

# Chat Transcript – Weekly LOVE-LED™ Breakthrough Coaching & Strategy Session 3.13.2025

00:03:51 Jennifer's iPhone: Hello everyone

00:04:00 Coach Kristy Wharton: Reacted to "Hello everyone" with 🔥

00:05:05 Rhonda Lauritzen: Q. What if you don't get through the whole framework that leads up to VAFU?

00:05:38 Kammy Heath: When mapping out our value add follow up conversation plan, would hormone balance be a problem or would the symptoms of hormone balance be the problem?

00:05:39 Allison Norris: three new clients

00:05:45 Charlene Giasson: i signed up a new biz partner!

00:05:47 Corbin Warrick: 13 new / reactive

New coach

00:05:47 Leslie Albaugh: Been very consistent

00:05:50 Kayla Allen: Went live, with a value post and people are reaching back to me. Love it

00:05:50 Ginger Gustafson: I allowed AI to help me get direction

00:05:51 Becca Foust: I leaned on the scripts which was scary but successful and I have 2 new clients

00:05:52 Jessica Owens: I signed a new client- first current customer referral for quite some time!

00:05:52 Candis Winslow: I started 4 conversations using your scripts

00:05:54 Dolena S: 2 new clients one more to come next week

00:05:55 Jennifer's iPhone: Created value content with 2 people asking for my help

00:05:55 Marjorie Kauffman: Aware of red lights and overcoming

00:05:57 Andrea Metzler: One new client-old customer started up again

00:05:59 Stephanie Whittaker: 8 new clients in 12 days

00:05:59 Amanda & Marcus Williams: Had a hard conversation with a customer and survived 😊

00:06:00 Donna Warren: More engagement on my value posts

00:06:00 Alyson Brittain: not getting upset at just 1 client learning new ways

00:06:00 Stephanie Helmbold: I finally did a VAFU, after having a mental block about it.

00:06:00 Diane Duncan: I haven't quit!!!

00:06:01 Deb Nichols: I have made all conversations Love-led and not product led.

00:06:02 Maegan Hathaway Miville: Learned chatgpt not mastered but started

00:06:02 sue Paige: 1 new client and restart!

00:06:03 Catherine Heller: Reacted to "13 new / reactive N..." with 🔥

00:06:04 Kathy Lalonde: I did chat gpt and boards!!

00:06:05 Tonya Mesrobian: My win is I'm finally on a LIVE call and I'm creating consistency with 3 value posts the week

00:06:06 Starlet Riviere: Reacted to "three new clients" with ❤️

00:06:07 Karen's iPhone (2): Working and contacting people

00:06:07 Kris DeVries: I worked on a VAFU folder in Boards

00:06:11 Theresa Torres: More value content

00:06:14 iPhone (4): I'm not sure if I need to keep digging for problem or move to finding a VAFU

00:06:20 Mandy & Wayne Hudson: Replying to "I did chat gpt and b..."

🔥 me too

00:06:21 Claudie Yamada: Got a reactivated client

00:06:22 dplouffe: Battling this terrible respiratory flu this week but dedicated to be here and learn today!

00:06:23 Catherine Heller: Replying to "13 new / reactive N..."

way to go Corbin!

00:06:23 Rhonda Lauritzen: Keeping up with the learning and the DOING of the AO. SO many conversations to pick back up. Sharing with a fellow coach and she has her PAST list up and is running with what I have shared. She's excited!

00:06:24 Marjorie Kauffman: AI - first time I've used it and I love it

00:06:25 Leslie Minter: New coach this week! Woo Hoo!!!

00:06:25 lynn wilson: Using the ChatGPT is the bomb!

00:06:27 martie: New client, new coach, 3 reactivated clients.

00:06:32 Harriet Henry: 1 new business partner. 5 new and reactivated clients first week of the month!

00:06:34 Rhonda Lauritzen: 12 EST Friday!!

00:06:34 Donna Prelog: Starting lots of convos with B Day videos and AO leads.

00:06:40 debbie albertson: 1 reactivated , huge for me its been awhile.

00:06:42 Julie Howard: Value Post that I made 16 hours ago has 131 likes, 63 comments and 1.7K views!

00:06:50 Jacki Prock: Reacted to "Value Post that I ma..." with 🙌

00:06:51 Katie Nice: Reacted to "Value Post that I ma..." with ❤️

00:06:52 Catherine Heller: Reacted to "Value Post that I ma..." with ❤️

00:06:54 Kammy Heath: Also can you speak more to finding a solution? For example, if my friend's problem is that she has hot flashes, i have a tendency to think her solution is to not have hot flashes. And i think you're wanting more. So is it more tied to how they want to feel?

00:06:57 Janet Hartline: checked out AI and like it

00:07:00 Sharon, Costa Health: 2 new coaches with 3 new clients each and 2 new frontline clients so far this month.

00:07:02 Kimberle Million: More engagement. Two people contacted me

00:07:06 Coach Ashley Prieto: Way to go, friends!!! 🎉

00:07:06 Dr. Lynn Johnson Dr. Ron Geiger: 3 new reactivated and one on the verge coach plus 1 new

00:07:07 Chris Julian: did 2 posts with AI from toolkit.. got an active engagement from one!

00:07:08 Amy Brown: Just trying to trust the process!

00:07:09 Kathy Jewell: 2 new clients and 1 new rep this month.

