

Chat Transcript – The LOVE-LED™

Leadership Lab 11.14.2025

00:03:06 Cheryl Mabry: Why is everyone laughing
00:03:08 Liza Johnson:lol
00:03:58 PaulaAnn NJ:Hi everyone!
00:04:04 Liza Johnson:Where can I find the Core 4 Tracker Rhythm sheet? I can't find the last one & I like that one better
00:04:11 Coach Kristy Wharton: Reacted to "Where can I find the..." with 🥰
00:04:26 Coach Kristy Wharton: Replying to "Where can I find the..."

The original or the rhythm one?

00:04:39 Linda Schymik: Invisiblewin i shifted how I create my content – I led with empathy first, not excitement, and it felt calmer, clearer, and so much more connected
00:04:40 Coach Kristy Wharton: Replying to "Where can I find the..."

Oh I see @Liza Johnson

00:04:45 Coach Jess Mitchell: Replying to "Why is everyone laugh..."

Danielle did not mean to start without Bob so we were laughing at HER

00:04:57 Raquel Cornelsen: Went to a networking lunch, made some connections

00:05:01 Coach Jess Mitchell: Replying to "Why is everyone laugh..."

💖 team fun

00:05:12 Lanette Kuhn: consistent without feeling pressured by companies posts

00:05:14 Coach Jess Mitchell: Replying to "Invisiblewin i shift..."

YAY!!!!!! SO proud of you!

00:05:15 Joanne Clement: I've shifted from goal-oriented leadership to growth-oriented leadership...it takes time but it's so worth it.

00:05:22 Liza Johnson: Not stressing & fearing asking people questions (e.g. joining me, what problem they are looking to solve etc)

00:05:23 Diane Marie: Did not post hype post about our new launched products. I added more Service and Authenticity and Possibility posts this week

00:05:25 Coach Jess Mitchell: Replying to "consistent without f..."

Hey lady!

00:05:30 Linda Schymik: Visible win my customer commented on my post a big reminder that the quiet watchers are listening and my Lled consistency is landing

00:05:33 Coach Jess Mitchell: Reacted to "I've shifted from go..." with 🔥

00:05:44 Team Your Virtual Upline: <http://reviveyourdownline.com/>

00:05:50 Coach Jess Mitchell: Replying to "Did not post hype po..."

Love it!

00:06:02 Coach Kristy Wharton: Replying to "Where can I find the..."

Sent you privately

00:06:03 Annette Aguiar: I felt like I was idling this week between not knowing the promotions for BF and the workshop that starts next week. The refocused and got back to my rhythm

00:06:13 Stephanie Whittaker: Visible 3 new clients and 1 new coach this month. Invisible still working through past client list every day and loving reconnecting

00:06:13 Joanne Clement: Win...just by doing content....people see me and it's kind of a reminder for them so this week...renewal, new client.

00:06:29 Coach Jess Mitchell: Replying to "Visible win my custo..."

Yay!

00:06:35 Coach Kristy Wharton: Reacted to "Went to a networking..." with 🧑🏻💻

00:06:36 Coach Danielle Cole: Workshop link:

<https://www.reviveyourdownline.com>

00:07:15 Cheryl Mabry: Reacted to "I've shifted from go..." with 🔥

00:08:13 Coach Danielle Cole: @Joanne Clement - Yay! So proud of you.

00:08:16 Liza Johnson: Reacted to "Visible win my custo..." with 👍

00:08:37 Liza Johnson: Reacted to "Visible 3 new client..." with ❤️

00:08:53 Liza Johnson: Reacted to "Sent you privately" with ❤️

00:09:03 Hilleri Dickey: I do small things at a time. Sunday Night is what problem I want to help with for that week, creating content the night before so there pressure is gone. and it's ready to go the next morning.

00:09:09 PaulaAnn NJ: I sent a value -add follow - up and it opened up a whole new conversation, where the person is open to options.

