

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

00:01:08 Fireflies.ai Notetaker Bob: 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/01JVZB3M5D44R2WR8EDSPMNG42?ref=live\\_chat](https://app.fireflies.ai/live/01JVZB3M5D44R2WR8EDSPMNG42?ref=live_chat)

00:01:27 Nicole Sapriken (she/her): Good morning all

00:02:00 Stephanie Helmbold: Hey from Brentwood CA

00:02:12 Trish: Hey from Minneapolis, MN

00:02:18 Krissy Vick: Hey from Los Angeles

00:02:48 lauren cormier: Hey dash

00:02:49 Stephanie Whittaker: Lol hi Dash!!

00:02:53 Cheryl Mabry: terrorizing

00:04:12 Tammy: Had a new friend reach out from a story that I posted yesterday

00:04:16 Mary Daza: Had a health assessment with a friend who I was scared to approach!

00:04:17 Nicole Sapriken (she/her): Tomorrow is my 5 year Anniversary with my company!!

00:04:19 Theresa Torres: My first Love Led Client came on board.

00:04:24 Trish: Reacted to "Tomorrow is my 5 yea..." with 🔥

00:04:28 Chris Wenstrom: Best month ever on sales

00:04:30 Stacey Reeves Owens: I'm liking myself better...enjoying my work and working more from a place of abundance instead of scarcity.

00:04:34 Mandy & Wayne Hudson: Reacted to "My first Love Led Cl..." with ❤️

00:04:35 Stephanie Whittaker: Sponsored new teammate - using the announcement post to help her bring on 3 new clients!

00:04:36 lauren cormier: Got uncomfortable and started sending voice chats.

00:04:47 Mary Daza: Reacted to "Sponsored new teamma..." with ❤️

00:05:02 Chris Julian: Hey from Meridian Idaho

00:05:08 Susan Waterbury: Getting so much more engagement on my posts!

00:05:10 Heike Garton: Had an order inquiry from a value post and then followed by product post! First time!! 🥳

00:05:11 sue paige: Yeah Theresa!!!

00:05:13 lauren cormier: Reacted to "I'm liking myself be..." with ❤️

00:05:17 Stephanie Helmbold: I sat down with a struggling client and took her through the onboarding checklist. She LOVED it! She said how different it felt. It was AMAZING!!

00:05:21 Leigh Ulrich: I chose to follow a love-led approach even though my upline is pushing me to end the month in a definite fear-led way. ❤️

00:05:30 Krissy Vick: A friend of mine that I've been sharing helpful info with finally started following my advice. She's been watching me for a while and finally wanted to make a change for herself.

00:05:52 Stephanie Helmbold: Reacted to "I chose to follow a ..." with ❤️

00:06:22 Cheryl Mabry: 3 new clients this month, boldly asking 3 people to coach with me again...that are not currently clients. Took massive action the last few days...I had a Health Assessment last night, 2 more today and more asking for info! Got in person yesterday and boldly led 5 minutes of Yoga to a group of 50!

00:06:25 Mary Daza: I did a lot of "scary" things this week, feeling proud and grateful to Bob and the entire team💕

00:06:38 Kayla Allen: WIN: I'm seeing my Facebook page become a beautiful space of authenticity and vulnerability—where real connection happens. It's no longer just posts; it's pulling people in, drawing them closer to something real, and giving them permission to show up as they are.

00:06:50 Stephanie Helmbold: Reacted to "I did a lot of "scar..." with ❤️

00:06:54 Stephanie Helmbold: Reacted to "WIN: I'm seeing my F..." with ❤️

00:06:59 Mary Daza: Reacted to "I did a lot of "scar..." with ❤️

00:07:01 Stephanie Whittaker: Reacted to "I did a lot of "scar..." with ❤️

00:07:16 Susan Waterbury: Understanding more about how to lead my clients and send value add follow ups.

00:07:28 Rande Ballard: Having more health assessments doing convos the love-led way. 5 new clients out of 6 HA's!! Feels so good not to be so dang pushy.

