

Love Led Leadership Lab 10.30.2025

00:03:54 Dale and Jim Hatchell: Super excited to learn!!!
00:04:15 Coach Jess Mitchell: Replying to "Super excited to lea..."

Ya'll are ready and hungry!

00:04:36 Deirdre Burg: Consistent with doing the core 4 every day this week!
00:04:43 Coach Jess Mitchell: Reacted to "Consistent with doin..." with ❤️
00:04:49 Coach Kristy Wharton: Reacted to "Consistent with doin..." with 🍕
00:04:53 Coach Jess Mitchell: Replying to "Consistent with doin..."

This is a HUGE deal!!! It will change things for you!

00:05:39 Coach Kristy Wharton: Replying to "Consistent with doin..."

You are inspiring others, too @Deirdre Burg So glad you're here in our community!

00:06:31 Lori Warman: Choosing to show up with peace instead of responding to the pressure, pausing before reacting, or stopping the hustle to prove and to just show up steady.

00:06:32 Becky Pifer - SC: Pushed thru resistance in doing reach out and VAF

00:06:38 Win and Michele Wood: Trying to not make it about me when so many past customers have ignored my messages.

00:06:38 Kerrie LeBlanc: My invisible win was slowing down my conversations to learn more about the person in front of me before sending links, videos or solutions

00:06:42 Dale and Jim Hatchell: God is in every season and I am reminding myself daily that I do not have to feel like I have to perform! I am focusing on serving and praying that He will lead me. I did a authentic post about it yesterday.

00:06:44 Lizzie George: I have made contact. Feels overwhelming atm. But I did it. Celebrate.

00:06:55 Coach Danielle Cole: Reacted to "Super excited to lea..." with 🍕

00:06:56 Margo Ericson: Invisible Win...found myself drifting realized that and started the outreach process. I only have 2 past customers and 2 current customers

00:07:01 Coach Danielle Cole: Reacted to "Consistent with doin..." with ❤️

00:07:04 Kerrie LeBlanc: 100%

00:07:06 Ben Lo: Returning to peace and presence in the midst of a lot of people feeling pressure around me

00:07:10 Lisa Minnes: Choosing to continue finishing my Shift lessons and not feeling behind!

00:07:12 Coach Kristy Wharton: Reacted to "My invisible win was..." with 🧡

00:07:12 Coach Danielle Cole: Reacted to "Choosing to show up ..." with ❤️

00:07:13 Coach Jess Mitchell: Reacted to "Invisible Win...found ..." with ❤️

00:07:14 Coach Danielle Cole: Reacted to "Pushed thru resistan..." with ❤️

00:07:18 Verda Sullivan: I just did 7 value-add follow up messages and I loved it instead of dreading it.

00:07:19 Coach Jess Mitchell: Reacted to "God is in every seas..." with ❤️

00:07:24 Coach Jess Mitchell: Reacted to "My invisible win was..." with 🎉

00:07:28 Sharon Jackson: Working through a mindset setback and showing up to our zoom coaching calls to help me with that.

00:07:32 Christine Campbell: actually reaching out and having conversations

00:07:34 Coach Jess Mitchell: Reacted to "Trying to not make i..." with 🔥

00:07:34 Toni Saarinen-Jorden: My post had 3 people ask me what my supplement was and where they could buy it.

00:07:34 Sue Ruggerio: Flipped my mindset during an authentic outreach from I doubt she wants what I have to offer, to what if she NEEDS what I have to offer.

00:07:36 Lisa Minnes: Reacted to "I just did 7 value-a..." with 👍

00:07:39 Steph Wood: Hope period! And seeing I have an enormous amount of people to lead!

