

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

00:01:23 Cara's iPhone: Am I the only one that can't hear sound

00:01:26 Coach Ashley Prieto: No sound

00:01:28 Brenna Burnette: I can't hear

00:01:28 Hilleri Dickey: We can't hear you

00:01:30 Donna Johnson: No sound

00:01:31 Amy Reeves: I can't hear

00:01:31 Susan Restad: I can't hear

00:01:32 Linda Foster: I can't hear either

00:01:49 Coach Ashley Prieto: 🙄

00:03:08 Nicole Sapriken (she/her): I signed a new consultant!!!! They came to ME!

00:03:09 Chris Wenstrom: I'm still in the game

00:03:10 Jennifer Peterson: Made 2 offers TODAY!!!

00:03:17 Krissy Vick: more consistent with Core 4 this week

00:03:22 iPhone (316): Reached out to a past customer that answered. She's previously ghosted me

00:03:25 Annette Aguiar: Can't speak, but excited about not feeling overwhelmed

00:03:35 Hilleri Dickey: Got a response without pushing the product

00:03:40 Linda Foster: That I keep pressing forward

00:03:41 Gina Everson: Stepping out of my comfort zone by becoming more active in groups I am apart of. Trying to get outside my circle.

00:03:41 Susan Restad: I got reinvigorated realizing that I'm playing the long game, still building my foundation for results 3 - 6 mos from now

00:03:56 Leigh Card: I asked if they would be interested in a solution.... they said no and I didn't die! lol

00:04:15 Trish Koppendrayer: ChatGPT helped me with telling my health transformation.

00:04:40 Cara's iPhone: I am learning things that will help me reach my goals even though not now but I am changing how I do biz

00:04:44 Brenna Burnette: We started a new coach call in Nov and have been teaching all of yours and Megan tips and we grew three Senior Coaches this month, had two other rank ups, helped 8 new and reactivated clients this month, and brought on four new coaches this month in the org. All thanks to YOU GUYS. Can't come off mute but I can't say I am thankful enough

00:04:45 Hilleri Dickey: Reacted to "I got reinvigorated ..." with ❤️

00:05:05 Nicole Sapriken (she/her): Reacted to "We started a new coa..." with ❤️

00:05:08 Cara's iPhone: Will the Facebook group be shut down next week

00:05:17 Stephanie Guerra: Did some homework I had been putting off. AND... Finally tweaked my "ideal customer" to fit what felt the most genuine to me

00:05:40 lauren cormier: Will we be talking about events and how to run them before our 8 weeks ends?

00:07:09 Coach Tammy Asmus: Reacted to "Stepping out of my c..." with ❤️

00:07:55 Chris Wenstrom: Bob, I would like coaching on how to keep going? I've reached new levels but it's taken so long

00:08:01 Hilleri Dickey: Great question

00:08:27 Coach Ashley Prieto: Reacted to "Bob, I would like co..." with ❤️

00:08:54 Nicole Sapriken (she/her): See you know more tech than you let on

00:11:09 Cara's iPhone: So if you had a glow up at home would you only invite people you have found a problem for

00:11:10 Nicole Sapriken (she/her): I think she is talking vendor events

00:12:55 Nicole Sapriken (she/her): Ok nm

00:12:58 Nicole Sapriken (she/her): Lol

00:14:52 Stephanie Guerra: I have been thinking about parties. I have an upcoming party and I was planning to focus on my ideal customer in the way I present. Any thoughts?

00:17:00 Hilleri Dickey: What if the invite was with my bible study ladies and they know me. I presented it as Peace, Prayer and Pampering. Would you send them the skin quiz to know how to plan what products for them to use for the spa day?

00:20:40 Coach Kristy Wharton: Replying to "I have been thinking..."

What question do you have? What do you sell what problem do you solve?

00:22:09 Coach Kristy Wharton: Replying to "What if the invite w..."

Hillari—can we position it as something other than a skin quiz?

00:23:40 Hillari Dickey: Replying to "What if the invite w..."

In what term are you thinking? Because it's skincare issues and concerns and it populates products to help them in the areas they are struggling with

00:24:37 Stephanie Guerra: Replying to "I have been thinking..."

I'm trying to understand the best way to deliver the info to people when a customer has booked a party. I'm with Norwex and I want to make sure I'm on the right track in presenting in a way that focuses on my ideal customer, not everyone that might attend. does that make since?

00:25:25 Coach Kristy Wharton: Since you talked about peace prayer pampering – something that matches that more.

