

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

00:01:14 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/01JQHDD16AR841T7H651ZVS4XJ?ref=live_chat

00:05:12 Taylor Berlin: Got 4 value posts in already this week and gained 10 new followers!

00:05:17 Coach Danielle Cole: Reacted to "Got 4 value posts in..." with ❤️

00:05:18 Gina Everson: Breakthrough with the value add follow up and the ask. I have two people interested in hearing about my products. It was just slowing down, changing things up like you recommended Bob! This is a huge win, I've been at this since 30 days to \$1K, so roughly 5 months.

00:05:22 Victoria Read: Win: getting back into the swing of my business after rotator cuff surgery!

00:05:25 Jennifer Peterson: New VIP today - I paused the 'sale' at the end of March 'cause it didn't feel right at the time. Had breakfast and chatted in person.

00:05:30 Lauren Cormier: Learning to be patient in the love led growth.

00:05:33 Kylie Steyer: Sometimes it's ok and necessary to slow down in order to learn new things and begin implementing something new !

00:05:36 Nicole Sapriken (she/her): The coaching this week helped me to get to where I needed with one of my team mates who needed a lot of hand holding

00:05:37 Chris Wenstrom: My new partners each got 1 order so far

00:05:42 Krissy Vick: Lesson - consistency is key, follow up within 24 hrs.

Question, you mention teaching teammates to do the Core 4, I was wondering if it is okay to share the scripts with our teammates?

00:05:58 Nicole Bowles: When meeting with a team member, focus on one thing. Go hard on the issue on soft on the person

00:06:07 Diana Henry: New people showing interest in my products and want to know more.

00:06:52 Coach Kristy Wharton: Reacted to "New people showing i..." with 🔥

00:07:07 Stacie Schorzman: Hi @Nicole Sapriken (she/her)!

00:07:21 Coach Kristy Wharton: Reacted to "Hi @Nicole Sapriken ..." with 🔥

00:08:37 Chris Wenstrom: Where is the video on Love Led Leadership?

00:08:43 Taylor Berlin: Replying to "Lesson - consistency..."

Curious what materials we can share as well. A girl on another team in our company is starting 30 days to 1k and has been sharing a lot of the materials. . I've kept them to myself because it doesn't feel right to give them away 😊

00:08:48 Traci Pyrz: Learned that I have been focusing on training my team and doing work for them/giving them all of the answers vs leading, coaching and guiding them..and in turn then putting so much pressure on myself, putting their success on my own shoulders —not any more!!

00:08:49 Amy Varghese: Using ChatGPT I'm learning to go deeper to and speak more deeply from my heart in my value posts. I also was able to have a video call with a teammate who up to this point hasn't really been doing anything.

00:09:13 Krissy Vick: Reacted to "Curious what materia..." with 👍

00:09:16 Victoria Read: We always like to point to the tools that are available, instead of telling them over again.

00:09:17 Krissy Vick: Replying to "Lesson - consistency..."

@Taylor Berlin same here!!

00:10:36 Stacie Schorzman: Reacted to "Using ChatGPT I'm le..." with 🔥

00:10:48 Coach Danielle Cole: Replying to "Where is the video o..."

Its week 8 in your portal

00:11:06 Taylor Berlin: Curious when doing value posts, if we create a resource and someone comments asking for it, what scripting would we follow? I'm assuming engaged lead script but second guessing

00:12:40 Liza Johnson:Win: turned a conversation around. Great conversation

00:14:08 Victoria Read: Reacted to "Win: turned a conver..." with 🔥

00:14:39 Wanda Turmes: What do we do as far as CORE 4 if we are at full capacity with clients? My business has grown by 30+ clients sine September and I'm at full capacity since over half of them are new!

00:14:55 Jodi Korsten: Signed my first ever level 1!! 3 years in.

00:14:57 Traci Pyrz: So then no automation to send it directly to them right?!

00:15:02 Coach Kristy Wharton: Reacted to "Signed my first ever..." with 🔥

00:15:08 Stephanie Guerra: Reacted to "Signed my first ever..." with ❤️

00:15:08 Traci Pyrz: Reacted to "Signed my first ever..." with ❤️

00:15:17 Coach Kristy Wharton: Replying to "Signed my first ever..."

Whoot whoot!! This is so great Jodi

00:16:06 Coach Kristy Wharton: Replying to "So then no automatio..."

We suggest no automation until your business is too big... he is saying this now

00:17:05 Jennifer Peterson: Reacted to "Signed my first ever..." with ❤️

00:17:51 Krissy Vick: Congrats Wanda!

00:19:21 Cheryl Mabry: Reacted to "Signed my first ever..." with 🔥

00:19:29 Cheryl Mabry: Reacted to "Congrats Wanda!" with 🌟

00:24:48 Donna Johnson: They are promised 1:1 coaching, not group

00:25:12 Coach Kristy Wharton: We did discuss this yesterday though, didn't we?

00:26:56 Coach Kristy Wharton: Replying to "They are promised 1:..."

Like we discussed doing 1:1 for a portion of time and then translate to group—with "standards of engagement" with the community.

00:27:00 Donna Johnson: Replying to "They are promised 1:..."

We did, but this is not what we do. That's what makes optavia different and my most training program like this are hard to fit for us. If my clients don't get calls, they are not engaged. I wouldn't have stuck to my program without 1:1 coaching.

00:27:19 Coach Kristy Wharton: Reacted to "We did, but this is ..." with 🔥

00:28:19 Jennifer Peterson: ...and it transfers ownership to them.

00:28:26 Linda Stram iPhone:With Optavia we've been told not to do group chats on our own and to steer people into the community chat which individually they get lost in. I think you are spot on Bob!

