

Chat Transcript – Weekly LOVE-LED™

Breakthrough Coaching & Strategy

Session

00:04:18 Liza Johnson: Much prettier 🥰
00:04:29 Karens Iphone: They were fine yesterday
00:04:33 Celeste: For those of us finishing up the 30 days to 1K, what is next for us?
00:05:06 Shawna Hoffman: Excited!
00:05:07 Tammy Asmus: Replying to "For those of us fini..."

Bob will be making an announcement!

00:05:08 Molly Wolfe: Hi!
00:05:10 Celeste: Or did you all already talk about what is next?
00:05:18 Jan Hoffman: Good morning! First time!
00:05:19 Kat Aragon: Brand new here
00:05:19 Stacey: First time!
00:05:20 Kayla Allen: This is our last call correct?
00:05:21 Kelli Boyles: 1st timer!!
00:05:21 Andrea Khashchuk: first time!
00:05:22 Socorro Dunn: First time
00:05:24 Melissa: 1st time
00:05:25 Lindsay Woolcox: First breakthrough call for me!
00:05:25 Jessie: first time
00:05:25 Kathy Geertsen: First time
00:05:27 Katie balyszak: First Thursday call 😊
00:05:27 Batrice Cordova: First time so excited
00:05:27 Melissa Meader: 1st time
00:05:28 Kayla Nickey: First time on the breakthrough call!
00:05:29 Carla Cross: First time

00:05:29 Melissa Huha: First time.
00:05:30 Michelle Molendyk: first timer
00:05:30 Christina: First time
00:05:31 JESS BYRON: so excited!
00:05:35 Larissa Geertsen: First time!
00:05:36 Lorraine Vespoli: First love led call
00:05:38 Holly's Iphone 13: First time 💙
00:05:39 Amy Brown: Can we still join these calls after this last week of 30days to \$1k?
00:05:40 Kat Geertsen: First call
00:05:41 Maxie Gunderson: Hi everyone!
00:05:42 Charlotte Lauder: Being core 4 this week for a first time
00:05:46 Patricia Miller: First time 😊
00:05:50 Karen Hartlaub: First Thursday call. I was here on Monday and watch yesterdays replay
00:05:52 Brittany Doran: Hey everyone! This is my first one!!
00:05:56 Jackie Kannas: First Love-Led!
00:06:02 Celeste: Replying to "For those of us fi..."

When can we expect the announcement?

00:06:04 Coach Kristy Wharton: Hello newbies! We are glad you are here 🔥 Coach Kristy
00:06:04 Coach Danielle Cole: Replying to "Or did you all ahead..."

Bob will be making an announcement soon.

00:06:16 Tammy Asmus: Reacted to "Or did you all ahead..." with ❤️
00:06:22 Coach Kristy Wharton: Replying to "For those of us fini..."

@Celeste stay tuned.. coming soon

00:06:23 Dan Robertson: New today.
00:06:32 Tammy Asmus: Reacted to "New today." with ❤️
00:06:36 Tonya Wyatt: Just getting started!!!
00:06:37 Coach Kristy Wharton: Reacted to "New today." with 🔥
00:06:49 Susan Stearns: Replying to "For those of us fini..."

In this weeks training Bob said it will be April 21st

00:06:52 Melodee Wiebe: If I don't have any clients yet, how do I do this?

00:06:53 Kayla Nickey: Here for it!

00:07:06 CAROL JANE: Question -I was on vacation - I need to go back and catch up but do I have access to all the videos and training that I paid for indefinitely? Or is there a cut off time?

00:07:16 Celeste: Replying to "For those of us fi..."

Thank you.

00:07:26 Coach Kristy Wharton: Replying to "If I don't have any ..."

Stay tuned... youre learning! One lesson at a time...

00:07:40 Coach Danielle Cole: Replying to "If I don't have any ..."

Week 3 - value content - you will be focused on content and authentic outreach to people that engage with your content.

00:07:50 Coach Kristy Wharton: Replying to "Question -I was on v..."

You will have access to training for lifetime

00:07:53 Liz Murray: Started 30 days to 1K on February 17th.

How long will I have access to these live calls?

00:07:58 Sandy Job-Rivera: Reacted to "1st time" with ❤️

00:08:00 Coach Danielle Cole: Replying to "Question -I was on v..."

Lifetime access to training

00:08:01 CAROL JANE: Reacted to "You will have access..." with ❤️

00:08:04 Maxie Gunderson: I could not get on, on Tuesday. Where is the video?

00:08:06 Nancy Cable: Reacted to "You will have access..." with 👍

00:08:12 Coach Danielle Cole: Replying to "Started 30 days to 1..."

This is your last week of the live calls

00:08:15 Katie Nice: Reacted to "In this weeks traini..." with 👍

00:08:20 Coach Kristy Wharton: Replying to "Question -I was on v..."

Coaching core fours and group goes away after April unless you stay with us in LSG
— stay tuned

00:08:25 CAROL JANE: Reacted to "This is your last we..." with 👍

00:08:26 Coach Ashley Prieto: Replying to "I could not get on, ..."

All replays will be in your portal under Coaching Calls

00:08:53 Rhonda & Craig Lauritzen: Replying to "Started 30 days to 1..."

Yes, I want to know too. And will the downloads remain available and for how long?

00:08:53 Coach Ashley Prieto: 😂😂😂

00:09:02 Jessica Owens: Reacted to "You will have access..." with ❤️

00:09:04 Mandy & Wayne Hudson: Moyionsickness

00:09:10 Carol Coufal: Ask ChatGPT

00:09:11 Katie Nice: creepy

00:09:16 Coach Kristy Wharton: Replying to "Started 30 days to 1..."

@Rhonda & Craig Lauritzen lifetime access to trainings and the coaching replay

00:09:19 Kat Aragon: Lol! I'm glad mine won't follow me. It will show you my mess pushed off to the side. LOL

00:09:28 Katie Nice: Reacted to "creepy" with 😏

00:09:32 Nancy Cable: Reacted to "Lol! I'm glad mine w..." with 😂

00:09:35 Mary Daza: Reacted to "Lol! I'm glad mine w..." with 😏

00:09:35 Tammy Asmus: Reacted to "Lol! I'm glad mine w..." with 😂

00:09:35 Coach Kristy Wharton: Reacted to "Lol! I'm glad mine w..." with 😏

00:09:41 Mary Daza: Replying to "Lol! I'm glad mine w..."

