

Weekly LOVE-LED™ Breakthrough Coaching & Strategy Session

00:01:15 Fireflies.ai Notetaker Bob: Talk to Fireflies:

• Type: /ff help
to get started.

View real-time notes and transcription for this meeting here:

https://app.fireflies.ai/live/01JQC7A3KFTCV0FN854TPJWNRE?ref=live_chat

00:01:18 Kristy Miller: Good morning everyone!!!

00:01:33 Stephanie Helmbold: Good morning!!

00:02:04 Kim Kogan: Hi everyone!!

00:02:38 Ginger Gustafson: so sad I don't want to end

00:02:38 Kim Kogan: Amazing. love it.

00:03:24 Jenny Sipe: Just have to share a win!! I attended a networking meeting and someone asked me if I changed my FB post and whatever shift I made she commented that it's working!

00:03:55 Katie Nice: Reacted to "Just have to share a..." with 🎉

00:03:58 Celeste: I am loving the program. I have been having AMAZING conversations.

00:04:09 Katie Nice: Reacted to "I am loving the prog..." with ❤️

00:04:13 Candis Winslow: Good morning! What week did we cover acquiring new clients?

00:04:20 Andrea Metzler: Reacted to "Just have to share a..." with 🎉

00:04:23 Karen Forrister: My value added posts are getting alot more engagement

00:04:28 Stephanie Helmbold: Finally did a product post

00:04:30 Kim Kogan: Great week. This course has helped SO MUCH. New client last night at my sons baseball game, ranked up last month with 5 new clients.

00:04:39 Andrea Metzler: Reacted to "Great week. This cou..." with ❤️

00:04:42 Mary Daza: I'm still showing up through hard things pertaining to my business

00:04:44 Cristain Harris: Noticing my views on my posts are increasing. Recognizing it's up to me to start the conversations!

00:04:46 Jen Roman: Had a recruiting call with a potential new teammate

00:04:48 Katie Nice: Reacted to "Great week. This cou..." with ❤️

00:04:51 Candis Winslow: Reacted to "I'm still showing up..." with 😊

00:04:54 Celeste: I am really connecting with cancer patients and helping them with struggles they are facing with side effect treatments.

00:05:10 Mandy & Wayne Hudson: Daily Authentic Outreach, enjoyment and quality conversations which led to two new clients and 7 restarts

00:05:13 Donna Prelog's iPhone: Signed up 2 new clients last week:) Did a product post yesterday and had 2 people reach out.

00:05:17 Lesley & Ryan Bogash: Yeah Karen-

00:05:19 veronicasucic: Have a party coming up. Have been speaking to a lot of people and some said yes. So I have to get back with.

00:05:24 Mary Daza: Getting responses on value add FU

00:05:28 Laura Trimble: Yay Karen!

00:05:28 Debi Auch Moedy: Replying to "Daily Authentic Outr..."

Yay Mandy!!

00:05:39 Celeste: I responded to 60 AO rmessages today.

00:05:47 Julia Brown: Reacted to "Daily Authentic Outr..." with ❤️

00:05:48 Laura Trimble: Reacted to "Daily Authentic Outr..." with 💜

00:05:52 Wendy Cioni: I love slowing down and having real conversations with people.

00:05:54 Cindy Pounds: Replying to "Daily Authentic Outr..."

YOU GO GIRL!!!

00:06:07 Agnes Bruce: Getting more familiar with ChatGPT-WHAT DOES GPT STAND FOR? 🤖 Agnes Still need to know more about how to use Boards

00:06:07 Kelly's iPhone 14 Pro: Reacted to "I responded to 60 AO..." with 🤖

00:06:09 Mandy & Wayne Hudson: Reacted to "YOU GO GIRL!!!" with ❤️

00:06:12 Mandy & Wayne Hudson: Reacted to "Yay Mandy!!!" with ❤️

00:06:18 Sue Paige: Yeah Karen!

00:06:21 Tina Luce: Karen!!!! You are awesome

00:06:23 Mary Daza: Reacted to "I am really connecti..." with ❤️

00:06:36 Alicia Raley: March was a great month - 8 new and 3 restart definitely earned my 1K and excited about it. Loving CHAT GPT and how much time it saves me.