00:07:11 Rande Ballard: Starting more conversations

00:07:17 Andrea Ball: Loving AI value posts  
00:07:20 Christine Daniel: 1 New client and experimenting with chat gpt, continuing new conversations  
00:07:30 Coach Kristy Wharton: Big doings!! 🔥💡  
00:07:30 Coach Tammy Asmus: Reacted to "13 new / reactive N..." with 😬  
00:07:38 Debbie Wood: I'm moving slower than most, but I'm feeling so hopeful again!  
00:07:40 Coach Tammy Asmus: Reacted to "Using the ChatGPT is..." with ❤️  
00:07:43 Starlet Riviere: Go Allison!  
00:07:44 Coach Tammy Asmus: Reacted to "New client, new coac..." with 😬  
00:07:46 Coach Kristy Wharton: Reacted to "I'm moving slower th..." with 🔥  
00:08:07 Tracy's iPhone: Awesome  
00:08:14 becky schmalz: Did a reel , had over 1k views, and lots of conversations, and some sales  
00:08:16 Bonnie Neff: Able to juggle husband being in hospital for 4-5 days, started new job and able to continue with follow-ups and making connections.  
00:08:19 Coach Tammy Asmus: Reacted to "Did a reel , had ove..." with ❤️  
00:08:21 Nancy Cable: Used chat Gpt to develop a F/u AO convo this morning and did it quickly  
00:08:21 Conchita Pulido: Replying to "I'm moving slower th..."

I'm super slow as well, you are not alone

00:08:25 Kammy Heath: Last one, can my problem that i focus on in my content be lack of income? That is something i really do feel passionate about..but i also know they need to have a health problem and buy my product before they can ever join as a business builder.  
00:08:26 Coach Tammy Asmus: Reacted to "Used chat Gpt to dev..." with 😬  
00:08:27 Amy Brown: My convos don't really go according the script... that has been a struggle  
00:08:31 Coach Kristy Wharton: Replying to "Just trying to trust..."

You got this! Say I trust the process — instead of trying to... we believe in you!!!

00:08:33 Coach Tammy Asmus: Reacted to "Able to juggle husba..." with ❤️

00:08:37 Candis Winslow: Yay, so excited for you Allison!  
00:08:59 Mandy & Wayne Hudson: I will have to say, "conversations? What conversations?"  
00:09:03 Rhonda Lauritzen: I look at some of my old conversations and CRINGE.  
00:09:10 Kris DeVries: I'm just enjoying getting to know people again!  
00:09:16 Coach Kristy Wharton: Replying to "My convos don't real..."

Do you know their problem?

00:09:29 Karen Forrister: Replying to "I will have to say, ..."

Same!

00:09:35 Rob Davis: Doing some really fun Value Added content utilizing Chat GPT and having more people respond to my follow up with past clients on my hot lead list.  
00:09:47 Coach Kristy Wharton: Replying to "I look at some of my..."

Have compassion for yourself—you were doing the best you knew how—now you know a better way! Kudos

00:09:49 Becca Foust: YES!!! I think I was worried about sounding scripted but the Authentic Outreach questions being one liners is really helpful. They're not scripted they're opening the door to listen. Thats a huge mindset shift I've had this week  
00:09:55 Julie Westhoff: Q- I have an expo this weekend. Is there a way to not lead with the product?  
00:10:05 Amy Brown: Replying to "My convos don't real..."

No, because the convo doesn't get to that point, because they only talk about other personal stuff that is completely unrelated.

00:10:29 Amy Brown: Replying to "My convos don't real..."

Or many don't respond to initial AO, or even the nudge.

00:10:32 Nancy Cable: Still not clear on how to use all the steps of creating VAFU

00:10:53 Rhonda Lauritzen: Q. If they were a weight loss client before can I pick up with I KNOW THE PROBLEM, and start there with the HOW'S that going? \*After the first HI HELLO message.

00:10:56 Kelly Birch: This is a 2 questions - with the Love-Led Content, how specific should the content be? Using the Chat GPT prompts, info is generated that is great but it is a bit high level. Do you recommend drilling it further to get to a more specific post content? Also, do you recommend each post have a visual and if so, what are your views on the visual? It can't be our products so I was thinking it needs to either be about me or generic info re: the post. Neither seem like they would generate engagement. I'm second guessing.

00:11:13 Marjorie Kauffman: Tracker Question: There is a place to enter the AO date. When we follow up, where does that date go? Then when that happens, where does that next date go? Thank you

00:11:34 amieb: In some of my AO conversations people think they have their problems figured out so it has been a challenge to redirect them back to problem so I can follow the process

00:11:37 Coach Kristy Wharton: Replying to "Last one, can my pro..."

Generally start with product problems and then you consider the business as a product and you can cross sell, as they share other problems (\$ for example.)

00:11:43 Kris DeVries: Replying to "Q- I have an expo th..."

Agreed. I do a lot of in person and it's hard not to talk about product when that is what they see.

00:11:43 Michelle Turnipseed: My biggest win is knowing my solution isn't for everyone all at times and there is a great release of not seeing people as prospects

00:11:46 Tammy: Reacted to "13 new / reactive N..." with 🎉

00:12:04 Catherine Heller: Reacted to "My biggest win is kn..." with ❤️

00:12:08 Coach Tammy Asmus: Replying to "This is a 2 question..."