00:07:41 Coach Jess Mitchell: Reacted to "I have made contact...." with ❤️

00:07:49 Coach Jess Mitchell: Reacted to "I just did 7 value-a..." with 🎉

00:07:55 Coach Jess Mitchell: Reacted to "Choosing to continue..." with 🔥

00:08:04 Coach Jess Mitchell: Reacted to "Returning to peace a..." with ❤️

00:08:11 Coach Jess Mitchell: Reacted to "Working through a mi..." with 🔥

00:08:19 Coach Jess Mitchell: Reacted to "actually reaching ou..." with ❤️

00:08:22 Coach Kristy Wharton: Reacted to "Working through a mi..." with 🔥

00:08:25 Coach Jess Mitchell: Reacted to "My post had 3 people..." with 🎉

00:08:32 Coach Jess Mitchell: Reacted to "Flipped my mindset d..." with 🔥

00:08:37	Coach Jess Mitchell:	Reacted to "Hope period! And see..." with 🎉
00:08:58	Dale and Jim Hatchell:	Reacted to "Ya'll are ready and ..." with 👍
00:09:03	Lindquist, Sherri's iPhone:	Remembering to slow down and build relationships.
00:09:03	Coach Kristy Wharton:	Reacted to "Hope period! And see..." with ❤️
00:09:26	Coach Kristy Wharton:	Replying to "Remembering to slow ..."
Yes—relationship over rapport!		
00:09:28	Coach Danielle Cole:	Reacted to "God is in every seas..." with ❤️
00:09:30	Coach Danielle Cole:	Reacted to "I have made contact..." with ❤️
00:09:31	Coach Danielle Cole:	Reacted to "Invisible Win...found ..." with ❤️
00:09:33	Coach Danielle Cole:	Reacted to "Returning to peace a..." with ❤️
00:09:39	Coach Danielle Cole:	Reacted to "Choosing to continue..." with ❤️
00:09:44	Coach Danielle Cole:	Reacted to "I just did 7 value-a..." with 🔥
00:09:49	Becky Pifer – SC:	It was hard not to just recommend a product as the solution right away
00:09:53	Coach Kristy Wharton:	Reacted to "actually reaching ou..." with 🔥
00:09:57	Amy Gregory:	My mask immediately showed up when I started reaching out and I wanted to take the "easy" route of just being chatty vs using the scripts, but I listened to Bob and went back to the scripts and used them instead. 😊
00:09:58	Coach Danielle Cole:	Reacted to "Working through a mi..." with 🤗
00:10:00	Coach Danielle Cole:	Reacted to "actually reaching ou..." with ❤️
00:10:06	Coach Danielle Cole:	Reacted to "My post had 3 people..." with 🔥
00:10:13	Amy Gregory:	Reacted to "It was hard not to j..." with 100
00:10:14	Coach Danielle Cole:	Reacted to "Flipped my mindset d..." with 🔥
00:10:17	Sue Ruggerio:	Reacted to "My mask immediately ..." with ❤️
00:10:17	Coach Danielle Cole:	Reacted to "Hope period! And see..." with 🔥
00:10:22	Coach Danielle Cole:	Reacted to "Remembering to slow ..." with 🔥
00:10:36	Coach Danielle Cole:	Reacted to "My mask immediately ..." with ❤️
00:10:45	Sue Ruggerio:	Replying to "My mask immediately ..."

Absolutely relate to this! Great job!!

00:10:47	Amy Gregory:	Replying to "It was hard not to j..."
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I feel ya! I had a conversation this morning that I wanted to go right there without finding out more info first.

00:11:02 Coach Kristy Wharton: Replying to "actually reaching ou..."
So glad to hear you are having them and leading with that peace and presence!
Your vulnerability on the core four was so helpful Monday. Thanks for being here
@Christine Campbell!

00:11:30 Coach Jess Mitchell: Replying to "My mask immediately ..."

This is a BIG win! Way to go!

00:11:46 Amy Gregory: Reacted to "Absolutely relate to..." with 😊

00:11:48 Coach Jess Mitchell: Replying to "It was hard not to j..."

This awareness is a big deal!

00:11:58 Coach Jess Mitchell: Replying to "It was hard not to j..."

Way to go slowing down in that process.

00:12:06 Amy Gregory: Replying to "My mask immediately ..."