00:09:22 Linda Schymik: Reacted to "I sent a value -add ..." with ❤️

00:09:43 Cheryl Mabry: Reacted to "I sent a value -add ..." with ❤️

00:11:19 Cheryl Mabry: Sent 15 VAFU, stuck to my past client list using a ChatGPT prompt. Got out in public and created conversations. Had 3 health assessment conversations this week, where I had none the last 6 weeks

00:11:58 Coach Jess Mitchell: Reacted to "I sent a value -add ..." with 🔥

00:12:22 Coach Jess Mitchell: Replying to "Sent 15 VAFU, stuck ..."

Celebrating with you!

00:12:25 Penny Blake-Womack: Reacted to "I do small things at..." with 💜

00:12:43 Cindy Templeton: This is an awesome mind shift. Instead of goal oriented - growth oriented.

00:12:57 Linda Schymik: Once I started putting all my conversations and all my daily touches in the core 4 tracker with the help of chat

00:13:10 Karen Forrister: Me!

00:13:21 Mary Daza: Me 🙌

00:14:01 Linda Schymik: Hello Karen

00:14:22 Mary Daza: Oh yes Karen too! Hi baby 🙌

00:14:58 Cheryl Mabry: Sent a current client a metabolic health scale who was starting to disengage. She has been re-ignited and has massive wins in here health...plus, I'm reinvigorate & improving my health too

00:15:19 Diane Marie: I've been here since July, and I feel I know what I finally need help with and I see I'm still trying to do more than that. I really need to slow down even more.

00:16:08 Linda Schymik: Bamb yes

00:16:18 Stephanie Whittaker: Reacted to "Sent 15 VAFU, stuck ..." with ❤️

00:16:54 Joanne Clement: Reacted to "@Joanne Clement - Y..." with ❤️

00:17:49 Cheryl Mabry: Connected

00:20:49 Robin McCabe: YES!!!!

00:20:51 Penny Blake-Womack: Yes

00:20:52 Linda Schymik: Yes

00:20:53 Chris Julian: yes

00:20:54 Hilleri Dickey: Yes

00:20:54 Chanel Crowley: yes

00:20:54 Alicia Raley: yes

00:20:54 Sandy Job-Rivera: yes

00:20:55 Vicki Hamdorf: yes

00:20:55 Mandy & Wayne Hudson: yes

00:20:55 Terri Temple: yes

00:20:55 Leigh Ulrich: Yes

00:20:56 Cindy Templeton: Yes!

00:20:58 Robin McCabe: All of this Laura!!

00:20:58 Joanne Clement: Yes

00:20:58 Julia Brown: Yes!!

00:20:59 Marcia Schiavo: yes

00:21:01 Jennifer Cumbie: YES!!!

00:21:09 Susie Wolford: Yes

00:21:10 Wendy Warawa: Yes

00:24:05 Cheryl Mabry: And THAT feeling had me turning to the pantry

00:24:21 Cindy Templeton: We just discussed this at noon in our Shift call with Kristy, Megan and Tammy. Rejection, Judgement getting in the way of reaching out.

00:24:25 Linda Schymik: I had that so much and feeling i am coming out to that

00:24:38 Mary Daza: I've done the same Laura, most of my past clients won't respond to any of my messages. And that's ok, probably for the best :)

00:24:47 Cheryl Mabry: Reacted to "We just discussed th..." with 🌟
00:25:13 Cheryl Mabry: Replying to "We just discussed th..."
Oh darn, missed it. I'll have to go back for the recording
00:25:25 Cindy Templeton: Reacted to "Oh darn, missed it. ..." with ❤️
00:25:34 Robin McCabe: Reacted to "We just discussed th..." with 🌟
00:25:38 Marjorie Kauffman: @Coach Danielle Cole - What time is the workshop those days? Thanks
00:25:40 Stephanie Whittaker: YES!
00:25:56 Coach Danielle Cole: Replying to "Workshop link:

http..."

12PM EST

00:26:00 Hilleri Dickey: Powerful
00:26:06 Coach Danielle Cole: Reacted to "Powerful" with 🔥
00:26:09 Marjorie Kauffman: Reacted to "12PM EST" with 👍
00:26:22 Alicia Raley: Yes
00:26:34 Cheryl Mabry: Reacted to "Powerful" with 🔥
00:26:35 Marjorie Kauffman: Replying to "Workshop link:

http..."

