

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

00:01:31 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/01JZXVGDQS4SBV817ND293ZMSV?ref=live\\_chat](https://app.fireflies.ai/live/01JZXVGDQS4SBV817ND293ZMSV?ref=live_chat)

00:02:29 Nicole Sapriken (she/her): Good afternoon all

00:02:59 Theresa Torres: Deeper Connections

00:03:00 Nicole Bowles: I am back <3

00:03:11 Hilleri Dickey: Give it time

00:03:37 Kelly's iPhone: Working less and less content but more sales

00:03:42 lauren cormier: Deciding to give it to God and just being true to myself in every aspect of my business

00:04:06 Jessica Owens: I'm moving past the fear and I have been more consistent- like by a lot.

00:04:11 Stacey Reeves Owens: Allowed myself freedom from pressure and allowed the week to flow

00:04:18 Kayla Allen: Referrals are coming this week, people see my heart and sending people my way

00:04:18 Amber Marsh: Staying on track with what I'm learning here as opposed to implementing the high level network marketing expert my company just put out.

00:04:18 Stephanie Whittaker: I had a coach explore today that the guy thanked me for asking him questions that helped him. It wasn't about him joining or not joining, but about actually helping him gain his own clarity in the moment. Im no longer trying to "get" people, but truly help them

00:04:24 Cheryl Mabry: Showed up at a chamber meeting & shakily announced myself as a health coach to 20+ business owners

00:04:26 Coach Kristy Wharton: Reacted to "Working less and les..." with ❤️  
00:04:29 claudia: being more intentional with my posts  
00:04:30 Coach Kristy Wharton: Reacted to "Deciding to give it ..." with ❤️  
00:04:34 Kelly's iPhone: I am in the office  
00:04:34 Coach Kristy Wharton: Reacted to "I'm moving past the ..." with ❤️  
00:04:42 Coach Jess Mitchell: Reacted to "I'm moving past the ..." with 🥰  
00:04:44 Coach Kristy Wharton: Reacted to "Allowed myself freed..." with ❤️  
00:04:45 Hilleri Dickey: Also, really able to not be hung up on the sale  
00:04:48 Coach Jess Mitchell: Reacted to "Allowed myself freed..." with ❤️  
00:04:49 Coach Kristy Wharton: Reacted to "Referrals are coming..." with ❤️  
00:04:53 Coach Jess Mitchell: Reacted to "Referrals are coming..." with 🥰  
00:05:10 Coach Kristy Wharton: Replying to "Referrals are coming..."

This is fabulous! Referrals means it's happening well from the beginning!

00:05:16 Coach Jess Mitchell: Replying to "Staying on track wit..."

Way to focus!

00:05:21 Coach Kristy Wharton: Reacted to "Staying on track wit..." with ❤️  
00:05:31 Coach Kristy Wharton: Reacted to "I had a coach explor..." with ❤️  
00:05:34 Chris Julian: Enjoying more peace as I settle into this process.  
00:05:36 Coach Kristy Wharton: Reacted to "Showed up at a chamb..." with ❤️  
00:05:38 Cheryl Mabry: Showed up & actioned 3 work sessions this week

AND the Wednesday Coach session!

00:05:59 Cheryl Mabry: Reacted to "I had a coach explor..." with ❤️  
00:06:03 Coach Kristy Wharton: Replying to "Showed up at a chamb..."

Love this! Do it messy. Xoxo

00:06:14 Nicole Sapriken (she/her): The wins that are coming that I hadn't planned are that I have had a couple more people come talk to me about the business "out of the blue". They like how I do my business and are drawn to me because of it

00:06:17 Coach Jess Mitchell: Reacted to "Showed up at a chamb..." with ❤️  
00:06:19 Ingrid: Reacted to Showed up at a chamb... with "❤️"  
00:06:29 Coach Jess Mitchell: Reacted to "Also, really able to..." with 🥰  
00:06:39 Ingrid: Reacted to The wins that are co... with "❤️"  
00:06:40 Hilleri Dickey: Reacted to "The wins that are co..." with ❤️  
00:06:44 Coach Jess Mitchell: Reacted to "Showed up & actioned..." with 🥰

00:06:54 Coach Jess Mitchell: Reacted to "The wins that are co..." with 🥰

00:07:38 Marjorie Kauffman: I was confident to "confess" my age, when many are a little shy about saying their age. (Mid 70s) I made three posts sharing my wins that were age-related and how my transformation made being older easier. I'm not uncomfortable about it any more.