00:08:05 Mary Daza: Reacted to "Having more health a..." with ❤️

00:08:44 Krissy Vick: Reacted to "WIN: I'm seeing my F..." with ❤️

00:09:00 Stephanie Whittaker: I had a value post connect DEEPLY with friends this week and that's led to meaningful conversations & it is serving potential clients, current clients, and coaches. I am starting to build this trust bridge that you're talking about. This is a huge win for me

00:09:38 Jessica Owens: Signed a new client this week. I did not CHASE her- she came to me!!!!!!

00:09:51 Mary Daza: Yes! No pressure

00:10:16 Stephanie Whittaker: Less work in the long run because health assessments don't feel like you're dragging them! Well done Theresa!

00:14:04 Mandy & Wayne Hudson: Should we let the new coach build the post or do it for them?

00:14:11 Megan Weisheipl: Reacted to "Signed a new client ..." with ❤️

00:14:26 Mandy & Wayne Hudson: We discussed it together

00:14:48 Megan Weisheipl: Reacted to "3 new clients this m..." with ❤️

00:14:59 Mandy & Wayne Hudson: We had a zoom and I took notes

00:15:44 Mandy & Wayne Hudson: Thank you!

00:16:22 Megan Weisheipl: Reacted to "I had a value post c..." with ❤️

00:16:36 Stephanie Whittaker: Love this Stacey! ❤️

00:16:57 Megan Weisheipl: Yes Stacey!!! 🙌🙌 So proud of you!!  
00:17:36 Cheryl Mabry: connected  
00:18:33 Mary Daza: Yes Stacey! Preach, I've been working through something similar in my own mind.  
00:19:02 Jessica Owens: I felt that too Stacey, but I discovered what you did. I just started coaching a person- which is really just Value Add- led to them eventually becoming a client.  
00:20:01 Stephanie Sipek: <https://yourvirtualupline.com/transformed>  
00:20:20 Stephanie Sipek: Replying to "https://yourvirtualu..."

Free to register for all LSG Members

00:20:43 Megan Weisheipl: Reacted to "Yes Stacey! Preach, ..." with ❤️  
00:20:47 Stephanie Whittaker: YES! You can tell!  
00:21:43 Team Your Virtual Upline: Reacted to "https://yourvirtualu..." with ❤️  
00:22:57 Coach Danielle Cole: Amazing Stacy!!!  
00:23:18 Stacey Reeves Owens: Reacted to "Yes Stacey!!! 🙌🙌 S..." with ❤️  
00:23:40 Stacey Reeves Owens: Reacted to "Yes Stacey! Preach, ..." with ❤️  
00:23:42 Mary Daza: Reacted to "I felt that too Stac..." with 🏆  
00:23:46 Stacey Reeves Owens: Reacted to "I felt that too Stac..." with ❤️  
00:24:34 Stacey Reeves Owens: Reacted to "YES! You can tell!" with ❤️  
00:24:37 Stacey Reeves Owens: Reacted to "Amazing Stacy!!!" with ❤️  
00:25:59 Liza Johnson: That's great advice.  
00:26:06 Chris Wenstrom: I not doing using social media, but I am using the authentic outreach etc. to have my best sales month in 11 years!  
Do you recommend this?  
00:26:46 Liza Johnson: Speaking of reviewing content. Would you mind commenting on this. <https://www.facebook.com/share/r/1Ah7F4cfCn/>  
00:27:29 Carol Crosby: I'd love to share an approach I used via text with a few previous clients intentionally to serve them from love as needed  
00:27:46 Megan Weisheipl: Go Chris!!! Best sales month in 12 years!! 🙌🙌  
00:28:40 Mary Daza: Wow Chris way to go!  
00:30:13 Cheryl Mabry: Reacted to "I'd love to share an..." with 🙏  
00:30:38 Nicole Sapriken (she/her): Chris has the problem that a lot of us wish we had  
00:30:58 Danielle Williams's iPhone: I create a busy women style series and it's just let you said no new likes or comments  
00:30:58 Stacey Reeves Owens: Replying to "Chris has the proble..."

truth!