Thank you.

00:26:50 Hilleri Dickey: Reacted to "Yes" with ❤️
00:26:54 Linda Schymik: My past customers most wont respond back
00:27:24 Linda Schymik: Part is because I didn't know how to lead them and i am learning now how to lead them
00:27:56 Stephanie Whittaker: Im bringing on my 6th coach in 7 weeks today, 5 of 6 past clients. They need your leadership keep growing through this
00:28:11 Vicki Hamdorf: Reacted to "Im bringing on my 6t..." with ❤️
00:28:14 Linda Schymik: Reacted to "Im bringing on my 6t..." with ❤️
00:28:36 Cheryl Mabry: Reacted to "Im bringing on my 6t..." with ❤️
00:28:39 Stephanie Whittaker: They will see you're a different leader just by reaching out with the authentic scripts now. They will FEEL the shift in you

00:28:52 Karen Forrister: Replying to "They will see you're..."

Steph, thank you for that reassurance

00:29:07 Stephanie Whittaker: Reacted to "Steph, thank you for..." with ❤️

00:29:10 Liza Johnson: Powerful

00:29:21 Annette Aguiar: Reacted to "They will see you're..." with ❤️

00:29:30 Linda Schymik: Thankyou Laura you are doing great thanks for helping us see it

00:30:17 Liza Johnson: Reacted to "They will see you're..." with 💜

00:30:42 Stephanie Whittaker: I believe this!

00:31:35 Joanne Clement: The shift is not always easy.....

00:31:38 Vicki Hamdorf: Thanks Laura for asking your question. I can relate to this so much.

00:33:43 Cheryl Mabry: What about Jane

00:34:40 Jennifer Cumbie: This is so helpful today !

00:35:32 Cheryl Mabry: Thank you for leading us through this Bob & Laura

00:35:36 Stephanie Whittaker: YES!!!!

00:35:52 Joanne Clement: And that is how we should duplicate that to our team

00:35:55 Linda Schymik: I love the frame work you give us and it has helped me so much

00:36:23 Liza Johnson: Yup!!!

00:36:39 Coach Kristy Wharton: Reacted to "We just discussed th..." with 🌟

00:37:05 Coach Kristy Wharton: Replying to "We just discussed th..."

We did have a great session today!!!

00:37:12 Robin McCabe: Reacted to "We did have a great ..." with 🔥

00:37:34 Robin McCabe: Replying to "We just discussed th..."

It's been a GREAT day of zooms today! Started with core 4!! Amazing. So grateful!

00:37:47 Cindy Templeton: Reacted to "We did have a great ..." with 🙌

00:37:51 Cindy Templeton: Reacted to "It's been a GREAT da..." with ❤️

00:37:59 Lanette Kuhn: @Laura Trimble You got this! ❤️

00:38:01 Cindy Templeton: Replying to "We just discussed th..."

@Robin McCabe me too!!!

00:38:09 Stephanie Whittaker: True true. Bob told me quality people are already in my world in my past clients, gotta work the entire list. Not get sidetracked after 1 page

00:38:11 Robin McCabe: Reacted to "@Robin McCabe me too..." with ❤️

00:38:18 Robin McCabe: Replying to "We just discussed th..."

@Cindy Templeton I love doing this with you!! 😊

00:38:26 Laura Trimble: Replying to "@Laura Trimble You ..."

Thank you so much Lanette!!

00:38:26 Krista Tavares: I did that when I started program and it was gold

00:38:27 Linda Schymik: Howdo we get them to reach back if you have tried for a long time?

00:38:42 Krista Tavares: And it took me months to complete

00:38:51 Mandy & Wayne Hudson: Replying to "They will see you're..."

Are you fully using the Past client scripts to reach out to your past clients?

00:39:10 Stephanie Whittaker: Replying to "They will see you're..."

