

# Weekly LOVE-LED™ Breakthrough Coaching & Strategy Session

00:02:41 Fireflies.ai Notetaker Tammy: Talk to Fireflies: (Web-search enabled)

- Say: Hey Fireflies how can you help?

- Type: /ff help

to get started.

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

[https://app.fireflies.ai/live/01JT6P4V5BYBE131WN7IZTX03W?ref=live\\_chat](https://app.fireflies.ai/live/01JT6P4V5BYBE131WN7IZTX03W?ref=live_chat)

00:02:47 Gail: Good morning from Lincoln, NE!

00:03:15 Mikaela Scheel: Good Morning from Woodland WA! 🌲

00:03:39 Carla Cross: Hello from Vermont!

00:03:45 Gail: Replying to "Talk to Fireflies: (..."

If I save this now will it have the transcript for the meeting today

00:03:55 Christina Williams: Oh hi Bob

00:04:08 Gail: Good morning Bob!

00:04:12 Patricia Ricci: Can we talk about inviting to the business with love led approach!? <3

00:05:12 Karen Hartlaub: Good morning - I got my first love led sale!!

00:05:45 Team Your Virtual Upline: Reacted to "Good morning - I got..." with ❤️

00:05:50 Charlotte Lauder: I feel value add follow up is the first concept I'm not quite sure of or that I'm doing right. I am having clients purchasing which is great and I'm using the online tracker rather than the paper tracker

00:05:51 Mariah Jackman: A win: I have been using what I have learned to coach my business builder and she got someone to become a customer

00:05:59 Maxie Gunderson: I would like help with GPT chat.

00:05:59 Batrice Cordova: My lesson this week has really been patience.

00:06:01 Mariah Jackman: Reacted to "Good morning - I got..." with ❤️

00:06:02 Esther Gibbons: Less Is More

00:06:06 Gail: So many great conversations and 3 people that are ready to start!

00:06:16 Carla Cross: Reconnecting with lots of past clients, so that has been fun!

00:06:23 Coach Danielle Cole: Reacted to "Less Is More " with ❤️

00:06:26 Mikaela Scheel: I've created better content than I have in a long time! I find the ideas coming so much easier and its way more fun to create it.

00:06:28 Coach Danielle Cole: Reacted to "So many great conver..." with ❤️

00:06:31 Coach Danielle Cole: Reacted to "Reconnecting with lo..." with ❤️

00:06:33 Coach Danielle Cole: Reacted to "I've created better ..." with ❤️

00:06:37 Coach Danielle Cole: Reacted to "My lesson this week ..." with ❤️

00:06:44 Coach Danielle Cole: Reacted to "A win: I have been u..." with ❤️

00:06:55 Coach Kristy Wharton: Hi in 30days we typically lay the foundation that starts with your products, though later in the program, week 7, we will introduce our servant heart sponsoring framework

00:06:56 Batrice Cordova: I have to not rush conversations, and let people tell me their problem. It has let to sales and clients.

00:07:00 Coach Tammy Asmus: Reacted to "I have to not rush c..." with ❤️

00:07:04 Coach Tammy Asmus: Reacted to "I've created better ..." with ❤️

00:07:07 Coach Tammy Asmus: Reacted to "Reconnecting with lo..." with ❤️

00:07:07 Michelle Molendyk: Got my first reach out to me and became an engaged lead and we've been talking tips and tricks and it feels natural and authentic and good. Thanks to Coach Tammy for the help!

00:07:09 Coach Tammy Asmus: Reacted to "So many great conver..." with ❤️

00:07:18 Jackie Kannas: I was finding a problem with a customer. That first problem was solved. I normally would have stopped there, but I followed the script. And asked if there was anything else I could help with?

She did! I followed up with a Value chat, then asked if she would like the product rec. She said yes. Hasn't ordered YET ... but I'm excited to see if she orders it on her next order!

00:07:26 Coach Danielle Cole: Reacted to "Got my first reach o..." with ❤️

00:07:29 Kelli Boyles: I got into conversation with current customer on messenger and it lead to him asking to hop on the phone to catch up. I feel like it

was a win because I feel like it was personal and him really wanting to know what is going on in my life while sharing his.

00:07:33 Andrea Khashchuk: i had my highest paycheck EVER-it surpassed January of this year which was a milestone for me! and i enjoyed my biz this past month . hahah!

00:07:42 Coach Kristy Wharton: Reacted to "i had my highest pay..." with 🥰

00:07:42 Coach Danielle Cole: Reacted to "I was finding a prob..." with ❤️

00:07:51 Coach Kristy Wharton: Replying to "i had my highest pay..."

Wahoo! Congrats

00:07:52 Coach Danielle Cole: Reacted to "I got into conversat..." with ❤️

00:07:57 Coach Danielle Cole: Reacted to "i had my highest pay..." with ❤️

00:08:02 Gail: Congrats Karen!

00:08:11 Jackie Kannas: Reacted to "i had my highest pay..." with 🎉

00:08:12 Coach Danielle Cole: Way to go Karen!

