING!!!!
00:28:48 Annie Burdett: you are brave
00:28:48 Rebecca Foust: Don't be embarrassed we're all in the same boat!
00:28:48 LMiphone: GOLD - thank you Kelly!!!
00:28:49 Jennifer Morris: You are saying what so many feel
00:28:49 Tina Luce: Girl nooooo we all needed this u are awesome

00:28:49 Kathy Jewell: Yes! Because old habits are our comfort zone!!
00:28:50 erichunsberger: THnak you Kelly
00:28:50 Debbie Pascoe: she needs to read this comments thread later
00:28:50 Alisha Munden: Nothing at all
00:28:51 CAROL JANE: don't be embarrassed - I truly feel the same way
00:28:52 Bev: You're saying what many of us are thinking
00:28:53 Ginger Farris: You are courageous to me!
00:28:55 Kim Bemis: Don't be embarrassed. This was so good for me to hear!
00:28:55 Kathy Lalonde: Thank you for sharing Kelly!!!
00:28:57 Clark & Nancy: needed that
00:28:59 Brenda Byrd: Nothing to be embarrassed about! I am SO PROUD of you for being honest!
00:29:00 Kristy Wharton: Replying to "Question: Feeling g..."

@Bonnie Neff do they respond when you ask this?

00:29:00 Michelle Turnipseed: Kelly--your tears show your deep heart for people. We all relate to this.
00:29:01 Elena Armstrong: We ALL benefited from this. Thank you for sharing and being vulnerable Kelly
00:29:02 Bonnie Neff: Reacted to "Also Bob just did a ..." with ❤️
00:29:03 julie mann: Thanks gorgeous sharing and being courageous enough to talk to Bob Kelly x
00:29:05 Dolena Sinclair: Thank you for sharing I think this hits home for many of us
00:29:07 Katie Huhman: I needed that!
00:29:08 Rachel Isaacson: thank you for sharing!!!
00:29:08 Stephanie Helmbold: no reason at all to be embarrassed
00:29:08 Troy Kemp: Kelly - Thank you for sharing so openly and bravely. You shared feelings so many others face. You were just bold enough to be authentic for us all.
00:29:10 Rhonda & Craig Lauritzen: Kelly - this is the message from Megan's mindset coaching yesterday. It's painful but so meaningful.
00:29:11 iPhone: Replying to "Hot Lead question, I..."
Embarrassed? You have inspired all of us!!!

00:29:13 Karen W. aka KK: You spoke what many of us were feeling

00:29:15 Kent Williamson: Kelly I am there with you. Don't be embarrassed. You probably just helped others to not give up

00:29:16 Michelle Turnipseed: Reacted to "Embarrassed? You hav..." with ❤️

00:29:18 Chris & Christy Smith: Reacted to "Embarrassed? You hav..." with ❤️

00:29:20 Tina Luce: U were the brave one... a leader Kelly

00:29:21 Amelia Damlo: thank you Kelly temple

00:29:21 Beth Breon: Kelly, thank you!! This resonated with me, too.

00:29:22 cindy baccarny: Yeah nothing to be embarrassed about . We all have felt this one time or another. Ty for sharing

00:29:25 Candis Winslow: Reacted to "You spoke what many ..." with 😊

00:29:25 Katie Nice: That's right! You're helping ALL of us!

00:29:27 Jessica Bray: You are so courageous. We all feel or have felt like this at some point

00:29:28 Terri Bond: I needed to hear this too

00:29:29 Alicia Raley: Kelly! You are so relatable. Thank you for sharing!

00:29:30 Amanda Samaniego: No reason to be embarrassed!!! I NEEDED to hear this.

00:29:30 Elena Armstrong: And the ones THEY impact

00:29:31 Tammy.Schmidt: Kelly - THANK YOU!!! For being BRAVE and sharing, what we are to scared too. You have helped us ALL! LOVE YOU!!

00:29:34 Gloria Tudor: This was so good! thank you for your openness and sharing with all of us! I needed to hear this so much.

00:29:34 Courtney: You spoke for me! Don't be embarrassed. You were BRAVE!!!

00:29:35 Kathy Goff: It helped me for sure

00:29:41 Sherry Moore: Major impact here!

00:29:43 Stephanie Helmbold: I'm right there with you Kelly!!

00:29:43 Danielle Legg: Totally needed to hear this so thank you Kelly for being vulnerable on behalf of all of us!

00:29:44 Alyson Brittain: Thank you Kelley!!!!

00:29:45 Sally Macklin: yes- thanks , Kelly!!! 😊

00:29:47 Latoya Durant: Thanks you for sharing Kelly ❤️

00:29:48 Danielle Wehner: Kelly, you helped me BIG TIME!

00:29:48 GENNIE Parnell: Thank you for being vulnerable. ❤️
00:29:49 Coach Ashley Prieto: Replying to "Where can we find th..."

It will be uploaded under the training recording in your portal under Coaching Calls

00:29:49 Lindsey: helping others through this convo - I needed to hear all of this

00:29:49 Cynthia Gómez Martín: 100%

00:29:52 Sherri(South Dakota): Thank you for sharing!

00:29:55 Amanda Samaniego: SO true!! Connection happens in the valley

00:29:56 Alisha Munden: THIS

00:29:58 Coach Ashley Prieto: Reacted to "I found out a woman ..." with 🙌

00:30:03 Tammy Carabelli: Don't be embarrassed Kelly. You helped so many of us by being brave enough to speak up.

00:30:05 Janet Thorn: Connected

00:30:06 Ginger Farris: This is authentic

00:30:07 Corbin Warrick: going to fail more times than we will succeed!!

00:30:09 Kristan Paolacci: We connect in the valleys

00:30:09 Ricky and Kim Van Auken: This is exactly what we all needed to hear today

00:30:09 Jennifer Cumbie: Yes!!

00:30:11 Alyson Brittain: ALOT

00:30:16 Leigh Ulrich: I thought I was the only one feeling this way. Thank you for sharing

00:30:18 iPhone: Replying to "Hot Lead question, I..."

This is exactly why you must continue. What we are called to do is not always easy!!

The hard is what makes the wins so worth celebrating!!

00:30:19 Susan Waterbury: Thank you for your courage in sharing, Kelly!

00:30:21 Michelle Turnipseed: I major deal with imposter syndrome and being found out i'm not 'real' and that was a major spiritual attack on me yesterday. We all struggle with comparing. It's constant for me and wondering if I belong to 'the in crowd.'