Something like a what is your "self care ritual routine" and include parts of the skincare but also touch on the other parts too. @Hillari Dickey

00:25:51 Brenna Burnette: That's why I show up! Seeing our team win

00:26:17 Susan Restad: What group/page?

00:26:19 Team Your Virtual Upline: Replay Page :

<https://yourvirtualupline.com/beautyreplay>

00:26:21 Cara's iPhone: How do we watch that? I wanted to see that training

00:26:56 Team Your Virtual Upline: Replying to "How do we watch that..."

<https://yourvirtualupline.com/beautyreplay>

00:27:08 Marcus Ratcliff: Come on now and Speak the TRUTH

00:27:11 Susan Restad: Reacted to "How do we watch that..." with ❤️

00:27:55 Coach Tammy Asmus: Reacted to "Come on now and Spea..." with ❤️

00:28:13 Nicole Sapriken (she/her): I always say it. I love when Bob brings "Church Bob" to sessions

00:28:25 Stephanie Guerra: Reacted to "I always say it. I I..." with 😂

00:28:32 Stephanie Guerra: Replying to "I always say it. I I..."

Right?!

00:28:51 Marcus Ratcliff: Reacted to "I always say it. I I..." with 🔥

00:28:56 Nicole Sapriken (she/her): Reacted to "Right?!" with ❤️

00:29:06 Coach Kristy Wharton: Reacted to "I always say it. I I..." with 🔥

00:29:12 Cara's iPhone: I feel like I need more clarity on the in person events. I was getting ready to schedule one but now I think I shouldn't

00:29:16 Hilleri Dickey: Reacted to "Since you talked abo..." with 👍

00:29:30 Liza Johnson: I've been using personal events to do more educating & to build community, a positive environment 🥰

00:30:05 Brenna Burnette: Great advice

00:30:10 Marcus Ratcliff: That's tough to do... But it Must be done!

00:30:14 Coach Kristy Wharton: Replying to "I feel like I need m..."
Do it! Don't overthink it. You will learn from it and gain clarity the more you lean in, love more and serve.

00:30:28 Coach Ashley Prieto: ❤️ Wtg, Chris!

00:30:39 Marcus Ratcliff: Reacted to "❤️ Wtg, Chris!" with 🎯

00:30:49 Coach Tammy Asmus: Love you @Chris Wenstrom you are a leader that leads by example!

00:31:11 Marcus Ratcliff: Reacted to "Love you @Chris Wens..." with 🎯

00:32:35 Marcus Ratcliff: When we're dialoging with someone via AO and we discover they have a problem, there's some discrepancy between the new AO Scripts and what's on the LSG Board... Are the scripts on the Boards app outdated?

00:33:01 Liza Johnson: Thanks for that message Bob. Yesterday, I was grieving the loss of a childhood friend.
I decided to do a live and let others know her & my passion for health & wellness, family etc & put 1st things 1st

00:33:04 Annette Aguiar: Replying to "When we're dialoging..."

Wondering the dame

00:33:05 Stephanie Guerra: Replying to "I have been thinking..."

I was just hoping to get thoughts on that. If anyone has them. Maybe @Nicole Sapriken (she/her) has a thought. Are you doing paries right now?

00:33:11 Annette Aguiar: Replying to "When we're dialoging..."

same

00:34:17 Marcus Ratcliff: Reacted to "Wondering the dame" with ❤️

00:35:24 Nicole Sapriken (she/her): Replying to "I have been thinking..."

I am actually making notes for myself to do a party that incorporates things like the newest butter demo, and explaining what problems that the products can help to solve, but starting more with things like asking people what their problems are. I always to my parties online, so I can ask the guests before it truly starts

00:35:41 Stephanie Sipek: Replying to "When we're dialoging..."

We will look into this. Thanks for flagging.

00:36:09 Nicole Sapriken (she/her): Replying to "I have been thinking..."

I will also include things like making a playlist for cleaning, chunking, etc that I always talk about with people, that have nothing to do with Norwex

00:36:18 Annette Aguiar: Reacted to "We will look into th..." with ❤️

00:36:26 Liza Johnson: I'm curious about inviting to an event? Is it imperative to know their problems or can you ask me questions at the event & use the event as a relationship builder

00:36:34 Amelia Dolsey: Sometimes I'll say, hey, I'm excited to see you on Sunday. Will you do me a favor and let me know what you'd like to work on skin wise so I can customize your facial (even if we're all using the same thing). Then I know their problem

00:36:52 Krista Tavares: Say that again please

00:36:54 Trish Koppendrayer: I'm going to use that as I have a list of people to invite to a walking challenge we're hosting!