You do need to dive in. As you use it more it get's to know you. Important to correct in the platform.

00:12:15 Kammy Heath: Replying to "Last one, can my pro..."

Thank you!

00:12:20 Coach Kristy Wharton: Replying to "Q. If they were a we..."

Yes

00:12:26 Tammy: Replying to "13 new / reactive  
N..."

Congrats.

00:12:43 Coach Tammy Asmus: Reacted to "My biggest win is kn..." with 🥳

00:12:51 Andrea Metzler: Reacted to "13 new / reactive  
N..." with 🔥

00:13:20 Debbie Wood: Replying to "I'm moving slower th..."

Thanks

00:13:53 Michelle Turnipseed: So much freedom focusing only on hot leads  
especially engaged leads

00:13:53 Kayla Allen: Quick question: When you have your own private FB group.  
How often would you suggest sharing your offer. Or do you advise not sharing an offer  
in a group that is set up for primary value?

00:14:12 Andrea Ball: I have two questions: 1) I'm worried about if I jumped too  
soon to asking the potential client to talk on the phone. But she asked for more info  
after some back and forth conversation.

2) Convo all the way to tagging in value post, not sure where to go now.

00:14:26 Bonnie Billing: I'm way behind is it best I jump off this call and go  
back to where I am?

00:14:27 Cindy Pounds: Start there

00:14:39 Becca Foust: Replying to "I'm way behind is it..."

We're talking about value add follow ups

00:15:00 Bonnie Billing: Replying to "I'm way behind is it..."

I'm still on week 2 sadly.

00:15:04 Amber Hansen: Does everyone else's sound keep cutting out?

00:15:30 Kris DeVries: Replying to "I'm way behind is it..."

I would do it in order personally. It builds and you have to practice one before you add the nextm

00:15:30 Karen's iPhone (2): Replying to "I'm way behind is it..."

Me too Becca!

00:15:37 Becca Foust: Replying to "I'm way behind is it..."

Thats okay, going slow is important <3 It helps you learn everything fully

00:15:41 James Riemer: Can you post somewhere an actual successful conversation that led to a sale, showing clearly the framework with all the components? This would be super helpful.

00:15:58 Kristy Miller: Okay - I am having trouble getting to where I find someone's problem

00:16:22 Anita White: Can we use chat gpt for Value Ad instead of the boards?

00:16:27 Marjorie Kauffman: BOARDS Question: When A! ChatGPT gives me good info, how do I post that (can I) put it on Boards.

00:16:37 Meghan Lampman: Thank you for asking this Rhonda!

00:16:37 Sara Renei Anop: Replying to "Does everyone else's..."

Not mine

00:16:39 julie mann: I am not sure when you say tagging do you mean @ and their name? So many people I know (including myself) don't want to be tagged in a fb post or instagram post unless I've given permission. Is there another way?

00:16:48 Amber Hansen: Reacted to "Not mine" with 👍

00:16:50 Bonnie Billing: Replying to "I'm way behind is it..."

ok....so I'll jump off and go back to week 2. It took me little bit to get my leads lined up so I need to start sending messages out. Yes I'm that person.....

00:16:51 Amy Brown: What if we don't have enough value posts that we actually posted yet to use for value FU?

00:17:01 Susan Waterbury: I need help with a conversation but don't remember how to put screenshots in this chat

00:17:07 Jean Reed: I have a couple of former customers, had no problem, just enjoyed one of our drinks, we have a new one coming out, do I start with authentic outreach and then move to a value add follow-up ?



00:17:09 Kammy Heath: Replying to "Also can you speak m..."  
So sorry, more so than solution...i meant desired outcome. Like for her...problem, weight. The desired outcome seems to be to loose weight...is that right or is there more to it?

00:17:11 Coach Kristy Wharton: Replying to "I am not sure when y..."

Yes but you ask if I can tag you or share the post via DMs

00:17:24 Kris DeVries: Replying to "I am not sure when y..."

You are supposed to ask permission before you send the post or share.

00:17:26 Kelly Birch: Replying to "This is a 2 question..."

Ok thank you for this clarification. Can you respond to the 2nd question about visual?  
Should each post have wording + an image/video

00:17:35 Alicia Raley: Yay Rhonda!

00:17:35 Kris DeVries: Amen Rhonda!!!

00:17:36 Ginger Gustafson: Love you Rhonda!

00:17:36 Sara Renei Anop: Emotions are good! Energy in motion!

00:17:36 Kayla Allen: connected

00:17:37 Cindy Pounds: So glad it's freeing and fun!!!

00:17:38 Mandy & Wayne Hudson: AGREE!

00:17:38 Diane Duncan: Im still confused on when we tag them in the VA  
post...???

00:17:39 Catherine Heller: Replying to "This is a 2 question..."

So with you on that Rhonda!!

00:17:40 shannon gleason: Love you Rhonda!

00:17:40 Linda Schymik: Replying to "BOARDS Question: Wh..."

I was thinking this as well..

00:17:44 Laura Trimble: Same!!!

00:17:44 Brittany Simque: So true

00:17:44 Jolene Taylor: 100!!!!

00:17:51 Ginger Gustafson: I'm in the same place

00:17:52 Harriet Henry: AGREE !!! I LOVE what I do again !

