

Weekly LOVE-LED™ Breakthrough Coaching & Strategy Session – Chat Transcripts

00:01:53 Fireflies.ai Notetaker Bob: View real-time notes and transcription for this meeting here:

https://app.fireflies.ai/live/01JPBJMQJQ14J7W27H7K7B2EIQ?ref=live_chat

00:02:16 Laura Rodgers: Hello

00:02:21 Coach Tammy Asmus: Reacted to "Hello" with ❤️

00:02:23 Coach Kristy Wharton: Reacted to "Hello" with ❤️

00:04:37 Christen Bolduc: I showed up this week!

00:04:40 Tenesha @teneshalicious: I keep trying new things

00:04:48 Liza Johnson: I didn't quit yesterday after 2 negative text messages.

00:04:49 Gina Everson: Being consistent! First time this week I had someone reach out to me acknowledging my content.

00:04:50 Christen Bolduc: Abd signed on a new client 😊

00:04:54 Trish Koppendrayer: I took 5 weeks off after my Dad passed away. This is the first week I've done the Core 4 every day.

00:04:57 Stacey Reeves Owens: Showing up and being consistent

00:04:59 Jennifer Peterson: Showed up when I planned to show up and didn't buffer!

00:05:01 Laura Rodgers: Had 2 video calls this week, more engagement and better understanding.

00:05:03 Maria Van Tiflin PT, DPT: Enrolled 3 people in my GI mapping program and 4 people into my membership program. Enrolled one to dōTERRA

00:05:03 Susan Restad: I have 3 people interested in products

00:05:04 Lindsay FitzPatrick: Put together my health assessment and created 3 tools I can share for a VAFU

00:05:17 iPhone (316): Being ok with being where I am

00:05:18 Leigh Card: Having an authentic convo and setting up a HA this weekend!

00:05:20 Tracy Deniger: Got an amazing new client this week!

00:05:24 Brenda Hammond: I have done more during this training.

00:05:25 Coach Danielle Cole: Replying to "Having an authentic ..."

YAY!

00:05:34 Donna Johnson: I finally set up my GPT and started creating content!

00:05:34 Rachel Davis: Showed up thru flu and heartbreak, doing core 4 daily,

00:05:39 Diana Henry: Jumped right back in after vacation!

00:05:48 Taylor Berlin: Didn't give up after getting a really rude message this week 🙄

00:05:49 Cliff Hochberg: Got a message from a FB friend complimenting me on posts Cliff – just wanted to take a minute to recognize and thank you for all the great posts you are churning out. Hopefully many are taking advantage of the great insights & info you are openly sharing to make changes & modify choices that will benefit each of their health. Great job & effective execution!

00:05:54 Molly Waldrup Johnson: Stuck with process of using chat gpt to generate posts for the one thing....

Person who was in a FB party 4 YEARS AGO... & hasn't enrolled & said she was IN!! Starting program tomorrow!

After client onboarding call!

00:06:11 Cara's iPhone: Even though I didn't keep very good track I did do quite a bit of a/o

00:06:12 Cheryl Mabry: 2 new clients this week! Connected w/ a Massage therapist and did a LIVE event to offer in-person authentic connection vi yoga/stretching & offering a complimentary health session

00:06:13 Amy Varghese: Staying with it in the messy middle!

00:06:14 Laura Rodgers: More consistent on the core 4s

00:06:18 Coach Kristy Wharton: Reacted to "More consistent on t..." with 🥰

00:06:20 Coach Tammy Asmus: Reacted to "Being consistent! Fi..." with ❤️

00:06:22 Coach Kristy Wharton: Reacted to "Staying with it in t..." with 🥰

00:06:24 Coach Tammy Asmus: Reacted to "Abd signed on a new ..." with ❤️

00:06:27 Coach Tammy Asmus: Reacted to "I took 5 weeks off a..." with 🥰
00:06:28 Emilie Roussel: I realised that i am using my son as an excuse to not work my business - that i don't want to be on my phone while he is awake, and his naps are 20mins long so its hard to get myself to message people. However, i am talking with 2 people who are signing up
00:06:30 Coach Kristy Wharton: Reacted to "2 new clients this w..." with 🤗
00:06:30 Amy Shahinllari KTOC: Worked through mindset issues around my company being sold
00:06:31 Coach Tammy Asmus: Reacted to "Showing up and being..." with ❤️
00:06:36 Coach Tammy Asmus: Reacted to "Enrolled 3 people in..." with 🥰
00:06:37 Coach Kristy Wharton: Reacted to "Worked through minds..." with 🔥
00:06:39 Stephanie Guerra: I've had new customers and being able to separate the serving from the potential end result.
00:06:48 Trish Koppendrayer: Reacted to "Worked through minds..." with 🔥
00:06:56 Coach Danielle Cole: Reacted to "Worked through minds..." with ❤️
00:06:59 Coach Kristy Wharton: Replying to "Worked through minds..."