Ditto!

00:09:52 Amber Marsh: I feel like I am interrogating people with all the questions that are on the scripts...

00:09:53 Rhonda & Craig Lauritzen: Replying to "Started 30 days to 1..."

Will I have access to the downloads @Coach Kristy Wharton

00:09:58 Karen Hartlaub: I have a question when it's time- I am struggling with my authentic outreach.

When I send the first message, if they don't reply that next day it is hard to get to the next question and I end up in chit-chat instead of asking how they are doing with their problem.

00:10:01 Julie Jacky: first time

00:10:02 Kristin Oakes: Getting organized to start my reach outs. What programs to use??

00:10:11 Lisa Brugger: Is this a CORE 4 or something else?

00:10:13 Kat Aragon: Reacted to "Ditto!" with 😊

00:10:22 Julie Jacky: Replying to "Is this a CORE 4 or ..."

something else

00:10:33 Alicia Raley: She is so cute

00:10:36 Coach Danielle Cole: Replying to "Is this a CORE 4 or ..."

Love-Led group coaching

00:10:37 Coach Ashley Prieto: Replying to "Is this a CORE 4 or ..."

This more q&a coaching live

00:10:38 Coach Kristy Wharton: Replying to "Started 30 days to 1..."

@Rhonda & Craig Lauritzen the pdfs and worksheets yes— the tracker you can export the info

00:11:00 Coach Kristy Wharton: Replying to "Getting organized to..."

Program?

00:11:14 Elena Armstrong: Not nearly as behind as I am Kristy! I can so so relate

00:11:17 Elena Armstrong: relate

00:11:18 Rhonda & Craig Lauritzen: Reacted to "@Rhonda & Craig Laur..." with 🙏

00:11:18 JESS BYRON: I feel you mama!

00:11:23 Mary Daza: Reacted to "I feel you mama!" with ❤️

00:11:37 Kayla Nickey: When someone has been so close to ordering and I even sent them a cart and then they never order. How do you follow up with them? Or do you just leave it and when they're ready they'll order?

00:11:38 Linda Schymik: Such a little cutie

00:11:39 Elena Armstrong: I almost wish we could spend 2 weeks one on one lesson

00:11:54 Coach Danielle Cole: Replying to "I almost wish we cou..."

You can. XOXO

00:11:54 Mandy & Wayne Hudson: Such a gift

00:11:59 Betsy Baker-Bold iPhone: So behind! But we are all where we need to be in our lives.. ✨

00:12:01 Coach Kristy Wharton: Replying to "I almost wish we cou..."

You can.. once you go through it, do it again and again

00:12:02 Lisa Brugger: Replying to "Is this a CORE 4 or ..."

So no CORE 4 today? Did I get the times mixed up?

00:12:03 Sue Kato: Reacted to "When someone has bee..." with ❤️

00:12:12 Coach Danielle Cole: Replying to "Is this a CORE 4 or ..."

Core 4 is tonight at 8PM EST

00:12:17 Elena Armstrong: Replying to "I almost wish we cou..."

But with y'all 😊

00:12:21 Jennifer Haley: Replying to "When someone has bee..."

same question!

00:12:25 Coach Kristy Wharton: Replying to "I almost wish we cou..."

You won't completely digest all of this in 9 weeks.. learning goes deeper with each time around

00:12:27 Keylin Kim: Replying to "When someone has bee..."

Same question!

00:12:35 Alyssa Boyles: I got to a point I am paralyzed in the moment of not feeling caught up

00:12:45 Sue Kato: Replying to "When someone has bee..."

Same here

00:12:57 Socorro Dunn: Replying to "When someone has bee..."

Here too

00:13:00 Sandy Job-Rivera: Will we have access to the Core 4 workshops after our 9 weeks is over?

00:13:12 Lisa Brugger: Replying to "Is this a CORE 4 or ..."

I totally got it mixed up! 😊 I must need to be here then! I don't think I knew about this! 1st one! 😊

00:13:27 Lisa Brugger: Reacted to "Core 4 is tonight at..." with ❤️

00:13:27 Katie Nice: Me too for a client who only wanted 1 item (EAAs).

00:13:30 Kristin Oakes: Replying to "Getting organized to..."

To keep track of leads. I have people I've met in In-person events, FB events, my customer list. I don't have many as a FB friend. I'd need to use my phone for texts, FB for messenger and then also email.

00:13:33 Socorro Dunn: That's great to know!

00:13:40 Elizabeth Rose: Will you put the Core 4 steps in chat?

00:14:14 Jessie: I heard there wasn't a recording of the Core 4 working session. Where would it be at if we have it

00:14:22 Coach Danielle Cole: Replying to "Will we have access ..."

Only if you take the next step with us.

00:14:25 Mary Daza: Kristy I am with you- way to show up today!

00:14:50 Jan Hoffman: I basically dropped my private FB group in January. I know that Bob said we should get in touch with all of our group members. I'm thinking that I should start with my true clients first before others. Suggestions?

00:14:59 Danette McOmber: How in the world are people doing a piece of content (or multiples!) in only 15 minutes? I could make the caption for 1 or MAYBE 2 in that 15 minutes, but coming up with the visual for the post (whether it's a Reel, or a picture, or a carousel of text) takes more time. Am I doing something wrong? Is there a more efficient way to do this?

00:15:08 Carla Cross: Great job Kristy!! It's awesome that you get that quality time with your grand babes and run your business.

00:15:15 Heidi Moore: Im new as well. I only have 12 customers

00:15:15 Michelle Molendyk: Question – Sent a message and was ghosted, how many times do I continue? this has been her habit for several months?

00:15:30 Jenny-May Olson: Replying to "Question –I was on v..."

So, all the videos that have been recorded and are in outportal will always be there, right? This includes the one of Megan's that is a sample of a core 4 session?

00:15:41 Coach Kristy Wharton: Replying to "How in the world are..."