00:07:45 Stephanie Whittaker: I feel like I'm SERVING my new coach helping her share her story in an authentic way. She is owning her story thanks to your rhythm instead of giving her copy and paste posts that make the new coach feel disconnected

00:07:54 Stephanie Whittaker: Reacted to "Showed up at a chamb..." with ❤️

00:08:01 Taylor Berlin: Detaching from the results and just staying committed to showing up ❤️

00:08:07 Cheryl Mabry: Reacted to "I feel like I'm SERV..." with 💕

00:08:47 Coach Kristy Wharton: Reacted to "Detaching from the r..." with ❤️

00:09:00 Coach Kristy Wharton: Replying to "Detaching from the r..."

This is huge!

00:09:07 Coach Kristy Wharton: Reacted to "I feel like I'm SERV..." with 💕

00:09:12 Ingrid: Reacted to Detaching from the r... with "❤️"

00:09:34 Cheryl Mabry: Replying to "I feel like I'm SERV..."

Yay 🥰 and helpful to hear as I have a new coach candidate beginning & looking for a love led leader to model this well

00:10:34 Hilleri Dickey: I'm so grateful for Bob and the coaches. I don't have to push more products, or push promotions like even the top people will do and that may work for them. They also just push mindset in lieu of finding out what is going on with me and my business

00:11:02 Coach Jess Mitchell: Reacted to "I'm so grateful for ..." with ❤️

00:11:11 Coach Jess Mitchell: Reacted to "I feel like I'm SERV..." with ❤️

00:11:17 Stephanie Whittaker: Replying to "I feel like I'm SERV..."

I love that! I'm literally just teaching her the chat prompts of service, authenticity, and sharing her story 1/week (more if she wants to). That is simple for a new coach and then you can work on thanking those likes together with your new coach!

00:11:18 Coach Kristy Wharton: Reacted to "I feel like I'm SERV..." with ❤️

00:11:49 Coach Kristy Wharton: Reacted to "I was confident to ..." with ❤️

00:12:01 Coach Kristy Wharton: Replying to "I was confident to "..."  
You are an inspiration!

00:12:07 Ingrid: Reacted to I was confident to "... with "❤️"

00:12:22 Cheryl Mabry: Reacted to "I was confident to "... with ❤️

00:12:24 Marjorie Kauffman: Replying to "I was confident to "..."

Thank you. I really want to be. xo

00:13:29 Coach Kristy Wharton: Reacted to "being more intention..." with ❤️

00:13:46 Coach Kristy Wharton: Replying to "being more intention..."

Intentionally is a great step forward!!

00:14:09 Ingrid: Reacted to I'm so grateful for ... with "❤️"

00:14:23 Ingrid: Reacted to Showed up & actioned... with "❤️"

00:14:34 Ingrid: Reacted to Staying on track wit... with "❤️"

00:14:37 Coach Kristy Wharton: Time with them before Task driving them!

00:14:45 Ingrid: Reacted to Referrals are coming... with "❤️"

00:14:47 Jessica Owens: Reacted to "Time with them befor..." with ❤️

00:14:48 Hilleri Dickey: Come with it Bob.

00:14:54 Ingrid: Reacted to Also, really able to... with "❤️"

00:14:56 Stephanie Whittaker: THAT feels like such peace hearing you say  
that Bob. This is how we can lead people well. By truly caring about them!

00:15:05 Jessica Owens: Reacted to "THAT feels like such..." with ❤️

00:15:05 Ingrid: Reacted to I had a coach explor... with "❤️"

00:15:07 Hilleri Dickey: Reacted to "THAT feels like such..." with 🙌

00:15:09 Ingrid: Reacted to Allowed myself freed... with "❤️"

00:15:14 Ingrid: Reacted to I'm moving past the ... with "❤️"

00:15:15 Tandi Little: Replying to "THAT feels like such..."

Agree completely!!!

00:15:18 Ingrid: Reacted to Deciding to give it ... with "❤️"

00:15:47 Ingrid: Reacted to THAT feels like such... with "❤️"

00:16:07 Liza Johnson:Trusting God that I'm where I need to be

2. Continually detaching from results

3. I had a past customer call about ordering

00:16:26 Stephanie Whittaker: Do you have a transformation post prompt like we do for service or authenticity?

00:16:39 Coach Kristy Wharton: Reacted to "Do you have a transf..." with ❤️

00:16:43 Jessica Owens: Reacted to "Do you have a transf..." with ❤️

00:16:57 Chris Wenstrom: The onboarding customer worksheet.