We had a great discussion around that!! thank you for sharing

00:07:13 Beverly Skivolocki: Followed up with a host from last Nov. and I kept putting off reaching out. She was very gracious about it and we had a good conversation.

00:07:23 Eva Snedden: sticking with it, some days are better than others
00:07:23 Chelsea Dolby: This is where Im at, the messy middle
00:07:35 Coach Kristy Wharton: Reacted to "This is where Im at,..." with 🔥
00:07:55 Laura Rodgers: Not quitting 😊
00:07:59 Taylor Berlin: Yupp, no visible results since 30 days to 1k 😊 So proud of myself for still going slow and steady even though I have teammates ranking up.
00:08:02 Cliff Hochberg: Yes, as long as I know that I'm putting it out there the right way the results will follow
00:08:09 Jennifer Peterson: Reacted to "Yupp, no visible res..." with ❤️
00:08:21 Stephanie Guerra: Reacted to "Yes, as long as I kn..." with ❤️
00:08:40 Kylie Steyer: Question about what to focus on once you feel like you have gone through initial lists
00:09:22 Stacey Reeves Owens: Replying to "Yupp, no visible res..."

Taylor, I'm with you on this so I feel this.

00:10:38 lauren cormier: I know we are nearing the end of this 8 weeks but realize that I need you guys to keep me on track even though I haven't seen monetary results. Will you be telling us soon how we can continue on?

00:10:55 lauren cormier: Replying to "Yupp, no visible res..."
Same Taylor. We will get there

00:11:10 Coach Danielle Cole: Replying to "I know we are nearin..."

Did you just join Love, Serve, Grow at the beginning of the 8 weeks?

00:11:13 Coach Kristy Wharton: Replying to "I know we are nearin..."

Are you in LSG

00:11:23 Stacey Reeves Owens: Reacted to "Same Taylor. We will..." with ❤️

00:11:35 Coach Kristy Wharton: Reacted to "Yupp, no visible res..." with ❤️

00:11:39 Coach Kristy Wharton: Reacted to "Taylor, I'm with you..." with 🤗

00:11:54 Taylor Berlin: Replying to "Yupp, no visible res..."

❤️❤ It really gets discouraging but I have to keep telling myself growing slow is going to be sustainable and feeling good about how I lead in my business is more important than financial and rank results.

00:11:56 Tracy Deniger: Find the problem

00:11:57 Taylor Berlin: Reacted to Same Taylor. We will... with "❤️"

00:11:59 Taylor Berlin: Reacted to Taylor, I'm with you... with "❤️"

00:12:01 Cara's iPhone: I'm still just struggling to get content made in 15 minutes but I am going to try a new strategy next week

I'm working on the piece from last week...the live call with people to make the experience better. I feel like I need to pause and go back and take care of my current customers. I'm losing some

00:12:22 Coach Kristy Wharton: As long as we dont quit, and apply our frameworks.... Divorce the result, marry the process—you will receive results

00:12:25 Rachel Davis: help

00:12:33 Chelsea Dolby: solve their problem

00:12:54 Stacey Reeves Owens: Reacted to "As long as we dont q..." with ❤️
00:13:00 Coach Kristy Wharton: Acknowledge, add value and then offer the solution hafter identifying the problem
00:13:03 Coach Kristy Wharton: Reacted to "solve their problem" with 🤝
00:13:19 Megan Weisheipl: Replying to "I'm still just strug..."

Try using ChatGPT to help you create content faster!

00:13:41 Megan Weisheipl: Reacted to "I know we are nearin..." with ❤️
00:13:42 lauren cormier: Replying to "I know we are nearin..."
Yes
00:14:23 Coach Danielle Cole: Replying to "I know we are nearin..."

It looks like you took the special offer so I do believe you have a total of 6 months of Love, Serve, Grow.