00:28:55 Linda Stram iPhone:I have done that and it's way more effective!

00:29:00 Linda Foster: How many weeks in would you suggest doing this?

00:29:21 Jennifer Cumbie: Send then Calendly link with a couple of choice and let them know it's group couching

00:29:40 Cheryl Mabry: Small group VIP calls - 3-5?!

00:30:59 Liza Johnson:Thanks, Bob. Small groups are similar to WAMs. Thanks for the reminder.

00:33:06 Linda Schymik: I call it the Bob way

00:33:16 lauren cormier: I have been doing strictly value content for the past week but are not seeing engagement besides people in the same company. Would you review one of my posts to see what I'm doing wrong?

00:34:37 Jessica's iPhone 13 pro: Bob is so good!!! Every call I have been on I mind blown!!!! INCREDIBLE!!!

00:36:43 Linda Schymik: I am so excited to get my value post going so i have good conversations to have great core four reach outs

00:36:57 Jodi Korsten: Is in person connecting more effective now than FB connecting? I'm still not getting much engagement on my posts.

00:38:49 001815CE26A2201E: Wanda I would create a google doc with days and times to create groups.

00:44:19 Linda Foster: I'm going to test it too!!!

00:44:27 Stephanie Guerra: Reacted to "I'm going to test it..." with ❤️

00:44:38 Cheryl Mabry: So much value BOB!

00:44:49 Cheryl Mabry: Reacted to "I'm going to test it..." with ❤️

00:45:27 Jennifer Cumbie: I love this @Bob Heilig!! This will free up so much of my time ! This reminds me of our old WAM groups!

00:45:34 lauren cormier: <https://www.instagram.com/share/BAZDRyjNRn>

00:46:36 Wanda Turmes: Replying to "Wanda I would creat..."
How do I do that?

00:49:15 Wanda Turmes: Replying to "They are promised 1:..."

I'm curious if the 1:1 on the frontside for one month and the backside for one month for transition is sufficient for them and group coaching in the middle would be effective?

00:52:19 Krista Tavares: I have value add questions

00:55:09 Taylor Berlin: Replying to "Lesson - consistency..."

@Coach Kristy Wharton any insight on this?

00:55:11 Stephanie Guerra: But I wanted to be on a call with my coach (in a group would have been fine), not with random leaders from the business. When I did the program I never jumped on the group calls. It felt scary

00:56:40 Coach Kristy Wharton: @Taylor Berlin can you repeat the question? I changed devices and can't see the question.

00:57:51 Taylor Berlin: Replying to "@Taylor Berlin can ..."

What resources from the programs are we allowed to share with team members? Bob mentioned we can train our teams on his principles, but not sure what all can be shared

00:58:00 Donna Johnson: Replying to "They are promised 1:..."

Wanda, you can test it and see. I'd be curious

00:58:52 Wanda Turmes: We are the CEO of our own business and can do this if we choose I believe

00:59:12 Linda Schymik: What do you have for the first 5 min for the check in what do they say?

00:59:23 Amy Reeves: Reacted to "We are the CEO of ou..." with ❤️

00:59:31 Autumn Hokenson: This is super helpful to me to see who to tweak this for what I do even though my business isn't directly coaching in the same type model

00:59:31 Stephanie Guerra: Reacted to "We are the CEO of ou..." with ❤️

01:01:32 Fireflies.ai Notetaker Bob: The meeting schedule is about to end.

Action Items for this meeting:

- Encourage the teammate to watch the assigned training videos and complete the tasks without seeking constant help. @Nicole Sapriken

- Send a message to individuals who dropped the word 'protein' to find out why they are interested in the recipe. @Taylor Berlin
 - Create a guide for the top five breakfast recipes with over 30 grams of protein to send after identifying the individual's problem. @Taylor Berlin
 - Implement group connect calls for clients instead of one-to-one calls. @Wanda Turmes
 - Implement small group coaching to replace individual calls for better effectiveness. @Wanda Turmes
 - Transition to small group coaching instead of individual calls to enhance effectiveness and accountability. @Wanda Turmes
 - Identify 5 to 10 clients that are the most difficult to coach and move them into a group for testing. @Wanda Turmes
 - Transition new clients into group sessions after the first 30 days of one-to-one
- 01:01:35 Fireflies.ai Notetaker Bob: support. @Wanda Turmes
- Redo the post by removing the image of yourself and using a solid colored background with text. @Lauren Cormier
 - Share value add follow-ups with customers to remind them why it's important to purchase from you. @Lauren Cormier
- 01:01:38 Jennifer Cumbie: We have a coach on our team that does a weekly group coaching session w her clients and consistently has one of highest FQV on our Optavia team.
- 01:01:47 Taylor Berlin: I feel like 1:1 calls are a lot of pressure 😊 I love group calls
- 01:01:59 Donna Johnson: Reacted to "But I wanted to be o..." with 👍
- 01:04:22 Autumn Hokenson: This whole issue caused me to "quit" my business for a while.
- 01:04:40 Coach Kristy Wharton: Okay I'll say best case scenario is inviting them to learn alongside you—next, invite to the free Facebook group we have where we do workshop. Beyond that you can covert our resources into your own, train and coach using our ideas and concepts.
- 01:05:04 Jennifer Cumbie: Reacted to "I feel like 1:1 call..." with ❤️
- 01:05:50 Taylor Berlin: Replying to "@Taylor Berlin can ..."

Okay that's helpful! Thank you ❤️

01:05:55 Jennifer Peterson: Reacted to "Okay that's helpful!..." with ❤️

01:05:57

Jennifer Peterson: Reacted to "Okay I'll say best c..." with 