@Mandy & Wayne Hudson 100% only the scripts

00:39:26 Linda Schymik: My one girl will not respond

00:39:41 Cindy Templeton: Reacted to "@Mandy & Wayne Hudso..." with 👍

00:39:50 Vicki Hamdorf: Reacted to "We did have a great ..." with ❤️

00:39:51 Mandy & Wayne Hudson: Replying to "They will see you're..."

@Stephanie Whittaker - thank you

00:41:01 Stephanie Whittaker: Replying to "They will see you're..."

"Hey Josh, it's been a little while. I can't believe how much Jackson & Elliot are growing - you and Em are such amazing parents 😊.

I was just thinking of you and wanted to check in. How have you been"

00:41:18 Laura Trimble: Reacted to ""Hey Josh, it's been..." with 💜

00:41:27 Mandy & Wayne Hudson: Reacted to "'Hey Josh, it's been..." with ❤️

00:41:40 Cheryl Mabry: Reacted to "'Hey Josh, it's been..." with ❤️

00:41:41 Laura Trimble: Replying to "They will see you're..."

@Stephanie Whittaker Did you go back to day 1?

00:41:46 Linda Salzwedel: I'm always changing what chat provides to me. I tell it to change what I don't like.

00:42:26 Stephanie Whittaker: Replying to "They will see you're..."

(Let it go back and forth for 2-3 messages) then

I've been working on being a better coach for my clients. Would you mind if I asked you a few questions about your experience in working with me?" Then scripts

00:42:30 Cheryl Mabry: Replying to "They will see you're..."

I've been red lighting myself around the words "check in" Did I hear Bob say that on a call?

00:42:42 Cindy Templeton: Reacted to "'Hey Josh, it's been..." with ❤️

00:42:59 Stephanie Whittaker: Replying to "They will see you're..."

@Laura Trimble yes I work clients alphabetical no matter when they ordered

00:43:06 Laura Trimble: Reacted to "@Laura Trimble yes I..." with 💜

00:43:43 Stephanie Whittaker: Replying to "They will see you're..."

@Cheryl Mabry I like it but maybe ask chat 10 other options for "check in"?

00:44:11 Liza Johnson: Interesting prospective!

00:44:17 Mandy & Wayne Hudson: Replying to "They will see you're..."

@Stephanie Whittaker - love this so much - thank you

00:44:40 Stephanie Whittaker: Reacted to "@Stephanie Whittaker..." with ❤️

00:44:42 PaulaAnn NJ: Replying to "I'm always changing ..."

I improvise what is given...

00:44:43 Cheryl Mabry: Reacted to "@Stephanie Whittaker..." with ❤️

00:44:46 Raquel Cornelsen: Reacted to "Im bringing on my 6t..." with ❤️

00:45:35 Krista Tavares: I had the best vendor event last night. I was so comfortable and not looking for everyone to sign up for a drawing. I did not even do a drawing.

00:45:50 Mandy & Wayne Hudson: @Stephanie Whittaker - so, "when we were working together.... How's that going for you now?"

00:47:58 Stephanie Whittaker: I love Bob. You call us to our best

00:48:03 Cindy Templeton: This is something that I needed to hear too.

00:48:24 Robin McCabe: LOVE that challenge!!

00:48:27 Coach Jess Mitchell: YOU CAN DO IT LINDA!!!

00:48:31 Cindy Templeton: Reacted to "LOVE that challenge!..." with 🙌

00:48:36 Cheryl Mabry: I saw your face @Laura Trimble

00:48:37 Coach Jess Mitchell: Reacted to "I love Bob. You call..." with 🔥

00:48:37 Cindy Templeton: Replying to "LOVE that challenge!..."

I'm in!

00:48:37 Stephanie Whittaker: Reacted to "LOVE that challenge!..." with ❤️

00:48:43 Robin McCabe: They want YOU Linda!! You can do this!

00:48:45 Stephanie Whittaker: Oooooof so good

00:48:47 Linda Salzwedel: For posts, too! Or just conversations???

00:49:00 Mandy & Wayne Hudson: We are all now facing the challenge with you, Linda!