00:08:27 Coach Kristy Wharton: Reacted to "I feel value add fol..." with 🔥

00:08:28 Jackie Kannas: Yay, Karen!!!!

00:08:43 Karen Hartlaub: lesson - don't skip the steps - i was talking to a customer and tried to skip forward in the steps

00:08:49 Carla Cross: An important lesson for me this week was listening to Megan yesterday on creating a solid schedule the beginning of each week and sticking to it as much as possible.

00:08:52 Coach Danielle Cole: Reacted to "An important lesson ..." with ❤️

00:08:52 Coach Tammy Asmus: @Karen Hartlaub Yea!!! Love it!

Congratulations!

00:08:53 Karen Hartlaub: Reacted to "Congrats Karen!" with ❤️

00:08:56 Lori Naylor: My lesson is I am having so many conversations and I have had some deep and authentic chats with people who I have never connected with before. I have been loving the tracking, have had 3 phone conversations, shared my product, and will be adding value. As well as follow up. Also seeing the value in having the conversations and LOVING CHATGPT for content and adding value. I am joyous again!

00:09:00 Karen Hartlaub: Reacted to "Way to go Karen!" with ❤️

00:09:03 Karen Hartlaub: Reacted to "Yay, Karen!!!!" with ❤️

00:09:08 Andrea Khashchuk: Replying to "i had my highest pay..."

thank you coach kristy!

00:09:10 Karen Hartlaub: Reacted to "i had my highest pay..." with 🎉

00:09:31 Coach Kristy Wharton: Reacted to "thank you coach kris..." with 🤗

00:09:54 Karen Hartlaub: Replying to "@Karen Hartlaub Yea..."

thank so much — i am thankful for the coaching.

00:09:54 Coach Kristy Wharton: Reacted to "My lesson is I am ha..." with 🤗

00:10:53 Melissa Meader: I understand all of the steps and how to do them but I've really found myself stalling out, feeling overwhelmed, and braindead and struggling to even know what to do.

00:12:04 Andrea Khashchuk: i need help making concise and defining my dream customer for my chat gpt value add content. i dont think its clear who my audience is? or maybe it is?

00:14:46 Coach Kristy Wharton: Replying to "i need help making c..."

What are some common characteristics of your customers, now? That match yours—SAHM or working mom? Hobbies? Core beliefs? Etc.

00:15:16 Christina Williams: Brit is my homegirl!

00:15:43 Karen Hartlaub: Replying to "i need help making c..."

I had Chat GPT ask me 20 questions to determine the qualities of my dream customer — ME. its was amazing what it came up with!

00:16:58 Michelle Molendyk: Replying to "i need help making c..."

love that. I've told Chat GPT about me and it gave my dream customer a name. gonna try the 20 questions.

00:18:04 Andrea Khashchuk: Replying to "i need help making c..."

@Coach Kristy Wharton stay at home mom/wife/home maker and health conscious, christ follower, enjoy making friends, building community, playing anything games or sports (playful) is what i wrote into the defining.

00:18:14 Coach Kristy Wharton: @Karen Hartlaub narrow it in to 3 "pillars" that you will created content area... we need to narrow it so its not so broad.

00:18:20 Andrea Khashchuk: Replying to "i need help making c..."

@Karen Hartlaub ooh thats a good idea too.

00:20:43 Andrea Khashchuk: Replying to "i need help making c..."

@Coach Kristy Wharton ok content area i did things i have seen with customers or have struggled with: uneven scarred skin, lack or energy/focus (for me it's anxious scatter/drive). lack of nutrition (getting more fruits and veg)

00:22:51 Charlotte Lauder: I think it's a nice interaction and that I'm not just interacting with AI

00:22:55 Lori Naylor: OH my goodness... this is so good!! 💜

00:23:25 Jackie Kannas: This was my EXACT question! What to do after they comment/raise their hand. LOVE IT!

00:26:42 Andrea Khashchuk: i found that when i ask their problem they are hoping to solve is different than what i thought so good im helping them solve their problem they find is important vs what i think is. love the diagnose then prescribe!

00:27:51 Coach Kristy Wharton: Reacted to "i found that when i ..." with 🔥

00:28:13 Karen Hartlaub: Does ChatGPT sync with the app and the web version

00:28:24 Andrea Khashchuk: Replying to "i need help making c..."

how would i define the customer with these 3 pillars i identified

00:28:45 Mikaela Scheel: Replying to "Does ChatGPT sync wi..."

If you're logged in, it does! 😊

00:34:01 Annette Ingersoll: Replying to "Does ChatGPT sync wi..."

I'm confused - what app are you referring to?

00:37:16 Melissa Meader: Every value add post doesn't have to directly relate to your products. It is you solving problems.