00:14:24 Liza Johnson:How do you feel about doing a voice text?
00:14:52 lauren cormier: Replying to "I know we are nearin..."
Oh wow ok. Thats the best news today 🎉🙌
00:15:02 lauren cormier: Replying to "I know we are nearin..."
Thank you 😊
00:15:08 Coach Kristy Wharton: Replying to "I know we are nearin..."

@lauren cormier if you just joined, with this last cohort, you'll be here for 6 months and bob will be adding "missions" each month after the 8 weeks from what I understand

00:15:17 Coach Kristy Wharton: Reacted to "It looks like you to..." with 🔥
00:15:31 Linda Stram iPhone:I need this because I'm an Optavia coach and a massage therapist.
00:15:36 Stacey Reeves Owens: Reacted to "@lauren cormier if y..." with ❤️
00:15:49 Coach Kristy Wharton: Replying to "How do you feel abou..."

Not for a first message after an event

00:16:05 Coach Kristy Wharton: Replying to "How do you feel abou..."

More likely to read a text, that listen to one

00:16:10 Megan Weisheipl: Reacted to "I need this because ..." with 👍
00:16:31 Linda Stram iPhone: Reacted to "I need this because ..." with 👍
00:16:32 Sydney Veloz: I like to say "Do you have any other areas of your health you're looking for more support in?"
00:17:22 Liza Johnson: Replying to "How do you feel about..."

@Coach Kristy Wharton thanks. I would not have thought that to be the case.

00:17:51 Laura Rodgers: Just found out my dream customer do I use it with every piece of value content
00:17:56 Cheryl Mabry: Reacted to "I need this because ..." with 🥰
00:18:06 Cheryl Mabry: Reacted to "I like to say "Do yo..." with 🔥
00:18:16 Megan Weisheipl: Replying to "Just found out my dr..."

Yes that is who you are speaking too.

00:20:08 Julia Nix, StPete, FL: My ears are. Not listening very well when this pure-cuteness is on the screen giving us her 'look'. Anyone else?
00:20:30 Donna Johnson: Reacted to "My ears are. Not lis..." with ❤️
00:21:19 Raquel Cornelsen: So before you send the VAFU. You do the ask
00:21:52 Lindsay FitzPatrick: I missed the part of offering the product while I am doing the VAFU for probably the entirety of the 30 days program. It just dawned on me in this program that we're supposed to do that. It makes a huge difference because otherwise you have to start over.
00:22:00 Coach Danielle Cole: Replying to "So before you send t..."

Yes - you are not sending the VAFU in the best case scenario - you are tagging them in a value post.

00:22:06 Cara's iPhone: Replying to "solve their problem"
Oh I think I was doing that wrong too.
00:22:19 Coach Danielle Cole: Replying to "So before you send t..."

Follow the script.

00:22:49 Trish Koppendrayer: Which workbook is he meaning?
00:22:50 Raquel Cornelsen: Replying to "So before you send t..."
So something I'm struggling with is the redoing a VAFU. Like the next time we chat.

I have had a few ppl left at that

00:22:58 Megan Weisheipl: Yes – will double check!

00:23:11 Gina Everson: This is where I have been going wrong with Value Add Follow up...

00:23:16 Coach Danielle Cole: Replying to "So before you send t..."

What do you mean redoing a VAFU?

00:23:25 Jennifer Peterson: Thank you, @Kylie Steyer. This spoke to me as well!

00:23:54 Cheryl Mabry: Real life!

00:23:56 Raquel Cornelsen: Replying to "So before you send t..."

Like I do all the steps.

After I share my solution. They don't buy, then I go back to the cycle

00:23:59 Jessica Brenneman: So the 15 minute increments of Core 4 is not just and only doing that one task, one piece at a time. Oohhh I guess I never understood it that way

00:24:43 Taylor Berlin: Okay that makes so much more sense! I thought they were all their own separate messages! So I ask, they say yes or no, and then sometimes I ask right away if they want a solution or I wait and follow up and see if the VAFU was helpful and then ask

00:25:03 Coach Danielle Cole: Replying to "So before you send t..."

Oh ok – I understand. You just go back and say – I came across this info in regards to your XYZ problem and I thought of you – would it be ok if I shared it with you.

00:25:07 Taylor Berlin: Replying to "Thank you, @Kylie St..."

Same! I was so confused!

