

# Weekly LOVE-LED™ Breakthrough Coaching & Strategy Session

00:03:19 Wendy Lee: Hey all! Dude -- i'm LOVING these scripts! So many great convos!

00:03:27 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/01JYQWSVNFF2NE537D7FP2FWKE?ref=live\\_chat](https://app.fireflies.ai/live/01JYQWSVNFF2NE537D7FP2FWKE?ref=live_chat)

00:03:43 Lyn Uniewicz: Hello from Australia

00:03:59 Bob Heilig: Love to hear that Wendy!

00:04:11 Wendy Lee: Reacted to "Love to hear that We..." with ❤️

00:04:18 Coach Kristy Wharton: Reacted to "Hey all! Dude -- i'm..." with 🥰

00:04:22 Wendy Lee: Replying to "Love to hear that We..."

And it's fun again

00:04:52 Coach Jess Mitchell: Reacted to "And it's fun again" with 🎉

00:04:55 Kathryn Aceves: Happy Thursday!

00:05:15 Theresa Roy: Can you turn up the volume on your microphone?

00:05:26 Coach Danielle Cole: Replying to "Can you turn up the ..."

Sound all good on my end

00:05:41 Stephanie Sipek: Replying to "Can you turn up the ..."

Mine too!

00:05:43 Coach Kristy Wharton: Reacted to "Can you turn up the ..." with 🤝  
00:05:52 Coach Kristy Wharton: Reacted to "Happy Thursday!" with ❤️  
00:05:55 DeeDee Fitch: Replying to "Can you turn up the ..."  
Me too  
00:06:00 Joanne Clement: The sound is great!  
00:07:02 Stephanie Daniel: That sounds exactly like what I need  
00:07:07 Coach Tammy Asmus: Reacted to "The sound is great!" with ❤️  
00:07:10 Coach Tammy Asmus: Reacted to "That sounds exactly ..." with ❤️  
00:07:29 Coach Kristy Wharton: Reacted to "That sounds exactly ..." with ❤️  
00:07:48 Anita's iPhone: Hi all from 🇨🇦❤️  
00:08:15 Coach Danielle Cole: Replying to "Hi all from 🇨🇦❤️"

Hi!

00:08:26 Karen Lovegrove: Reacted to "Hi all from 🇨🇦❤️" with ❤️  
00:09:09 Louise Edwards: Replying to "Hi all from 🇨🇦❤️"

Happy Belated Canada Day! From a Canadian American!!!

00:09:12 Ostrowski, Jennifer: Doing an AO by phone. It was a great convo. While no scripts used, the premise was!  
00:09:23 Coach Kristy Wharton: Reacted to "Doing an AO by phone..." with 🤝  
00:09:23 Hannah: I followed the AO Scripts and did VAFO and connected with 3 amazing woman and started building a relationship with them  
00:09:38 Coach Jess Mitchell: Reacted to "I followed the AO Sc..." with 🎉  
00:09:44 DeeDee Fitch: I printed and used the mindset sheets - at least 2 every day. I have a lot of head junk to turn around.  
00:09:57 Coach Jess Mitchell: Replying to "I printed and used t..."

Way to take it on!

00:10:01 Coach Kristy Wharton: Replying to "Doing an AO by phone..."

Able to help her with finding the gap? Her problem and/or her desired goal?  
Or was it just connecting authentically?

00:10:08 Theresa Roy: I backed off from automatically going to the product offering and listened more during value added follow up!!

00:10:08 Coach Kristy Wharton: Reacted to "I followed the AO Sc..." with 🎉

00:10:13 Megan Weisheipl: Reacted to "I followed the AO Sc..." with 🎉

00:10:15 Coach Kristy Wharton: Replying to "I followed the AO Sc..."

Congrats!

00:10:16 Louise Edwards: I am starting to take pictures of me again to put in my post – no canned photos.....stresses me, but I think it helps with connection

00:10:23 Coach Kristy Wharton: Reacted to "I printed and used t..." with 🔥

00:10:25 Coach Jess Mitchell: Replying to "I backed off from au..."

HUGE!!

00:10:25 Beth Hackett: Talked with a reactivated client and was completely present, listened and responded to what she needed.

00:10:26 Lisa Bomers: Slowing down in convos and asking more ?s

00:10:26 Kendra: Invisible win: not giving in to the fear to start posting about the new trip that was announced from my company.