00:49:09 Annette Aguiar: Do you not have the scripts on your phone keyboard?

00:49:13 Cindy Templeton: Reacted to "We are all now facin..." with 🙌

00:49:24 Laura Trimble: Reacted to "I saw your face @Lau..." with 😂

00:49:36 Penny Blake-Womack: Reacted to "We are all now facin..." with !!

00:49:40 Coach Jess Mitchell: Replying to "For posts, too! Or j..."

Just for conversations! Use the prompts for content.

00:50:13 Liza Johnson: I like having a 1:1 face to face, because I can listen and be empathetic & authentic <3

00:50:13 Cheryl Mabry: Gulp

00:50:21 Cheryl Mabry: Reacted to "I like having a 1:1 ..." with 💕

00:50:40 Cheryl Mabry: Reacted to "I saw your face @Lau..." with 😂

00:51:00 Liza Johnson:Sunshine on my shoulder makes me happy 😊
00:51:02 Socorro Dunn: Is this the teacher mask coming on?
00:51:03 Cheryl Mabry: Get off my shoulders Bob 😊
00:51:14 Socorro Dunn: I have same mask.
00:51:20 Diane Marie: WWBS =What Would Bob Say (if he knew you were doing that)
00:51:21 Hilleri Dickey: @Linda Salzwedel YOU Got this girlfriend.
00:51:22 Stephanie Whittaker: Replying to "They will see you're..."

@Mandy & Wayne Hudson how is it going for me? I feel like it's a good pivot!
Permission question and then I feel like im leading them through the scripts. Actually the new coach im bringing on today I did that exact thing with. She's now down 38 lbs and posted and her sister reached out and she needs finances and she asked to coach. But it started with leading her in her health

00:51:38 Liza Johnson:Linda Schymik, you got this!!!
00:51:39 Raquel Cornelsen: Bob got me emotional today
00:51:52 Raquel Cornelsen: You can do this Linda ❤️❤️❤️
00:51:52 Stephanie Whittaker: Reacted to "Get off my shoulders..." with 😊
00:51:58 Coach Jess Mitchell: Here I am taking notes
00:52:07 Hilleri Dickey: Reacted to "Here I am taking not..." with ❤️
00:52:17 Socorro Dunn: Very powerful!! Not the only one!!
00:52:20 Hilleri Dickey: Thank you so much Linda
00:52:22 Mary Daza: Reacted to "WWBS =What Would Bob..." with 😊
00:52:26 Emily Titov: I have this RLS too (among others 😊) ... I'm gonna eff this up or say something wrong 😊
00:52:34 Karen Forrister: I was doing this since the lesson where our messenger messages were analyzed
00:52:42 Diane Marie: It gonna be authentic
00:52:49 Coach Jess Mitchell: Replying to "Here I am taking not..."

It's going to be beautiful 💕

00:52:57 Stephanie Whittaker: "What would Bob say" to now
"Bob says I can empower myself"
00:53:01 Linda Salzwedel: Replying to "@Linda Salzwedel YOU..."

Wrong Linda! 😊

00:53:03 Kiersten Vavrina: I rely on chat too much too thank you Linda! Let's do this!

00:53:09 Laura Trimble: Reacted to "'What would Bob say'..." with 👍

00:53:12 Liza Johnson: It's going to be revolutionary...Freedom!! You can do it with a smile!!

00:53:14 Mary Daza: I needed to hear this today too Linda!

00:53:17 Cindy Templeton: Reacted to "I rely on chat too m..." with 🙌

00:53:24 Team Your Virtual Upline: Should be at least after 1hr-2hrs

00:53:25 Hilleri Dickey: Reacted to "I needed to hear thi..." with ❤️

00:53:31 Emily Titov: I've been using chat only for my content. Glad I am here to hear this.

00:53:37 Cindy Templeton: Replying to "I rely on chat too m..."

I'm in for the challenge!

00:53:55 Karen Forrister: Tough love is still LOVE

00:54:01 PaulaAnn NJ: Reacted to "Tough love is still ..." with ❤️

00:54:04 Stephanie Whittaker: Reacted to "Tough love is still ..." with ❤️

00:54:11 Kiersten Vavrina: Replying to "I rely on chat too m..."