@Sue Ruggerio Thank you! Cheering you on too!

00:12:11 Amy Gregory: Reacted to "This is a BIG win! W..." with ❤️

00:12:17 Sue Ruggerio: Reacted to "@Sue Ruggerio Thank ..." with ❤️

00:12:17 Amy Gregory: Replying to "My mask immediately ..."

@Coach Jess Mitchell Thank you!

00:13:03 Amy Gregory: Reacted to "actually reaching ou..." with ❤️

00:13:04 Elysia Edwards: Reacted to "My post had 3 people..." with 🙌

00:14:07 Lori Warman: Great job Kerrie!

00:14:29 Coach Tammy Asmus: Reacted to "Working through a mi..." with ❤️

00:14:31 Amy Gregory: Reacted to "Invisible Win...found ..." with ❤️

00:14:36 Kerrie LeBlanc: Reacted to "Great job Kerrie!" with 🥳

00:15:30 Margo Ericson: I am in the right place.... Thank you Bob

00:15:41 Lizzie George: What if my customers have bought from me without me understanding their struggle? I think I was too quick to share my link when they mentioned they wanted to order.

00:15:47 Amy Gregory: Reacted to "My post had 3 people..." with 🙌

00:15:52 Coach Kristy Wharton: Replying to "My post had 3 people..."

Nice what type of post was it?

00:16:33 Amy Gregory: Reacted to "Hope period! And see..." with ❤️

00:16:35 Coach Kristy Wharton: Reacted to "I am in the right pl..." with 🔥

00:16:45 Coach Kristy Wharton: Replying to "I am in the right pl..."

100

00:16:47 Amy Gregory: Reacted to "Remembering to slow ..." with ❤️

00:16:54 Steph Wood: Boards.... I started to get confused which scripts to use for customers and past customers. I like the ENGAGED scripts better. When do we shift? Does that make sense?

00:17:08 Lisa Minnes: How would you recommend reaching out to a former customer who was a lead from the company and with whom I have no personal relationship?

00:17:15 Toni Saarinen-Jorden: "What have you been doing? Your hair feels thicker!" BEST words to hear at a haircut, right?! I haven't changed much, but I have been consistent with two things lately -

I started a vegan omega that skips the fish and goes straight to the algae (where omega-3s actually come from!)

AND a gummy with astaxanthin - the same antioxidant carotenoid you'd find in a filet of salmon Not saying it's magic, but I'm noticing a difference in my nails too!

I do love when inner nourishment starts showing up on the outside. Healthy hair, skin, heart + brain - it's all connected. I posted a picture of me in my car right after my haircut.

00:17:58 Coach Jess Mitchell: Replying to "How would you recomm..."

You can use the past customer scripts still! They purchased, so it's still a good question to find out why they did.

00:18:17 Toni Saarinen-Jorden: Replying to "My post had 3 people..."

I actually not sure how to reply vs just telling them what I'm using.

00:18:57 Coach Jess Mitchell: Replying to "Boards.... I started t..."

You want to start with the list of leads you're using. If you are working on your current customers leadership list, you will go into the boards folder for current customers. And use those.

00:19:01 Kerrie LeBlanc: I can resonate with that Lizzie

00:19:10 Dale and Jim Hatchell: I have similar issues and need to go back to see what they buy and what their problems are. I am not beating myself up for not asking! I know better now!

00:19:14 Sue Ruggerio: Oh goodness, YES! I can relate Lizzie!

00:19:16 Steph Wood: And quite honestly if I let myself I could be extremely overwhelmed with my lists.. SOOOO many and we have XMD Peptide Therapy launching which is next week so this has been a time where my list is a page long of people interested. So my tendency would be to hustle through that- prioritizing that list.

00:19:29 Coach Jess Mitchell: Replying to "Boards.... I started t..."

Does that make sense? Your people are sorted first into the lists, THEN you start contacting with the scripts. Helps you know who you are talking to and stay focused.