You are not doing anything wrong – you will learn and become more efficient as we teach you tools

00:15:42 Coach Danielle Cole: Replying to "Will you put the Cor..."

1. 15 minutes – Love-LED Content

2. 15 minutes – Authentic Outreach

3. 15 minutes – Value-Add Follow-Ups = solutions, guidance, support to offer

4. 15 minutes – Share Your Offer

00:16:03 Coach Kristy Wharton: Replying to "Question – Sent a me..."

What does ghosted mean? How many times did you nudge her?

00:16:06 Coach Danielle Cole: Replying to "I heard there wasn't..."

We don't record them – but there is a sample recording. I think you get access to it in Week 2

00:16:10 Tammy Asmus: Replying to "Question –I was on v..."

@Jenny-May Olson Yes

00:16:30 Tammy Asmus: Replying to "Im new as well. I on..."

You will learn how to create hot leads!

00:16:43 Lindsay Woolcox: How do I get people started that are already customers and want the business

00:16:46 Coach Kristy Wharton: Replying to "I basically dropped ..."

"True" clients? What does this mean? Are they in your group?

00:16:54 Tania Fleck: What kind of conversation do you do with those people on your "list of people" if you don't have past customers?

00:16:59 Sue Kato: Replying to "Question - Sent a me..."

I think it means they don't respond or hasn't looked at your messages

00:17:06 Laura Morgan: Reacted to "You will have access..." with 👍

00:17:08 Michelle Molendyk: Replying to "Question - Sent a me..."

sorry. no reply. nudged twice for one customer.

00:17:22 Coach Kristy Wharton: Replying to "What kind of convers..."

Start conversations... like she is saying now. Just connect

00:17:40 Annette Aguiar: Replying to "Question -I was on v..."

Not the coaching calls! Just the training

00:18:00 Agnes Bruce: Sorry I joined late -is Megan subbing for Bob or am I in the wrong meeting?

00:18:10 Tammy Asmus: Replying to "Sorry I joined late ..."

yes

00:18:24 Laura Morgan: Replying to "Sorry I joined late ..."

Subbing

00:18:25 Coach Danielle Cole: Replying to "How do I get people ..."

Do you mean signing them up as a consultant.

00:18:32 Lindsay Woolcox: Replying to "How do I get people ..."

yes

00:18:37 Jan Hoffman: Replying to "I basically dropped ..."

Yes, they are in my group. I have about 300 members & I do want to reach out to all of them, but wondering the best way to do that.

00:18:43 Coach Danielle Cole: Replying to "Sorry I joined late ..."

Bob is on Spring Break - Bob will be back next week

00:19:02 Coach Danielle Cole: Replying to "I basically dropped ..."

We have great scripts on the script guide for FB group members

00:19:10 Coach Kristy Wharton: Replying to "Question - Sent a me..."

@Sue Kato okay — we find ghosting is a narrative just consider that is a story we tell ourselves. Nudging multiple times is okay—the main issue is that we need to connect authentically and be interested in them. Are you seeing what they are doing and into on Facebook?

00:19:10 Danette McOmber: Replying to "How in the world are..."

I'm in the 9th week of the program. Is that part of a different program?

00:19:11Michelle Molendyk: Replying to "Question - Sent a me..."

another I asked about what issue she wants help with and how what she ordered has helped. She asked if it was a new approach and I told her I'm trying to make a better experience for my customers. She said great idea. Asked again. She said she liked the approach. Conversation stopped there. Didn't know where to go.

00:19:39 karen: Reacted to "@Rhonda & Craig Laur..." with ❤️

00:19:39 Coach Danielle Cole: Replying to "How in the world are..."

This is the group coaching call - we have overlap this week. We have the group of new 30 day to 1K students here as well

00:19:53 Michelle Molendyk: Replying to "Question - Sent a me..."

@Coach Kristy Wharton @Coach Kristy Wharton she rarely posts on FB

00:20:04 karen: Replying to "Started 30 days to 1..."

What is the monthly access get us access to?

00:20:42 Coach Danielle Cole: Replying to "Started 30 days to 1..."

Bob will explain next week the offer for the next step with is next week.

00:20:44 Danette McOmber: Replying to "How in the world are..."

Yes, I'm using the ChatGPT prompts – that's why I'm able to do the captions fairly quickly...but I'm struggling with completing a post in only 15 minutes including the visual. Are there different tools for this?

00:20:52 Danette McOmber: Reacted to "This is the group co..." with 👍

00:20:59 Jessie: will we have access to the tracker for lifetime?

00:21:00 Holly Stark: Replying to "How in the world are..."

Danette i include a request for content ideas in my ChatGPT prompt

00:21:05 Pat & Kim Siemens: How do we transition from engaging conversations to introducing our products?

00:21:16 karen: Replying to "Started 30 days to 1..."

Does this apply to me on Week 9?

00:21:21 Coach Danielle Cole: Replying to "will we have access ..."

Not the tracker, but you can download the information from it

00:21:22 Sue Kato: Replying to "Question – Sent a me..."

Yes, we do interact on Facebook

00:21:45 Coach Danielle Cole: Replying to "Started 30 days to 1..."

@karen yes

00:21:49 Jan Hoffman: Replying to "I basically dropped ..."

Thank you for that reminder! I was having trouble getting my upcoming events to come through. I received help this morning, so excited to start implementing scripts.

00:21:51 Elena Armstrong: When planning content, my biggest struggle is coming with the photo no matter what type of content. Feeling like you can only post so many selfies or pics of holding the protein bucket, or holding other products...ideas on how to create the photos?

00:21:55 Tammy Asmus: Replying to "How in the world are..."

@Danette McOmber You can upload the PDF for Bob's training. Be very specific in ChatGPT that you are using his frame work and if you used the tool kit it knows your ideal client!

00:22:00 Molly Wolfe: Great reminder!!

00:22:14 Coach Kristy Wharton: Replying to "How do we transition..."

Just as simple as "hey can I ask you a completely unrelated question?"