00:10:26 Anita's iPhone: Replying to "Hi all from 🇨🇦❤️"

Thank you – happy almost July 4th🇺🇸

00:10:31 Stephanie Daniel: I am not leading with fear and I am actually posting on my personal FB profile differently and in line with my brand and business goals using the content rhythm from transformed.

00:10:35 Wendy Lee: Enjoying conversations again instead of them feeling like a burden

00:10:37 Joanne Clement: My invisible win is to keep up my love lead conversation considering all the incentive my company is doing for clients in

July!! I take a deep breath and keep on doing with love and not pushing doing sales!

00:10:38 Hannah: Replying to "I followed the AO Sc..."

Ty

00:10:39 Coach Jess Mitchell: Reacted to "I am starting to tak..." with ❤️

00:10:41 Tina: I allowed myself to say No to a feeling that crept into my mind and heart that was presented by someone that I trusted-

00:10:51 Kathryn Aceves: Not pushing someone to join my company on the last day of the month because she wasn't ready.

00:10:51 Ostrowski, Jennifer: Replying to "Doing an AO by phone..."  
Finding the gap, goal, offering the right solution.

00:10:58 Coach Jess Mitchell: Replying to "Slowing down in conv..."

Beautiful!

00:10:58 Sally Anderson: was feeling chaotic but breathed and told myself im still on the right path

00:10:59 Team Goyette (Jim & Kate): Showed up and continued to practice AO, value added follow up - even though not much engagement

00:11:01 Deb Chase: I am slowing down and connecting with others... its not a race

00:11:01 Coach Kristy Wharton: Replying to "I printed and used t..."

@DeeDee Fitch so proud of our cohort members who did this! You will NOT be sorry for this... it will serve you!

00:11:01 Jeni Mauldin: I was at peace for not posting today. Normally, I would spiral and feel guilty.

00:11:08 Coach Kristy Wharton: Reacted to "I backed off from au..." with 🔥

00:11:10 Amy Brown: I did some AO the past couple days I was scared to do but did it anyway. And just got off the phone with someone interested in program and had a very heartfelt, love led conversation about all the benefits and ways this will help her.

00:11:12 Anita's iPhone: NOT freaking out because only a handful of outreach done

00:11:13 Coach Kristy Wharton: Reacted to "I am starting to tak..." with 🔥

00:11:17 Lisa Bomers: Reacted to "Beautiful!" with ❤️

00:11:17 Coach Jess Mitchell: Replying to "Invisible win: not g..."



00:11:19 Coach Patty Voepel: Showed up every day, continued to learn , being more authentic and less fear

00:11:20 Coach Kristy Wharton: Reacted to "Talked with a reacti..." with 🔥

00:11:21 DeeDee Fitch: Reacted to "I printed and used t..." with 😍

00:11:23 Susana Garcia Betancourt: Using the Value Add Follow Up has been game changer. Following Up without inviting again and providing value ... loving it

00:11:30 Joni Mitchell: Just in our activation circle this morning, I was starting to get super overwhelmed with all the conversations about posting. I stepped back, took a deep breath, and CHOSE not to compare myself anymore! I am going at my pace and it's okay

00:11:30 Charity Smith: My invisible win is an aha moment, I have been trying to work through the resistance I feel when trying to transition the deeper conversations I have with past customers to their problems and my business. It was that for 99% of them they started their relationship with me because they love our products. I don't know if that makes sense to anyone else, but it was huge for me.

00:11:30 sasha: realizing when I am not being present then shifting myself back.

00:11:37 Team Goyette (Jim & Kate): I reached out and asked for a testimony from a former client - and the conversation was incredible!

00:11:37 Marcela Lopez: I didn't panic messaging people, I just did it, definitely feeling more comfortable sending messages

00:11:41 Karen Kvidera: I challenged my client in a troubled area from such a different place. This is my toughest part of coaching.

00:11:45 Chris Julian: Offering value instead of pushing a product..

00:11:54 iPhone: Short term distance from my upline to get away from the "noise" in my head and my red light story

00:12:06 Coach Jess Mitchell: Replying to "Not pushing someone ..."

This is huge! Way to go!

00:12:07 Susana Garcia Betancourt: I'm enjoying posting again and been consistently doing so since we started.

00:12:08 Rhonda Turner-Dillon: Authentic picture of myself instead of other things. My mind shifted to service instead of fears of what people think

00:12:12 Coach Kristy Wharton: Reacted to "Authentic picture of..." with 🔥

00:12:14 Coach Jess Mitchell: Replying to "Not pushing someone ..."