00:17:52 Brenna Burnette: Agree! It's so much better

00:17:56 Stephanie Helmbold: I'm with you Rhonda!  
00:17:59 Stephanie Whittaker: SO true!!!!  
00:18:00 Elena Armstrong: Passion to keep going  
00:18:00 julie mann: Replying to "I am not sure when y..."

okay. so I'd ask them in a dm and then share in a dm?

00:18:00 Debbie Wood: Me too!!!!  
00:18:05 Liz Murray: Aww, Rhonda!!! 🥰🥰❤️  
00:18:10 Kelly Mills: HOPE—sounds like Megan's call yesterday!  
00:18:10 Laura Trimble: Reacted to "Passion to keep goin..." with 💜  
00:18:12 Jolene Taylor: It feels exciting again ❤️  
00:18:15 Wendy Cioni: Agree with you Rhonda!  
00:18:15 Catherine Heller: We are all feeling that Rhonda.  
00:18:16 iPhone (2)Norine: Totally agree. I look forward to chat with people again!!  
00:18:22 Candis Winslow: I was stuck too, your question has answered so much for me too. You got this Rhonda!!  
00:18:27 Coach Kristy Wharton: Replying to "Im still confused on..."

When they present a problem or objection and you have something already created....ask if you can tag or share the post with them. That is VA FU

00:18:33 Jennifer Cumbie: I absolutely love AO!! It's like a breath of fresh air! 🥰  
00:18:37 Jessica Owens: connecting  
00:18:38 Robin Knorr: I relate even though I am new Rhonda  
00:18:41 Cindy Pounds: We have learned with Bob how to DIRECT the conversation  
00:18:45 Coach Kristy Wharton: Replying to "Im still confused on..."

Or you can find a resource/or create one with chat

00:18:49 Kelly Mills: Reacted to "We have learned with..." with ❤️  
00:18:50 Karen Forrister: Rhonda - you are saying what I am feeling!!! 6 years a coach for me!  
00:18:51 Catherine Heller: We've gone to shallow chit chat to meaningful interactions

00:18:58 Stephanie Helmbold: Reacted to "We have learned with..." with ❤️

00:18:59 Becca Foust: YES!! Connected Rhonda

00:19:18 Jess: So good!

00:19:19 Michelle Gray: YES! 100% Connecting the content to the problem has been an eye opener for me too!

00:19:39 Kim Kogan: agree!!

00:19:54 Harriet Henry: THIS !!! 🙌🙌🙌🙌

00:19:56 Elena Armstrong: \*\*BOB, would you consider offering this program in a modified way for leaders to purchase for their teams to share and run our own core 4 sessions with our teams?

00:20:12 Harriet Henry: I know who I'm talking to now !! ME ! It's so easy to help the old me !

00:20:12 Brittany Simque: Love that so much.

00:20:18 Cindy Emmerling: Reacted to "\*\*BOB, would you con..." with ❤️

00:20:23 Sandy Job-Rivera: Reacted to "\*\*BOB, would you con..." with ❤️

00:20:28 Mandy & Wayne Hudson: I feel you, Rhonda

00:20:31 Cindy Emmerling: Reacted to "I know who I'm talki..." with ❤️

00:20:37 Sara Renei Anop: If you look back and dont cringe then youre not growing! Cringe = growth

00:20:40 Candis Winslow: 🤗

00:20:42 Coach Kristy Wharton: Have compassion for yourself....you know better now.

00:20:50 Michelle Turnipseed: Im LOVING how I feel doing VAFU

00:20:53 Elena Armstrong: Totally feel you and its hard to not think about how much potential was lost up until this point

00:20:54 Kelly Mills: This programs redeems stale businesses.

00:20:57 Cindy Emmerling: Reacted to "Yes but you ask if I..." with ❤️

00:20:57 Alicia Raley: You are not alone Rhonda

00:21:01 Michelle Turnipseed: Reacted to "Totally feel you and..." with 👉

00:21:04 Kelly Mills: Reacted to "Totally feel you and..." with ❤️

00:21:09 Jean Reed: Rhonda this is helpful to hear you express

00:21:11 Catherine Heller: Thank you for sharing Rhonda!!

00:21:14 Dr. Lynn Johnson Dr. Ron Geiger: Rhonda! You are totally speaking the real world for many of us who have been coaching a while!

00:21:17 Ginger Gustafson: I've felt embarrassed how I've connected in the past. Moving past that. Authentic communication is direct

00:21:18 Colleen's iPhone: How are you turning new friends convo to health???

00:21:22 Michelle Turnipseed: Reacted to "How are you turning ..." with 👉

00:21:24 Laura Trimble: Reacted to "Totally feel you and..." with 💜

00:21:28 Bonnie Neff: Reacted to "You are not alone Rh..." with ❤️

00:21:32 Rob Davis: Love this Rhonda, I am so proud of you... and I am always learning from you my friend.

00:21:35 Laura Morgan: That's how Optavia taught us. It's not your fault. Their approach was horrible

00:21:37 Bonnie Neff: Reacted to "Rhonda! You are tot..." with ❤️

00:21:39 Michelle Turnipseed: Replying to "How are you turning ..."

I would think it'll be harder until they become an engaged lead

00:21:44 Tammy: Great Job Rhonda!