00:37:19 Patricia Ricci: That post is a brand post

00:37:33 Patricia Ricci: Health and wellness long term living

00:37:54 Karen Hartlaub: Replying to "Does ChatGPT sync wi..."

chatgpt

00:38:00 Coach Danielle Cole: Reacted to "Every value add post..." with ❤️

00:38:25 Annette Ingersoll: Replying to "Does ChatGPT sync wi..."

That's what I thought – thank you for clarifying, Karen

00:44:01 Patricia Ricci: Always compliance lol

Get them into the DMs lol never say it on the post

00:44:08 Patricia Ricci: Hahah yep into the DMs

00:44:16 Patricia Ricci: Talk about what they are feeling

00:44:23 Patricia Ricci: experiencing

00:45:11 Rena Meyer: Plexus girl here and just did a value post today on rheumatoid arthritis.

00:45:53 Patricia Ricci: 100% I learned so much

00:45:54 Joanie Neenan: That was super helpful

00:45:56 Patricia Ricci: Way to go girl

00:45:56 Christina Williams: She is the goat!

00:46:01 Christina Williams: My ride or die.

00:46:02 Sharon: yes she is. She's a great convention speaker also

00:46:08 Gail: Thank you Brittney!

00:46:10 Rena Meyer: Reacted to "She is the goat!" with ❤️

00:46:12 Rena Meyer: Reacted to "My ride or die." with ❤️

00:46:17 Patricia Ricci: Thank you for being vulnerable and representing the top 1% also needing to reimagine the new way

00:46:17 Mariah Jackman: Yess! Fellow plexus girl and this is so amazing to see you doing this!

00:46:24 Patricia Ricci: Sending you love babe

00:46:48 Charlotte Lauder: Go Britteny and thank you! Bob, you have just clarified brilliantly a piece that I was missing about "not mentioning the product means I can talk about health issues" – brilliant!

00:46:51 Stacey Heeren: I was thinking that- she's speaking for the masses!!

00:47:04 Patricia Ricci: Best zoom yet

00:47:17 Patricia Ricci: Share the biz

00:52:05 Amber Marsh: I can totally relate to this.  
00:52:51 Gail: Thanks for sharing Melissa!  
00:52:59 Karen Hartlaub: You have got this girl! @Melissa Meader don't listen to the lies we tell ourselves!  
00:53:02 Jackie Kannas: You got this Melissa!  
00:53:14 Patricia Ricci: Girllllll this hits home  
00:53:20 Maxie Gunderson: Thanks for sharing Melissa!  
00:53:21 Patricia Ricci: Like who am I to give this value  
00:53:29 Patricia Ricci: Dangggggggg best call ever  
00:53:34 Coach Tammy Asmus: Love you @Melissa Meader. You are enough!

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00:53:51 iPhone: Sending love to you Melissa! Gods for you ❤️❤️❤️  
00:54:20 Charlotte Lauder: Melissa, you've got this, get this reframed and take a breath, this is going to make you stronger and better with customers and on line.  
00:56:22 Katie balyszak: We love you Melissa!! We are always here for you and we are here for you in our group chat together anytime! 🤗  
00:56:42 Fireflies.ai Notetaker Tammy: The meeting schedule is about to end.

Action Items for this meeting:

- Follow up with the customer regarding the clean bath and body products and ensure they are satisfied with their purchase. @Karen Hartlaub
- Create a graphic on Canva with ideas for five high protein breakfasts and send it to those who comment 'protein'. @Brittney Howard
- Share the post about gut health that Bob Heilig mentioned. @Bob Heilig
- Provide a follow-up plan for the client struggling with food cravings and thyroid condition. @Brittney Howard
- Send the post about stress eating sugar to the individual mentioned in the conversation. @Brittney Howard
- Create foundational value posts for each symptom related to gut health as the core or root cause of the problem. @Brittany Howard
- Tag the hot leads in the post as part of the value add follow-up. @Melissa Meader

00:57:01 Maxie Gunderson: You can do this. You got it.  
00:57:26 iPhone: Yeah how human of us ... so true  
00:59:09 iPhone: 🙌 same here  
00:59:34 Heather's iPhone: Yessss

01:01:22 Andrea Khashchuk: thank you melissa for speaking up! this was so timely and so m:e: i am leading myself from love, compassion and grace which has been missing for me!

01:01:22 Jackie Kannas: Daaannnnngggg!!!! I LOVE THESE CALLS!!!!

01:01:49 Larissa Geertsen: Such a great session! Thank you to everyone!

01:01:56 Charlotte Lauder: thanks

01:02:17 Maxie Gunderson: Thank you si much.

01:02:25 Kathy Geertsen: Thanks so much Melissa.

01:02:41 iPhone: Yes thank you for leading Melissa 💕💕

01:03:10 Charlotte Lauder: Bravo

01:03:16 Deb Chase: Thank you Melissa! You rock!

01:03:23 Kelli Boyles: The emotion means that you found the pain point!!!

01:03:50 Julie Jacky: You ROCK @Melissa Meader!!!!

01:04:29 Jen Ann Scott: Great job Melissa. 🥰💪

01:05:01 Larissa Geertsen: THANK YOU!