You chose the long-term win

00:12:14 Jill Prescott: I did AO to past customers in my previous business

00:12:19 Coach Kristy Wharton: Reacted to "I'm enjoying posting..." with 🔥

00:12:29 Coach Kristy Wharton: Reacted to "I did AO to past cus..." with 🔥

00:12:33 Lori Reetz: I did an authentic reach out and the response made me spin for a bit. Then I refocused myself and used the ChatGPT prompt and found a response that I felt good about. She didn't respond back again, however, I felt good about myself for focusing and sending a love led response for the first time ever!

00:12:33 Coach Danielle Cole: Reacted to "I reached out and as..." with 🔥

00:12:38 Bonnie Harris: I'm feeling more joy in my life and starting to have more fun in my business.

00:12:40 Coach Danielle Cole: Reacted to "Offering value inste..." with 🔥

00:12:45 Diane Eskey: I questioned my Authentic post this week, I was going to send it to a coach to review it first, but then just sent it and it had

more comments than I even have gotten before and had over 200 likes & loves. I trusted myself.

00:12:50 Coach Kristy Wharton: Reacted to "I'm feeling more joy..." with ❤️

00:12:53 Joanne Clement: I hear you Wendy! I have great opening for conversations by getting back with them and thank them for their support

00:12:59 Coach Kristy Wharton: Reacted to "I hear you Wendy! I..." with ❤️

00:13:04 Coach Jess Mitchell: Replying to "Using the Value Add ..."

Wonderful to hear!!

00:13:05 Karen Kvidera: Great Wendy!!

00:13:20 Coach Jess Mitchell: Replying to "Just in our activati..."

Yes yes yes!

00:13:29 Coach Tammy Asmus: Reacted to "Just in our activati..." with ❤️

00:13:34 Coach Kristy Wharton: Reacted to "Just in our activati..." with ❤️

00:13:34 Chris Julian: Also.. learning to get into the present as Megan described before doing any Core 4

00:13:40 Coach Tammy Asmus: Reacted to "Also.. learning to g..." with ❤️

00:13:43 Coach Jess Mitchell: Reacted to "I reached out and as..." with 🔥

00:13:47 Bonnie Harris: Yeeessss I feel the same way Wendy

00:13:48 Megan Weisheipl: Reacted to "Also.. learning to g..." with ❤️

00:14:02 Coach Jess Mitchell: Reacted to "Short term distance ..." with ❤️

00:14:07 Lyn Uniewicz: Agree Wendy, Im finding conversation more natural and flowing. Good on you, so good

00:14:14 Karen Kvidera: I am able to do one thing in presence and then able to shift to the next. Love Core 4.

00:14:16 Cindy Templeton: Reframing my thoughts of beginning my new Seminar Year in my business with excitement. After 30 years, it was becoming exhausting leading from fear. I'm so excited to watch this year unfold.

00:14:21 Coach Danielle Cole: Reacted to "I am able to do one ..." with ❤️

00:14:26 Coach Jess Mitchell: Replying to "I did an authentic r..."

Love this!!

00:14:43 Louise Edwards: Reacted to "I reached out and as..." with ❤️

00:14:44 Coach Jess Mitchell: Replying to "I questioned my Auth..."

WOW!!!! So beautiful to hear!

00:14:53 ray & krysti findley: trust yourself

00:14:56 Coach Kristy Wharton: Replying to "Just in our activati..."

@Joni Mitchell so good to hear this!

00:15:04 Coach Kristy Wharton: Reacted to "trust yourself" with 🙏

00:15:07 Coach Danielle Cole: Reacted to "Just in our activati..." with 🔥

00:15:08 Diane Eskey: Reacted to "WOW!!!! So beautiful..." with ❤️

00:15:23 Louise Edwards: Reacted to "I questioned my Auth..." with ❤️

00:15:28 Coach Kristy Wharton: Replying to "trust yourself"

this!! Trusting our inner self—rooted in love!

00:15:31 Karen Kvidera: Trusting you.

00:15:32 Coach Jess Mitchell: Replying to "Reframing my thought..."

So happy for you to start with a fresh spirit and peace!

00:15:43 Louise Edwards: Reacted to "Reframing my thought..." with 💕

00:15:48 Coach Jess Mitchell: Replying to "I challenged my clie..."