00:21:46 Shawna Hoffman: Reacted to "Love this Rhonda, I ..." with ❤️

00:21:52 Michelle Turnipseed: Replying to "How are you turning ..."

they're basically cold until then

00:21:54 Bonnie Neff: Reacted to "Love this Rhonda, I ..." with ❤️

00:21:58 Allisen Levin: Rhonda thank you so much for being vulnerable to share your story. I can relate. I needed to hear about your mentor asking you! Struggling with my upline telling me I'm doing it wrong because I'm not following her lead.

00:21:58 Gaye Norberg: Rhonda, you're giving me hope!!

00:21:59 Michelle Turnipseed: hi Julie!!!!

00:22:01 GiNNY LYKE: That was so powerful!

00:22:09 Jacki Prock: Yay Julie

00:22:09 Jenene Wilkins: Rhonda, you're an inspiration!

00:22:09 Catherine Heller: Yay Julie!!!!

00:22:10 Heather Ault: Hi julie!!!

00:22:14 Misty Stroebel: Love Julie!!!

00:22:22 Michelle Turnipseed: Reacted to "Love Julie!!!" with 👉

00:22:33 Mary Beth Allen: Hi Julie

00:22:42 Jacki Prock: It was powerful... she has an incredible story... putting the Ikea desk together with her one arm

00:22:42 Christina maxwell: That's our Julie!!! 🔥

00:22:54 Jacki Prock: Julie is one of my heroes

00:23:04 Donna Prelog: When I circled back to a past client with her problem and how is that going and she answers, I have gained all my weight back and more....i responded with "What do you think is missing? What do you think you need? Now crickets... next step?

00:23:06 Paige Wilson: Way to go Julie!!!!

00:23:34 Jenny-May Olson: Yes, Julie!! Love that tie in!!

00:23:41 Cindy Emmerling: Reacted to "It was powerful... she..." with ❤️

00:24:05 Michelle Turnipseed: My value add reels are getting over 500 views consistently on fb alone and it just feels FUN to do them!

00:24:15 Cindy Emmerling: Reacted to "My value add reels a..." with ❤️

00:24:27 Brittany Simque: Oooo can't wait for that episode of OPTAVIST podcast!

00:24:29 Tammy: Reacted to "Oooo can't wait for ..." with 🍌

00:24:39 Tammy: Replying to "My value add reels a..."

WOW!

00:25:19 Kris DeVries: Why is Bob missing? My spotlight screen keeps going black

00:25:40 Kyle Reid: My birthday is tomorrow and always have tons of wishes... what would you suggest to do with these connections?

00:25:41 Coach Kristy Wharton: Replying to "When I circled back ..."

Did you acknowledge how that must feel?

00:26:03 Danielle Williams's iPhone: I'm still working to find the problem in clothing.

00:26:05 Linda Schymik: Did Ronda share her post her ?

00:26:10 Jennifer Cumbie: Reacted to "Im LOVING how I feel..." with ❤️

00:26:34 Rhonda Lauritzen: Reacted to "HOPE—sounds like Meg..." with ❤️

00:26:38 Mandy & Wayne Hudson: What advice would you offer someone who has approached me in the past to talk with a group and my response was more product led (ouch) and I regret how I shared - is there a way to "fix" this?

00:26:43 Rhonda Lauritzen: Reacted to "We are all feeling t..." with ❤️

00:26:56 Rhonda Lauritzen: Reacted to "I was stuck too, you..." with ❤️  
 00:27:02 Rhonda Lauritzen: Reacted to "I absolutely love AO..." with 🎉  
 00:27:11 Rhonda Lauritzen: Reacted to "I relate even though..." with 🎉  
 00:27:37 Rhonda Lauritzen: Reacted to "Rhonda - you are say..." with 🙏  
 00:27:48 Rhonda Lauritzen: Reacted to "YES!! Connected Rhon..." with 🎉  
 00:28:05 Rhonda Lauritzen: Reacted to "\*\*\*BOB, would you con..." with ❤️  
 00:28:23 Rhonda Lauritzen: Reacted to "If you look back and..." with 🎉  
 00:28:34 Rhonda Lauritzen: Replying to "If you look back and..."

FACT. THANK YOU!!

00:28:42 Rhonda Lauritzen: Reacted to "Have compassion for ..." with ❤️  
 00:28:55 Rhonda Lauritzen: Reacted to "Totally feel you and..." with 🎉  
 00:29:09 Rhonda Lauritzen: Reacted to "Rhonda this is helpf..." with 🙏  
 00:29:19 Rhonda Lauritzen: Reacted to "Rhonda! You are tot..." with ❤️  
 00:29:32 Rhonda Lauritzen: Reacted to "Love this Rhonda, I ..." with ❤️  
 00:29:36 Susan Waterbury: I'm wondering how to respond to a hot lead who said she would like some support  
 00:29:53 Rhonda Lauritzen: Replying to "Love this Rhonda, I ..."

OH, ROB! Thanks, my friend.

00:30:04 Katie Nice: Reacted to "If you look back and..." with 😊  
 00:30:11 Karen Forrister: How do you chose which problem to address first- or do I ask which one is the biggest challenge/  
 00:30:16 Coach Kristy Wharton: Replying to "I have a couple of f..."

You mean you didnt uncover her problem... use AO to do that, now

00:30:26 Rhonda Lauritzen: Reacted to "Rhonda thank you so ..." with ❤️  
 00:30:33 Rhonda Lauritzen: Reacted to "Rhonda, you're givin..." with ❤️  
 00:30:47 Coach Tammy Asmus: Replying to "How do you chose whi..."