00:06:39 Michelle Turnipseed: We are nearing the end of the course and this is the first time I've felt any kind of doubt. I will say that I am LOVING doing what I do and love serving and love helping and getting incredible feedback which is awesome. People are LOVING my help. I am still growing but the results aren't flowing in but I am GROWING and crazy thing is you are saying the very thing I just typed literally as I typed it out!

00:06:53 Sara Renei Anop: Way to go Karen!

00:07:06 Lesley & Ryan Bogash: Mic drop.

00:07:12 Jessica Owens: Had a GREAT Love Led conversation this week with someone I never would have talked to before- her FB pictures look great- didn't think she needed help, but she does. She didn't join program, but I felt really good about the interaction and I think she will come around- I didn't feel icky about how I handled it!

00:07:33 Susan Stearns: Reacted to "Had a GREAT Love Led..." with ❤️

00:07:34 Donna Prelog's iPhone: Reacted to "Had a GREAT Love Led..." with 😊

00:07:42 Jessica Owens: Reacted to "I am really connecti..." with ❤️

00:07:55 Connie Fay: I have been getting private messages and texts that I am making a difference and keep it up. But not seeing actual comments and likes.

00:08:01 Jessica Owens: Reacted to "I love slowing down ..." with ❤️

00:08:08 Celeste: I am also seeing people responding to my messages now. Which is AMAZING. I am seeing results from value add follow-ups.

00:08:09 Coach Tammy Asmus: Reacted to "I have been getting ..." with ❤️

00:08:15 Coach Tammy Asmus: Reacted to "I am also seeing peo..." with ❤️

00:08:22 Michelle Turnipseed: i am growing as a person in my health---like i'm doing things for my family and me personally that are leveling up my OWN health. like today I started ending my shower with freezing cold water for about 30 seconds. i have NEVER done that but I was open to a suggestion from a friend at my gym today and so I just did it. Literally growing as a person and that is so cool and so fun!

00:08:29 Anita White: Finally did a personal story post Chat gpt. Got 12 responses. So

I felt great about that. I've only got one reactivated client would love to have more I need help with product post.

00:08:54 Kathy Lalonde: Love you Karen!!!

00:08:55 Lesley & Ryan Bogash: One question I have regarding sponsoring, if you see someone in a FB group needing work or recently lost their job, is there a way to approach with our offer. I see this a lot lately.

00:09:01 Jenny Sipe: Win I didn't vomit all of the details when someone asked me about what I do and is it something she could do!! I just listened to her dreams and she started crying and we laughed cause she was like why am i crying I haven't cried about this in years!! Just holding the space for people to be vulurnalbe

00:09:24 Celeste: Me too Karen, I am waiting for the next program.

00:09:35 Ginger Gustafson: My win this week is pulling back from past systems that "fire hosed" my newest clients and looking forward to more people wanting to do what I do.

00:09:53 Susan Stearns: Reacted to "Win I didn't vomit a..." with ❤️

00:09:58 Lesley & Ryan Bogash: Thank you.

00:10:02 Coach Tammy Asmus: Reacted to "i am growing as a pe..." with ❤️

00:10:07 Coach Tammy Asmus: Reacted to "Finally did a person..." with ❤️

00:10:14 Coach Tammy Asmus: Reacted to "Love you Karen!!!" with ❤️

00:10:22 Jessica Owens: Reacted to "My win this week is ..." with ❤️

00:10:23 Coach Tammy Asmus: Reacted to "Win I didn't vomit a..." with ❤️

00:10:28 Mary Daza: I recently offered coaching to someone who I felt was the perfect fit for her situation. It went terribly wrong and now I'm wondering if I owe her an apology.

00:10:29 Coach Tammy Asmus: Reacted to "My win this week is ..." with ❤️

00:10:38 Coach Tammy Asmus: Replying to "My win this week is ..."

Great job!

00:10:54 Kelly's iPhone 14 Pro: I'm way behind but I started the love lead posting on my FB page in addition to VIP. I got likes from a friend who is my dream customer. Follow up was using the scripts but a bit awkward. But I ran into her and am meeting her for coffee tomorrow to catch up and potentially share samples or borrow bag depending on her needs or interest. I've not nailed down her problem but do know her desired outcome - reduce harmful chemicals.