This is true leadership! 😊

00:15:53 Coach Kristy Wharton: Reacted to "Reframing my thought..." with ❤️

00:15:56 Cindy Templeton: Reacted to "So happy for you to ..." with ❤️

00:15:57 Coach Tammy Asmus: Reacted to "Reframing my thought..." with ❤️



00:16:04 Coach Tammy Asmus: Reacted to "I challenged my clie..." with ❤️

00:16:16 Wendy Lee: Reacted to "Yeeessss I feel the ..." with ❤️

00:16:21 DeeDee Fitch: Replying to "I printed and used t..."

Thank you Kristy!

00:16:29 Coach Danielle Cole: Reacted to "I printed and used t..." with 🔥

00:16:53 Teresa Snider: In reading what some others have written about the outreach scripts and they are stumbling with how to use them, then I could feel I'm not the only one ... and I could relax a bit about it.

00:16:55 Coach Kristy Wharton: Replying to "Reframing my thought..."

@Cindy Templeton thanks for sharing today! So glad he started with "not flawless" bc we know we are learning and that is OKAY... you were magnificent this morning!

00:17:08 Bonnie Harris: No one has explained it like this before, so I

Thank you Coach Bob

00:17:09 Coach Kristy Wharton: Reacted to "In reading what some..." with 🤗

00:17:43 Louise Edwards: as an Optavia coach, I call my current clients weekly and the scripts are so much better than what they taught us. How was your week, what did you learn in your book, any challenges....I love them. This is the one I used this week: "What do you feel is missing? What do you think you need <from me as your coach> most right now?"

00:17:45 Coach Kristy Wharton: Replying to "In reading what some..."

It's more than okay to be in that space—it means youre growing. @Teresa Snider

00:18:03 Karen Kvidera: Replying to "I printed and used t..."

Me too DeeDee

00:18:16 Coach Danielle Cole: Replying to "In reading what some..."

And learning

00:18:23 Coach Kristy Wharton: Reacted to "Thank you Kristy!" with 🔥  
00:18:46 Kathryn Aceves: especially with a NEW product line just released!  
00:19:00 Hannah: PUPPY  
00:19:08 Beverly Skivolocki: Reacted to "PUPPY" with ❤️  
00:19:14 Coach Jess Mitchell: Reacted to "PUPPY" with 😊  
00:19:28 Bonnie Harris: Exactly!  
00:19:32 Coach Jess Mitchell: Play the long-term game.  
00:19:38 Hannah: Reacted to "Play the long-term g..." with 🔥  
00:19:39 Marcela Lopez: What a cute dog 😍  
00:19:43 Cindy Templeton: Reacted to "@Cindy Templeton tha..." with ❤️  
00:20:08 Bonnie Harris: It's not easy to do that when you are drinking the Kool-Aid LOL  
00:20:14 Coach Kristy Wharton: Reacted to "I challenged my clie..." with 🤗  
00:20:52 Coach Tammy Asmus: Reacted to "It's not easy to do ..." with 😊  
00:20:56 Kathryn Aceves: Reacted to "It's not easy to d..." with 😊  
00:21:27 Hannah: Guidance  
00:21:38 Coach Danielle Cole: Leadership  
00:21:53 Amy Brown: Helping them take ownership of their journey  
00:21:59 Cindy Templeton: Replying to "Reframing my thought..."

Thank you! I'm falling back in love with why God chose me as a leader in my industry. This is a journey of affirmation.

00:22:04 Alli Gilmore: So what about this comment I got? - "Why didn't you share about the sale? I missed out on the savings because I didn't see your post about it"

Is there a love-led way to share promotions so our clients don't miss out?

00:22:11 Theresa Roy: That's LOVE, Karen...  
00:22:20 Kathryn Aceves: Edify is a good word instead of encouragement  
00:22:57 Cindy Templeton: Reacted to "Edify is a good word..." with 👍

00:23:38 Coach Jess Mitchell: Replying to "So what about this c..."

Yes absolutely! When you have current customers, you can share with them about those opportunities. As long as you do it from love, for helping their problems of course. Private message is a great place for this.

00:23:41 Team Goyette (Jim & Kate): Reacted to "Helping them take ow..." with ❤️

00:25:01 Kendra: @Alli Gilmore I have asked my customers if they want to stay up on sales and promos. If they say yes, I take their phone number, put it in project broadcast and then text them when there is a promo.