00:22:17 Nancy Cable: How do we share our products on Our Value Content posts? I've been posting the products with the scripts that Chat GPT has created. Is that correct? I'm feeling shy and don't quite understand the timing of sharing yet after all these weeks of 30d1k

00:22:21 karen: Reacted to "@karen yes" with 👍

00:22:25 Coach Danielle Cole: I love to ask ChatGPT for examples

00:22:26 Mary Daza: Reacted to "Just as simple as "h..." with 🙌

00:22:33 Tammy Asmus: Replying to "How do we transition..."

Use the scripts for VAFU. It is a soft ask in step three - before sending or tagging them on value follow up

00:22:42 karen: Replying to "Started 30 days to 1..."

Which call will Bob explain this? what day and time?

00:22:47 Marie Tipton: Replying to "When planning conten..."

Yes, chat can give you photo ideas!

00:23:07 Rhonda & Craig Lauritzen: Just don't throw your old company under the bus. I see people do this all the time and it's so unattractive. What you say says more about you and than about your company.

00:23:15 Sue Kato: Reacted to "Just don't throw you..." with 🙌

00:23:18 Danette McOmber: Reacted to "Danette i include a ..." with ❤️

00:23:20 Kat Aragon: Reacted to "Just don't throw you..." with ❤️

00:23:21 Sara Renei Anop: Replying to "When planning conten..."

No such things as too many selfies

00:23:21 Danette McOmber: Reacted to "@Danette McOmber You..." with ❤️

00:23:28 Coach Danielle Cole: Replying to "Started 30 days to 1..."

I am not sure WHEN it will happen - next week for sure and I think there will be an email sent as well

00:23:35 Lara Polen: Replying to "Just don't throw you..."

Right!!!

00:23:56 Ginger Gustafson: Question... What script do you recommend using when it's a name you don't recognize or have info on. They may have been a past coaches client that rolled up to me but I'm not sure.

00:23:56 Elena Armstrong: Replying to "When planning conten..."

So it gives you ideas but not a good idea to use exactly what they give you, correct? I tried that once and when I posted it, FB had to give a "disclaimer" at the top of my post that let everyone know it as AI created. I don't want that

00:24:17 Charlotte Lauder: Can I check that I'm using the Tracker correctly. I'm putting current and past customers in there if I have "outreached" to them during core 4 and I have a result, either they don't want help - I log them as a prospect or or yes they do but not buying now - I log as a prospect or if they buy I log them as a client or change them to a client. Is that correct?

00:24:27 Kat Aragon: Love that

00:24:36 Jessie:Replying to "When planning conten..."

But my understanding is only post pics of yourself with products in the Proof Content, not with value, connection content

00:24:46 Coach Danielle Cole: Replying to "When planning conten..."

Upload the post and ask for ideas on what type of image to post with it. You can tell it what you want the image to be like (funny, serious....)

00:24:50 karen: Replying to "Started 30 days to 1..."

thanks

00:24:51 Mary Daza: Genuinely curious 💕💕

00:24:59 Danette McOmber: Replying to "How in the world are..."

@Tammy Asmus which PDF of Bob's training - which training are you referring to? Does the PDF you're referring talk about including a visual?

00:25:10 Coach Danielle Cole: Replying to "Can I check that I'm..."

Correct

00:25:17 Darla: Kristy, that is GOLD! Thanks.

00:25:17 Coach Danielle Cole: Reacted to "Genuinely curious 💕" with ❤️

00:25:21 Coach Danielle Cole: Reacted to "Kristy, that is GOLD..." with ❤️

00:25:25 Diane's iPhone: You are speaking to me ❤️

00:25:29 Charlotte Lauder: Replying to "Can I check that I'm..."

thx

00:25:53 Diane's iPhone: Is there a rule of how to reach out... dm? Email? Text?

00:26:00 Coach Danielle Cole: Replying to "Is there a rule of h..."

We prefer DM

00:26:01 Michelle Molendyk: is this being recorded and we can watch it later?

00:26:18 Diane's iPhone: Replying to "Is there a rule of h..."

Thank you!

00:26:28 Kat Aragon: Replying to "How in the world are..."

I dont know if this is "right" but if I don't have a specific visual I put a photo of me up with the wording or an abstract photo of something related to the topic. I don't think it has to be specific unless it is an infographic.

00:26:29 Team Your Virtual Upline: Replying to "is this being record..."

Yes it is recorded and will be uploaded in the Coaching Calls section.

00:26:36 Coach Danielle Cole: Replying to "is this being record..."

Yes - it is recorded - it will be upload to the portal under coaching replays.

00:26:56 Michelle Molendyk: Replying to "is this being record..."

thanks. everything got very loud here and I missed parts so I want to re watch.

00:26:59 Elena Armstrong: Replying to "When planning conten..."

So basically go to ChatGPT for everything except the AO scripts. Any benefit to paying for ChatGPT? I'd love to be able to save what I ask it in folders for topics

00:27:09 Patricia Miller: If most of my current and past customers are co-workers, what are your suggestions for authentic outreach in person as opposed to messaging?

00:27:15 Coach Danielle Cole: Replying to "How in the world are..."

My advice is not to use a stock photo - Facebook does not like stock photos

00:27:16 Amber Marsh: We're only supposed to post content on one platform. Does that mean we should only engage with people on that one platform/message on that one platform?

00:27:17 Alicia Raley: So good

00:27:18 Liza Johnson: I posted a video on fb this morning about that 😊

00:27:22 Danette McOmber: Reacted to "My advice is not to ..." with 👍

00:27:22 Mary Daza: 100

00:27:32 Coach Danielle Cole: Replying to "When planning conten..."

No - the free version is good!

00:27:35 Alicia Raley: 30 years in to our marriage and I needed that in the early days lol

00:27:41 Coach Kristy Wharton: Reacted to "30 years in to our m..." with 🥰

00:28:26 Coach Danielle Cole: Replying to "We're only supposed ..."

Correct

00:28:47 Alyssa Boyles: Replying to "When someone has bee..."

If its been a few days you could always reach out and ask in curiosity .

Hey _ _ _

How did checking out your chart go?

Then if they say I haven't gotten to it because XYZ. Relate to them and ask how you could help.

EXP: I know how busy life can be I would love to help. Do you have additional questions or could I submit your order for you?

00:28:58 Danette McOmber: Replying to "How in the world are..."