00:30:22 Bonnie Neff: Replying to "Question: Feeling g..."

I have been sending some value add information and resources just not towards the health assessment or products.

00:30:22 Jean Reed (South Dakota): Thank you for sharing, you are willing to open and vulnerable...you are authentic and we all start there

00:30:32 Corbin Warrick: breakthrough is coming!!!!

00:30:36 Michelle Turnipseed: Reacted to "Question: Feeling g..." with 🙌

00:30:45 Corbin Warrick: ur story becomes the message!!!

00:30:51 Sara Renei Anop: Out of 300 + people on this call I guarantee that 250 of us feel this same way

00:30:51 Karen Forrister: Now, I'm crying

00:30:53 Rebecca Foust: Okay I have a conversation question - I have an acquaintance who before she delivered her son in Jan was commenting on my stuff saying she was going to reach out after she delivered. We've had multiple authentic conversations since then and she's never brought it up. Can I just reach out and say Hey girl I know you had told me you wanted to make a change in your health after you had your son. How is that going? Or is that too bold and I should start with small talk first?

00:30:55 Jennifer Morris: Your fears become your superpowers

00:31:01 Cynthia Gómez Martín: Reacted to "Out of 300 + people ..." with ❤️

00:31:02 Coach Tammy Asmus: Amen! God works all things together for good!!! Xoxo, Coach Tammy

00:31:03 Cherlyn Johnson: That is true! Your reason for being on here today is beyond your growth. It is also very helpful to me!

00:31:07 julie mann: Yes Thank you Kelly!

00:31:12 Karen W. aka KK: ❤️❤️❤️

00:31:20 Carol Holmes: Thanks Kelly!

00:31:22 Chris & Christy Smith: Thank you Kelly, I needed that today too!

00:31:22 Candis Winslow: Hugs Kelly!

00:31:22 Elena Armstrong: I'll be watching this over and over!

00:31:29 10 - Jennifer Root: Inspiring!

00:31:29 Sherry Donovan: Humility is a beautiful thing! I love your heart Kelly!!!

00:31:29 Julie Westhoff: I have someone that bought 1000K product for his wife for Christmas,. I delivered but wanted to do follow ups with her and didn't

because I was busy with my other job. Now- I am fearful to reach out to him to get her number and discuss and serve. How do I re-engage

00:31:38 AIMEE Woodward: Thank you Kelly!

00:31:39 Connie Fay: Thank you so much Kelly

00:31:40 Sara Renei Anop: THANK YOU KELLY!!!! You're amazing

00:31:41 Rande Ballard: You helped me Kelly

00:31:42 Sarah Bravo: SOOOOO thankful for you Kelly

00:31:43 Elena Armstrong: It's been blowing up!

00:31:43 Lauren Iphone: Thanks Kelly!!!

00:31:43 Natalie Taylor: Thank you!!!! That was powerful!

00:31:43 Kayla Allen: Thanks for being vulnerable! Appreciate you Kelly!

00:31:45 Catherine Heller: Yes!! I needed to hear this too!!

00:31:46 Tina Luce: Brave girl!!!

00:31:47 Ricky and Kim Van Auken: SO MUCH ❤️

00:31:47 Katie Huhman: I am so appreciative!!! Thank you so so much!!!

00:31:47 Gloria Tudor: Thank you for sharing your journey!

00:31:47 Amy Brown: Thank you Kelly!

00:31:47 Coach Danielle Cole: You are not alone! We got you!

00:31:47 Adrian/Frank Woods: You spoke to so many of us Kelly!!! You're amazing. <3

00:31:48 Mary Daza: SO MUCH KELLY!!

00:31:49 Theresa Torres: Thank you Kelly it was needed to hear.

00:31:50 Stephanie Lyon /Arbonne Wellness: thank you Kelly! we all feel the same!!

00:31:50 Debbie's iPhone (2): Kelly that was so brave!!

00:31:50 Natalie Ryder: Brave and honest. I'M right there with you!

00:31:51 Dr. Bekki Risinger: Thank you Kelly!

00:31:51 erichunsberger: I appreciate your honesty Kelly

00:31:51 Misti Hard: Feeling the exact same way, Kelly!

00:31:51 Karen W. aka KK: The chat has been blowing up 🥰

00:31:52 AIMEE Woodward: I am feeling the same!

00:31:53 Allisen Levin: Thank you Kelly!

00:31:55 Sharon McCandless: am like you--so thanks Kelly!!

00:31:56 Mandy & Wayne Hudson: Wow, Kelly – you are so NOT alone in your feelings!! Thank you so much for your courage!

00:31:56 Aundria Roberts: Amazing share Kelly! You are not alone!

00:31:56 Andrea Metzler: Seeing your vulnerability gives me courage to do the same, Kelly.

00:31:56 Christina Struk: Hugs right there with ya Kelly

00:31:56 Celeste: Thank you for sharing Kelly. I love how you shared your heart.

00:31:57 Amy: I totally needed this Kelly! Thank you for being willing to share!

00:31:57 Marjorie Kauffman: I have tears, too, and appreciate yours. Thank you.

00:31:57 Andrea Jaimes: You are amazing Kelly! Thank you 🤗

00:31:57 Lowell & Catherine Hanson: Kelly , you are amazing, thank you for sharing?

00:31:58 debbie albertson: thank you so much Kelly, I so relate, we appreciate your vulnerability!

00:31:58 CAROL JANE: LOVE and thank you

00:31:58 James Mendoza: Thank you Kelly!! God bless you.

00:31:58 Coach Jennifer Freeland: Courageous share Kelly.

00:31:58 Claudie Yamada: Thanks for being courageous, Kelly!

00:31:59 Jean Reed (South Dakota): You are stronger than you think, thank you for sharing.

00:31:59 Liz Murray: Thank you, Kelly!!! Appreciate you sharing!!!

00:32:00 Karen Smith: I appreciate you being brave enough to say what many of us were thinking. Thank you!

00:32:01 Matt-🍷&🍷 HEALTH+WELLth: Great share Kelly!! Impacted me.

00:32:02 Janet Thorn: I am where you are! Thank you for your boldness Kelly

00:32:02 Angie Duprey: Thank you Kelly Temple. We are stronger together!!!!
Thank you for sharing and your courage to be vulnerable. You are not alone

00:32:03 Danny & Susie Chiles: I needed this big time Kelly

00:32:03 Elizabeth & Jon Fisher: Kelly, I needed to hear that too! Thank you for being vulnerable and so real!