00:19:39 Coach Kristy Wharton: @Lisa Minnes if you don't know then personally I might use the engaged leads—did they buy without any relationship before? You could combine past customers and engaged scripts —somewhat bc you need to create a relationship and understand their problem, first.

00:20:15 Coach Jess Mitchell: Replying to "I have similar issue..."

You have done the best you could with what you knew!

00:20:39 Dale and Jim Hatchell: It is not that we weren't nice and kind but we just sent people the info

00:20:39 Kerrie LeBlanc: 100 we were told to let the event do the work

00:20:59 Coach Jess Mitchell: Replying to "And quite honestly i..."

Keep reminding yourself, just a few names a day. That's it! Take a few each day with joy and love. You have a lifetime ahead to keep working through each one.

00:21:46 Dale and Jim Hatchell: We got this, Lizzie!

00:22:13 Dale and Jim Hatchell: Reacted to "Keep reminding yours..." with ❤️

00:22:16 Steph Wood: Replying to "Boards.... I started t..."

I'm actually only focusing on past (more than 90 days) which is over 1000. I made all the lists. The trackers are all labeled ENGAGED. So I use that Board? Or use the Customers and past customers scripts that are NOT in ENGAGED FOLDER but beside it. ha ha! Does this make sense.

00:22:42 Christine Campbell: value add follow up, it says acknowledge, add value, ask. If they commented on a service post, I want to make sure I was not suppose to redirect them to another service post

00:22:57 Steph Wood: Replying to "And quite honestly i..."

But with the launch... time is of the essence. If you know what I mean 😊

00:23:04 Lori Warman: I'm only getting engagement on my content and it's only ever likes/loves on service or authenticity posts and it's the only thing I can ever follow up on, no one is responding to my outreach unless I tell them I'm doing some research about their experience as my client and then I feel like it goes no where.

00:23:15 Deirdre Burg: I put all my lists in ChatGPT yesterday and she's helping me get organized and know who to reach out to and when!! Now I feel so much more organized and am adding the authentic outreaches from my posts and keeping her updated. Otherwise I fail so bad at knowing who to follow up with.

00:23:19 Sharon Jackson: My mask tells me they only bought to support the hostess earn her party rewards. So then I want to change the script lol

00:23:41 Lisa Minnes: Reacted to "Keep reminding yours..." with ❤️

00:24:56 Steph Wood: Replying to "And quite honestly i..."

Good problem to have 😊 Doing Core 4 right now— I'm doing. But probably with the leadership and organization I have... and with the launch next week in this XMD space... I feel like I need to focus on the HOTTTTTTTTT list of follow ups who are ready to order to be ready to book their telehealth appointment next Tuesday. Would be interested to see what Bob would say 😊

00:24:58 Amy Gregory: Reacted to "I put all my lists i..." with 🔥

00:25:31 Coach Kristy Wharton: Replying to "Boards.... I started t..."

@Steph Wood 'engaged' leads is referring to those who are NOW engaging with content, so start with the past customer script bc it gets right to the heart of the problem/need they had. We hear a lot that the scripts may seem a little too

simple—simple is good! Though don't forget to include if you're still doing content, and people are 'engaging' you'll need to include those in your daily AO as well. Something like 70/30 % wise—70% past (until you've work through them) and 30 engaged.

00:25:54 Coach Jess Mitchell: Replying to "Boards.... I started t..."

You have 4 categories for your leads list, so if the title is not right, just cross out "engaged" and retile it to the other correct category.

Then, when you use the scripts in boards, you choose the folder for that category - the options are there - past customers, current, engaged leads, Facebook group. So when you are using the current customer list, you use the current customer folder in boards.

00:25:56 Coach Kristy Wharton: <https://courses.yourvirtualupline.com/>

00:26:08 Your Virtual Upline: Portal Link ->

<https://courses.yourvirtualupline.com/courses/love-led-growth/>

00:26:13 Coach Kristy Wharton: @Lizzie George  is the portal

00:26:24 Coach Ashley Prieto: Under "Coaching Calls"

00:26:31 Amy Gregory: Reacted to "@Steph Wood'engaged'..." with 

00:26:57 Steph Wood: Replying to "Boards.... I started t..."