@Coach Danielle Cole totally get that. This is why it's taking so long. A stock photo would be quick, but I know a photo I take is going to take more time...and I can't just post a photo of me with every post (that feels like it would get old). So trying to figure out what photos I can post.

00:29:00 Elena Armstrong: Ditto. Sometimes ChatGPT doesn't feel authentic. We can create settings for it to learn us, right?

00:29:16 Amber Marsh: Replying to "We're only supposed ..."

Ugh I seriously have such a hard time pulling the trigger on this. I don't know which platform to choose, FB or IG...

00:29:19 Danette McOmber: Reacted to "I dont know if this ..." with ❤️

00:29:22 Michelle Baker-Herring: Save the value add posts in Boards so you can find the links quickly

00:29:27 Julie Jacky: I've started putting content in my Facebook group in GUIDES and making sure I am using hashtags to easily find what I want to share with them to add value

00:29:28 Coach Danielle Cole: Replying to "How in the world are..."

The more you do it, the quicker it will happen.

00:29:47 Coach Kristy Wharton: Reacted to "I've started putting..." with 👍

00:29:59 Kat Aragon: Reacted to "My advice is not to ..." with 💜

00:30:03 Tammy Asmus: Replying to "Ditto. Sometimes Cha..."

Use the tool kit to make sure it knows your ideal client. It learns over time, correct in the platform! If it does not sound like you, it is important to correct it!

00:30:15 Cheryl Fishback: I have gotten almost 25 new leads from content almost every day...so Excited!!! Thank you all!!! Will miss our daily get-togethers! Thank you so Much to all the Heilig Team!!! You Rock!

00:30:19 Ginger Gustafson: I love that... learning to be authentic

00:30:21 Coach Danielle Cole: Replying to "Ditto. Sometimes Cha..."

Yes - and be specific as you can when you are entering info. Also know that Chat does it 90% for us - you may have to add the other 10% to make it sound like you.

00:30:26 Tammy Asmus: Reacted to "Save the value add p..." with ❤️

00:30:36 Tammy Asmus: Reacted to "I've started putting..." with ❤️

00:30:39 Coach Danielle Cole: Replying to "We're only supposed ..."

Where do you have more eyeballs?

00:30:42 Kat Aragon: Replying to "How in the world are..."

@Danette McOmber I am always taking random pics to save in my phone for later posts so I have stuff to go back through to paste with a caption.

00:30:49 Coach Danielle Cole: Reacted to "I have gotten almost..." with ❤️

00:30:52 Coach Danielle Cole: Reacted to "I love that... learn..." with ❤️

00:31:05 Jenny-May Olson: Replying to "Ditto. Sometimes Cha..."

We'll still have access to the tool kit after our program ends, too, right?

00:31:15 Amber Marsh: Replying to "We're only supposed ..."

Should I look at followers/friends or views on posts/stories?

00:31:18 Elena Armstrong: Replying to "Question... What scr..."

I look to see if any coaches are friends with that person first and check my system to see if they are in it. Then use the script that best applies

00:31:35 Coach Danielle Cole: Followers/Friends to start and then where you get most engagement

00:31:44 Elena Armstrong: Replying to "Question... What scr..."

I'm not a coach for 30 days though so maybe wait for their answer LOL

00:32:05 Judy Calkins: Replying to "When someone has bee..."

Thanks for asking this and answering. Great help

00:32:15 Melissa Meader: People actually love the missteps because they are REAL and relatable.

00:32:25 Mary Daza: Reacted to "People actually love..." with ❤️

00:32:26 Danette McOmber: Replying to "How in the world are..."

@Coach Danielle Cole so a photo or video of me using a product or doing the action I'm talking about? Just want to make sure I understand. That's what I've been doing for the last couple years as I make a Reel. But it still takes me about 30 minutes to shoot it, then add Stickers and captions to it in Insta, etc...so the entire post, from

creating the caption to creating the Reel, typically takes me an hour. I've had a lot of practice doing it, and it still takes me that long. Just curious if I need to be doing something differently (when I see people saying they've done several posts in the 15 minute time block).

00:32:33 Danette McOmber: Reacted to "@Danette McOmber I a..." with ❤️

00:32:35 Katie Nice: Reacted to "If its been a few da..." with ❤️

00:32:44 Coach Danielle Cole: Replying to "Question... What scr..."

Yes - I agree, check your back office. If they are not your past client then you can use the inherited client script

00:32:48 Kat Aragon: I' an "expert" in the beauty industry and I'm the hottest mess on lives. It isn't on purpose but I do think it definitely makes what I do more relatable. 🤔

00:32:51 Kayla Nickey: Reacted to "If its been a few da..." with ❤️

00:32:58 Tammy Asmus: Reacted to "I' an "expert" in th..." with ❤️

00:33:00 Kelli Boyles: Replying to "Ditto. Sometimes Cha..."

You can also ask it to ask you some questions that will help it get to know you better

00:33:05 Tammy Asmus: Reacted to "You can also ask it ..." with ❤️

00:33:13 Charlotte Lauder: Reacted to "I have gotten almost..." with ❤️

00:33:28 Marie Tipton: Reacted to "Save the value add p..." with ❤️

00:33:33 Jenny-May Olson: Reacted to You can also ask it ... with "❤️"

00:33:35 Charlotte Lauder: Replying to "I have gotten almost..."

Have you just completed this course? I'm just starting!

00:33:37 Sara Renei Anop: Replying to "Ditto. Sometimes Cha..."

ALWAYS ask it more questions or ask it to ask YOU qualifying questions about it

00:33:38 Marie Tipton: Reacted to "I've started putting..." with ❤️

00:33:41 Mary Daza: Like learning to ride a bike, drive etc.

00:33:51 Kat Aragon: Reacted to "I have gotten almost..." with ❤️

00:33:55 Coach Danielle Cole: Replying to "How in the world are..."

The people who are creating content in 15 min are probably doing static posts.
Change up the different kinds of posts you are doing. They don't all have to be reels.

00:34:10 Coach Danielle Cole: Reacted to "Like learning to rid..." with ❤️

00:34:12 Kayla Nickey:Replying to "When someone has bee..."