00:37:05 Nicole Sapriken (she/her): Good thing you can watch the replay Bob

00:37:11 Marcus Ratcliff: Reacted to "We will look into th..." with ❤️

00:37:17 Raquel Cornelsen: Replying to "Say that again pleas..."

What if hosting an event is a way to contact your warm leads

I think

00:37:26 Coach Kristy Wharton: It's not imperative to know their problem but it is important to know the problems you solve and position as potential solution to that.

00:37:46 Raquel Cornelsen: Replying to "Say that again pleas..."

While I have you what is the biggest struggle you are having with your "xyz" you're having right now

00:38:07 Stephanie Guerra: Replying to "I have been thinking..."

My in home parties have always taken SO LONG because I feel like I'm trying to appeal to everyone, but with this program and having a specific focus, I feel like I can change that. Not worrying about all the "plugs" because it's outside of my scope.

00:38:23 Chelsea Dolby: I needed this earlier in the week. I have an event today that I could have done this for!! Genuis

00:38:34 Trish Koppendrayer: You're on fire again today, Bob! 🔥

00:38:46 Coach Kristy Wharton: Also don't forget the community part of events--being with likeminded people, support with guidance & accountability.

00:39:11 Susan Restad: Serve them, their problem at the event

00:40:25 Coach Kristy Wharton: Reacted to "We will look into th..." with ❤️

00:41:05 Hilleri Dickey: This is SO GOOD!!!!!!

00:41:10 Nicole Sapriken (she/her): GOLD!

00:41:15 Marcus Ratcliff: That's a great way to pivot a warm lead conversation to discover if they have a problem / need...

00:41:22 Hilleri Dickey: That's hilarious, who cares

00:41:28 Chelsea Dolby: BOOM!! Another mic drop

00:41:29 Raquel Cornelsen: Soooo good!! Work smarter not harder

00:41:34 Taylor Berlin: I talked with Megan on Wednesday and it was SO helpful, but I do have a question about authentic ways to keep building my network besides posting.

00:41:40 Annette Aguiar: No more being sad that people don't want to show up

00:41:41 Gina Harbison: Love this!

00:41:57 Cara's iPhone: Reacted to "No more being sad th..." with ❤️

00:41:57 Hilleri Dickey: Mic drop

00:42:44 Amelia Dolsey: Any tips for closing at a party?
00:42:49 Cara's iPhone: Can't understand her
00:44:12 Nicole Sapriken (she/her): Replying to "I have been thinking..."

People can look at the catalogue. They can have questions answered if they have them, but I would focus on the household package. Have other things on hand and ask people to fill out a little survey when they come in so you can direct it to the groups problems.

00:44:48 Stephanie Guerra: Reacted to "People can look at t..." with ❤️
00:49:15 Liza Johnson:I love that: How would you feel.. try
00:50:43 Liza Johnson:I love that... the product guarantee
00:51:29 Hilleri Dickey: That's really good
00:52:02 Hilleri Dickey: Definitely need to rewatch the replay on this. So much gold
00:52:08 lauren cormier: Replying to "I talked with Megan ..."
Maybe ask this in the Facebook group and tag him
00:52:24 Raquel Cornelsen: VAFU
00:52:33 Chelsea Dolby: Value add follow up
00:52:41 Jennifer Peterson: Reacted to "Value add follow up" with 👍
00:52:45 Jessica Brenneman: Value add
00:52:53 Chris Wenstrom: As value follow up
00:55:00 Coach Kristy Wharton: Tried in person networking (especially with complimentary businesses/organizations) your local catalyst center for new / upcoming entrepreneurs...
00:55:40 Bob Heilig: Replying to "I talked with Megan ..."

I'll come to you next

00:56:17 Amy Varghese: I had a friend tell me she wanted nothing to do with ANY of my products. I just keep on being her friend and love on her because she was my friend and 11 months later, she sent me a message out of the blue and asked if I had anything that could help her!
00:56:48 Leigh Card: Reacted to "I had a friend tell ..." with ❤️
00:59:55 Liza Johnson:Reacted to I had a friend tell ... with "❤️"

01:00:58 Raquel Cornelsen: I have a question that just needs clarification from last weeks lesson, For my link in Bio, Is it suppose to link to my assessment? Right now I have it on a website that links to the product

01:02:00 Trish Koppendraye: I'm getting very little engagement on my value content.

01:04:03 Lauren Cormier: So 4-5 value posts and 2 product posts a week?

01:05:29 Hilleri Dickey: That's good for 30 days. Product detox

01:05:32 Chelsea Dolby: Love it

01:05:48 Gina Everson: Thank you Bob!