OOHHHHHHHH that makes so much sense! I thought we were supposed to put all past customers on that list. Not only the ones that engaged. Oh my goodness. Thank you. Light bulb!

00:27:06 Coach Jess Mitchell: Replying to "value add follow up,..."

We haven't trained on this fully yet, so don't stress about fully grasping how to do this yet. It's sending them something of value/service that they have not read/seen yet.

00:27:16 Coach Kristy Wharton: Replying to "I put all my lists i..."

Keep me posted on this based on our call yesterday! I have more to share about that potentially!

00:27:37 Deirdre Burg: Replying to "I put all my lists i..."

Will do!!

00:28:55 Coach Jess Mitchell: Replying to "Boards.... I started t..."

"Engaged leads" folder in boards is about people engaging on your social media posts.

00:29:32 Kerrie LeBlanc: Replying to "Boards.... I started t..."

@Coach Jess Mitchell I can not find the Boards for the life of me. Can you share where I go to find this please?

00:29:51 Dale and Jim Hatchell: Reacted to "@Coach Jess Mitchell..." with 👍

00:30:09 Coach Danielle Cole: Replying to "Boards.... I started t..."

The link is under Lesson 2 in Phase 1 in your training portal.

00:30:28 Kerrie LeBlanc: Replying to "Boards.... I started t..."

@Coach Danielle Cole THANK YOU!!!!

00:30:33 Coach Danielle Cole: Reacted to "@Coach Danielle Cole..." with ❤️

00:30:50 Amy Gregory: How do I reach out to Facebook group members who are ones I invited but many through the invite function, not actual connection, and most of them have been there for years (5+ years)? There doesn't seem to be a script that fits this scenario.

00:32:18 Christine Campbell: Replying to "value add follow up,..."

ok, thank you. I followed the scripts and then after asked if she would be open to looking at something what has helped me and others and then guess I ran her off, no response

00:32:32 Coach Kristy Wharton: Heart over hype @Steph Wood!!!

00:32:43 Coach Danielle Cole: Reacted to "Heart over hype @Ste..." with ❤️

00:33:02 Win and Michele Wood: Reacted to "Heart over hype @Ste..." with ❤️

00:33:05 Coach Tammy Asmus: Love this so much @Steph Wood what a blessing!!!

00:33:52 Coach Kristy Wharton: Replying to "How do I reach out t..."

You can use the script for FB members and adjust if you remember how they came in. The core of the message would still be the same

00:33:59 Kerrie LeBlanc: Replying to "Boards.... I started t..."

All I have is the Core 4 Rhythm Tracker and the Engaged Leads Leadership Tracker
(Am I missing something?)

00:34:19 Coach Kristy Wharton: Reacted to "Will do!!" with 🍏

00:35:04 Coach Kristy Wharton: Replying to "Boards.... I started t..."

@Kerrie LeBlanc I'll share the link in our pod group

00:35:19 Kerrie LeBlanc: Replying to "Boards.... I started t..."

Thank you! This is driving me crazy

00:35:37 Coach Kristy Wharton: Reacted to "Thank you! This is d..." with 🍏

00:36:30 Catherine Fite: This is golden.

00:37:21 Your Virtual Upline: Replying to "Boards.... I started t..."

@Kerrie LeBlanc checked your account and it should be in Training #2 here's the direct link

<https://courses.yourvirtualupline.com/topic/training-2-follow-up-like-a-love-led-leader-serve-first-sell-naturally-2-2/>

00:39:32 Kerrie LeBlanc: Replying to "Boards.... I started t..."

Amazing! Thank you so much! Appreciate you

00:39:58 Amy Gregory: Replying to "How do I reach out t..."

@Coach Kristy Wharton That's the issue, though ... I don't know why they came in. I just clicked the invite button from within the group, they accepted, and we never really connected. So would I just start with "Do you remember how long you've been in the group?"