Thank you! Makes sense! I have another prospect who told me over and over she would sign on April 1st (without me reaching out) and I sent her a cart and she never ordered. I followed up this month and suddenly she's not replying. I want to assume the best and maybe she just forgot to reply but I'm not sure how to approach her.

00:34:56 Melissa Meader: Over time you will develop the posts that you can reference them to

00:35:33 Cheryl Fishback: Replying to "I have gotten almost..."

Last week!!!

00:36:05 Jenny-May Olson: Reacted to I have gotten almost... with "❤️"

00:36:51 Socorro Dunn: Reacted to "If its been a few da..." with ❤️

00:37:02 Danette McOmber: Reacted to "The people who are c..." with 👍

00:37:12 Tammy Asmus: Reacted to "I have gotten almost..." with ❤️

00:37:23 Melissa Meader: Slow down to speed up

00:37:24 Tonya Wyatt:But once they share their problem do we just wait to respond back to them and wait till we get to that section in the training?

00:37:31 Tammy Asmus: Replying to "I have gotten almost..."

That is amazing! Stay tuned..other opportunities to stay with us!

00:37:31 Jackie Kannas: Reacted to "Slow down to speed u..." with ❤️

00:37:40 Tammy Asmus: Reacted to "Last week!!!" with ❤️

00:38:03 Terri Richardson: Reacted to "I have gotten almost..." with ❤️

00:38:12 Coach Danielle Cole: Replying to "When someone has bee..."

In your follow-up with her reference her problem again and ask if she is still looking for help

00:38:16 Alyssa Boyles: AMEN

00:38:18 Tammy Asmus: Reacted to "AMEN" with ❤️

00:38:21 Kayla Nickey:Reacted to "In your follow-up wi..." with 👍

00:38:37 Coach Ashley Prieto: It's ok not to be great!!
00:38:38 Dana Mays: Thanks for that. I've been paralyzed because I feel like I've messed up so much.
00:38:49 Coach Kristy Wharton: Reacted to "It's ok not to be gr..." with 🥰
00:39:08 Coach Danielle Cole: Reacted to "It's ok not to be gr..." with ❤️
00:39:24 Coach Kristy Wharton: Replying to "But once they share ..."

Oh no do what you THINK to do until then or ask in the CORE FOURS

00:40:21 Tanya: I've done the same thing Andrea!
00:40:50 Sara Renei Anop: Oh thats a major problem I have too lol
00:40:54 Sara Renei Anop: Too available
00:41:21 Charlotte Akinkugbe: What about an in person convo where they shared their problem. And they don't have SM. What would you text them?
00:41:39 Amy Brown: I need to create more structure. I think it will make me feel more focused and productive overall.
00:41:53 Liza Johnson:Hi Andrea!
I love that reminder Coach Tammy !
00:41:54 Coach Danielle Cole: Replying to "What about an in per..."

You could text them some tips and tricks on how to solve their problem

00:41:59 Coach Danielle Cole: Reacted to "I need to create mor..." with ❤️
00:42:02 Coach Danielle Cole: Reacted to "Hi Andrea!
I love th..." with ❤️
00:42:02 Coach Kristy Wharton: Reacted to "Kristy, that is GOLD..." with 🥰
00:42:16 Charlotte Akinkugbe: Replying to "What about an in per..."



00:42:42 Kat Aragon: Anytime someone asks me a question I make a piece of content to answer on my main page, then you can send it to them.
00:42:51 Tonya Wyatt:Yes!!! That's where I am and what I'm struggling with!
00:43:05 Coach Kristy Wharton: Replying to "If most of my curren..."

"Hey while we are chatting can I ask you a quick question?"

00:43:14 Kristin Oakes: Replying to "Anytime someone asks..."

Great idea

00:43:14 Melissa Meader: You can go and create a post that is relevant to their problem and then talk to them about it. It doesn't have to be a post that has been previously posted.

00:43:22 Charlotte Lauder: Replying to "Anytime someone asks..."

Oh that's great! I'm going to do this

00:43:24 Melissa Meader: yes!

00:43:25 Coach Danielle Cole: Replying to "You can go and creat..."

YES!

00:43:31 Coach Danielle Cole: Reacted to "Anytime someone asks..." with ❤️

00:43:50 Amber Marsh: Replying to "You can go and creat..."

Is it not obvious that it's about them if you go and make a content about a very specific problem?

00:44:03 Molly Wolfe: Yes I've been doing that a while in my vip group but need to do it more on my main page!

00:44:12 Coach Danielle Cole: Reacted to "Yes I've been doing ..." with ❤️

00:44:20 Melissa Meader: Replying to "You can go and creat..."

@Amber Marsh Just like Tammy just said. You can say "You inspired me to create a post about this"

00:44:30 Melissa Meader: Replying to "You can go and creat..."

That makes them feel extra seen

00:44:37 Amber Marsh: Replying to "You can go and creat..."

Love that!

00:44:40 Coach Danielle Cole: Reacted to "Love that!" with ❤️

00:44:47 Mary Daza: Way to go Andrea!

00:45:11 Kat Aragon: Reacted to "@Amber Marsh Just li..." with 🙌

00:45:12 Mary Daza: With you on that

00:45:20 Melissa Meader: Replying to "You can go and creat..."

This is my first week and every problem that I find out I am noting so that I can add that into my future upcoming value content plan.

00:45:32 Kat Aragon: Reacted to "Great idea" with 💜
00:45:34 Anita White: I am lost doing product post
00:45:35 Kat Aragon: Reacted to "Oh that's great! I'm..." with 💜
00:45:52 Lindsay Woolcox: Replying to "I am lost doing prod..."

same

00:45:54 Lisa Brugger: Thank you! I do that all the time! I apologize!
00:45:59 Coach Danielle Cole: Replying to "I am lost doing prod..."

Do what you have been doing - you will learn the love-led way in a few weeks

00:46:01 Kat Aragon: Me. All the time haha
00:46:15 Lorraine Vespoli: I acknowledge my delay in responding
00:46:25 Jan Hoffman: I just did that yesterday!
00:46:34 Molly Wolfe: Oh that's awesome
00:46:48 Lisa Brugger: 🔥🔥
00:46:57 Amber Marsh: Replying to "You can go and creat..."