00:25:29 Raquel Cornelsen: Replying to "Okay that makes so m..."

Yes me too.

00:25:33 Jessica Brenneman: Replying to "Okay that makes so m..."

Same

00:25:44 Coach Danielle Cole: Replying to "Okay that makes so m..."

2 and 3 go together

00:26:23 Raquel Cornelsen: Replying to "So before you send t..."

And then before they say yes or no. I offer solution too ?

00:26:26 Coach Kristy Wharton: Bob in Boards, the last step "ask" saying specially "ive ALSO got a product that I know can help you with X. How would you feel about the sharing it with you." @Megan Weisheipl

00:26:27 Taylor Berlin: Replying to "solve their problem"

I was definitely not understanding this process. I've been doing it wrong since 30 days to 1k 🤔🤔

00:26:56 Diane Nix: Reacted to "Acknowledge, add val..." with 😊

00:26:58 Eva Snedden: Replying to "solve their problem"

me too

00:27:07 Lindsay FitzPatrick: Replying to "solve their problem"

@Taylor Berlin Same! I just realized that a couple weeks ago

00:27:21 Stacey Reeves Owens: Replying to "solve their problem"

Same here too!

00:27:56 Betty Jane's iPad: Is it in training 2?

00:28:07 Coach Kristy Wharton: Replying to "Is it in training 2?"

Yes training 2

00:28:09 Susan Restad: I need to review that training, Share the Solution again!

00:28:18 Coach Kristy Wharton: Replying to "Is it in training 2?"

Its 5 in 30days..

00:28:23 Julia Nix, StPete, FL: @Coach Kristy Wharton With my in-person coffee... I've finished my invites and now I am offering my general-topic-tip sheet (the ValAdd) to those who are not attending - BUT it doesn't feel like its the right time for the make an offer, right?

00:28:27 Raquel Cornelsen: Yes I'm struggling with this *new * to share with the same person

00:28:52 Liza Johnson:Replying to "I need to review tha..."

Me too

00:29:01 Taylor Berlin: Replying to "Okay that makes so m..."

That flow is so much better! I did not understand it that way, but makes WAY more sense

00:29:15 Jessica Brenneman: I always understood them as different types of conversations we could have...Not that they are different parts of a stream of an overall conversation. So this is helpful if I'm understanding it right now

00:29:23 Betty Jane's iPad: Replying to "Is it in training 2?"

That's what I thought.

00:29:40 Raquel Cornelsen: Yes! I loved how you said it's working together to find the solution and the one who does finds the solution gets the sale/to help them

00:30:02 Coach Kristy Wharton: Replying to "@Coach Kristy Wharto..."

It is.. you offer your "gift" and you ask "are you also open a product recommendation." And if they say no, it's okay—as he mentioned, keep adding value. Staying connected.

00:30:10 Kylie Steyer: There's 3 but ones at school 🤔 winging it always

00:30:11 Cara's iPhone: Replying to "solve their problem"

I need to do what he recommended to her bc I felt like I was following the script when I offered solution last week. I asked if she wanted a plan. I gave that. The then asked if she wanted me to send the cart (with product recommendation) and she has ghosted me. I followed up earlier and I can see that she saw the message but she hasn't responded

00:30:18 Traci Pyrz: Reacted to "There's 3 but ones a..." with ❤️

00:30:24 Taylor Berlin: Reacted to There's 3 but ones a... with "🔥"

00:30:42 Taylor Berlin: Reacted to I always understood ... with "❤️"

00:30:59 Taylor Berlin: Replying to "I always understood ..."

Same! I'm so thankful for the clarity!! 😊

00:31:33 Nicole Sapriken (she/her): Messy connects with more people

00:31:39 Coach Kristy Wharton: Reacted to "Messy connects with ..." with 🤗

00:32:13 Raquel Cornelsen: Can we talk a little more about sharing new VAFU with the same person

00:32:22 Liza Johnson:I'd like to scaffold off Kylie if possible.

00:33:05 Coach Kristy Wharton: Replying to "Can we talk a little..."

What is your question?

00:34:48 Traci Pyr: I will say it was taking me a lot longer to create posts and then I would avoid it bc it was taking too long, but now that I'm creating content more consistently, I'm getting so much faster at it—just like anything else, it takes practice to get faster/more efficient..so we have to push through the uncomfortable, clunky season of when it takes longer to create!!