00:25:10 Ostrowski, Jennifer: Karen, so my story too. So many programs attended and never actually implemented.

00:25:28 Kathryn Aceves: Reacted to "@Alli Gilmore I ha..." with 👍

00:25:28 Coach Tammy Asmus: @Karen Kvidera Love your heart! You are exactly where you need to be and you are a Love-Led Leader! Xoxo, Coach Tammy

00:25:33 Coach Kristy Wharton: Replying to "So what about this c..."

@Alli Gilmore how would you have shared it before?

00:25:35 Team Goyette (Jim & Kate): Oh I needed that too!!!

00:25:44 sasha: great job Karen!!

00:25:59 Joanne Clement: Go Karen go

00:26:00 Coach Patty Voepel: Awesome Karen great reminder

00:26:38 Bonnie Harris: I didn't know I was going to cry this early in the morning. Dang that got me feeling all the feels.

00:26:48 Coach Danielle Cole: Reacted to "I didn't know I was ..." with 🥰

00:27:53 sasha: I am stuck because the question I asked her she didn't answer. Not sure she was actually avoiding it, but I don't know where to go from here.

00:28:12 Alli Gilmore: Replying to "So what about this c..."

What if one of their problems is that they want the products, but they are too expensive? Could a promo be a way to reach back out and offer that as a solution?

What about an email blast since I have too many current customers to send individual messages, would that be ok? If it's focused on the budget solution?

Just a big pushy social media blast about the sale can be something I leave out moving forward?

00:28:22 Coach Kristy Wharton: Reacted to "What if one of their..." with 👍

00:28:57 Alli Gilmore: Reacted to "@Alli Gilmore I have..." with 👍

00:30:27 Cindy Templeton: I posted an authentic post regarding my speaking to young people at a career development class. I tagged the facilitator and the group in my post. It received a lot of engagement. However, many of the people that liked loved, etc. I do not know (friends on Facebook) since I tagged the facilitator. Do I acknowledge these people?

00:31:44 Louise Edwards: Replying to "I posted an authenti..."

Absolutely!!!!!!

00:32:22 Cindy Templeton: Replying to "I posted an authenti..."

@Louise Edwards that would be messaging them through Facebook in which we are not friends so they may or may not see it, correct?

00:32:37 Coach Danielle Cole: Replying to "I posted an authenti..."

Correct

00:32:45 Louise Edwards: Replying to "I posted an authenti..."

@Cindy Templeton Correct...

00:32:54 Cindy Templeton: Reacted to "Correct" with 👍

00:32:57 Cindy Templeton: Reacted to "@Cindy Templeton Cor..." with 👍

00:33:12 Karen Lovegrove: How do you bring the conversation back when you don't know the problem.

00:33:22 Tina: 100

00:33:24 Coach Kristy Wharton: @Alli Gilmore so exactly— those who have expressed that cost is a problem, id definitely reach out to them. This is why you want to track the problems people share with you. And to keep from blasting “sale” you could do something like this... “I often hear that people want to solve X problem and yet it isn’t in the budget, this month. If this is you... .” type message ... make sense? Solving problems...

00:33:48 Bonnie Harris: I really need help with this one.....I have a former customer. I did a reach out using the script knowing her problem and her response left me speechless

00:33:59 Joanne Clement: I’ve in a convo with my next business partner for a while. This week she shared all the changes she is doing in her personal and professional life and she still have in her thought that what I’m proposing can be another options for diversified income! So she’s not saying yes or no. That where I’m at with that convo

00:34:00 Coach Danielle Cole: Replying to "How do you bring the..."

Bring It back to the original question - so what is your biggest challenge in this area.

00:34:31 Alli Gilmore: Replying to "So what about this c..."

Ok, great thank you!

00:34:48 Coach Kristy Wharton: Reacted to "Ok, great thank you!" with 🙏

00:35:44 Karen Lovegrove: Replying to "How do you bring the..."

What if you do and they still don't answer

00:36:42 Coach Danielle Cole: Wait a couple of days and give them a gentle nudge.

00:36:44 Coach Kristy Wharton: Replying to "I really need help w..."

Do you want to share here for feedback?

00:38:00 Louise Edwards: I had a lot of ghosting this week!!!!

00:38:48 DeeDee Fitch: Thank you @sasha That was helpful

00:40:05 Amy Brown: Else we're trying to go too fast when we need to slow down.