Yes. Find the biggest challenge!


00:31:02 Karen Forrister: Replying to "How do you chose whi..."

@Coach Tammy Asmus thank you

00:31:06 Coach Kristy Wharton: Replying to "I'm wondering how to..."

Do you know the problem?

00:31:16 Kelley Whelan: How long would you wait to circle back to that conversation?

00:31:25 Coach Tammy Asmus: Reacted to "@Coach Tammy Asmus t..." with 

00:31:42 Kristy Miller: I do

00:32:00 Katie Nice: Reacted to "I do" with 

00:32:12 Amelia Damlo: I have two! one w value add and one restart!

00:32:13 Stephanie Whittaker: How do we post a conversation in the chat?

00:32:15 Coach Tammy Asmus: Reacted to "It was powerful... she..." with 

00:32:19 Cindy Pounds: I do have a great example

00:32:24 Coach Tammy Asmus: Reacted to "Oooo can't wait for ..." with 

00:32:31 Coach Tammy Asmus: Reacted to "My value add reels a..." with 

00:33:27 Kayla Allen: When you go live, would you recommend using the same framework as a regular value add post? Title it with a hook still? Just curious

00:33:54 Tammy: Reacted to "When you go live, wo..." with 

00:34:02 Coach Kristy Wharton: Replying to "What advice would yo..."

Best way—be honest. Something like this...I would love another opportunity to serve your group, last time I may have focused more on the products than I would have liked.

00:34:15 Coach Tammy Asmus: Replying to "When you go live, wo..."

Yes! If you look at your analytics most only watch for a very short time, you need to get them engaged and want to keep listening!

00:34:40 Coach Kristy Wharton: Replying to "How do we post a con..."

Screen shot and drag it over.

00:35:12 Coach Kristy Wharton: Replying to "How long would you w..."

More context? What part of the sequence did it fall flat in?

00:35:13 Kayla Allen: Reacted to "Yes! If you look at..." with 

00:35:24 Amanda & Marcus Williams: I have a successful Value Add Covo I can Share

00:35:40 Kayla Allen: Replying to "When you go live, wo..."

If I only knew how to look at the analytics. Maybe a job for the week

00:36:57 Jenny Sipe: What does a nudge look like?

00:37:01 Coach Kristy Wharton: Replying to "I'm still working to..."

How to style outfits, color coordinating, comfortability, cost, durability, etc

00:37:34 Elena Armstrong: Bob when you say "the more we stay in their problem the easier the sell", what does that look like and how long is too long?

00:37:38 Coach Danielle Cole: Replying to "What does a nudge lo..."

I know life can get busy. I hope you saw my message above, I look forward to connecting.

00:37:46 Jenny Sipe: Reacted to "I know life can get ..." with ❤️

00:37:47 Coach Kristy Wharton: Hi Jenny, nudging this message in case it was missed. Cant wait to hear back from you.

00:37:56 Jenny Sipe: Replying to "What does a nudge lo..."

@Coach Danielle Cole Thank you!

00:39:08 Kammy Heath: Ok as im listening, i think i am struggling with really finding ways to add value that are DIFFERENT to my solution. I can easily with anxiety. I have other things beside my product that have helped me with that. But i struggle in that with other problems i can solve.

00:39:28 Coach Kristy Wharton: He means, let them tell you the problem, acknowledge how it must feel, desired goal, add value ... then offer solution

00:39:43 Kristy Miller: I am trying to share the screen shots

00:40:14 Rachael: Hi, reached out to a hot lead and she offered her problem as adult acne. I did a value add conversation and asked if she would like a sample of. She's tried them and now don't know where to go with the conversation! I did do a value add post of acne should I ask if she saw it?

00:40:18 Rhonda Lauritzen: I love the SHOW RESTRAINT comment!

00:40:19 Candis Winslow: Way to go Susan!!



00:40:47 Coach Kristy Wharton: Replying to "Ok as im listening, ..."

Chat is very helpful for this... create 3 tips for X that make no mention of X company's products.

00:40:50 Stephanie Whittaker: Here was a successful sale using Bobs format:

00:40:57 Michelle Turnipseed: Replying to "Ok as im listening, ..."

I listen to several different podcasts so sometimes my post will relate to a podcast. I don't share the podcast itself. But then that has given me more VAFU because I can eventually end up tagging the person in a post and then seeing if they want the podcast link since it relates to what they've struggled with. People are responding VERY well to this and feel very special and thought about.

00:41:03 Michelle Turnipseed: Replying to "Ok as im listening, ..."

I would love more ideas too!

00:41:09 Jenny Sipe: Reacted to "He means, let them t..." with ❤️

00:41:25 Michele Castillo: Reacted to "202503131139550000.jpg" with ❤️

00:41:50 Rachael: Reacted to "Ok as im listening, ..." with 👍

00:42:13 Rhonda Lauritzen: Q. IF I'm chatting with a PAST client who still wants to lose weight, expressed cost issues, when is the right time to share there's a PROMOTION.

00:42:23 Zoom user: Bob, I've done a health assessment and this was her response the next day after she found the house to move to. She was ready to go before that. What would be the best response?Waiting till May and keeping in touch or something else

"Judy, I think I'm gonna half to hold off until move. I'll have expenses moving, cleaning house plus I think I'm gonna have to pay a deposit at new place. It's just much right now and the home front has gotten ugly because I'm moving out first. Why that makes a difference or cause an issue I have no idea. I'm sorry but we'll revisit again after I move and things settle down." ?