00:34:53 Raquel Cornelsen: Replying to "Can we talk a little..."

I feel this is more on RLS.

I want to help more this person but I don't know how to keep finding value to give them

I check in but I'm not being intentional. Because I just acknowledge their struggles ...

00:35:12 Leigh Card: MY Value Posts are not getting engagement... same folks are like/love the posts. I have more interaction on connection posts...

00:35:24 Raquel Cornelsen: Replying to "Can we talk a little..."

This whole concept of we are always VAFU. I don't know how to keep coming up with ideas

00:36:02 Julia Nix, StPete, FL: Replying to "@Coach Kristy Wharto..."

Let me be sure that I understand. I am sooo getting better at this and want to continue.

So the 2 question as a reply to their 'no, I can't come'?

This is my reply right now: "I was planning to share my 'tip sheet' of ramblings I've learned about energy AND graceful contented aging - would you like me to forward it to you when I finalize it? PM or email? "

I think this is enough for the question and THEN when they say yes to this 'help' then add the make an offer question.

00:36:49 Julia Nix, StPete, FL: Reacted to "There's 3 but ones a..." with ❤️

00:37:32 Coach Kristy Wharton: Replying to "Can we talk a little..."

@Raquel Cornelsen have you asked her whats holding her back specificity? When we know this, we can speak to that issue and we let them decide.

00:39:03 Chelsea Dolby: When looking to sponsor, you focus on reverting current customers as the part of the steps, what do you suggest when it comes to approaching someone on your '10 Best' list who isn't a customer?

00:39:04 Raquel Cornelsen: Replying to "Can we talk a little..."

Not specifically

I know money is one. They are trying to find ways to make income.

00:40:10 Eva Snedden: I did the ideas with chat GPT and then I asked it to give me 3 ideas and posts for one of the subjects

00:40:26 Cara's iPhone: Can we get example of the kind of content people are making that fast? I use chat gpt all the time but making the video and typing up the words and all?

00:40:30 Leigh Card: Reacted to "I did the ideas with..." with ❤️

00:40:39 lauren cormier: Yes! When I play with chat before the core 4 I can get more done

00:41:11Nicole Sapriken (she/her): I usually just do one per session

00:41:23 Julia Nix, StPete, FL: Replying to "@Coach Kristy Wharto..."

@Coach Kristy Wharton

00:41:27 Nicole Sapriken (she/her): I tried doing a bunch at once and it just didn't feel like me

00:41:40 Susan Restad: Tell Chat to remember your ideal client is. Then you don't have to repeat it in your next Chat GPT question for a post. I fed in the full framework into ChatGPT so the posts are based on that.

00:41:59 Lindsay FitzPatrick: When I am doing the Core 4, I focus on getting the captions written. Then I can come up with photos and reels later on my own time. I keep that 15 minutes super focused

00:42:03 Susan Restad: Then I just tell it what problem I want to have addressed.

00:42:10 Laura Rodgers: I start before core 4 and prep a little before core 4 starts

00:42:14 Eva Snedden: Replying to "Tell Chat to remembe..."

I love that. I need to do that

00:42:19 Megan Weisheipl: Reacted to "I start before core ..." with ❤️

00:42:37 Susan Restad: The pictures that goes with my posts is taking the most effort now!

00:42:50 Megan Weisheipl: Replying to "When I am doing the ..."

Great idea!

00:43:01 Megan Weisheipl: Reacted to "I usually just do on..." with 🙌

00:43:07 Megan Weisheipl: Reacted to "Yes! When I play wit..." with 🙌

00:43:49 Susan Restad: I also fed ChatGPT someone else's post and told it I like the approach and maybe incorporate some of the same tone into my posts.

00:43:55 Traci Pyrz: Reacted to "When I am doing the ..." with ❤️

00:45:03 Julia Nix, StPete, FL: Replying to "@Coach Kristy Wharto..."

@Coach Kristy Wharton

Could be that my question needs to be another authOR to get the problem BEFORE I ask if they're ready for product... such as: what challenges are you facing..?

00:45:13 Christen Bolduc: Reacted to "I also fed ChatGPT s..." with 💕

00:45:35 Coach Kristy Wharton: Reacted to "@Coach Kristy Wharto..." with 🔥

00:45:41 Coach Kristy Wharton: Reacted to "@Coach Kristy Wharto..." with 🔥

00:47:58 Traci Pyrz: Also what is "constantly"? How often are you expecting yourself to follow up with them?