00:40:02 Coach Jess Mitchell: Replying to "value add follow up,..."

Had you found her problem and uncovered where she is wanting to get to (her point B)?

00:40:51 Christine Campbell: Replying to "value add follow up,..."

yes

00:40:59 Coach Jess Mitchell: Replying to "How do I reach out t..."

I think you could massage this one: Hey [First Name]. I saw you're part of our [Group Name] community. I help lead the group and wanted to personally reach out and say hi! Do you remember how long you've been here with us?

00:41:18 Amy Gregory: Reacted to "I think you could ma..." with ❤️

00:42:50 Amy Gregory: Replying to "How do I reach out t..."

@Coach Jess Mitchell Ok, some of that feels weird only because I do know many of them personally (old friends and extended family), but we aren't close and haven't connected around the group, so would I tweak that script a bit for someone I actually know?

00:42:51 Coach Jess Mitchell: Replying to "value add follow up,..."

Ok, great! If you found her problem and point B, and then sent her a Value Add Follow Up, and then asked if she is open to a product recommendation as well, GOOD JOB!!! First and foremost! You are following the process!

Do not let it turn into a red light story. She may have gotten busy, she may just not be ready yet. And either is ok! Give her a day or 2 and then use a script from the "when you don't get a response folder" in boards.

00:43:23 Kerrie LeBlanc: This was amazing, Steph! Thanks for asking your question. Have to go back and listen again. What is the turn around on the recordings?

00:43:53 Christine Campbell: Replying to "value add follow up,..."

ok perfect thank you.

00:43:56 Coach Jess Mitchell: Replying to "value add follow up,..."

If she IS ready to see, wonderful. If she is not, you will simply continue to serve her via content on your public page. And then after a few weeks or a month, you can do another VAFU to see if she is ready then.

00:43:57 Coach Danielle Cole: Replying to "This was amazing, St..."

Max is 24 hours

00:44:15 Coach Ashley Prieto: Weight isnt deep enough yet. It's hating the way she looks in the mirror. It's hiding in the back of the photos. It's never being IN the photos.

00:44:16 Kerrie LeBlanc: Reacted to "Max is 24 hours" with 🤔

00:44:19 Christine Campbell: Reacted to "If she IS ready to s..." with ❤️

00:44:25 Christine Campbell: Replying to "value add follow up,..."

thank you

00:44:34 Coach Jess Mitchell: Replying to "How do I reach out t..."

Always ok to tweak for context. Just don't change heart of the message. Or not send something bc of fear.

00:44:43 Amy Gregory: Reacted to "Always ok to tweak f..." with ❤️

00:45:00 Coach Kristy Wharton: Replying to "How do I reach out t..."

@Amy Gregory you can see that information (how long they have been there) by pulling up their name in general and you can use that by saying "I see you've been with us since X, do you recall how you originally found us?"

00:45:28 Coach Danielle Cole: Reacted to "Weight isnt deep eno..." with 🔥

00:47:31 Lizzie George: @Amy Gregory thats my problem. I started my group during covid.

00:47:48 Lizzie George: Replying to "@Amy Gregory thats m..."

they have been in group for so long.....

00:49:06 Jo Haley: how do you invite people to join your group?

00:50:28 Lori Warman:I don't have a facebook group; how do I know if I should? What would this do for me?

00:50:48 Becky Pifer - SC: Would the conversation be the same if the heart of the group creation was to share and sell Black Friday sales??

00:51:40 Deirdre Burg:I just posted in my past company customer group and added all prior company customers to my past customer list. But I currently use our team Facebook group. Should I create my own Facebook group for just my customers or is the team group good enough?

00:52:50 Coach Jess Mitchell: Replying to "I don't have a faceb..."

If you are feeling at max capacity with what you are learning right now, and the things you are implementing with our programs, I would say – don't add that to the list right now.

Down the road, at the right time, I call a private customer group a “nurture” activity. It's a place for those who have leaned in to learn more, connect with you personally some, be closer in to what you're doing.