00:16:59 Cheryl Mabry: I posted my mom transforming

00:17:07 Stephanie Whittaker: Thank you!!! The service and authenticity are truly helping. Appreciate it so much!

00:17:10 Taylor Berlin: I have a new customer who ordered out of the blue and isn't responding to my messages about getting her started. 😊

00:17:28 Marjorie Kauffman: I need support tracking conversations. I am doing many AOs and then Follow Ups, but feel like I'm losing keeping track and missing some follow ups.

00:17:50 Coach Kristy Wharton: Reacted to "I need support track..." with ❤️

00:18:19 Marjorie Kauffman: What dates for that training?

00:18:32 Coach Jess Mitchell: Aug 26

00:18:38 Tandi Little: Replying to "What dates for that ..."

August 26th on a Tuesday 😊

00:18:54 Marjorie Kauffman: 4 days of trainings?

00:19:17 Coach Jess Mitchell: Replying to "4 days of trainings?"

Yes

00:19:20 Liza Johnson: This is a video. It's love to hear your suggestions :  
<https://www.facebook.com/share/v/16XG528AbF/>

00:19:24 Coach Kristy Wharton: Replying to "I need support track..."

Tracking is a very individual thing—finding what works for you will be a process, @Marjorie Kauffman so don't think anything is wrong. Test and try some things. Have you heard me talk about using reminders (siri and or Gemini)

00:19:55 Jessica Owens: Great!- I often tell it that it doesn't sound like me. The more I use it, the more I see the "patterns" it tends to repeat.

00:20:16 Coach Kristy Wharton: Reacted to "I have a new custome..." with ❤️

00:20:53 Cheryl Mabry: That will feel 🔥❤️🙏

00:21:04 Stephanie Whittaker: GAHHHH SO EXCITED!!!!

00:21:13 Cheryl Mabry: Goosebumps

00:21:22 Nicole Sapriken (she/her): You went from not liking tech to loving it

00:21:27 Coach Kristy Wharton: Replying to "I have a new custome..."  
Did you use the language of "getting started?" If so—I'd start with "getting to know you and your needs" language

00:21:28 Tandi Little: I am so excited! 😊

00:21:33 Ingrid: Exciting!!!

00:21:35 Jessica Owens: Awesome!!!!

00:22:11 Coach Kristy Wharton: Reacted to "The onboarding custo..." with ❤️

00:22:31 Coach Kristy Wharton: Replying to "The onboarding custo..."  
Doing this with your new coach you mentioned ?

00:22:45 Liza Johnson: Reacted to I was confident to "... with "💜"

00:23:11 Coach Jess Mitchell: Reacted to "That will feel 🔥..." with ❤️

00:23:16 Marjorie Kauffman: @Coach Kristy Wharton Thank you. I'm disappointed the Tracker we were given at the beginning isn't working for me. I wanted it to BUT I'll figure something out. Haha I hoped someone else had figured it out already. Thank you. I'm good to go.

00:23:18 Coach Jess Mitchell: Reacted to "GAHHHH SO EXCITED!!!" with ❤️

00:23:30 Coach Kristy Wharton: Reacted to "@Coach Kristy Wharto..." with ❤️

00:23:54 Stephanie Guerra: I'm a little late to the party today, but I wanted to share my win this week..... I have been with Norwex for 10 years. I did not want to go to their conference this year (next week) because I felt SO embarrassed that I haven't gone anywhere with my business in 10 years. However, being in this program changed my confidence, so I signed up. Then in the last 2 weeks I started to freak out. But a couple of days ago what I've learned in all of this really hit me and now I feel so confident in being a Love-Led Leader. People may see "consultant" on my name tag, but I believe that they will interact with a Love-Led Leader.

00:24:13 Amber Marsh: Replying to "I have a new custome..."  
I might be a little overwhelmed with the new customer onboarding process. I sent this message and then no response. How should I follow up?

Great! I want to make sure I fully understand what your goals are so I can best serve and support you.

I want to start by asking what made you say yes to buying these products & what were you hoping they would help you with?

00:24:22 Coach Kristy Wharton: Replying to "@Coach Kristy Wharto..."  
Thanks for sharing again—based on our convo this morning, I felt that. Did you find that original video Megan did we discussed?

00:24:24 Chris Julian: Where do we find the Onboarding ?

00:25:23 Taylor Berlin: Replying to "I have a new custome..."