00:42:28 Laura Trimble: Cindy Pounds, that's you

00:43:32 Coach Kristy Wharton: Replying to "Q. IF I'm chatting ..."

If cost is an issue, then yes informing them that they can save money for X time is valuable. It also create urgent too

00:45:17 Diane Duncan: on Step 2 do you actually tag them in the post or just give them the post info?

00:45:40 Rhonda Lauritzen: Replying to "Q. IF I'm chatting ..."

Thank you!! I was wondering if I had to go through all the steps before I could go there. WHEW. So helpful.

00:46:07 Michelle Turnipseed: as Optavia coaches we have the habits of health that is free to anyone on line so that's a great resource to use for vafu if they want a podcast. That's what is so great is all of that is at no cost to access all of that and listen to Dr. A's channel too

00:46:16 Coach Kristy Wharton: Replying to "on Step 2 do you act..."

Tagging helps the post perform again in the algorithm, too. You could also sent the post in messenger, as well.

00:46:28 Catherine Heller: Reacted to "as Optavia coaches w..." with ❤️

00:46:34 Kristy Miller: How to do the 2nd step???

00:46:47 Kim Kogan: I want to create a post because of a conversation I am having with someone about perimenopause and how Essential Amino Acids bc I know it can help but I obviously I don't want to mention the actual product which is the EAA, how would you do this? I have been struggling with a lot. Maybe because it's a product post?

00:47:05 Becca Foust: Replying to "as Optavia coaches w..."

okay so I've looked for this podcast on apple podcasts and I can't find it..... are you saying I can find the link for them on the habits of health website?

00:48:00 Deb Nichols: Replying to "I want to create a p..."

Ask ChatGpt the write the post using that information and not to mention specifically your product,

00:48:03 Michelle Gray: Replying to "as Optavia coaches w..."

@Becca Foust

[https://hohdigitallibrary.com/?fbclid=IwY2xjawGEkZhleHRuA2FlbQlXMAABHVPsr8gCCQvI-CyPWMhjrTLogZ-RMnLj3-8cAd0qOApfRlvuTI6il2bC\\_Ng\\_aem\\_jhSYrSv85vflex3PR\\_hkUg](https://hohdigitallibrary.com/?fbclid=IwY2xjawGEkZhleHRuA2FlbQlXMAABHVPsr8gCCQvI-CyPWMhjrTLogZ-RMnLj3-8cAd0qOApfRlvuTI6il2bC_Ng_aem_jhSYrSv85vflex3PR_hkUg)

00:48:19 Coach Kristy Wharton: Replying to "Hi, reached out to a..."

When you give a sample, did you set a date to connect and see what she liked best about it?

00:48:29 Kristy Miller: Wait - what are the steps? Show a dish, then ask if anyone wants a recipe, then ask in DM if eating healthy is important then ask why if they say yes?

00:48:45 Kristy Miller: Replying to "Wait - what are the ..."

All that before sharing the recipe?

00:48:51 Jason & Jessica Richter: This so good! It completely explains why in the past I haven't gotten the response I was hoping for from follow up.

00:49:19 Linda Schymik: Reacted to "This so good! It com..." with ❤️

00:49:36 Coach Kristy Wharton: Replying to "Wait - what are the ..."

You can watch the replay if you want to see and break down this specific conversation.

00:50:04 Jenny Sipe: Reacted to "Wait - what are the ..." with ❤️

00:50:14 Jason & Jessica Richter: Replying to "on Step 2 do you act..."

@Coach Kristy Wharton Does putting it in messenger affect the algorithm too?

00:50:15 Jenny Sipe: Reacted to "You can watch the re..." with ❤️

00:50:28 Diane Duncan: Replying to "on Step 2 do you act..."

Thank you - in the Monday zoom I was confused because it sounded like bob said to tag if they aren't interested

00:50:45 Kristy Miller: Reacted to "You can watch the re..." with 👍

00:51:03 Kelly Mills: Way to go, Cindy!

00:51:10 Linda Schymik: Great job

00:51:10 Laura Trimble: Great job Cindy!

00:51:12 Kim Kogan: Replying to "I want to create a p..."

I have been using ChatGPT but for this one I can't seem to get it right bc i keep wanting to give the solution...

00:51:16 Coach Kristy Wharton: Yes..feed and messenger both contribute to relevancy for it.

00:51:19 Rachael: Replying to "Hi, reached out to a..."

Yes and I did that last night and reached out and she liked the products. But no idea where to go from here. I always seem to 'teach' in my posts!

00:51:26 Coach Danielle Cole: @Allison Norris so proud of you! I just got back to my computer to send you a note!!!

00:51:27 Debi Auch Moedy: So proud of you Cindy!!!!

00:51:35 Karen Forrister: Way to go Cindy!!!

00:51:39 Becca Foust: Reacted to "@Becca Foust https:/..." with ❤️

00:51:44 Elizabeth & Jon Fisher: Cindy is always amazing!