00:32:04 Francesca Firenze: Absolutely!!! Thank you for vulnerability.

00:32:05 Maura Duah-Asamoah: Your courage opened so many of us up. Feel good about that!

00:32:06 Donna Johnson: Appreciate you Kelly!

00:32:07 Tracy's iPhone: I just need a win

00:32:07 Clark & Nancy: So there too Thanks for being brave to share it.

00:32:07 Tim and Pam Reffner: Kelly Thank you. Ditto's

00:32:09 Lois Shawback: I totally relate, Kelly! Thanks for being vulnerable....🥹

00:32:12 Sandi Bobryk: Thank you for sharing your heart Kelly!

00:32:13 RGiPad: Thank you Kelly. You are wonderful!

00:32:14 Coletta Haskin: Kelly thank you for sharing!

00:32:15 Katie Nice: Your authenticity is a blessing to all of us! Thank you for being vulnerable Kelly!

00:32:15 Koleta Ferguson: Kelly I want you to know that I feel you and appreciate you!

00:32:16 Megan Salch: 100% Kelly! We are all growing and evolving. We can grow together!

00:32:18 Donna Barber: Thank you soooo much Kelly!!! You were speakiing for me too

00:32:19 Connie Queen: You are a FAITH LEAPER!!! So inspirational to me and so many!

00:32:20 Jennifer's iPhone: Kelly thank you for hopping on. These were things I needed to hear. You've got this and if you keep going you will succeed.

00:32:22 iPhone (4): So helpful. I feel very similar so thank you!!

00:32:23 Deborah Tanner: thank you Kelly for being so bold so many of us feel that way

00:32:25 Julia Brown: So grateful to have heard that part of this coaching session. My mind has been there too. YOU showed up Kelly - That's a win worth celebrating!

00:32:26 iPhone: Kelly you spoke what many people feel. Bravo courageous lady

00:32:28 Jodi Dexter: I have my list of hot leads and want to message them. But instead of sending a message I think about my red light story and do nothing. My red light story is they won't respond they don't need my help. They don't have a problem I can help. They are with another MLM business so they won't respond. But they are all

in my Facebook group, so I thought they would need or want something from me. How do I get out of my own way. If this makes sense.

00:32:30 Misty Stroebel: Love your courage and vulnerability to share so we could all benefit and learn too! This was a convo I needed to hear! Thank you!!!

00:32:35 Sherri(South Dakota): Thanks for sharing, courageous!

00:32:38 Maureen McDaid-Fraizer: You were very brave Kelly! I needed to hear this also thing morning. You are the voice of many and I am truly grateful! Thank you!



00:32:40 Gloria: Right there with you Kelly!! Thank you for being vulnerable and opening up. I needed to hear that so much!!!

00:32:43 Susan Waterbury: Thank you for sharing, Kelly! Keep up your courageous action!

00:32:56 Coach Ashley Prieto: Replying to "Okay I have a conver..."

I would ask "I know you mentioned you wanted to (insert problem). how is that going for you?"

00:32:58 Laura: So grateful for you sharing, Kelly!

00:32:59 Maria Van Tiflin PT, DPT: Awesome thank you

00:33:00 Donna Sperry: Thank you Kelly for your vulnerability today. I needed to hear that coaching myself.

00:33:04 Tana Michelle: You were MEANT to share, Kelly. Yahoo!

00:33:14 Marilyn's iPad: Thank you for sharing,! You are not alone!

00:33:21 Kelly Mills: Kelly, my daughter is on my lap. She said, "I'm glad Kelly asked that question or this call would have gone to waste." Even she perceives how important your bravery was for the rest of us this morning.

00:33:23 Kelley Whelan: Thank you, Kelly for being vulnerable! You are an overcomer!! You got this

00:33:23 Liane: How to do I respond to this? "Weight management is still the same. My mind is not there yet.' She is a past client.

00:33:29 Robin Knorr: You are so bold and beautiful. I so understand where you are at and what you are feeling. Thank you for being brave and courageous!

00:33:32 Liane: Reacted to "Kelly, my daughter i..." with

00:33:33 Agnes Bruce: Kelly, I totally understand your frustration. You are doing better than I am & I've been coaching for 4 & 1/2 yrs! Claim Phillippians 4:13

00:33:39 Katie Nice: Reacted to "Kelly, my daughter i..." with 🥰

00:33:45 Linda Lee: I've been where you are at more times than I can count Kelly. We are in the right place to learn how to overcome these negative stories we tell ourselves. We are showing up and learning a new way of serving and loving those who are looking for help.

00:33:53 Coach Ashley Prieto: Replying to "How to do I respond ..."

What are you currently doing to change that?

00:34:00 sue Paige: Thanks Kelly- You are so courageous for sharing!! That conversation was so helpful!!

00:34:44 Rebecca Foust: Replying to "Okay I have a conver..."

ok thank you

00:34:48 Kristy Wharton: Replying to "What advice do you h..."

I hear you and the way you do that is, like with AO, you do AO with them and be honest and direct. " im so grateful for your support and at this time, im learning an approach that is affording me such alignment and freedom in my business! Thank you for the space to do that, right now. I'll be reaching out to you, when I need anything more. For now, Im fully focusing on this program and my current/futre clients."

00:35:24 Alison Brooks: Replying to "My very first client..."

Would you go to the script of when we were working together....

00:36:46 Christina Struk: Not enough value

00:36:53 Mary Daza: Sales resistance

00:36:53 Corbin Warrick: product!!!

00:36:54 Karen W. aka KK: Product?

00:37:06 Sara Renei Anop: Program = product

00:37:11 James Mendoza: What is the problem?

00:37:17 Lowell & Catherine Hanson: this is so good

00:37:28 Ginger Farris: When someone (a reactivated client who was a roll up) orders and then I reach out to and introduce myself and she says she has got this - she has done it before and can do it on her own. My response might be, "Ok - let me

know how I can support you in any way. I would love to chat briefly to give you a few tips to stay at your goals this time." Then they might ghost me.

00:38:14 Donna Johnson: Absolutely need to listen to this on repeat!!!!

00:38:24 Elena Armstrong: Bob I currently use comments in my branding like "Man I love this program" which usually prompts folks to ask "what program". Which then starts the convo in messenger to lead them to the phone. Do you recommend we not do this?