00:50:47 Chelsea Dolby: Boom! Mic drop!

00:50:52 Taylor Berlin: I'm curious about how often we follow up on the VAFU. If they don't want the product recommendations or say "sure" but never buy, is it monthly we follow up and then we use the same scripting?

00:51:45 Coach Kristy Wharton: @Julia Nix, StPete, FL @Julia Nix, StPete, FL with your situation—consider if they did come, you would have shared the "gift" of the resource guide, AND you would have offered a product, right? So with the offering of the resource, ask the problem question BEFORE you send it. Then can tie the that problem to product recommendation.

00:53:06 Sydney Veloz: I do hormone stuff. Stress is HIGHLY related to hormone health

00:53:37 nicki: Reacted to "I do hormone stuff. ..." with 👍

00:54:19 Cheryl Mabry: Reacted to "I do hormone stuff. ..." with 700

00:54:19 Coach Kristy Wharton: Replying to "I'm curious about ho..."

There isn't a hard and fast rule on this. After they say "sure"—have you gone back within 48 hours and ask if they had a problem ordering?

00:54:58 Coach Kristy Wharton: Replying to "I'm curious about ho..."

Or offer a setting up your account session from the beginning.

00:55:48 Coach Kristy Wharton: Replying to "@Coach Kristy Wharto..."

@Julia Nix, StPete, FL does this make sense? You're asking if the gift would be valuable to them or not?

00:55:53 Fireflies.ai Notetaker Bob: The meeting schedule is about to end.

Action Items for this meeting:

- Reach out to leads from the event via phone call or voice text to thank them and offer assistance based on their specific issues. @Cheryl Mabry
- Ask the individuals contacted about the tools or techniques they have implemented or if they would like a recap. @Cheryl Mabry
- Transition to the fourth step in the value add follow up script before sending content. @Kylie Steyer
- Double check and make sure that the workbook is correctly in the board. @Megan
- Revisit the value add follow-up script and make the transition as discussed. @Kylie Steyer
- Ensure accurate scripts are available in the boards app. @Bob Heilig
- Follow up with the lead regarding the product recommendation sent a week ago. @Cara
- Reach out to the client regarding her thinning hair and ask if she would still like help. @Cara

00:56:02 Julia Nix, StPete, FL: Replying to "@Coach Kristy Wharto..."

@Coach Kristy Wharton not sure. It may be the kind of coffee where there is no product sharing.

00:56:03 Raquel Cornelsen: Reacted to "I do hormone stuff. ..." with ❤️

00:56:18 Julia Nix, StPete, FL: Replying to "@Coach Kristy Wharto..."

Kind of have to see what happens, right?

00:56:41 Julia Nix, StPete, FL: Replying to "@Coach Kristy Wharto..."

If it product comes up, I stick to the problems and desired outcomes and then go from there.

00:57:04 Julia Nix, StPete, FL: Replying to "@Coach Kristy Wharto..."

I'm just wanting to be sure for those who I am texting/pming that I have the follow up 'correct'

00:57:18 Cheryl Mabry: coping

00:58:13 Julia Nix, StPete, FL: Replying to "@Coach Kristy Wharto..."

I think I understand the in-person process - I'm just wanting to be sure I understand how to respond and where make the offer goes in the process with those who do NOT attend.

00:58:39 Cheryl Mabry: So helpful to hear that Bob!

01:00:17 Taylor Berlin: Replying to "I'm curious about ho..."

Okay! So I should send the product info and cart at the same time and then follow up and ask if they had any issues.

01:00:46 Taylor Berlin: Replying to "I'm curious about ho..."

I've been doing that separate as well- product recommendation and then asking if they want a cart. @Coach Kristy Wharton

01:00:50 Julia Nix, StPete, FL: How do we copy the action list so that we have it after this call?

01:01:30 Laura Rodgers: Thank you for this

01:01:39 Gina Everson: Thank you! This was so helpful.

01:01:47 Susan Restad: Replying to "How do we copy the a..."

take a picture

01:01:59 Coach Kristy Wharton: Replying to "How do we copy the a..."

There is a chat with these replays

01:02:05 Diana Henry: Thank you Bob!

01:02:10 Laura Rodgers: Yes stay focused. Be uncomfortable