00:31:01 Danielle Williams's iPhone: <https://www.facebook.com/share/p/16H8zzkUQ5/?mibextid=wwXlfr>  
00:31:05 Stacey Reeves Owens: Reacted to "Chris has the proble..." with 👍  
00:34:00 Mary Daza: Reacted to "Chris has the proble..." with 😏  
00:35:54 Jessica's iPhone 13 pro: Thank you for sharing Chris!!!! This is so helpful! Thanks bob! I needed this as well.

00:36:19 Cheryl Mabry: Reacted to "Thank you for sharin..." with 🙏  
00:36:34 Stephanie Whittaker: This is really helpful - thank you for speaking to this  
00:36:54 Trish: Is it ok to ask them if they know someone who also has a need who could be an accountability partner?  
00:37:48 Mary Daza: I've lost clients after bringing up coaching on their first celebration call  
00:38:01 Liza Johnson: Wow, I just received this from a fairly new customer. I'm curious: How would you address this? Ask What changes have you noticed? Or start with her reasons for purchasing 2 months ago?  
00:39:35 Molly Waldrup Johnson: I'm in a similar boat. Best month I've had in over a year!! 10 new customers & counting!! Posting but focus has been in person events through networking group.  
A few did hesitate to purchase because of "budget." Definite need. Still wait to mention business at on boarding??  
And like Chris... need to (re)build a team!  
00:40:06 Trish: Reacted to "Chris has the proble..." with 👍  
00:40:38 Molly Waldrup Johnson: And.... Congratulations, Chris!! 🎉🎉🎉  
00:41:06 Mary Daza: Can't wait ;0  
00:41:13 Jessica Owens: Oh Bob- I SO agree with what you just said!!!!  
00:41:26 Diana Henry: So excited for this to happen!!!  
00:41:33 Stephanie Whittaker: Loveeee this so much!  
00:41:41 Cheryl Mabry: Reacted to "Loveeee this so much..." with 🍷  
00:41:48 Jennifer Cumbie: YES!!! So ready for this!!  
00:43:14 Chris Wenstrom: Thank you for speaking the truth and helping me change my perspective  
00:44:08 Stephanie Whittaker: Im starting small groups June 10! Its gonna be so much better serving people better!!  
00:44:30 Cheryl Mabry: Reacted to "Im starting small gr..." with 🔥  
00:44:36 Mandy & Wayne Hudson: Can you share the way they are grouped? Or did she prompt certain time to do a group call?  
00:44:37 Tammy: What does that small group call mean? Like several clients on a zoom?  
00:44:41 Jessica Owens: I would love to know more about how to start a small group. I have a lot of older clients who aren't great on the technology.  
00:44:46 Jessica's iPhone 13 pro: Yes I had 150 directs join my first year and it's been a lot trying to maintain them and continue to bring new ones in as well. And balance it all!  
00:44:50 Carol Crosby: Wow - I bet some clients would prefer that!  
00:44:56 Jennifer Cumbie: Reacted to "Im starting small gr..." with 🔥  
00:45:02 Cheryl Mabry: Replying to "Im starting small gr..."

I love that you have a future date! I'm looking to do this in June as well

00:45:24 Susie Wolford: Replying to "Thank you for speaki..."

Where do you find these in person networking events to go to?

00:46:18 Ingrid: Reacted to Im starting small gr... with "🔥"

00:46:30 Ingrid: Reacted to Thank you for speaki... with "🔥"  
00:48:00 Stephanie Whittaker: Replying to "Im starting small gr..."

I talked to Wanda and she told me to choose a date 😊 I was spending all day on Tuesdays making client calls and it was exhausting. Now I postured this to clients this week that ill be starting 2 or 3 options for them to choose from and we all hop on zoom together for a half hour (morning afternoon and evening session), and we spend a half hour group coaching together just like this call where 1 person pops off mute at a time and I group coach the group. Way more effective for everyone past week 3 or 4 of their journey

00:48:15 Chris Wenstrom: Bob, I couldn't tell I wasn't presenting the business correctly until you pointed that out to me. This is why I am in LSG!

Thank you!!

00:49:03 Penny Blake-Womack: Reacted to "I talked to Wanda an..." with ❤️  
00:49:07 Lindsay Ault: Replying to "Im starting small gr..."