00:38:59 Lowell & Catherine Hanson: wouldnt you say, I would love to talk more, would you have time in the next day or do?

00:39:16 Natalie Ryder: Isn't eating healthy on a busy schedule her problem?

00:39:20 Debi Auch Moedy: WOW...mic drop!!

00:39:27 Annie Hutchcrafttac2020: Reacted to "WOW...mic drop!!" with ❤️

00:39:28 Kristy Wharton: Replying to "I have my list of ho..."

When you have the red light story, awareness is first key—you have it. Then, I've found it funny how fast my mind goes to work to make up stories when I don't know something....and it's usually negative. that is its default—so ask yourself, do I want to live life and run myr business by default (fear) or by intention (love)? If Love is the answer, then I have to ASSUME POSITIVE INTENT—with generous interpretation with these stories. Can you commit to "positive interpretations" instead of negative ones?

00:39:28 Kelly Mills: Reacted to "WOW...mic drop!!" with ❤️

00:39:30 iPhone (4): Good

00:39:34 Alison Wade: Wow - need to listen to this one again - value!

00:39:39 Starlet Riviere: Boom

00:39:40 Stephanie Helmbold: Reacted to "WOW...mic drop!!" with ❤️

00:39:43 iPhone (4): Reacted to "WOW...mic drop!!" with ❤️

00:39:52 Alison Wade: Thank you for asking for help, Teri!

00:39:53 Kelly Temple: This is so helpful!

00:40:02 Cindi Dail: Replying to "Wow - need to listen..."

My thoughts exactly!

00:40:05 Coach Ashley Prieto: Replying to "My very first client..."

Yes but get the convo flowing again. They have to be willing to engage first.

00:40:11 Sara Renei Anop: Reacted to "Wow – need to listen..." with ★

00:41:05 Tracy's iPhone: When someone say they just want to loss weight and that is the problem?

00:41:15 Jodi Dexter: Replying to "I have my list of ho..."

Okay thank you for this

00:41:17 Mary Daza: I have reached out to all of my hot leads and 3 have reengaged/recommited! I do feel a little unorganized with all the lovely content being given to us. Do I get my paperwork and client trackers in order or do I just move on to AO on engaged leads?

00:41:22 Debi Auch Moedy: Reacted to "When someone say the..." with !!

00:41:26 Karen W. aka KK: Their struggles, problems – this is gold and I can tell the shift is a game changer

00:41:28 Candis Winslow: rephrase what they told you

00:41:30 Amelia Damlo: Monday's training on sorting apples was helpful.

During my AO to rprior client, Rick responded and we chattel all teh way to ' can you help me lost weight again – I stressed we;d ake a plan that included his swimming (MD ordered. last time he did program I said minimal exercise), He asked to connect tmr ...that was last week, he responded about the weekend sports game and upon bringing up connecting, crickets...I am wondering if timing isn't right, do I just re-engage and offer a value add ? i posted this on Virtual FB page and they just told me to ask you HERE

00:41:34 Debi Auch Moedy: Replying to "When someone say the..."

Great question because that is so common

00:41:36 Coach Ashley Prieto: Replying to "When someone say the..."

WHY do they want to lose weight? What kind of issues is that causing for them.

00:41:44 Debi Auch Moedy: Reacted to "WHY do they want to ..." with ❤

00:41:44 Coach Tammy Asmus: Replying to "When someone say the..."

You need to dig deeper...how is it impacting them? What are problems related to losing weight and why

00:41:46 Elena Armstrong: Wouldn't it be best to bring them to the phone to give them all the info they need to make the best decision for themselves vs. msging?

00:41:53 Debi Auch Moedy: Reacted to "You need to dig deep..." with ❤️

00:41:58 Karen W. aka KK: Reacted to "rephrase what they t..." with ❤️

00:41:58 Sara Renei Anop: Replying to "When someone say the..."

Whats the challenge you have with losing weight?

00:42:01 Kent Williamson: Reacted to "Wouldn't it be best ..." with 👍

00:42:27 Sara Renei Anop: Replying to "Wouldn't it be best ..."

Not everyone is ready for the phone at this point... especially with a cold lead

00:42:28 Debi Auch Moedy: Reacted to "Wouldn't it be best ..." with !!

00:42:30 Cynthia Gómez Martín: product

00:42:37 Tracy's iPhone: Replying to "When someone say the..."

I trying to get them to answer that

00:43:01 Karen W. aka KK: Boom 💥

00:43:01 Danette McOmber: Reacted to "What I learned: Sor..." with ❤️

00:43:02 Kristy Wharton: Replying to "When someone (a reac..."

Let me know is where convos go to die — instead ask specific questions, should you find you need accountability, or current up to date tips I will be here, would you keep that in mind? Your approach tells her you want to chat with her, despite her telling you she has this, which will trigger that resistant. Make sense?

00:43:15 Carol Holmes: picking out the key words!

00:43:28 Starlet Riviere: Such a good reminder....STAY IN THE PROBLEM!

00:43:34 Sara Renei Anop: Reacted to "Let me know is where..." with ★

00:43:36 Coach Ashley Prieto: Replying to "Monday's training on..."

Value add f/u would be great here. You could even say something like "I know you are busy right now and we aren't able to connect like we planned but I didn't want you to just be out there waiting to get started taking action."

00:43:38 Elena Armstrong: MIC DROP – the longer you stay in the problem, the easier it is to sell.

00:43:40 Stephanie Helmbold: old habits 🙋
00:43:43 Kelly Mills: Reacted to "MIC DROP – the longe..." with ❤️
00:43:55 Francesca Firenze: Thank you. Gotta catch the rest on recording. This was amazing!!!
00:44:03 Sara Renei Anop: Reacted to "MIC DROP – the longe..." with ❤️
00:44:12 CAROL JANE: send her something value added follow up – a tip
00:44:14 Coach Tammy Asmus: Replying to "Wouldn't it be best ..."

Yes, but make sure they are ready to move to that step.

00:44:27 Ginger Farris: Reacted to "Let me know is where..." with !!
00:44:28 Kelly Temple: a recipe
00:44:29 GENNIE Parnell: Hey, just wanted to make sure you got my message?
00:44:35 Cynthia Gómez Martín: Replying to "MIC DROP – the longe..."

Heard it loudly too!