00:53:10 Coach Kristy Wharton: Reacted to "I don't have a faceb..." with 🍷

00:53:22 Coach Jess Mitchell: Replying to "Would the conversati..."

Yes, you can find out what the need/problem was that they had that made them join it.

00:53:47 Becky Pifer – SC: Replying to "Would the conversati..."



00:54:24 Coach Kristy Wharton: @Lori Warman can I ask if you gave a place (messenger group or anything) where you have your clients/coaches “touch” one another yet?

00:54:56 Lori Warman:Replying to "@Lori Warman can I a..."

no I haven't done that....

00:54:57 Fireflies.ai Notetaker Bob: The meeting schedule is about to end.

Action Items for this meeting:

– Select 5 people from the list and hold yourself accountable in the next 48 hours to use the script and reach out to them. @Lizzie George

00:55:06 Coach Kristy Wharton: Replying to "how do you invite pe..."

The main question is why would they want to join your group?

00:55:19 Coach Kristy Wharton: Reacted to "no I haven't done th..." with 🍷

00:55:41 Jeanne Goldman: When will we go over the format for Transformational posts? Or have I missed it...

00:55:52 Coach Ashley Prieto: Replying to "I just posted in my ..."

Don't worry about creating your own right now. As long as you know who in the group are “yours” and are doing things beyond the group with them. Authentic Outreach

<—

00:56:04 Coach Ashley Prieto: Reacted to "The main question is..." with 🌟
00:56:07 Jo Haley: I did the 30 days to 1K program and messaged my customers last year and not many responded to my questions and I have messaged some of them again this time and still nothing - just move on now?
00:56:22 Steph Wood: Speaking of groups. What if our group is 50K and we created it? I do let me team invite to it. But I have several thousand of my own in there.
00:56:28 Deirdre Burg: Replying to "I just posted in my ..."
Perfect! Yep all those I invited are on my list!
00:56:30 Amy Gregory: Reacted to "@Amy Gregory you can..." with ❤️
00:56:51 Amy Gregory: Replying to "How do I reach out t..."

@Coach Jess Mitchell and @Coach Kristy Wharton Thank you both! That was very helpful!

00:57:17 Coach Ashley Prieto: Replying to "Speaking of groups. ..."

What is your question around that?

00:57:26 Coach Kristy Wharton: Replying to "@Lori Warman can I a..."
With what you do perhaps consider creating a messenger group first! I love community creating places like FB messenger and FB groups and groups need a place to be valuable!

00:57:52 Amy Gregory: Replying to "@Amy Gregory thats m..."

@Lizzie George Oh, wow! I feel that with ya! That was some great advice Bob gave!

00:58:06 Amy Gregory: Reacted to "If you are feeling a..." with 🙌

00:58:13 Steph Wood: Replying to "Speaking of groups. ..."

Writing them on the list for Facebook Group Members

00:58:21 Coach Jess Mitchell: Replying to "When will we go over..."

That's coming up in a few weeks! Phase 2.

00:58:29 Jeanne Goldman: Reacted to "That's coming up in ..." with ❤️
00:58:35 Coach Jess Mitchell: Reacted to "@Coach Jess Mitchell..." with 🔥
00:58:42 Lizzie George: Reacted to "The meeting schedule..." with 💚

00:58:46 Amy Gregory: Reacted to "The main question is..." with ❤️
00:58:48 Steph Wood: Replying to "Speaking of groups. ..."

Would I just start writing the ones that engage in content? That's what I started doing.

00:58:52 Jeanne Goldman: Replying to "When will we go over..."

That's what I thought but still catching up and thought maybe I missed it — thanks!

00:59:50 Cali: If most of our customers only buy when there is a sale, how do we reverse that?

01:00:06 Sharon Jackson: Ours now has a daily promotional item and it's been really hard to deal with. It was disappointing to me when they started going that route. But some of my customers love it lol ugh

01:00:14 Amy Gregory: Reacted to "That's coming up in ..." with ❤️

01:00:24 Coach Ashley Prieto: How do they know about the sale?