@Stephanie Whittaker love this idea! That sounds so helpful for clients

00:49:17 Stephanie Whittaker: Reacted to "@Stephanie Whittaker..." with ❤️  
00:49:22 Charity Smith: This is so helpful, to ask who am I being!  
00:49:36 Penny Blake-Womack: Replying to "Im starting small gr..."

@Stephanie Whittaker love this

00:49:43 Diana Henry: Reacted to "This is so helpful, ..." with 👍  
00:50:02 Megan Weisheipl: Reacted to "Bob, I couldn't tell..." with ❤️  
00:50:08 Megan Weisheipl: Reacted to "This is so helpful, ..." with ❤️  
00:50:17 Megan Weisheipl: Reacted to "Im starting small gr..." with ❤️  
00:51:19 Stephanie Whittaker: That just clicked for me with value posts. Thank you Bob  
00:51:29 Leigh Ulrich: Reacted to "I talked to Wanda an..." with ❤️  
00:52:33 Chris Wenstrom: I love the thought of posting content to serve others and if I don't do that, I'm losing an opportunity to serve others.  
00:53:11 Liza Johnson: Reacted to I love the thought o... with "👍"  
00:53:23 Nicole Sapriken (she/her): Reacted to "I love the thought o..." with ❤️  
00:54:44 Stephanie Whittaker: Small groups 5-7 each.

Extra accountability.

Everyone wins.

00:54:49 Coach Danielle Cole: Reacted to "Small groups 5-7 eac..." with ❤️  
00:54:53 Fireflies.ai Notetaker Bob: The meeting schedule is about to end.

Action Items for this meeting:

- Follow up with the new client that Teresa Torres has onboarded and provide them with more information about the program and products. @Theresa Torres
- Create a personalized plan for the client who is a race car driver, focusing on meal timing and exercise. @Theresa Torres
- Congratulate Teresa for using the tools provided and taking action to achieve results. @Bob Heilig

- Connect with people using the Engage Lead scripts and ask for screenshots back from the new coach. @Stephanie Whittaker
  - Create a post together with the new coach, ensuring it aligns with the framework discussed. @Mandy
  - Stacey Reeves Owens to create and share instructional videos on Tai Chi and nutrition information to provide value to her clients. @Stacey Reeves Owens
  - Make sure to register for the transformed event that starts next week. @Bob Heilig
  - Choose at least one piece of content created and one conversation had, and coach yourself
- 00:54:55 Mary Daza: 🧡
- 00:54:57 Fireflies.ai Notetaker Bob: on the execution of those two core four activities. @Bob Heilig
- Implement a weekly practice of reviewing one piece of content and one conversation to assess execution and learn from it. @Bob Heilig
  - Chris Wenstrom needs to start posting regularly in the team Facebook group to engage with customers. @Chris Wenstrom
  - Follow up with customers who need more help after the kickoff call. @Chris Wenstrom
  - Organize a group reset for customers who want to make a simple change. @Chris Wenstrom
  - Focus on the clients' needs during the first interaction instead of trying to sell them on the business opportunity. @Chris Wenstrom
  - Focus on creating a better experience for clients by demonstrating the value of the product before discussing business opportunities. @Chris Wenstrom
  - Teach the team about the Love-Led Content Rhythm that has been created. @Bob Heilig
  - Ensure Chris Wenstrom attends the important session next week to gain permission for posting frequency that suits his business and
- 00:55:00 Fireflies.ai Notetaker Bob: life. @Chris Wenstrom
- Review the post by Liza Johnson and provide feedback on the copy and recipe inclusion. @Bob Heilig
  - Review the content framework for value posts and ensure alignment with the specific audience's problem. @Liza Johnson
  - Deliver the missing piece in Transform next week that focuses on the emotional depth of posts and the combination of being love-led while executing tasks. @Bob Heilig
  - Create small group sessions instead of stacking all calls in one day, offering clients two time slots on specific days. @Tammy
  - Implement the same strategy as Tammy by creating small group sessions instead of stacking all calls in one day. @Stephanie
- 00:55:07 Coach Danielle Cole: Reacted to "Thank you for speaki..." with 🔥
- 00:55:21 Penny Blake-Womack: Reacted to "Small groups 5-7 eac..." with ❤️
- 00:55:41 Marjorie Kauffman: Are these zooms Wanda is doing?
- 00:55:52 Stephanie Whittaker: Replying to "Are these zooms Wand..."
- yes
- 00:57:01 Stephanie Whittaker: THIS!! Group coaching eliminates that problem 😊
- 00:57:08 Mary Daza: Reacted to "THIS!! Group coachin..." with ❤️
- 00:57:10 Mary Daza: Yes Tammy!