00:44:42 Kelly Mills: Reacted to "Heard it loudly too!" with ❤️
00:45:14 Debi Auch Moedy: Reacted to "MIC DROP – the longe..." with ❤️
00:45:20 Amelia Damlo: Per Marissa Jones.....Monday's training on sorting apples was helpful. During my AO to prior client, Rick responded and we chatted all the way to – 'can you help me lose weight again' – I stressed we'd make a plan that included his swimming (which he loves and MD ordered). He asked for us to connect 'tmr'...that was last week, he has responded about the weekend sports game, and upon bringing up connecting, its crickets. ... I am wondering if the timings not right, do I just re-engage and offer value add (updates to app)?
00:45:24 Donna Johnson: Reacted to "MIC DROP – the longe..." with ❤️
00:45:25 GENNIE Parnell: Slow down to sell faster! 🤖
00:45:25 Andrea Ball: Slow down to go fast. I use that in my day job too!!
00:45:33 Coach Tammy Asmus: Replying to "When someone say the..."

@Sara Renei Anop I like to be curious...How has that impacted you?

00:45:41 Sara Renei Anop: Reacted to "@Sara Renei Anop I l..." with 💜
00:45:44 Sherry Moore: So GOOD!
00:45:44 Kristy Miller: Reacted to "WHY do they want to ..." with ❤️

00:45:46 Alyssa Boyles: I have been going too fast- but felt I was going slow- but at the same time not digging deeper into the problem- im back into paralysis

00:45:46 Carol Holmes: What was that question? "Just wanted to check one more time to ..."

00:45:55 Coach Tammy Asmus: Reacted to "Such a good reminder..." with ❤️

00:45:55 Sara Renei Anop: Replying to "When someone say the..."

Thats beautiful

00:46:11 Jenny Sipe: Reacted to "What was that questi..." with ❤️

00:46:12 Kelly Temple:Replying to "I have been going to..."

YES!!

00:46:15 Coach Ashley Prieto: Your time is just as valuable and you don't want to be swimming with your jeans on. They need to be WILLING!

00:46:18 Coach Tammy Asmus: Reacted to "MIC DROP - the longe..." with 🥰

00:46:34 Danielle Williams's iPhone:This is the type of motivation and direction I need

00:46:39 Chris Julian: Thank you Teri for sharing.. I tend to do the same thing.. I don't stay with the problem long enough.. your sharing has been like a mirror for me..I need to slow down on the problem area

00:46:45 Jean Reed (South Dakota): Reacted to "MIC DROP - the longe..." with 🥰

00:46:51 Coach Tammy Asmus: Replying to "What was that questi..."

Then feed back exactly what they told you!

00:46:55 Debbie's iPhone (2): That was so good

00:46:56 Kristy Miller: Reacted to "@Sara Renei Anop I l..." with 💜

00:46:58 Debi Auch Moedy: Very helpful to hear this!

00:47:01 Christina Struk: So hard to re wire the brain

00:47:07 Coach Tammy Asmus: Reacted to "Your time is just as..." with 🥰

00:47:13 Stephanie Helmbold: That was awesome!!!

00:47:14 Carol Holmes: Reacted to "Then feed back exact..." with 👍

00:47:18 teri.williams: Reacted to "Thank you Teri for s..." with ❤️

00:47:20 Rande Ballard: Such a big help for me! Thank you Teri!
00:47:21 Danielle Williams's iPhone:I'm ready out and not a lot of response.
00:47:30 Megan Weisheipl: Reacted to "IMG_9076.jpeg" with ❤️
00:47:35 Angela Hall: How do we respond to birthday videos.
00:47:36 Elizabeth & Jon Fisher: We all live in Zoom
00:47:39 Megan Weisheipl: Reacted to "Kelly - this is the ..." with ❤️
00:47:41 Cynthia Gómez Martín: That was so helpful!
00:47:42 Karen W. aka KK: Reacted to "We all live in Zoom" with 😂
00:47:43 Kristy Wharton: Replying to "Per Marissa Jones....."

Gentle nudge with "hey we discussed getting started X day, has something changed and we need to push that date back?"

00:47:43 Connie Fay: Teri, I made the same mistake last week!!!
00:47:45 Danielle Williams's iPhone:The few I chatted with When I start the script the chat stops.
00:47:50 Carol Crosby: All the sharing is gold
00:47:58 erichunsberger: This is exactly what I am learning.
00:48:02 Karen W. aka KK: Replying to "We all live in Zoom"

Yes! We are well trained!

00:48:13 Mary Daza: Reacted to "We all live in Zoom" with 😂
00:48:17 Tana Michelle: what if we have a lot fewer hot leads and went through them during deep dive? I want to practice authentic outreach.
00:48:22 Theresa Torres: I just deleted a response in messenger before they read it. Since I need to ask more questions about the problem.
00:48:32 iPhone (4): This information is so needed!!
00:48:47 Sherry hudak: If you ended a conversation with," if you need anything you know where to find me" and you've had an icky feeling about having sent it, is it proper to reach out and apologize for it lol
00:48:54 teri.williams: Reacted to "MIC DROP - the longe..." with ❤️
00:48:58 iNorine Bell: We are taught to get them on the phone. I love this building a relationship makes so much more authentic & feels SO much better to do.
00:48:59 Andrea Ball: It is so counterintuitive. I so bad want to say "lets get on a phone call" instead of continuing to delve into the problem

00:49:00 Cynthia Gómez Martín: So good, stay focused on being present and finding more about the PROBLEM! And really understanding it!

00:49:25 Jean Reed (South Dakota): I use third party validation often and early in the process. Should that be something that gets slowed down because there may need to be more time spent on identifying the problem before the 3rd party joins

00:49:29 Ginger Farris: Reacted to "So good, stay focuse..." with ❤️

00:49:31 Debi Auch Moedy: I can already tell that my future health assessments will be different! Focused on problems more than goals!

00:49:38 Coach Ashley Prieto: It's near impossible to get me on the phone!!! I have to know who you are and what you want. lol

00:49:41 Ginger Farris: Reacted to "I can already tell t..." with ❤️

00:49:44 Kristy Wharton: Replying to "It's near impossible..."

Ditto

00:49:46 teri.williams: Reacted to "Teri, I made the sam..." with 😂

00:49:50 Mandy & Wayne Hudson: Replying to "I can already tell t..."