00:10:56 Sara Renei Anop: Replying to "I recently offered c..."

Just learn and move forward,, I think we have all been there

00:10:56 Brittany Simque: So true

00:12:57 Mary Daza: 🎉👏

00:13:01 Alicia Raley: Congratulations

00:13:10 Karen Forrister: Way to go, Kim!

00:13:35 Celeste: I have a few questions. I am with DoTerra. I was in my back office a few days and looking at our business literature and I was wondering how my wellness consults work into the program. At what point in the conversation so I offer to do a wellness consultant or do I even to that? We also can do wellness assessments on digestion, movement and sleep. How do I go about in suggesting these?

00:13:39 Michelle Turnipseed: I did a complimentary consult Monday with someone I've not had traction with in a year....I learned some things on that consult that reinforced the value of what I offer people and brought in a whole other level of compassion for people who want help but are terrified to take help from me due to the history they've had with other solutions

00:14:28 Donna Prelog's iPhone: Great job Kim!

00:14:42 Jennifer Cumbie: Reacted to "I did a complimentary..." with ❤️

00:15:45 Katie Nice: Reacted to "I did a complimentary..." with ❤️

00:16:01 Coach Tammy Asmus: Reacted to "I'm way behind but I..." with ❤️

00:16:25 Kelly's iPhone 14 Pro: Reacted to "I'm way behind but I..." with ❤️

00:16:27 Mary Daza: Reacted to "Great job Kim!" with 💕

00:16:30 Coach Tammy Asmus: Reacted to "I did a complimentary..." with ❤️

00:16:41 Coach Tammy Asmus: Replying to "I did a complimentary..."

Love this!

00:16:51 Katie Nice: Reacted to "Great job Kim!" with ❤️

00:17:01 Stephanie Helmbold: Thank you Kim!!

00:17:06 Kim Kogan: Reacted to "Thank you Kim!!" with ❤️

00:17:18 Kim Kogan: Replying to "Thank you Kim!!"

absolutely!

00:17:19 Lesley & Ryan Bogash: I was at a networking event this morning. I have been going for months, but I felt like I was not really connecting, today I shared my 60 seconds of what I do totally different, with love led. Talked to pain points.

00:17:19 Jennifer Morris: Congratulations Kim

00:17:31 Michelle Turnipseed: Replying to "I did a complimenta..."

@Coach Tammy Asmus I was HEARTBROKEN at what she shared with me . It made me really tuned into why she hasn't asked for my help that requires any kind of payment. I'm just loving her and she found so much value in hte consult so regardless of outcome, she has grown in trusting me

00:17:37 Kathy Jewell: Yes. Teaching my team some of the steps last month really impacted my biz.

00:17:40 Debi Auch Moedy: Replying to "I was at a networkin..."

That is awesome Lesley!!!!

00:17:54 Donna Prelog's iPhone: Reacted to "I was at a networkin..." with 😊

00:17:55 Sara Renei Anop: Reacted to "I was at a networkin..." with 💜

00:17:59 Lesley & Ryan Bogash: Reacted to "That is awesome Lesl..." with ❤️

00:18:02 Karen Forrister: Reacted to "I was at a networkin..." with ❤️

00:18:16 Michelle Turnipseed: Reacted to "I was at a networkin..." with ❤️

00:18:18 Coach Tammy Asmus: Replying to "I did a complimenta..."

@Michelle Turnipseed Wow! What a blessing and a divine appointment!

00:18:38 Coach Tammy Asmus: Reacted to "Yes. Teaching my tea..." with ❤️

00:18:49 Coach Tammy Asmus: Reacted to "I was at a networkin..." with ❤️

00:19:01 Mary Daza: Reacted to "Yes. Teaching my tea..." with ❤️

00:20:05 Annette Aguiar: Vendor event on Saturday - what would you recommend for display and visuals for getting people to step up...

00:20:48 Mandy & Wayne Hudson: This is my biggest challenge - where to invite/value add - oh the struggle is real

00:21:14 Elena Armstrong: Would that be the same for Optavia too?

00:21:19 Sara Renei Anop: Replying to "Would that be the sa..."

Yes

00:21:25 Marcia Schiavo: Replying to "This is my biggest c..."