Good idea Melissa!

00:46:58 Christina Struk: Replying to "How do we transition..."

Love that

00:47:14 Coach Danielle Cole: Thanks for your patience, thanks for your understandingg.

00:47:43 Mary Daza: Reacted to "Thanks for your pati..." with 🙌

00:47:52 Coach Kristy Wharton: Reacted to "Hi Andrea!

I love th..." with ❤️

00:48:11 Molly Wolfe: It's gorgeous to listen to you! ❤️

00:48:16 Coach Kristy Wharton: Reacted to "Thanks for your pati..." with 🙌

00:48:27 Mary Daza: Reacted to "It's gorgeous to lis..." with 💜

00:48:54 Melissa Meader: Replying to "You can go and creat..."

@Amber Marsh Hopefully it helps with content creation because I don't have to stare at my chatGPT prompt and go "ok... what to talk about?" because I've got an evolving

list of ideas to quickly plug in. Hopefully you find something similar that will make things easier for you too :)

00:49:09 Tammy Asmus: Reacted to "@Amber Marsh Hopeful..." with ❤️

00:49:10 Rande Ballard: We get jaded

00:49:17 Sue Kato: Reacted to "We get jaded" with 🙌

00:49:20 Tammy Asmus: Reacted to "You can go and creat..." with 👍

00:49:23 Patricia Miller: Thank you for the answer, overthinking I guess!

That's my Mantra ❤️

00:49:25 Kristin Oakes: What program or app are you using to reach out?
I'm not friends with everyone on FB to only use messenger? Is Project Broadcast the best?

00:49:26 Sara Renei Anop: Leadership is an action not a position! Get back into action

00:49:27 Susie Wolford: Reacted to "I've started putting..." with ❤️

00:49:38 Tammy Asmus: Reacted to "@Amber Marsh Just li..." with ❤️

00:49:39 Laura Trimble: Reacted to "Leadership is an act..." with 👍

00:49:41 Kat Aragon: Reacted to "Leadership is an act..." with ❤️

00:49:45 Tammy Asmus: Reacted to "That makes them feel..." with ❤️

00:49:51 Tammy Asmus: Reacted to "This is my first wee..." with ❤️

00:49:59 Tammy Asmus: Reacted to "Thank you for the an..." with ❤️

00:50:00 Molly Wolfe: Geraldine I understand your feelings! Thank you for asking that 😊

00:50:04 Coach Danielle Cole: Reacted to "Geraldine I understa..." with ❤️

00:50:16 Pat & Kim Siemens: Replying to "Started 30 days to 1..."

Geraldine I feel this too! Thanks for asking this and I want to get past this mindset block

00:50:24 Tammy Asmus: Replying to "What program or app ..."

If no connection on social text is next best. I love PB.

00:50:27 Coach Kristy Wharton: Replying to "What program or app ..."

You need to be friends with people— we are professional friends makers

00:50:30 Tammy Asmus: Reacted to "Leadership is an act..." with ❤️

00:50:49 Coach Danielle Cole: Are they current or past customers? If so, how are you already connecting with them?

00:51:05 Tanya: To avoid disappointment

00:51:25 Kat Aragon: I think so many of us understand this

00:51:32 Sue Kato: Reacted to "I think so many of u..." with ❤️

00:51:34 Molly Wolfe: ❤️❤️❤️

00:51:35 Mary Daza: Reacted to "I think so many of u..." with ❤️

00:51:42 brandi's iPhone (2): 🙏🙏🙏❤️❤️❤️

00:51:43 Charlotte Lauder: This is such a real and great group, its really precious

00:51:48 Coach Danielle Cole: Reacted to "This is such a real ..." with ❤️

00:51:59 Tonya Wyatt:I can relate! Thank you for being so vulnerable!

00:52:00 Darla: Yes, you GET to rebuild!

00:52:08 Kat Aragon: Reacted to "Yes, you GET to rebu..." with 💜

00:52:13 Sue Kato: Reacted to "I can relate! Thank..." with ❤️

00:52:20 Alicia Raley: I feel this! Growing and being patient in the process

00:52:26 Jennifer Cumbie: Many of us have felt this way! 🥺💜🤝

00:52:34 Kat Aragon: That is exactly why I am here as a top leader. We get to redesign how we do it.

00:52:38 Dana Mays: You made me cry! I feel the same exact way Geraldine!

00:52:41 Sue Kato: Reacted to "Many of us have felt..." with ❤️

00:52:44 Lisa Brugger: I just realized I feel THIS same way! Why bother???? It feels defeating

00:52:58 Kristy Miller: refining

00:53:04 Pat & Kim Siemens: Replying to "Started 30 days to 1..."
Megan Thankyou for this beautiful picture you are describing!!

00:53:06 Kayla Nickey:My power partner and I have been talking about this the last several days. Just needing to find A people instead of hoping C people will get their butt in gear.

00:53:09 Jenny-May Olson: I LOVE THAT Megan! I needed to hear that, too! Thank you!

00:53:50 Dana Mays: Oh my word! This is me right now in every area of my life.

00:53:51 Jenny-May Olson: Reacted to I just realized I fe... with "❤️"

00:53:57 Kat Aragon: I feel like mine is going back to how I was when we started before getting caught up in the hustle, sales, keeping things from falling, and more. Back to the heart of it all.

00:54:07 Lori Naylor: This is how I feel right now. 2.0 is in effect, so excited for me and to bring the JOY back into my daily action. I am loving this program so much and it's already shifting me! So thank you! 💜

00:54:14 Charlotte Akinkugbe: What planner?

00:54:18 Karens Iphone: I need that planner

00:54:18 Dana Mays: What planner?

00:54:30 Jessie:where is that quote at?

00:54:30 Catherine Heller: What planner?

00:54:31 Megan Weisheipl: The Passion Planner is what we use.

00:54:34 Jenny-May Olson: Release to receive!

00:54:40 Liza Johnson:Thanks Megan..

Shed the skin, refining, & choosing who I work with.

