

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

00:02:39 Fireflies.ai Notetaker Stephan: Talk to Fireflies:

- 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/01JTRNRHAF5C5NX7WFR02VZGDR6?ref=live_chat

00:05:05 Gail: good morning from Nebraska, Hi Bob!

00:05:17 Christina Williams: I have a question Bob

00:06:01 Kayla Nickey: I have an "it's too expensive" objection from someone after following the right flow.

00:06:16 Coach Tammy Asmus: Reacted to "good morning from Ne..." with ❤️

00:06:18 Kayla Nickey: Replying to "I have an "it's too ..."

I'm not sure how to respond.

00:06:20 Coach Tammy Asmus: Reacted to "I have an "it's too ..." with ❤️

00:06:40 Sharon Owens: Would love some nudge scripts ideas

00:06:43 Tiffanie: Reacted to I have an "it's too ... with "❤️"

00:06:55 iPhone: Replying to "Would love some nudg..."

Yes!

00:06:57 Gail: Replying to "Would love some nudg..."

yes!

00:06:59 Christina Williams: Oh I had a win! Customer and a new team member. And definitely learned some lessons too! Which is what triggered the question I have for you LOL

00:07:02 Jackie Kannas: I had someone message me on a product post, and she ordered this morning!

00:07:04 Tiffanie: Reacted to Would love some nudg... with "❤️"

00:07:11 Lori Naylor: Lot's more engagement and loving the conversations. I did begin a new client who I had previously never chatted with about my program.

00:07:11 Coach Kristy Wharton: Reacted to "Oh I had a win! Cust..." with ❤️

00:07:15 Mariah Jackman: I sent a message to someone I had just connected with through an unrelated facebook group. She had been saying how much she needed money, so I reached out lovingly and asked if she would be interested in this opportunity. She said yes and we had a zoom call. She will be ordering her products soon and wants to begin sharing too

00:07:28 Kayla Nickey: I was able to sign someone using the scripts and I've been talking to her since September of last year. 😊 Also! An inactive restarted for the same reason. 😊

00:07:33 Michael Giannini: Gaining more clarity around the process
 00:07:36 Charlotte Lauder: 2 new customers
 00:07:39 Jill Myers: Having so many more conversations that feel meaningful
 00:07:46 Angy Daniell: 2 new customers
 00:08:45 Kat Geertsen: I have been using the outreach and tweeting to invite to events and I am blown away by the results I am getting. Even If they cannot make it the are responding with "I need to get your products tho!"
 00:09:08 Coach Kristy Wharton: Replying to "Would love some nudg..."

My favorite is "nudging this message back up in case it was missed." Short and sweet, to the point.

00:10:12 iPhone: I am consistent with posting and reachouts. Still not getting g orders but I know thrq will come
 00:10:27 Angy Daniell: Started a conversation with any old acquaintance last week. She reached out to me asking me about the product. Immediately shared her problem. Wanted to order a large amt of product. And then someone mentioned to her that our product has a weird smell. I've reached out to her with a response about our ingredients. And now crickets. How do I proceed?
 00:10:31 Karen Hartlaub: I followed through on the core 4 and was able to determine a customer is not interested in our products anymore.
 00:11:54 Sharon Owens: Can we do value posts in an unrelated niche but one that appeals to our ideal client? Offering advice in a niche area no product or service sold . For example " parenting advice."
 00:12:26 Karen Hartlaub: Replying to "I followed through o..."

it was nice chat with her and not feel sad when she said she was no longer using our products. I was good with that. I served her and she felt served. I will still share things with her but not try to sell her

00:14:06 Brenda Lee Kaminsky: hmm, interesting. wow I have been taught to say less and use more tools? and told that is more duplicatable?
 00:15:17 Brenda Lee Kaminsky: ahh, that is brilliant !
 00:15:21 Coach Kristy Wharton: Reacted to "hmm, interesting. wo..." with 👍
 00:15:50 Sigrid: Reacted to "hmm, interesting. wo..." with 👍
 00:16:06 Jackie Kannas: DUH!!! What an ah, ha moment!

Send AFTER they have purchased

00:16:10 Brenda Lee Kaminsky: oh wow ! mike drop !
 00:17:43 Angela Ryks: oh a check list that'll be great!
 00:18:34 Sara Lee W: I've been making posts about various health and wellness issues, and not mentioning anything about products. When do I do this? Post about my products? I know I send it at the end when sending personal messages, but when on my FB page?
 00:19:02 Karen Hartlaub: I have a question about this week's lesson: you said to focus on ONE product — what if the product that is best for our customer is a trio (bundle) of

products that work synergistically to provide relief for things like neuropathy for example. The trio can sometimes be confusing but that might be my explanation.

00:19:03 Mariah Jackman: Yes! That happened! Its all coming together

00:21:20 Brenda Lee Kaminsky: aah great question, I too am a coach, which do I lead with

00:21:29 Coach Kristy Wharton: Replying to "Can we do value post..."

What is the problem you solve? for your products?

00:21:49 Brenda Lee Kaminsky: thank you, what a relief .. it has been a super struggle for me trying to do both

00:22:06 Sharon Owens: Replying to "Can we do value post..."

Skin / beauty issues

00:22:30 Socorro Dunn: Replying to "I've been making pos..."

Good question

00:23:05 Brenda Lee Kaminsky: agreed !