Me too!

00:21:29 Sara Renei Anop: Replying to "Would that be the sa..."

He said it's the biggest piece of value we have!

00:22:27 Coach Tammy Asmus: Replying to "Would that be the sa..."

Yes!

00:23:12 Sara Renei Anop: Replying to "Would that be the sa..."

I had always thought of it as the solution... nope. It's showing them how they are keeping themselves stuck! Its so valuable!

00:23:37 Paula Culbreath: I attend networking events and are asked to give a 30 second overview of our business/products and I struggle with this every time. Do you have any pointers or resources to help create a powerful love led one that feels authentic?

00:23:50 Rhonda & Craig Lauritzen: Bob, we talked about this before, how a "jotform" (just don't call it that) can be a value add...but what happens when they say "maybe one day," or "I can't afford it right now," even we e haven't talked \$. They can Google and find the price. How do get them excited to want that value??

00:24:14 Sara Renei Anop: Replying to "Bob, we talked about..."

Same as what he said about the assessment

00:25:03 Jenny Sipe: I think I have been missing when to ask the question "would you be open to a product/program recommendation

00:25:29 Lara Polen: Replying to "I think I have been ..."

Hi!

00:26:03 Julie Westhoff: I was thinking a water challenge would be part of connecting authentically to ppl that I have not heard back from. Would that work as part of this process in step one?

00:26:33 Brittany Simque: Sell them on the VALUE of the assessment! So much gold!!

00:26:34 Jenny Sipe: Replying to "I think I have been ..."

@Lara Polen Hi!! feeling enegerized today! my outreachs are just hanging in limbo
do you have time to chat today?

00:26:39 Mary Daza: Reacted to "Sell them on the VAL..." with 🍷

00:27:09 Michelle Turnipseed: Reacted to "Just learn and move ..." with 👉

00:27:28 Sara Renei Anop: Im going to show you exactly what's keeping you
stuck with this assessment

00:27:33 Michelle Turnipseed: Reacted to "@Michelle Turnipseed..." with 🎉

00:27:37 Michelle Turnipseed: Replying to "I did a complimenta..."

@Coach Tammy Asmus YES!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!

00:27:43 Amy Brown: Need to find what they are struggling with

00:27:50 Michelle Turnipseed: Reacted to "He said it's the big..." with 👉

00:29:18 Debi Auch Moedy: Reacted to "Im going to show you..." with ❤️

00:29:42 Connie Mumford: what if you havent had any engagment on your
posts? I am behind on everything so maybe im just being impatient lol

00:29:49 Lesley & Ryan Bogash: So helpful.

00:30:28 Cindy Pounds: BOOM!!!

00:30:32 Brittany Simque: Reacted to "BOOM!!!" with 🔥

00:30:42 Brittany Simque: Yes!!!! 🙌

00:30:51 Julie Westhoff: what if you do not have an assessment

00:31:01 Andrea Jaimes: KPI

00:31:03 Jenny Sipe: I want to replay Bob's words over daily to make these new
words a habit!! We are going to find the exact reason you have been struggling with
xxx 🌟

00:31:16 Annette Aguiar: Reacted to "I want to replay Bob..." with 🙌

00:31:17 Sara Renei Anop: Replying to "I want to replay Bob..."

I put it in my notes lol


00:31:19 Beverly Spaulding: Reacted to "what if you do not h..." with ❤️

00:31:29 Lara Polen: Reacted to "I want to replay Bob..." with ❤️

00:31:30 Mary Daza: So good!

00:31:39 Coach Tammy Asmus: Replying to "Bob, we talked about..."

I like to create value by calling it a "Complimentary Coaching" session. You can feed back goal then ask questions about all the components of your program. Coaching, Community, Accountability, Clarity & Direction, Empower with education! This allows you to lead with love and determine if they have a need and a good fit!

00:31:46 Coach Tammy Asmus: Reacted to "@Coach Tammy Asmus Y..." with 

00:31:55 Jenny Sipe: Reacted to "I like to create val..." with 

00:31:56 Christa Plettl: Reacted to "I like to create val..." with 

00:32:02 Coach Tammy Asmus: Reacted to "I want to replay Bob..." with 

00:32:02 Beverly Spaulding: Replying to "what if you do not h..."