Let's do this challenge accepted!

00:54:16 Stephanie Sipek: Confirming that we will get the video recording of this session posted in 1 - 2 hrs

00:54:19 Cindy Templeton: Reacted to "Let's do this challe..." with ❤️

00:54:25 Penny Blake-Womack: Reacted to "Tough love is still ..." with 💜

00:54:26 Mandy & Wayne Hudson: Replying to "They will see you're..."

@Stephanie Whittaker - love that for you! Thank you for sharing! Really appreciate you

00:54:28 Cheryl Mabry: Trusting our selves to learn, fail, grow!

00:54:33 Stephanie Whittaker: Reacted to "@Stephanie Whittaker..." with ❤️

00:54:39 Linda Salzwedel: So far I have not used Chat for conversations. Never even occurred to me. LOL I guess I'll keep that up!

00:54:43 Socorro Dunn: Yes bob! We are all need affirmation.. coming from being so smashing thoughts and fear of doing "bad"!

00:54:43 Fireflies.ai Notetaker Stephan: The meeting schedule is about to end.
Action Items for this meeting:

- Reach out to every single past client. @Laura Trimble
- Find a specific service-oriented post that Laura can use. @Bob Heilig
- Laura Trimble to do outreach and offer her leadership to 5 people who interacted with her service-oriented post. @Laura Trimble
- Provide an update on the discussed topics next week. @Laura Trimble
- Linda Schymik is to not use chat for conversations for the next couple of weeks as part of her love-led assignment. @Linda Schymik
- Provide an update on progress after 7 days of implementing the discussed strategies. @Linda Schymik

00:54:58 PaulaAnn NJ: Reacted to "The meeting schedule..." with 👍

00:55:02 Linda Schymik: Reacted to "I have this RLS too ..." with ❤️

00:55:16 Emily Titov: lol 😊

00:55:29 Robin McCabe: So good. Thank you for this! Calling each of us higher!! It's what we all want but are afraid to step into...how exciting!

00:55:46 Cindy Templeton: Reacted to "So good. Thank you f..." with ❤️

00:55:51 Cheryl Mabry: "Am I delegating my confidence?"

00:55:54 Linda Schymik: Thankyou so who much

00:55:58 Robin McCabe: Reacted to "'Am I delegating my ..." with 🔥

00:55:58 Coach Jess Mitchell: Replying to "Tough love is still ..."

Tough love is REAL love.

00:56:03 Robin McCabe: Reacted to "Tough love is still ..." with ❤️

00:56:05 Laura Trimble: Reacted to "Tough love is REAL I..." with 💜

00:56:13 Cindy Templeton: Reacted to "'Am I delegating my ..." with 🙌

00:56:13 Coach Jess Mitchell: Replying to "Tough love is still ..."

Making someone feel good only is NOT love

00:56:24 Laura Trimble: Thanks so much for this Bob!

00:56:28 Stephanie Whittaker: Reacted to "So good. Thank you f..." with ❤️

00:56:28 Cindy Templeton: Reacted to "Making someone feel ..." with ❤️

00:56:30 Cheryl Mabry: Reacted to "Making someone feel ..." with ❤️
00:56:31 Stephanie Whittaker: Reacted to "'Am I delegating my ..." with 🔥
00:56:36 Laura Trimble: Replying to "Tough love is still ..."

@Coach Jess Mitchell 100% TRUE

00:56:46 Coach Jess Mitchell: Reacted to "'Am I delegating my ..." with 🔥
00:56:47 Socorro Dunn: Reacted to "So good. Thank you f..." with ❤️
00:56:48 Stephanie Whittaker: Reacted to "Making someone feel ..." with ❤️
00:56:52 Vicki Hamdorf: What about for new potential clients. After you know the problem and you try to move to a phone call, what do you do when the conversation stops.
00:57:16 Marjorie Kauffman: What is the 10/80/10. (I had an interruption. Sorry)
00:57:44 Stephanie Whittaker: Replying to "What about for new p..."