No I think I asked her a question, something along the lines of Have you started your products yet?! How is it going? Then she said she didn't yet and she's nervous about doing it so I acknowledged her concerns, told her I felt the same and asked if she would be open to joining our monthly group and no response. Sent a gentle nudge and still nothing

00:25:28 Coach Kristy Wharton: Replying to "Where do we find t..."  
Week 3 of LSG training

00:26:19 Chris Julian: Reacted to "Week 3 of LSG traini..." with ❤️

00:26:22 Amber Marsh: I might be a little overwhelmed with the new customer onboarding process. I sent this message and then no response. How should I follow up?

Great! I want to make sure I fully understand what your goals are so I can best serve and support you.

I want to start by asking what made you say yes to buying these products & what were you hoping they would help you with?

00:29:41 Coach Jess Mitchell: Beautiful!!

00:30:48 Jessica Owens: 🎤

00:43:53 Stephanie Guerra: I want all the details too!

00:44:07 Allisen Levin: Taylor that's me too! Hyper focus information tell me all the things

00:44:18 Stephanie Guerra: Reacted to "Taylor that's me too..." with ❤️

00:44:32 Allisen Levin: Reacted to "I want all the detai..." with ❤️

00:45:15 Taylor Berlin: Reacted to I want all the detai... with "❤️"

00:45:19 Taylor Berlin: Reacted to Taylor that's me too... with "❤️"

00:45:37 Hilleri Dickey:

[https://www.instagram.com/reel/DLhgUkAgClu/?utm\\_source=ig\\_web\\_copy\\_link&igsh=MzRIODBiNWFIZA==](https://www.instagram.com/reel/DLhgUkAgClu/?utm_source=ig_web_copy_link&igsh=MzRIODBiNWFIZA==)

00:51:15 Stephanie Whittaker: yessssssss

00:51:19 Cheryl Mabry: That's why I keep showing up here...so I minimize the slip back

00:51:22 Stephanie Whittaker: I feel that

00:51:26 Stephanie Guerra: Reacted to "That's why I keep sh..." with ❤️

00:51:36 Stephanie Whittaker: Reacted to "That's why I keep sh..." with ❤️

00:51:43 Kelli Boyles: I've had two ladies reach out to me about the products that have never liked or commented on a single thing. It works!!!

00:51:54 Molly Waldrup Johnson: Reacted to "That's why I keep sh..." with ❤️

00:52:02 Stephanie Guerra: Reacted to "I've had two ladies ..." with ❤️

00:52:14 Coach Jess Mitchell: Reacted to "I've had two ladies ..." with ❤️

00:52:21 Taylor Berlin: I feel this!! My IG insights for the last 30 days are 28,000 views/reaches and the follows/engagement are nowhere near that. It's so hard to detach.

00:52:32 Stephanie Whittaker: Lol yes I always remove the dashes

00:52:36 Taylor Berlin: I take ALL the dashes out and just type like I would 🤖

00:52:54 Beverly Skivolocki: I did not know that!

00:53:34 Cheryl Mabry: I've always used "w/" and ... so I'll keep doing that

00:55:04 Marjorie Kauffman: @Bob Heilig , when we give ChatGPT a post to rewrite for us, couldn't we simply tell it to not use hyphens??

00:56:17 Stephanie Whittaker: WOW love that

00:56:19 iPhone (2) amber : Can you repeat that

00:56:49 Jessica Owens: Could you say that again about teaching not being leading?

00:57:11 Bob Heilig: Replying to "@Bob Heilig , when w..."

It won't work long-term. It will keep doing it...

00:57:48 Kelli Boyles: Replying to "Could you say that a..."

Content is not meant to sell or teach. It is meant to build belief.

00:58:12 Cheryl Mabry: What I caught:

"Content is not meant to sell or teach" it's meant to build belief!

Share 1 thing & build my belief around it & how it applies me me...evidence

00:59:22 Coach Kristy Wharton: Reacted to "What I caught:

"Cont..." with ❤️



01:01:33 Stephanie Whittaker: Reacted to "What I caught:  
"Cont..." with ❤️

01:02:03 Stephanie Whittaker: WOW!!!

01:02:06 Hilleri Dickey: POWERFUL CALL

01:02:13 Molly Waldrup Johnson: Thank you!

01:02:14 Stephanie Guerra: So good!

01:02:18 Jessica Owens: Reacted to "Content is not meant..." with ❤️

01:02:22 Cheryl Mabry: Last 2 minutes juicy!

01:02:24 Taylor Berlin: This call got better and better every conversation!!