Same! Should we create one?


00:32:47 Michelle Turnipseed: QUESTION: former client who says my program isn't sustainable which I know is 100% not true....we've had convos about hormones etc. I have been all about LL with her. I recently did VAFU and just offered a quick link from a podcast I heard and she said no thanks to me sending it and thanked me for trying to help. How do we navigate this type of person? Who needs help but clearly doesn't want my help which is A-OK but I know her need but she's rejecting any kind of free support. Do I keep her in the hot leads as a past client and if so, when do I do any kind of follow up again? Incidentally her SIL is a trainer and is KILLING it on my system and LOVES it. So there are all sorts of weirdness I'm sure tied up in all of that. Advice on how to continue loving her and do I ever try to even DO vafu again? I don't think she'd even want a free recipe LOL! She was even in my wedding !~ I've offered to grab coffee so we can just catch up

00:32:55 Coach Tammy Asmus: Replying to "what if you do not h..."

You can create one no matter what business you are in. I was in Beauty and offered "Complimentary Coaching" sessions to help determine how to best serve them!

00:33:06 Jessica Owens: Reacted to "I like to create val..." with 

00:35:01 Julie Westhoff: Value add

00:35:08 Coach Danielle Cole: Reacted to "Value add" with 

00:35:10 Alyssa Boyles: ok after that said- i have a lead i have worked through answering most questions from my HA and finding the problem and she wants more information on product- do i still send my short jotform asking the same

question we have already gone through then ask to get on the phone (she is super busy and its hard to set a time)

00:35:24 Michelle Turnipseed: Reacted to "Same! Should we crea..." with 🎉

00:35:59 Lesley & Ryan Bogash: Replying to "ok after that said- ..."

I personally would not also send the jot form you already know the problem.

00:36:27 Brenna Burnette: Reacted to "Im going to show you..." with ❤️

00:36:43 Sara Renei Anop: Replying to "ok after that said- ..."

Jot forms dont build trust or relationship... if you know the problem its not very valuable

00:36:51 Lesley & Ryan Bogash: Reacted to "Jot forms dont build..." with ❤️

00:37:47 Andrea Metzler: Reacted to "Jot forms dont build..." with ❤️

00:38:06 Liza Johnson: 🌟 wow, I think I do that too often, a big ask too soon.

Thanks

00:38:10 Alyssa Boyles: Replying to "ok after that said- ..."

i feel the same- I'm looking at respecting her busy work schedule not taking more time than what she can give.

00:38:31 Candis Winslow: Replying to "Good morning! What w..."

Disregard I answered my own question 👍

00:39:08 Julie Westhoff: how many questions is the max?

00:39:08 Sandy Job-Rivera: Reacted to "That is awesome Lesl..." with ❤️

00:39:16 Sandy Job-Rivera: Reacted to "I was at a networkin..." with ❤️

00:39:25 Jenny Sipe: I bet chat could help create an assessment for those that don't have an assesment

00:39:28 Angela Swinney: Reflecting on this. Do you agree with getting people on the phone quickly for Optavia? Like if someone asks what I'm doing, I chat for a quick minute then try to get them on the phone.

00:39:36 Mary Daza: Reacted to "I bet chat could hel..." with 🙌

00:39:55 Julie Westhoff: How many questions is the max when developing the assessment?

00:40:07 Mandy & Wayne Hudson: More ghosts then we want

00:40:38 Laura Trimble: Reacted to "More ghosts then we ..." with 👍

00:40:45 Mary Daza: Great question Angela!!

00:40:58 Sara Renei Anop: It took me over 6 months to get on the phone with my coach...

00:42:00 Michelle Turnipseed: this is great Angela. I've even been told if a potential isn't willin gto get on the phone with me, they aren't someone to pursue as a client. So....

00:42:10 Mary Daza: Reacted to "this is great Angela..." with ❤️

00:42:11 Liza Johnson:Duplicate

00:42:47 Michelle Turnipseed: WOW Bob. This explains why my new coaches struggle. They aren't able to duplicate me.