I release to receive 🙌

00:54:47 Brenda Lee Kaminsky: this is based on your past emotional attachment to a goal and the trauma attached to it, once we release the emotional attachment, and reframe, we can then set new intentions and move forward...

00:54:54 Heather Belt: What is the planner ? 🤔

00:54:56 Molly Wolfe: Totally relate... Sometimes you do it big and "succeed", but then grow and that modality does not fit what is reproducible for me today.

Thats where I'm at. Shifted and want my biz to shift along with me today, and it requires a different way. Here for that wisdom ❤️

00:55:05 Socorro Dunn: Restoration is my word for the year.

00:55:06 Nadia:Replying to "What is the planner ..."

I want to know too

00:55:12 Kat Aragon: Reacted to "Totally relate... Some..." with 🙌

00:55:14 Coach Danielle Cole: Replying to "What is the planner ..."

The passion planner

00:55:27 Jessie:Replying to "What is the planner ..."

where is this at

00:55:29 Kat Aragon: Reacted to "this is based on you..." with 

00:55:44 Pat & Kim Siemens: Replying to "Started 30 days to 1..."

This is also beautiful! Thanks coach Kristy

00:55:49 Nadia: Replying to "What is the planner ..."

Thank you, I have heard of it. I'll buy on Amazon

00:55:50 Megan Weisheipl: Danielle is on it!

00:56:19 Kat Aragon: Oh shoot. Let me go download Voxer 

00:56:51 Nancy Cable: On the 30d1k can we have live calls with our coaches?

00:56:52 Chris Vavrek: I was in this place a few years ago and I got a God wink Someone I followed shared an old share regarding her personal struggle. She shared that she realized she was trying to rebuild the great box of success in the box that had changed to a point of not repairable. She realized she needed to build a new box of success using the skills she had developed in the first success box but new in the new box and remember she can do successful things

00:57:12 Kat Aragon: Reacted to "I was in this place ..." with 

00:57:18 Tammy Asmus: Reacted to "I was in this place ..." with 

00:57:33 Darla: Reacted to "I was in this place ..." with 

00:57:42 Brenda Lee Kaminsky: ooh that is a great call !

00:57:45 Tammy Carabelli: This has been so good! Thank you, @Geraldine Lerch Thuillier, for having the courage to ask the question.

00:57:55 Tammy Asmus: Reacted to "ooh that is a great ..." with 

00:57:57 Tammy Asmus: Reacted to "This has been so goo..." with 

00:57:59 Mary Daza: That was exactly what I needed to hear yesterday!

00:58:01 Heather Belt: Reacted to "The Passion Planner ..." with 

00:58:12 Denise Rusk: Reacted to "This has been so goo..." with 

00:58:17 Agnes Bruce: A great session today

00:58:19 Mary Daza: Reacted to "Danielle is on it!" with 

00:58:55 Geraldine Lerch Thuillier: Reacted to "This has been so goo..." with 

00:59:50 Tammy Asmus: Reacted to "A great session toda..." with 

00:59:54 Tammy Asmus: Reacted to "That was exactly wha..." with 

00:59:56 Laurie foodallergydisneymom@gmail.com: Excelent question

01:00:02 Tammy Asmus: Reacted to "Excelent question" with 

01:00:12 Geraldine Lerch Thuillier: Reacted to "Geraldine I understa..." with 




01:00:20 Geraldine Lerch Thuillier: Reacted to "Leadership is an act..." with ❤️
01:00:29 Socorro Dunn: Reacted to "That was exactly wha..." with ❤️
01:00:34 Geraldine Lerch Thuillier: Reacted to "I think so many of u..." with ❤️
01:00:41 Carla Cross: I have to jump off, but this has been great! Thank you!!
01:00:46 Geraldine Lerch Thuillier: Reacted to "I can relate! Thank..." with ❤️
01:00:52 Coach Kristy Wharton: Reacted to "I have to jump off, ..." with 🔥
01:01:13 Geraldine Lerch Thuillier: Reacted to "You made me cry! I f..." with ❤️
01:01:13 Nancy Cable: Thank you, Coaches!!!
01:01:23 Geraldine Lerch Thuillier: Reacted to "I just realized I fe..." with ❤️
01:01:34 Cheryl Fishback: Reacted to "The Passion Planner ..." with ❤️
01:01:34 Kat Aragon: Have to jump on another call but thank you for today!
01:01:50 Coach Kristy Wharton: Replying to "On the 30d1k can we ..."

Are you a 1:1 client or are interested in this?

01:02:07 Jill Myers: Stories... how do we start the convo with the viewers - just start authentically reaching out?
01:03:08 Coach Kristy Wharton: Replying to "Stories... how do we..."

Thanks for watching... what about it resonated? or I just say "excited to get to know you better!"

01:03:21 Dana Mays: Are you only talking about business/product related posts in stories or any of our stories?
01:03:22 Coach Kristy Wharton: Reacted to "Have to jump on anot..." with 🔥
01:04:06 Geraldine Lerch Thuillier: Reacted to "I was in this place ..." with ❤️
01:04:43 Amy Cosper: I'm a first time new grandma and now have a 19 year old as a gift from IVF!
01:05:21 Jessie: I feel like I'm afraid to share a story because right now the only way I know to share in the story is to add a product or show myself using it. That's kind of why I feel stuck.
01:05:25 Jenny-May Olson: When you say how many stories do they watch, is that if I put 3 different pics and do them as separate that is 3 stories?
01:05:26 Katie Nice: Thank you!
01:05:36 Laura: Thank you!
01:05:36 Tanya: Thank you 😊

01:05:40 Marcella Gaughan: Thank you Megan for everything.
01:05:40 Dana Mays: Thanks
01:05:44 Jessie:thank you your awesome
01:05:47 Jill Myers: Replying to "Stories... how do we..."

01:05:48 Liz Murray: Thank yewwwwwwww!!!!!!
01:05:49 Charlotte Lauder: Thank you
01:05:49 Cheryl Fishback: Reacted to "I have gotten almost..." with 
01:05:53 Jan Hoffman: Thanks so much!
01:05:59 Karen Hartlaub: Thank you
01:06:07 Cheryl Fishback: Reacted to "That is amazing! St..." with 
01:06:10 Angy Daniell: Thank you so much.