100%

00:49:50 Amanda Samaniego: Reacted to "I can already tell t..." with 👉

00:49:57 Sherry Moore: Reacted to "I can already tell t..." with ❤️

00:49:59 Karen W. aka KK: This!!

00:50:01 Erin McEvoy: Reacted to "I can already tell t..." with ❤️

00:50:11 Kelly Mills: Reacted to "I can already tell t..." with ❤️

00:50:19 Julia Brown: Reacted to "I can already tell t..." with ❤️

00:50:20 Sherry Moore: Reacted to "So good, stay focuse..." with ❤️

00:50:22 Cynthia Gómez Martín: Replying to "So good, stay focuse..."

I realize now, I've been in fear-led mode thinking and focused on: when & how do I move to the last step to share the solution.

00:50:43 Cynthia Gómez Martín: Reacted to "I can already tell t..." with ❤️

00:50:51 Candis Winslow: what if an opportunity presents itself on a silver platter and you know the person (coworker from many years ago)?

00:50:57 Kristy Wharton: You definitely want to be able to share their problem with your upline.... If you dont know the problem slow down, until you do. Then offer 3 way call or such

00:51:06 Mary Daza: Yes!

00:51:10 Sara Renei Anop: Reacted to "I realize now, I've ..." with 🌟

00:51:14 Megan Weisheipl: Reacted to "Out of 300 + people ..." with ❤️

00:51:18 Sherry Moore: Replying to "So good, stay focuse..."

Definitely a new thought process

00:51:18 RGiPad: What if you don't have a lot of HOT leads?

00:51:33 Coach Ashley Prieto: Replying to "What if you don't ha..."

Value content & engaging with others in the feed

00:51:33 Kristy Wharton: Reacted to "We are taught to get..." with 🔥

00:51:49 Danielle Legg: AMEN!!!!

00:52:04 Coach Ashley Prieto: EVERYONE thinks their thing is the next big thing.

00:52:07 Kristy Wharton: Hype hype hype!

00:52:10 Debi Auch Moedy: HYPE

00:52:15 teri.williams: Replying to "So good, stay focuse..."

@Cynthia Gómez Martín so me!

00:52:16 Elena Armstrong: Unless it's Bob's workshop LOL! Its GAMECHANGER!

00:52:22 Julia Brown: Reacted to "Unless it's Bob's wo..." with 😄

00:52:24 Cynthia Gómez Martín: Reacted to "Unless it's Bob's wo..." with 😄

00:52:25 Debi Auch Moedy: Reacted to "Unless it's Bob's wo..." with 🤔

00:52:26 Mary Daza: So funny 🤔

00:52:26 Ginger Farris: Oh my goodness I have used that so much! It was a game changer so thankful to hear this!

00:52:27 Sherry Moore: Reacted to "Unless it's Bob's wo..." with 😄

00:52:28 Karen Forrister: Reacted to "Unless it's Bob's wo..." with ❤️

00:52:28 Mary Daza: Reacted to "Unless it's Bob's wo..." with 🤔

00:52:29 Mary Daza: Reacted to "Unless it's Bob's wo..." with 😄

00:52:30 Mary Daza: Reacted to "Unless it's Bob's wo..." with 😄

00:52:31 Allisen Levin: Reacted to "Unless it's Bob's wo..." with 😊
00:52:31 Amanda Samaniego: Reacted to "Unless it's Bob's wo..." with ❤️
00:52:34 Danette McOmber: Hate that ChatGPT always uses "game changer" in their responses.
00:52:38 Chris & Christy Smith: Reacted to "Oh my goodness I hav..." with ❤️
00:52:42 Jennifer Cumbie: Yes!! I had to tell chapgpt to stop using game-changer!
00:52:45 Danielle Williams's iPhone: It seems clothing is way more of a lift for the authentic outreach scripts.
00:52:49 Sara Renei Anop: Replying to "Hate that ChatGPT al..."

Tell it you dont use that term

00:52:50 Allisen Levin: Replying to "Unless it's Bob's wo..."
😊 I literally just shared this too lol
00:52:55 teri.williams: Replying to "Hate that ChatGPT al..."

you can tell ChatGPT not to use that term

00:52:56 Debi Auch Moedy: Replying to "Oh my goodness I hav..."

Me too!! Oh my!!! Wish I could have do-overs!

00:52:57 Danielle Wehner: Reacted to "Oh my goodness I hav..." with ❤️
00:52:57 RGiPad: Replying to "What if you don't ha..."
So where do I find the Value Content? Thank you.
00:53:00 Deighton Gongora: Reacted to "Unless it's Bob's wo..." with 🤔
00:53:00 Coach Ashley Prieto: Reacted to "Unless it's Bob's wo..." with 😊
00:53:04 Stephanie Helmbold: Reacted to "Tell it you dont use..." with ❤️
00:53:06 Mandy & Wayne Hudson: Reacted to "Oh my goodness I hav..." with 😊
00:53:10 Kristy Wharton: Reacted to "EVERYONE thinks thei..." with 🔥
00:53:10 Danielle Wehner: Replying to "Oh my goodness I hav..."

Yup!

00:53:11 Mary Daza: Reacted to "Me too!! Oh my!!! ..." with ❤️
00:53:20 Stephanie Helmbold: Reacted to "So where do I find t..." with ❤️
00:53:20 Mandy & Wayne Hudson: Replying to "Oh my goodness I hav..."

700

00:53:28 GiNNY LYKE: Replying to "Oh my goodness I hav..."

Meeeeeeeeeee tooooooo. LOL.

00:53:32 Sandy Job-Rivera: Reacted to "We are taught to get..." with ❤️

00:53:39 Sara Renei Anop: Just like if someone says "honestly..." I assume they are about to lie to me

00:53:42 Karen Forrister: Mic Drop!

00:53:43 Mary Daza: 🔥

00:53:45 Christina Struk: I needed to hear that

00:53:52 Kelly Temple:mic drop!!

00:54:03 Christina Struk: amen

00:54:06 Coach Ashley Prieto: Replying to "What if you don't ha..."

@RGiPad Week3 training (next week)

00:54:06 Lauren Iphone: 🔥🔥🔥

00:54:20 Coach Tammy Asmus: Reacted to "🔥🔥🔥" with ❤️

00:54:20 Stephanie Helmbold: Reacted to "@RGiPad Week3 traini..." with ❤️

00:54:29 RGiPad: Replying to "What if you don't ha..."