01:00:45 Deirdre Burg: I'm so grateful the company I'm with now doesn't do sales! They're already priced at the lowest possible prices.

01:01:04 Deirdre Burg: My last company always has sales and it was so annoying.

01:01:41 Coach Kristy Wharton: Replying to "My last company alwa..."

Occasional perhaps but continuous devalues the product, for sure!

01:02:39 Sue Ruggerio: Should we be sharing the same authenticity posts on our personal feeds and our groups?

01:03:15 Cali: Replying to "If most of our custo..."

They usually ask, "hey is there a sale on ____?"

01:04:34 Steph Wood: Replying to "Speaking of groups. ..."

@Coach Ashley Prieto would you recommend that?

01:04:41 Coach Kristy Wharton: Replying to "Should we be sharing..."

You could. No reason not to...though ideally in a group I want to get you on a deeper level.

01:04:58 Sue Ruggerio: Reacted to "You could. No reason..." with ❤️

01:05:02 Coach Ashley Prieto: Replying to "If most of our custo..."

Typically, we see this when the only time we interact with them is when there IS a sale. There needs to be ongoing authentic outreach, not just when it's cheaper.

01:05:15 Amy Gregory: Reacted to "You could. No reason..." with ❤️
01:05:29 Coach Ashley Prieto: Replying to "Speaking of groups. ..."

Yes, triage the people if you have a big list.

01:05:40 Coach Ashley Prieto: Reacted to "You could. No reason..." with ❤️
01:05:48 Coach Kristy Wharton: Reacted to "Ours now has a daily..." with 😍
01:06:00 Cali: Replying to "If most of our custo..."

Sadly, a lot are friends who always want a deal 😞

01:06:20 Cali: Replying to "If most of our custo..."

But it's my fault for allowing it

01:06:24 Amy Gregory: Thank you!
01:06:25 Coach Ashley Prieto: Reacted to "But it's my fault fo..." with 🙌
01:06:29 Kerrie LeBlanc: Thank you! So much great value!
01:06:30 Lori Warman: thank you for all of this
01:06:31 Lisa Minnes: Survived? This was AWESOME!
01:06:32 Steph Wood: Replying to "Speaking of groups. ..."

Ok thank you 😊 That helps so much!

01:06:36 Margo Ericson: Thank you
01:06:38 Coach Ashley Prieto: Replying to "If most of our custo..."

Love that realization!

01:06:40 Verda Sullivan: Thank you! These help so much
01:06:41 Coach Kristy Wharton: Replying to "Ours now has a daily..."

I wouldn't promote daily ones, personally — though you could plug them into emails from the company perhaps so if they want that info they can access it.

01:06:44 Laura Trujillo: Thank you!!
01:06:47 Cali: Reacted to "Love that realizatio..." with ❤️
01:06:52 Coach Jess Mitchell: Replying to "If most of our custo..."

Just place YOUR attention on their problems, and the solutions they need from now on, instead of on pricing or products.

01:06:52 Toni Saarinen-Jorden: Thank you!!!

01:06:53 Steph Wood: SHIFT was GOLD!

01:06:54 Coach Kristy Wharton: Reacted to "Survived? This was A..." with 🍕

01:06:58 Amy Gregory: Reacted to "SHIFT was GOLD!" with ❤️

01:06:59 Coach Kristy Wharton: Reacted to "Thank you! So much g..." with 🍕

01:06:59 Coach Tammy Asmus: Reacted to "SHIFT was GOLD!" with 🍕

01:06:59 Cali: Reacted to "Just place YOUR atte..." with ❤️

01:07:00 Dale and Jim Hatchell: I missed going over someone's post. Thanks Bob!

01:07:01 Coach Ashley Prieto: Reacted to "SHIFT was GOLD!" with 🍕

01:07:04 Coach Jess Mitchell: Replying to "If most of our custo..."

As you shift the focus, they will too

01:07:05 Cali: Replying to "If most of our custo..."

absolutely - will do :)