00:40:18 Lisa Bomers: I think the script was a little confusing on that if you mentioned fb post/etc and then going on

00:42:20 Wendy Lee: red light story

00:43:34 Anita's iPhone: I hate the term "ghosting" - it means we are assuming they aren't answering and its because we've done something wrong.

00:43:46 Coach Kristy Wharton: Replying to "I had a lot of ghost..."

Be careful about making a no response be ghosting... might be but also might not be. Right?

00:44:18 Anita's iPhone: Im trying to not assume why someone hasn't responded

00:44:27 Coach Kristy Wharton: Replying to "I had a lot of ghost..."

@Louise Edwards im curious... how many messages have you sent and when?

00:44:45 Coach Kristy Wharton: Reacted to "Im trying to not ass..." with 🔥

00:45:23 Tina: What if it's coming from your Upline?

Ghosting?

I've never experienced this and it has kept me stagnant for a couple of days now

00:45:59 Coach Kristy Wharton: Replying to "Im trying to not ass..."

With everything that happens, our "power-love" is in what we make it mean. We get to create the narrative.

00:46:04 Coach Danielle Cole: @Bonnie Harris - quick chat tips:

## Tips & Tricks for Managing Alopecia

### Scalp Care

Hydration is key: Encourage the use of gentle, fragrance-free moisturizers or scalp serums to prevent dryness or irritation.

SPF protection: If the scalp is exposed, remind them to use a scalp-specific sunscreen or wear a hat to protect from sunburn.

Avoid harsh products: Recommend sulfate-free, gentle cleansers and avoid alcohol-based styling products that may irritate the scalp.

### Styling & Confidence Boosters

Headwraps, hats, and scarves: Offer guidance or tutorials on stylish wraps or accessories. Breathable, soft materials (like bamboo or cotton) work best.

Wigs & toppers: Suggest quality wig brands or local salons that specialize in fitting wigs for alopecia clients. Lightweight lace-front wigs look more natural.

Eyebrow and lash alternatives: If they're affected, recommend brow stencils, microblading, or magnetic lashes designed for sensitive skin.

00:46:15 Hannah: Replying to "So what about this c..."

You found the problem

00:46:20 Wendy Lee: Replying to "What if it's coming ..."

I would not assume she ghosted. I would just reach back out and remind her that you reached out.

00:46:33 Coach Kristy Wharton: Reacted to "I hate the term " gh..." with ❤️

00:46:44 Lisa Bomers: So when you do VAFU, are you supposed to say that you also have a solution or send the VAFU first

00:47:15 Coach Jess Mitchell: Great thing to identify! Don't use a word if it steals your joy or power.

00:47:19 Wendy Lee: Replying to "What if it's coming ..."

I have a large team and sometimes people reach out and I see the message, but am on a zoom with someone or in the middle of dealing with kids and forget to reply. I always tell my team to message me again if i don't reply

00:47:30 Stephanie Daniel: if we did some reach outs and got no response what would be the follow up with that?

00:47:55 Coach Danielle Cole: Replying to "What if it's coming ..."

When someone does not respond – give them a gentle nudge. Life is so busy this time of season and people see messages and just move on to something else. I forget to respond all of the time

00:47:56 Marianne Dombrowski: Replying to "if we did some reach..."

Good question! I get this too!

00:48:13 Stephanie Daniel: Reacted to "Good question! I ge..." with 👍

00:48:44 Team Goyette (Jim & Kate): Replying to "What if it's coming ..."

Can you give some examples of simple, gentle nudges?

00:48:58 Diane Eskey: So on the Personal Post Interaction script (used with those that commented on my authentic post), when used and when they response the purpose is just to re-engage in the relationship and nothing else correct? thanks for clarifying.

00:49:28 Coach Danielle Cole: Replying to "So on the Personal P..."

You are correct! XO

00:49:36 Diane Eskey: Reacted to "You are correct! XO" with ❤️

00:49:58 Coach Danielle Cole: Replying to "if we did some reach..."



I know this season of life can be so busy. I hope you saw my message above.  
I look forward to connecting.

00:50:02 Tina: Replying to "What if it's coming ..."

Thank you!

I will reach out again-

00:50:05 Coach Danielle Cole: Replying to "What if it's coming ..."

I know this season of life can be so busy. I hope you saw my message above.  
I look forward to connecting.

00:50:05 Coach Kristy Wharton: Replying to "What if it's coming ..."