00:42:58 Candis Winslow: Reacted to "More ghosts then we ..." with 👍

00:42:59 Brenna Burnette: Wow this is so well explained Bob

00:43:07 Brenna Burnette: It's so true

00:43:19 Liza Johnson:Nothing 😊

00:43:23 Sara Renei Anop: They stop offering

00:43:24 Laura Trimble: They quit

00:43:35 Michelle Turnipseed: they quit and give up

00:43:40 Christa Plettl:Such a good point. Need to rely on a proven love led way vs. personality.

00:43:42 Rosibel Marin: This is a big Aha moment!! It's hard to duplicate

00:43:44 Brittany Simque: It's so true.... I generally don't have an issue helping people get on the phone, my coaches STRUGGLE with this. I need duplicatable actions for my team.

00:44:07 Jennifer Cumbie: Or they quit!

00:44:09 Brenna Burnette: Replying to "It's so true.... I gen..."
Exactly

00:44:10 Sara Renei Anop: Information costs

00:44:22 Michelle Turnipseed: it's like if hte new coach is charismatic, they kill it. But most don't attract of have that charisma. Doesn't mean they won't DEVELOP that but out of the gate as a new coach, it's a big deal if they have it already and have already a super high level of trust with people

00:44:23 Donna Johnson: Replying to "this is great Angela..."

There's something to this. If no phone, we're either spending a TON of time on PMs, and selling a product. Unlikely they will get on weekly check in calls or jump into the community, they are just purchasing like on amazon.

00:44:40 Sue Paige: How eye opening is this!! GOLD!

00:44:43 Sara Renei Anop: Replying to "It's so true.... I gen..."

Its hard for me I know its hard for them!

00:45:14 Andrea Metzler: Replying to "this is great Angela..."

True, it could be a way to filter the customer and see if we want to work with them.

00:45:23 Brenna Burnette: Replying to "It's so true.... I gen..."

You've built up so much trust in your journey and content - new coaches need a way to feel comfortable with this and keep it fun and keep going.

00:45:25 Rosalie Keddington: Yes!! My coach is a natural - she's so good at it and brings people in all the time. I'm not naturally good at it (even though I'm "good with people.")

It's been so frustrating spinning my wheels with a less than effective approach and I had massively slowed down as a result. This is why I am in this course!! Thank you Bob!

00:45:29 Michelle Turnipseed: Replying to "It's so true.... I gen..."

same.

00:45:48 Agnes Bruce: Our Optavia response for corporate leads needs to be revised-Agnes

00:45:59 Mary Daza: Reacted to "Yes!! My coach is a ..." with ❤️

00:46:25 Liza Johnson: Wow!.. 🌟 thanks Bob.. value my time!

00:46:35 Michelle Turnipseed: Optavia coaches--do we need to have our new coaches still do these on video practice calls or ease them into also reaching out to people to fill out a lifestyle snapshot so they can identify problems etc.

00:46:54 Michelle Turnipseed: Reacted to "Our Optavia response..." with 👉

00:46:58 Amy Brown: Replying to "Our Optavia response..."

Agreed. Leads rarely respond. Feels like missed opportunity if they submitted an inquiry... they clearly want some help.

00:46:59 Lara Polen: So find the problem, offer the HA as tool & then the phone?

00:47:04 Sara Renei Anop: Replying to "Optavia coaches--do ..."

I dont do video practice calls with anyone on my team, never heard of that

00:47:06 Kris DeVries: @Angela Swinney you will burn yourself out doing that!

00:47:09 Alyssa Boyles: Replying to "It's so true.... I gen..."

I feel that this could be a reason my coaches have faded.... how do we get the fun back>

00:47:42 Liza Johnson:Yup, I am working on better boundaries 💜🙏💜

00:48:00 Rosalie Keddington:Reacted to "Yes!! My coach is a ..." with ❤️

00:48:30 Marcella Gaughan: So what should she do in order to not ghost so many people?

00:48:41 Ginger Gustafson: what if I struggle with and don't agree with the systems of my leaders

00:48:44 Jenny Sipe: Replying to "So find the problem,..."

@Lara Polen I think I am learning to stay in the problem longer. I think I have been going to phone call to quick. Still learning....

00:48:59 Jennifer Morris: Great guidance, Bob

00:48:59 Sara Renei Anop: Replying to "what if I struggle w..."