00:24:28 Sharon Owens: Replying to "Can we do value post..."

Crows feet, dark circles, large pores, dry/dull skin, thinning hair, weak nails, thinning lips etc

00:29:19 Coach Kristy Wharton: Reacted to "Skin / beauty issues" with 👍

00:29:21 Coach Kristy Wharton: Reacted to "Crows feet, dark cir..." with 👍

00:30:09 Sharon Owens: Reacted to "Crows feet, dark cir..." with 👍

00:34:40 Sharon Owens: Does the average consumer get the synergistic effect?

00:35:01 Coach Kristy Wharton: Replying to "Can we do value post..."

@Sharon Owens in this program we typically focus on one problem—we want you to become known for that thing...having the ability to discuss “parenting advice” could be helpful and might open conversations. Though my question would be, how is that related to skin/beauty issues? Im sure there is a connection, just what is?

00:35:07 Sharon Owens: Or does that require educating too?

00:35:12 iPhone: How long do we focus on one product/ bundle?

00:36:12 Coach Kristy Wharton: Replying to "Can we do value post..."

We havent gotten to this part in this program, but the parenting advice could more “connection” content—connecting around the problems in parenting. Make sense?

00:36:34 Coach Danielle Cole: Replying to "Does the average con..."

You can ask chagpt to explain thee synergistic effect so a 4th grader would understand the concept to help with the language.

00:36:57 Sharon Owens: Replying to "Does the average con..."

Great 💡 ! Thanks

00:37:11 Coach Danielle Cole: Reacted to "Great 💡 ! Thanks" with ❤️

00:39:00 Karen Hartlaub: thank you

00:40:20 Coach Kristy Wharton: Reacted to "Started a conversati..." with 👍

00:41:54 Coach Kristy Wharton: Do we know for sure that the “crickets” is due to “weird smell” ?

00:42:47 Angy Daniell: Replying to "Started a conversati..."

Not sure. She's busy and her response time can be really slow or really fast.

00:43:22 Annette Ingersoll: Sharon, you have beautiful skin! Do you use products from your company?

00:43:34 Coach Kristy Wharton: Reacted to "Sharon, you have bea..." with 🥰

00:45:00 Kristin: So no more "what you've had for dinner" posts? 😂

00:45:36 Gail: In reference to what you just said. I am a brand for Plexus. Should I be specific with gut health vs liver health? You get healthy to lose weight you don't lose Ex: to get healthy. So it would catch women that want weight loss if that's where they are at.

00:46:21 Coach Kristy Wharton: Replying to "So no more "what you..."

Could be valuable if you're helping people with that topic...just consider that, as well. 😊

00:46:31 Coach Danielle Cole: Those posts are good as well - there are different depths of connection content. That is a connection post that creates engagement.

00:47:05 Kristin: Replying to "So no more "what you..."

I was making a joke but can see the engagement angle.

00:54:06 Coach Kristy Wharton: Reacted to "I was making a joke ..." with 🥰

00:55:18 Kelli Boyles: Is there a specific framework as far as a posting schedule. Bob said value 3x a week (M W F) but how often should we be posting in the other buckets?

00:56:32 Sharon Owens: Yes Annette, I use all of our products

00:56:43 Sharon Owens: Reacted to "Sharon, you have bea..." with ❤️

00:56:45 Michael Giannini: Reacted to "Would love some nudg..." with ❤️

00:56:59 Michael Giannini: Replying to "Would love some nudg..."

Yes!

00:57:03 Annette Ingersoll: Replying to "Yes Annette, I use ..."

What company are you with?

00:57:23 Coach Danielle Cole: Reacted to "Yes!" with ❤️

00:57:45 Sharon Owens: Replying to "Sharon, you have bea..."

Yes ma'am 😊

00:59:13 Sharon Owens: Replying to "Sharon, you have bea..."

Today, was a no makeup day 😊, I'm glad I at least styled my hair.

01:00:21 Annette Ingersoll: Reacted to "Today, was a no make..." with 🥰

01:01:29 Jackie Kannas: Angy - can you PLEASE update us in the group as to how this conversation is going to play out. I'm invested in you!

01:01:51 Charlotte Lauder: Reacted to "Angy - can you PLEAS..." with ❤️

01:02:03 Mariah Jackman: How many times do you "nudge">

01:02:21 Kristin: Some good ah ha moments!

01:03:32 Brenda Lee Kaminsky: that is brilliant

01:04:43 Socorro Dunn: Thank you. Great call.

01:05:04 Socorro Dunn: Nudge - 70 x 7?

01:05:11 Karen Hartlaub: Reacted to "Nudge - 70 x 7?" with ❤️

01:05:18 Sharon Owens: Replying to "Yes Annette, I use ..."

Thanks for the compliment Annette! Could I ask why you're interested? 😊😊

01:05:44 traci linn: Reacted to "Nudge - 70 x 7?" with ❤️

01:05:46 Mariah Jackman: Definitely!

01:05:58 Gail: Thanks for your help Bob!

01:06:36 Brenda Lee Kaminsky: Great call Bob ! thanks for the clarity

01:06:43 Annette Ingersoll: Replying to "Yes Annette , I use ..."

I work with a skincare company and I think you said Bellame. I love Bellame. I love their cleanser and have used it for 5 years. I'm 63 and love all things your company has.