Thank you.

00:55:03 Andrea Metzler: I've heard a trainer say our comp plan is like a meal-promos and incentives are like the dessert course and create a sugar high...and a sugar low.

00:55:11 GiNNY LYKE: THIS IS SOOOOOOO GOOD!

00:55:12 Amanda Samaniego: I am so there!!

00:55:14 Ginger Farris:BOOM!!! 🔥

00:55:19 Amanda Samaniego: So good!!!

00:55:20 CAROL JANE: that's how I feel - 2 steps backwards -

00:55:21 Danielle Wehner: When people comment on a transformation post, I always say "I'll send you a PM." Should this be a different answer or is it OK?

00:55:21 Mary Daza: 🙏🙏

00:55:28 Connie Fay: amen!!!!

00:55:29 martie: Truly insightful.

00:55:29 Karen W. aka KK: Love this!

00:55:38 Christina Struk: I am committed to doing it better

00:55:48 Catherine Heller: Preach it Bob!!

00:55:56 Jenny Sipe: Reacted to "I am committed to do..." with ❤️

00:56:09 Mary Daza: This topic has caused friction between my personal coach and myself.

00:56:10 Jean Reed (South Dakota): chasing incentives may not allow the time to create a Love-led relationship ... why you see high turnover in these areas

00:56:27 Jenny Sipe: Reacted to "chasing incentives m..." with ❤️

00:56:27 Danielle Wehner: Thank you!

00:56:38 Amanda Samaniego: Reacted to "chasing incentives m..." with ❤️

00:56:40 Jennifer Morris: Can you speak to AO for roll-up clients that you dont know

00:56:51 Amanda Samaniego: YES!!!!

00:56:55 Kristy Miller: That would be amazing bob

00:56:56 Coach Danielle Cole: Replying to "Can you speak to AO ..."

Yes - look at page 11 in your script guide!

00:56:58 Julia Brown: I WANT that!!

00:57:01 Andrea Metzler: I want to run for long term success, not short term wins

00:57:02 Coach Danielle Cole: Replying to "Can you speak to AO ..."

There is a script for that

00:57:11 Kayla Allen: Do you ever "Cap" the amount of authentic outreach, per day? So you can keep up....

00:57:17 Mary Daza: 🙌🙌

00:57:20 Leigh Ulrich: Replying to "What advice do you h..."


Thank you!

00:57:25 Jenny Sipe: Reacted to "I want to run for lo..." with ❤️

00:57:25 Charlotte Akinkugbe: And then modeling that for her team

00:57:35 Alyssa Boyles: That sounds AMAZING Bob








00:57:39 Michelle Turnipseed: Reacted to "I've heard a trainer..." with 🙌

00:57:44 Mary Daza: Reacted to "What advice do you h..." with 
00:57:50 Misty Stroebel: Yes, please!!! No stress! Love led!
00:58:03 Coach Ashley Prieto: Replying to "Do you ever "Cap" th..."

That's where the Core 4 is helpful! You get a dedicated 15 minutes to complete it in. If you do more, that's up to you.

00:58:23 Michelle Turnipseed: Replying to "What if you don't ha..."



@RGiPad and this week's packet has a really brief overview of it in case you're already in a convo that calls for value content but next week is the big training.

00:58:28 Jill Poisson: Reacted to "I want to run for lo..." with 
00:58:34 Mary Daza: Thank you Bob!
00:58:52 Rebecca Foust: Do we address that with them or just keep on keeping on if they don't address it?
00:58:55 Kristy Miller: Reacted to "What advice do you h..." with 
00:59:03 Karen W. aka KK: Gonna hold the course. I believe they will.
00:59:04 Jenny Sipe: Reacted to "I hear you and the w..." with 
00:59:06 Debi Auch Moedy: 
00:59:07 Sandy Job-Rivera: Reacted to "I can already tell t..." with 
00:59:11 Kristy Miller: Reacted to "I hear you and the w..." with 
00:59:15 Alison Wade: Love how this fits perfectly with what we are already being taught in our org!
00:59:18 Mandy & Wayne Hudson: Thank you!
00:59:18 Kristy Miller: Reacted to "And then modeling th..." with 
00:59:18 Amelia Damlo: Replying to "Do you ever "Cap" th..."

yes, 10

00:59:22 Kristy Wharton: Replying to "If you ended a conve..."

Nah... just consider doing it better next time. say something like, "should you find you need any support, accountability, tips etc please keep me in mind."

00:59:25 Kristy Miller: Reacted to "Yes, please!!! No st..." with 
00:59:27 Kelly Mills: I'm really grateful my mentors are on board!
00:59:33 Debi Auch Moedy: Reacted to "I'm really grateful ..." with 

00:59:34 Kayla Allen: Replying to "Do you ever "Cap" th..."

I have been "caught in burnout" before @Coach Ashley Prieto. Because I get overly excited!!! That I want to do MORE, its like I get sucked in.. until I fall - in more than just my biz life... so stick to 15 min?

00:59:45 Amanda Samaniego: Reacted to "I'm really grateful ..." with ❤️

00:59:47 Julia Brown: Replying to "I'm really grateful ..."

Me too!

00:59:49 Karen W. aka KK: So grateful my mentors are supporting this!

00:59:53 Julie Westhoff: Replying to "Do you ever "Cap" th..."

How did you find the info from Monday?

00:59:55 Brenna Burnette: Thanks Bob for teaching so well!!!!

00:59:56 RGiPad: I had a good friend respond to a transformation post about someone I posted that I don't know. How should I respond to this comment?

She commented on my post:

"Wow, how long did that transformation take for her?"

01:00:03 sue Paige: Replying to "I'm really grateful ..."

me too!!

01:00:09 Kristy Wharton: Replying to "If you ended a conve..."

If you feel a need to clarify that— do so and say "thanks for your patience" instead of apologizing!

01:00:16 Coach Ashley Prieto: Replying to "Do you ever "Cap" th..."

Set a goal each week. If that feels manageable then you can add to it. But give it some time to feel it out.

01:00:24 Kristy Miller: What type of Lead is it when a person comments or likes or loves on a non-business related post?

01:00:29 Coach Ashley Prieto: Replying to "Do you ever "Cap" th..."

@Julie Westhoff the training from Monday is in the portal

01:00:45 Kristy Wharton: Replying to "Do we address that w..."

Uplines you mean?