00:57:22 Danielle Williams's iPhone: Usually I wouldn't answer if I wasn't doing the work or following the plan you give me.  
00:58:16 Jessica Owens: How long are these group meetings?  
00:59:04 Charity Smith: Yes! Like this. 🤖  
00:59:07 Jennifer Cumbie: I messaged you @Stephanie Whittaker  
00:59:10 Danielle Williams's iPhone: There's strength in a group. They can support each over which gives you back your time.  
00:59:18 Stephanie Whittaker: Replying to "How long are these g..."

1/2 hour or less.

00:59:28 Stephanie Whittaker: Reacted to "I messaged you @Step..." with ❤️  
01:00:11 Rande Ballard: I think some of my clients would up their game!! what an amazing idea!  
01:00:15 Stephanie Whittaker: Reacted to "There's strength in ..." with ❤️  
01:00:25 Danielle Williams's iPhone: I know we are now out of time but I wanted you to look at my style series post.

<https://www.facebook.com/share/p/16H8zzkUQ5/?mibextid=wwXlfr>

01:00:25 Penny Blake-Womack: So good!  
01:00:30 Cristain Harris: We have calls with multiple leaders in our organization that goes through our education program of Optavia. So much value and community!  
01:01:45 Stephanie Whittaker: Posture it with FUN!!!  
01:02:01 Sandy Job-Rivera: Reacted to "I talked to Wanda an..." with ❤️  
01:02:20 Jennifer Cumbie: Reacted to "We have calls with m..." with ❤️  
01:02:29 Liza Johnson: Love that verbiage & excitement Bob on groups  
01:02:38 Cheryl Mabry: "Do you want to graduate?"  
01:03:18 Cheryl Mabry: I want to stop being the problem  
01:03:27 Krista Tavares: Match efforts  
01:03:45 Jessica Owens: When you work harder than the addict to get healthy- you are enabling- time to step back.  
01:03:52 Mary Daza: It's frustrating because that's how we were taught to do it :/  
01:03:56 Stephanie Whittaker: Reacted to "When you work harder..." with 🔥  
01:03:59 Mary Daza: Reacted to "When you work harder..." with 🔥  
01:04:01 Cheryl Mabry: Run with the runners, walk with the walkers, wave at the sitters!  
01:04:08 Mary Daza: Reacted to ""Do you want to grad..." with ❤️  
01:04:16 Jessica Owens: Reacted to "Run with the runners..." with ❤️  
01:04:41 Stephanie Whittaker: We gain our PEACE back  
01:04:49 Molly Waldrup Johnson: Reacted to "We gain our PEACE ba..." with ❤️  
01:05:03 Cheryl Mabry: AND our energy!  
01:05:12 Liza Johnson: Reacted to We gain our PEACE ba... with "❤️"  
01:05:18 Jennifer Cumbie: Reacted to "Run with the runners..." with ❤️  
01:05:45 Tammy: Thank you so much!!  
01:05:46 Jessica Owens: This was so good, Bob! Thank you!  
01:05:48 Marjorie Kauffman: Some do not zoom. How can we help them?

01:06:03 Liza Johnson: Thank you@  
01:06:12 Chris Julian: thank you..Always so helpful!!  
01:06:16 Jennifer Cumbie: Great call!! Thank you so much!!  
01:06:17 Stephanie Whittaker: Yes! Love this community  
01:06:18 Ingrid: Thanks ☺  
01:06:22 Mandy & Wayne Hudson: Thank you so much!  
01:06:31 Mary Daza: Thank you! Yep big week — turning 40!!  
01:06:31 Laura Trujillo: Thank you all!  
01:06:33 Susan Stearns: Replying to "Some do not zoom. Ho..."

Teach them how!