00:51:44 Coach Kristy Wharton: Reacted to "So proud of you Cind..." with 🥰

00:51:45 iPhone (4): Thx Cindy

00:51:47 Tina Luce: Go Cindy!!! GO

00:51:53 Cindy Pounds: Reacted to "So proud of you Cind..." with ❤️

00:51:57 Stephanie Helmbold: Thank you for sharing Cindy!!!

00:51:58 Jenny Sipe: Reacted to "Ask ChatGpt the writ..." with ❤️

00:51:59 Allison Norris: Reacted to "@Allison Norris so p..." with ❤️

00:52:06 Karen Forrister: How do you avoid being fear led with so many of my clients are cancelling

00:52:37 Sara Renei Anop: Replying to "How do you avoid bei..."

Those people are freeing up your time to help new peeps!

00:52:43 Jenny Sipe: Reacted to "Those people are fre..." with ❤️

00:52:45 Laura Trimble: Reacted to "Those people are fre..." with 💜

00:52:45 Coach Danielle Cole: Replying to "on Step 2 do you act..."

@Jason & Jessica Richter you already have the positive effects of the algorithm, b/c you are having a convo in messenger.

00:53:19 Karen Forrister: Replying to "How do you avoid bei..."

@Sara Renei Anop I sure do miss you! However, my income has taken a nose dive and trying to convince my husband to support me in my purpose

00:53:24 Coach Kristy Wharton: Replying to "How do you avoid bei..."

Believing you will be serving your ideal people very soon—ones that know the value of longevity.

00:54:37 Karen Forrister: Replying to "How do you avoid bei..."

@Coach Kristy Wharton thank you ! Please keep assuring me

00:55:10 Laura Trimble: Reacted to "Believing you will b..." with 

00:55:19 Sara Renei Anop: Replying to "How do you avoid bei..."

@Karen Forrister love you karen!

00:55:49 Karen Forrister: Replying to "How do you avoid bei..."

@Sara Renei Anop love you too!!!

00:56:52 Leigh Ulrich: What if you went too fast and jumped ahead in the conversation? I had a friend who was talking with me about her desire to lose more weight. We were texting back and forth and it was going well. I suggested we talk more and suggested a call. I realize that was a huge mistake. How do you recover from this misstep?

00:58:14 Lisa Konshak: I shared a post a couple days ago, for friends and family over 50, with my picture embracing this next phase of our lives...gray hair, extra pounds, wrinkles...Even if our bodies may not be what they once were, they carry our souls, our honor, courage and our strength. We shall enter this chapter of our lives with humility, grace, and pride....ending with we should never feel bad about getting older. It's a privilege that is denied to so many..... I had over 150 likes and over 30 comments, mostly about loving the message, my picture etc. I'd like to follow up authentically, and to find problems, but want to make sure I do this correctly. How does this sound: Thank you for your kind comment! How have you been? As we get into this season of life, what is your biggest challenge for your health?

00:58:51 Andrea Ball: Question also about how to recover jumping the gun: had a person interested in losing weight ask me about it. I immediately suggested a phone call. No response. How do I recover??

00:59:33 Amy Brown: Can you share the 2nd chat image before this? I think this current one was shared the whole time (the 3rd image).

01:00:02 Tina Luce: Replying to "Question also about ..."

This... I did this 2x this week.ugh.help

01:00:43 James Mendoza: He may have low testosterone levels?

01:00:46 Elizabeth & Jon Fisher: very cool!

01:00:46 Coach Kristy Wharton: Replying to "Question also about ..."

Just be honest, hey Andrea—I totally jumped the gun and would love to opportunity to understand your individual problems, better. Would you be open to a couple of questions here in messenger?

01:00:48 Cindy Pounds: Great job Stephanie!

01:00:55 Michelle Gray: Way to go Steph! Love this!

01:00:55 Jason & Jessica Richter: LOVE this !!

01:00:56 Alicia Raley: Way to go Steph!

01:01:00 Rhonda Lauritzen: Basically we are doing the AWAKENING in chat!!

01:01:03 Jenny-May Olson: Awesomeness, Stephanie!!! Congratulations!

01:01:03 Andrea Ball: Replying to "Question also about ..."

Thank you!!!!

01:01:12 Harriet Henry: Yes !! THANK YOU BOB !!

01:01:12 Jennifer Cumbie: Great job Stephanie!!

01:01:17 Cindi Dail: Wow!

01:01:21 Liza Johnson: Excellent job...it gives me hope

01:01:34 James Riemer: thank you

01:01:39 Coach Kristy Wharton: Reacted to "Basically we are doi..." with 🔥

01:02:09 Tina Luce: Reacted to "Just be honest, hey ..." with ❤️

01:02:18 Rhonda Lauritzen: Reacted to "Just be honest, hey ..." with ❤️

01:02:48 Liza Johnson: Reacted to Just be honest, hey ... with "👍"

01:03:11 Michelle Turnipseed: that was a great example!

01:03:28 Linda Schymik: Thanks bob

01:03:33 dplouffe: Thank you! Great meeting!

01:03:41 Jenny-May Olson: Love seeing the success!!!

01:03:45 Rhonda Lauritzen: God bless you, BOB. Many thanks!!

01:03:50 Karen Forrister: Will it be recorded

01:03:50 Coach Tammy Asmus: Head over to the Facebook group and share your biggest take away! <https://www.facebook.com/groups/1229842114865019>

01:03:51 Dr. Lynn Johnson Dr. Ron Geiger: Thanks