Then follow the system bob is teaching

00:49:01 Mary Daza: I can completely relate Angela

00:49:10 Brittany Simque: Reacted to "Great guidance, Bob" with ❤️

00:49:21 Michelle Turnipseed: Reacted to "Agreed. Leads rarely..." with 👍

00:49:27 Liza Johnson:What's Laura's question?

00:49:41 Michelle Turnipseed: Replying to "Optavia coaches--do ..."

@Sara Renei Anop interesting. our org does.

00:49:54 Michelle Turnipseed: Reacted to "It's so true.... I gen..." with 👍

00:49:58 Lesley & Ryan Bogash: Reacted to "I dont do video prac..." with ❤️

00:49:59 Michelle Turnipseed: Reacted to "You've built up so m..." with 👍

00:50:10 Sara Renei Anop: Replying to "Optavia coaches--do ..."

Literally never heard that approach before.. I would not have ever done that lol

00:50:25 Laura Trimble: Reacted to "Literally never hear..." with 👍

00:50:30 Sara Renei Anop: Replying to "Optavia coaches--do ..."

Every org has their own ways.

00:51:03 Michelle Turnipseed: Optavia coaches--- do we need a SHORT 5-8 simple question form not hte full-on HA form, that new coaches or even WE can use just to get a high level view of someone's needs. People LOVE questionnaires. Then our new coaches (and us) can do great vafu based on what they share on that very SHORT form. I've had a few not want to fill out my form due to how much it asks and they find it invasive.

00:51:15 Jessica Owens: Replying to "Our Optavia response..."

I agree Agnes! only 1 out of 3-4 actually respond/order when I reach out. I think people sign up then look through the website, decide it's too expensive and they don't follow through.

00:51:29 veronicasucic: I know exactly what you mean. I have done that.

00:51:50 Brenna Burnette: Reacted to "So find the problem,..." with ❤️

00:51:59 Brenna Burnette: Reacted to "Great guidance, Bob" with ❤️

00:52:05 Rosalie Keddington: Reacted to "Optavia coaches--- d..." with ❤️

00:52:21 Michelle Turnipseed: Reacted to "Every org has their ..." with 👉

00:52:29 Amy Brown: Replying to "Our Optavia response..."

That is likely the case! But... not sure how we can avoid them looking at the pricing. Just need to find a way that to help draw them to learn more despite that...

00:52:37 Jessica Owens: Replying to "Optavia coaches--- d..."

My team uses Jot forms- to glean the problems before we get on the phone.

00:53:25 Sara Renei Anop: Replying to "Our Optavia response..."

No need to avoid it.. its costs the same as what theyre spending already, if you dont believe that they never will either. If you demonstrate the value the cost wont be an issue

00:53:49 Ginger Gustafson: Replying to "what if I struggle w..."

As an overarching yes but I'm trying to identify how much information to give clients and coaches when onboarding

00:54:28 Amy Brown: Replying to "Our Optavia response..."

Yes, we know that, but someone who has never connected with a coach doesn't truly understand that value just by visiting our website.

00:55:28 Linda Schymik: Reacted to "what if I struggle w..." with ❤️

00:55:35 Fireflies.ai Notetaker Bob: The meeting schedule is about to end.

Action Items for this meeting:

- Report weekly on the number of health consultations or health assessments completed. @Celeste
- Change the questions in Project Broadcast to collect simpler information for the giveaway. @Annette Aguiar
- Offer a complimentary coaching session to potential clients, ensuring to position it as valuable and relevant to their needs. @Annette Aguiar
- Create a value add follow-up to connect with leads and build trust. @Bob Heilig
- Come up with a half a dozen questions that dig into their past and their problems around weight loss or health, and put it in a Google form or a jot form. @Annette Aguiar
- Prepare a presentation for the wellness day workshop, focusing on actionable advice and tips for teachers on health and wellness. @Marjorie Kauffman

00:55:37 Sara Renei Anop: Replying to "Our Optavia response..."

Of course, we can't force them to engage but we can leave the door open for them and invite them in

00:56:33 Cynthia Gómez Martín: QR code?

00:57:06 Kelly's iPhone 14 Pro: QR code- fast and easy

00:57:38 Liza Johnson: Love that...value add before leaving!