@Tina remember that you control the narrative... of what a neutral circumstance like someone not responding means. An example of a nudge "Hi Kate..nudging this message back up in case it was missed. Looking forward to hearing back from you.'

00:50:43 Team Goyette (Jim & Kate): Reacted to "I know this season o..." with 👍

00:50:56 Bonnie Harris: So good!!!

00:51:05 Coach Jess Mitchell: Replying to "So when you do VAFU,..."

Follow the initial message script from Monday's lesson packet, where you ask for permission to send them something you found that may support them. Then asking to send your product solution comes right after. We will dig into that further in coming weeks!

00:51:35 Team Goyette (Jim & Kate): Reacted to "@Tina remember that ..." with 👍

00:52:11 Stephanie Daniel: Replying to "if we did some reach..."

thank you

00:53:43 Louise Edwards: I didn't feel pressured to constantly post; I was deliberate about my posts, and I realize my shame of having gained some weight back was holding me from truly leading my clients. NO MORE!!!!

00:54:19 sasha: IW-starting conversation with Eloise & leading her.

00:54:27 Joanne Clement: Leading the convo with one question at a time

Lead and be in control of the convo

Make it about them and not me

00:54:30 Coach Kristy Wharton: Replying to "if we did some reach..."

@Stephanie Daniel one I use is simple... "Hey Stephanie.. nudging this message back in up in case it was missed. Looking forward to hearing back you!"

00:55:07 Chris Julian: I want to be the leader who actually leads.. so I will follow up in that manner this week with my invisible win

00:55:11 Anita's iPhone: Invisible win: taking pressure off myself to meet the target perfectly ( ie 20 outreach calls)

Lesson: i don't have to do it perfectly to do SOMETHING!

Action: commit to 4 outreach a day and not worry if the message was perfect

00:55:17 DeeDee Fitch: I used the mindset sheets - invisible win

2. I have tools to stop the red light stories and head junk

3. I will use the sheets ever day

00:55:20 Jasmina Bhattacharya: Invisible win: as I have become more conscious about being joyful, coming from a place of peace etc I realized that I actually closed June in a better place than I have since February. Quite naturally too. I did not have new clients sign up but had a comeback client, and a new coach after almost a year and a half!

Lesson: Continue to consciously choose purpose and peace over desperation.

Love led Action: do authentic outreach from that place.

00:55:24 Coach Jess Mitchell: Reacted to "I didn't feel pressu..." with 🔥

00:55:28 Deb Chase: Ive slowed down to connect and have much deeper convos to develop trust. I will continue to be preent and slow down. Its not the quantity but quality

00:55:30 Theresa Roy: I didn't lead with Products first... Lesson - Love means never leading with the product or service you are selling.. LLL means you start with the person and their needs first.. find real connections....

Action: Concentrate on the process.. trust the LLG process and keep showing up as Leader instead of sales person

00:55:32 Karen Kvidera: Share my heart, It told me I am capable of sharing hope, put people first!

00:55:33 sasha: IW-starting a conversation with Eloise and leading her.Lesson-I want people to know I care and feel important. Action When reaching out remember that others will feel cared about when I reach out to them.

00:55:46 Team Goyette (Jim & Kate): I lead with some boldness pushing through my fear of being rejected.

Lesson: What is my intention - and thinking about my intention before AO

and VAF and Offer. I want to be love-led and let my caring show through

Carry through: Trust the process and continue to reach out with intention to lead with authenticity.

00:55:47 Karen Sorenson: Invisible win- take time before you respond.

Make sure your response is heart and love led. Ask chat gpt for help. lesson-

its about them, not me. action- slow down, be more conscious of being the leader your heart wants you to be

00:56:03 Louise Edwards: My Canadian friend!!!!

00:56:08 iPhone: I lead differently by deciding that right now I need to distance my self from my upline daily meetings. This was leading to red lights. I am focusing on learning the LL right now.

00:56:10 Karen Lovegrove: Boy can I relate to you Anita

00:56:13 Lyn Uniewicz: Reached out without feeling the pressure, not to be scared and ask one question only, keep going and remember its about them and not me

00:56:16 Karen Kvidera: I can totally relate to that!

00:56:36 Charity Smith: Had the courage to reach out in love. That i am capable of being the leader I want to be. I will continue to reach out with attachment to the result, and be direct about their problems and how I can help.