01:01:02 Ricardo Cordova: Replying to "I have identified th..."

So should I look to add value or bring the convo back to the problem?Tell me more about your struggle with bandwidth right now?

01:01:54 Coach Ashley Prieto: Replying to "I had a good friend ..."

Assuming you know the answer to their question?

01:01:54 Mary Daza: Wow way to go Amelia!

01:02:09 Coach Ashley Prieto: Replying to "What type of Lead is..."

Warm

01:02:17 Candis Winslow: Awesome Job Amelia!!

01:02:22 Kristy Miller: Replying to "What type of Lead is..."

Do I ignore these people and just focus on those who liked loved or commented on business related posts?

01:03:02 Kristy Wharton: These are warm and we want to move them to hot...

Adding value and authentic outreach to do that

01:03:13 Kristy Miller: Replying to "What type of Lead is..."

@Coach Ashley Prieto Is there a list for "Warm Leads?" Or just do a separate engaged leads list and qualify these folks as warm?

01:03:31 Kristy Miller: Replying to "What type of Lead is..."

@Kristy Wharton okay thank you so much

01:03:58 RGiPad: Replying to "I had a good friend ..."

I don't know the answer to how long it took her to lose the weight. So what do I tell her?

01:04:08 Kristy Wharton: Replying to "What type of Lead is..."

We have scripts for them...we dont have scripts for warm specifically, so move them to hot with scripts around do you know their problem or not

01:04:13 Coach Ashley Prieto: Replying to "I have identified th..."

I probably wouldn't ask about the bandwidth comment because that is just going to go in a negative way. To me, I would probably just support them the best you can now (sans products). Imagine working with the person...I would be shocked if they had the time/energy/effort to put into being successful at this.

01:04:42 Ricardo Cordova: Replying to "I have identified th..."

Thank you

01:04:49 Kristy Miller: Replying to "What type of Lead is..."

I have two different looking PDF's for Engaged leads. One has Name Source Post Engagement Problem and Notes, and the other has Nate Source Post Topic Problem and want help

01:05:00 Danielle Williams's iPhone:What type of communication do you recommend for outreach. I've been emailing and texting and using Facebook messenger. I'm asking because you said not to call people you don't know.

01:05:12 Coach Jennifer Freeland: value add?

01:05:15 Sara Renei Anop: Replying to "I had a good friend ..."

I always reference the averages when people ask about time frame... most clients lose around 10-12 pounds a month so it was probably — months

01:05:31 Coach Ashley Prieto: Replying to "I had a good friend ..."

Just be upfront in a private message and tell them you are reaching out to see if you can find out an answer. Meanwhile, start asking them about their own struggles. Bc they clearly have a struggle here.

01:05:33 Carol Holmes: If you know the problem, can you say "how can I help?"

01:05:46 Sara Renei Anop: Reacted to "Just be upfront in a..." with ★

01:06:09 Coach Danielle Cole: Replying to "If you know the prob..."

Don't forget you need to know their goals/desired outcome

01:06:10 Coach Ashley Prieto: Replying to "What type of communi..."

Messenger, text, then email

01:06:16 RGiPad: Replying to "I had a good friend ..."

Oh ok... makes sense.

01:06:18 Elena Armstrong: Buffering LOL

01:06:20 Cynthia Gómez Martín: Buffering

01:06:57 Mary Daza: Yes I've done this too Amelia

01:07:10 Karen W. aka KK: So good!

01:07:26 Cynthia Gómez Martín: Replying to "Buffering"

I'm an expert at that 🤔

01:07:28 Kelly Temple: That is so good!

01:07:33 Kristy Miller: Replying to "What type of Lead is..."

@Kristy Wharton what do I write in the "Engagement" column on the Engaged Leads list?

01:07:38 Connie Fay: So good!! Thanks Amelia for sharing!

01:08:02 Carol Holmes: Replying to "If you know the prob..."

I think I'm not clarifying goal when I get the problem!

01:08:11 Sara Renei Anop: Replying to "What type of Lead is..."

I put comment, like or love in that spot so I would know what they did on my post

01:09:05 GENNIE Parnell: Why not call him??

01:09:31 Coach Ashley Prieto: Replying to "Why not call him??"

If they aren't responding to messages, the chances of them answer the phone are SLIM

01:09:33 Ginger Farris: Bob - let us know exactly how you would word that

01:09:41 Coach Danielle Cole: Replying to "If you know the prob..."

Yes – once you explore the problem, ask them their goal – then how would your life be different if you met that goal – have them think about how incredible their life would be.

01:09:43 Kristy Wharton: Replying to "Why not call him??"

If he is not responding here a call would not be any easier

01:10:15 Danielle Williams's iPhone: Replying to "What type of communi..."

Thank you. 😊. My list is long and I'm not Facebook friends with all of them.

01:10:16 Coach Ashley Prieto: 🙌 Today was AWESOME!!! Give us your top takeaways!

<https://www.facebook.com/groups/1229842114865019/posts/1342185123630717>

01:10:20 Noreen Westfall: Could it be considered value added follow up to answer his original direct question – how much is plan now?

01:10:22 Coach Danielle Cole: Reacted to "🙌 Today was AWESOME..." with ❤️

01:10:23 Kristy Wharton: Reacted to "🙌 Today was AWESOME..." with 🔥

01:10:24 Mary Daza: Reacted to "🙌 Today was AWESOME..." with 🔥

01:10:25 Mary Daza: Reacted to "🙌 Today was AWESOME..." with ❤️

01:10:29 Karen W. aka KK: So good!!!

01:10:34 Lindsey: Thank you!

01:10:40 Julie Mann: Thanks everyone. Cheers Bob

01:10:41 Kelly Temple: Reacted to "🙌 Today was AWESOME..." with 🔥

01:11:00 Kristy Miller: Replying to "What type of Lead is..."

@Sara Renei Anop thank you

01:11:03 Jean Reed (South Dakota): thanks Bob!!

01:11:11 Betsy Baker-Bold: Stay in learning longer.. stay in the problem longer and get to know them more. SLOW

01:11:14 Kristy Wharton: Replying to "Could it be consider..."

That wouldn't be considered va followup but that could be a conversation re starter

01:11:14 Sara Renei Anop: Reacted to "@Sara Renei Anop tha..." with ★

01:11:17 Anita White: Slow down

01:11:19 Gloria Tudor: Thank you Bob! Great session!