Value add follow up

00:58:00 Susie Wolford: I've put conversations into chat after the fact for feedback if they were not typical conversations
00:58:36 Laura Trimble: Replying to "What is the 10/80/10..."

10% your idea, 80% Chat 10% you finishing it up

00:58:43 Coach Jess Mitchell: Hi Vicki! So good to see you on here!
00:58:54 Coach Jess Mitchell: Reacted to "10% your idea, 80% C..." with 🔥
00:59:22 Julia Brown: Reacted to "So good. Thank you f..." with ❤️
00:59:22 Cheryl Mabry: It's a mirror
01:00:16 Annette Aguiar: An assessment also forces you to see yourself and that has guilt, failure and red light stories on their part attached
01:00:28 PaulaAnn NJ: Thank You Bob... Have a good weekend
01:00:42 Liza Johnson: I like that. I've never been a great writer, but sometime chat GPT is lame & I need it to be more authentic. Sometimes, even when it's being lame, it gets my mind going and gives me a few words quicker.
01:00:43 Penny Blake-Womack: My conversations give me most of the information I need and anything I'm lacking I gain from them once we're on a call. I don't use the HA any longer
01:00:51 Marjorie Kauffman: Replying to "What is the 10/80/10..."

@Laura Trimble - this is about creating a post?

01:01:39 Mary Daza: Reacted to "An assessment also f..." with ❤️

01:01:45 Annette Aguiar: Reacted to "@Laura Trimble - th..." with 👍

01:02:05 Laura Trimble: Replying to "What is the 10/80/10..."

@Marjorie Kauffman yes, anything in chat really

01:06:11 Annette Aguiar: menopause

01:06:20 Annette Aguiar: Loss of estrogen

01:06:33 Hilleri Dickey: Reacted to "Loss of estrogen" with ❤️

01:06:34 Cheryl Mabry: "Those symptoms are a bit concerning, do you know what's causing them?"

01:06:41 Mandy & Wayne Hudson: This is so interesting as we have been encouraged that we build relationships more "in person" or on the phone and not to ask personal questions via messages...

01:06:46 Laura Trimble: Reacted to "'Those symptoms are ..." with 👍

01:07:28 Mandy & Wayne Hudson: understand

01:07:42 Mandy & Wayne Hudson: Yes, that totally happens

01:08:17 Cheryl Mabry: Aaahh

01:08:38 Mandy & Wayne Hudson: For those of us not "natural" at this, it is a challenge

01:08:49 Susie Wolford: Reacted to "For those of us not ..." with ❤️

01:09:03 Susie Wolford: Reacted to "This is so interesti..." with ❤️

01:09:23 Chanel Crowley: Reacted to "For those of us not ..." with 🙌

01:10:25 Mandy & Wayne Hudson: solution

01:10:27 Cheryl Mabry: Instead of it being for me, this helps it be a benefit to them

01:10:27 Annette Aguiar: calirty

01:10:37 Annette Aguiar: clarity

01:10:40 Mary Daza: Clarity, direction and guidance

01:10:43 Mandy & Wayne Hudson: Reacted to "clarity" with 👍

01:10:46 Laura Trimble: How we can help

01:10:53 Alicia Raley: Clarity and they feel seen

01:11:32 Laura Trimble: That's good!

01:11:32 Mary Daza: 🌟

01:11:48 Marjorie Kauffman: Wow – say that again! So good!

01:11:52 Cheryl Mabry: What if they have already said no, after the HA?

01:12:40 Stephanie Whittaker: I have been using the HA less and less. I only use it now if I get to the point of “I’ve got to ask would you like some help with that” and they say yes and then I say “can I call ya quick?” And if they can’t jump on a call right now, I set up the time with them and then say “hey by the way could you fill out this quick 5 min form so I can learn more about what you’re looking for?”