00:57:55 Adrian Woods iPhone: Reacted to "Yes, we know that, b..." with ❤️

00:58:12 Julie Westhoff: What is the next step after that? Sending a value add

00:59:00 Rosalie Keddington: If they ask for a bus card and you don't have one to give - does it come off as 'unprofessional' though?

00:59:17 Sara Renei Anop: Replying to "If they ask for a bu..."

I add them as a friend on Facebook instead

00:59:19 Beverly Spaulding: If someone hands me a business card, 90% of the time, I toss it in the trash! 😂

00:59:20 Coach Kristy Wharton: Replying to "If they ask for a bu..."
Connect on social instead

00:59:42 Mary Daza: Replying to "If they ask for a bu..."

I have a digital one

01:00:35 Rosalie Keddington: Replying to "If they ask for a bu..."

Ty Sara, Kristy & Mary!

01:00:35 Mandy & Wayne Hudson: How do you recover from a misstep in sharing what you do to someone who you feel could be a great ambassador?

01:00:43 Mary Daza: Reacted to "Ty Sara, Kristy & Ma..." with ❤️

01:01:21 Mary Daza: Replying to "If they ask for a bu..."

But connecting on social media is def better if they use it

01:01:54 Ginger Gustafson: love that

01:02:00 Ginger Gustafson: 1 feature...fat burn

01:02:11 Sara Renei Anop: Replying to "1 feature...fat burn"

A feature that fits their problem

01:02:16 Michelle Turnipseed: Reacted to "A feature that fits ..." with 🎉

01:02:20 Laura Trimble: Reacted to "A feature that fits ..." with 👍

01:02:23 Annette Aguiar: Replying to "If they ask for a bu..."

Make one on your phone that you can text them

01:04:00 Liza Johnson: Love that nature & serve, don't persuade

01:04:07 Coach Tammy Asmus: Reacted to "Love that nature & s..." with ❤️

01:04:14 Ginger Gustafson: Oh my gosh that was so good. While onboarding a new client or coach only highlight the feature that solves "THEIR" problem... Is that correct

01:04:18 Michelle Turnipseed: SO with oiptavia, we go over 4 components but it sounds like we should pick ONE component to fixate on based on their biggest need. So if I'm yammering about community and they don't give a rat's tail about that, i'm overwhelming. Like I can hammer out all 4 in one minute literally but it sounds like best practice is to choose ONE feature to share.

01:04:38 Marjorie Kauffman: When talking about ONE FEATURE — does that mean JUST the education, or JUST the nutrition, or JUST community.... Etc??? We have 4 parts in Optavia. What would ONE feature be??

01:04:46 Katie Nice: Reacted to "SO with oiptavia, we..." with 🎯

01:04:51 Connie Mumford: what if you havent had any engagment on your posts? I am behind on everything so maybe im just being impatient lol

01:05:01 Coach Tammy Asmus: Replying to "SO with oiptavia, we..."

You can ask simple questions to determine what is important to them!!! Then focus on the one that is related to their biggest problem!

01:05:03 Liza Johnson:Thank you!

01:05:12 Troy Kemp: How long until these are posted?

01:05:13 Jenny Sipe: Reacted to "SO with oiptavia, we..." with 🎉

01:05:14 Julie Westhoff: How many questions should be in an assessment

01:05:19 Michelle Turnipseed: Replying to "When talking about O..."

that's my understanding. Would definitely shorten the HA and help our coaches feel like they don't need to remember ALL THE THINGS...

01:05:34 Troy Kemp: Reacted to "How many questions s..." with 👍

01:05:50 Katie Nice: Replying to "When talking about O..."

I'm thinking it's the one that relates most to their problem solution.

01:06:01 Sara Renei Anop: Replying to "How many questions s..."

However many you need to find the problem and show them how its stopping their progress

01:06:01 Coach Tammy Asmus: Replying to "When talking about O..."

I love that you individualize for the persons specific needs! It can include all of those things, sometimes they don't even realize why all of them are important!

01:06:13 Kim Kogan: thank you so much!!

01:06:15 Elena Armstrong: Will there be more health and wellness workshops?

'Any options to buy a modified version of this one to share with our teams and run Core 4's ourselves?