00:56:41 Coach Jess Mitchell: Reacted to "Invisible win: as I ..." with ❤️

00:56:46 Coach Jess Mitchell: Replying to "Invisible win: as I ..."

Love this!

00:56:53 Coach Jess Mitchell: Reacted to "I used the mindset s..." with ❤️

00:56:56 Diane Eskey: I questioned my authentic post this week but just did it anyway. It taught me to trust myself. this week I'll trust myself more and trust the process I'm learning. I'm still seeing others on my team do it saley.

00:57:05 Stephanie Daniel: Replying to "if we did some reach..."

thanks

00:57:05 Lori Reetz: I led differently because I refocused myself out of my mind spinning. I learned that I can do this and get myself out of paralysis. I will take the new belief that I am capable of having authentic conversations with people.

00:57:14 Karen Kvidera: Wow!!

00:57:35 Coach Jess Mitchell: Reacted to "I didn't lead with P..." with 🔥

00:57:44 Coach Jess Mitchell: Reacted to "Share my heart, It ..." with ❤️

00:58:03 Jade Schlemmer: Invisible Win

Where did you lead differently this week (even if no one saw it)? I chose to pause instead of blast my way through (thanks Danielle for the reminder !). In a moment where I normally would have rushed to fix, explain, or perform—I held space instead. It was intentional leadership

Lesson

What did that moment teach you about the kind of leader you want to be?

👁️ I want to be a leader who listens first, even when my instinct is to jump in.

LOVE-LED Action

What's one move you'll take this week from that new belief?

I'll not to push to instruct, but simply to see what they need.

00:58:06 Coach Jess Mitchell: Reacted to "I lead with some bol..." with 🔥

00:58:15 Coach Jess Mitchell: Reacted to "Invisible win- take ..." with 🎉

00:58:16 Coach Danielle Cole: Reacted to "Invisible Win

Where ..." with ❤️

00:58:23 Jill Prescott: 1- AO to past customers from previous biz 2- make the message about them, not me, 3- turn off the red light stories

00:58:36 Coach Jess Mitchell: Reacted to "I lead differently b..." with ❤️

00:58:37 Coach Danielle Cole: Replying to "Invisible Win

Where ..."

So proud of you! XOXO

00:58:43 Theresa Roy: Anita – great takeaway.. Use this in other areas of our life!!

00:58:54 Coach Jess Mitchell: Replying to "I lead differently b..."

Blinders on for a little bit 😊

00:59:13 Jade Schlemmer: Replying to "Invisible Win

Where ..."

❤️ you inspire me

00:59:17 Coach Jess Mitchell: Reacted to "I questioned my auth..." with ❤️

00:59:51 Jasmina Bhattacharya: Replying to "Invisible win: as I ..."  
Thank you! i also had better conversations with my coaches who are not truly engaged. And could meet them where they are and help them take 1 small step forward. Even spoke about it being ok if they don't want to continue coaching - I am ok with it and they have to find their purpose or they won't be able to continue

00:59:54 Coach Jess Mitchell: Replying to "I led differently be..."

Beautiful and powerful!

01:00:27 Coach Kristy Wharton: Replying to "I lead differently b..."

Block that noise... we talked about this on our group call today! Good for you.  
@iPhone

01:00:27 Coach Jess Mitchell: Reacted to "Invisible Win Where ..." with ❤️

01:00:56 Coach Kristy Wharton: Reacted to "Invisible Win Where ..." with 🙏

01:01:31 Wendy Lee: Have another zoom to jump to, but want to say this is so powerful and I'm so grateful! Thank you Bob!

01:02:27 Anita's iPhone: Reacted to "My Canadian friend!!..." with ❤️

01:02:29 Anita's iPhone: Reacted to "Boy can I relate to ..." with ❤️

01:02:41 Joanne Clement: Thank you again for this great hour of coaching!

01:03:04 Jasmina Bhattacharya: Thank you Bob and team!

01:03:40 Tina: Excited for Monday!

Hope everyone has an amazing Independence Day 🇺🇸🥰

01:03:41 Bonnie Harris: Ohhh I love that. Actually that is a silent win for me as well. I released with peace. I had a client who decided to leave and I didn't feel like I failed. Normally I would feel awful but I actually felt peace.

01:03:50      Lyn Uniewicz:      Thank you Bob and other coaches, great session

01:03:50      Coach Jess Mitchell:      Reacted to "Ohhh I love that. Ac..." with 🎉

01:03:51      Deb Chase: Thank you Bob!