Otherwise it’s just all over the phone now because the scripts help us WAY more with going deeper with someone. Don’t feel like you NEED the HA, I don’t believe it’s necessary anymore

01:12:44 Annette Aguiar: Most people also don’t get the clarity out of the assessment for their clients

01:13:24 Laura Trimble: Reacted to “I have been using th...” with 👍

01:13:37 Annette Aguiar: Reacted to “I have been using th...” with ❤️

01:13:48 Liza Johnson: I actually had someone tell me recently that “I guess I really don’t want to lose the weight.” I feel like she was saying she didn’t care enough to make changes. She just wanted a pill to lose it for her. I felt bad, but they have to want it more for themselves than I want to guide them.

01:13:54 Mandy & Wayne Hudson: Reacted to “I have been using th...” with ❤️

01:14:47 Annette Aguiar: Reacted to “I actually had someo...” with !!

01:15:08 Susie Wolford: Reacted to “I have been using th...” with ❤️

01:15:30 Annette Aguiar: Replying to “I actually had someo...”

You could respond “is that true?”

01:16:15 Mandy & Wayne Hudson: Whoa – worried about what it will look like at the end.... 😬

01:16:50 Robin McCabe: Replying to “Whoa – worried about...”

Same....the message I’m hearing over and over this call is be present. Always. Be present.

01:16:59 Mary Daza: Reacted to “I actually had someo...” with ❤️

01:17:02 Mandy & Wayne Hudson: Reacted to “Same....the message ...” with ❤️

01:17:04 Stephanie Whittaker: Reacted to "Same....the message ..." with ❤️
01:17:29 Mary Daza: Reacted to "I have been using th..." with ❤️
01:18:16 Socorro Dunn: Can you ask "how can I support you"?
01:18:17 Mandy & Wayne Hudson: Replying to "Whoa - worried about..."

@Robin McCabe - personally I have been really enjoying our recent HAs much more after digging deeper in messages first - actually, I also think my questions have changed - sometimes my HAs are longer now tho. But I am much more present

01:18:31 Robin McCabe: Replying to "Whoa - worried about..."

YES!!! Same. 😊 So good.

01:18:44 Chris Julian: thanks Bob.. so good.. I gotta go pick up my grandson!!

01:18:47 Cheryl Mabry: Is asking for feedback on me & what I shared an option here?

01:18:56 Mandy & Wayne Hudson: "Would you find value in having a coach?"

01:19:03 Robin McCabe: Reacted to ""Would you find valu..." with 🔥

01:19:07 Mary Daza: Reacted to ""Would you find valu..." with 🔥

01:19:09 Cheryl Mabry: Reacted to ""Would you find valu..." with 🔥

01:19:28 Raquel Cornelsen: I definitely need to rewatch this. I've had so many aha moments

01:19:29 Cheryl Mabry: It's ME

01:19:44 Linda Schymik: SameRaquel

01:19:50 Mary Daza: Can we do the HA without them actually knowing that we're doing it? I feel like the questions come naturally and once we ask for a scheduled meeting they run the other way.

01:20:04 Cheryl Mabry: "Are you open to my leadership outside the program?"

01:20:18 Raquel Cornelsen: Reacted to "SameRaquel" with ❤️

01:21:30 Linda Schymik: That darn MASK 💔

01:21:43 Socorro Dunn: You so say all that via messenger /txt or a phone call?

01:21:50 Cheryl Mabry: Bob is present! 🎁

01:21:53 Susie Wolford: Replying to "Can we do the HA wit..."

Try that and see if it works

01:21:56 Mary Daza: Thank you!

01:22:00 Mandy & Wayne Hudson: So valuable

01:22:02 Laura Trimble: So good!!!

01:22:10 Jennifer Cumbie: So so good!!!!

01:22:10 Socorro Dunn: Good use of chat!!

01:22:11 Stephanie Whittaker: So good thank you!!

01:22:12 Mandy & Wayne Hudson: Wow! We can run this thru chat?

01:22:12 Liza Johnson: Thank you!

01:22:13 Linda Schymik: Thankyou

01:22:14 Mary Daza: Replying to "Can we do the HA wit..."

Thank you!

01:22:15 Joanne Clement: Thanks all