The LOVE-LED™ Leadership Lab Chat Transcript

00:01:21 Linda Schymik: Hello Friends happy Friday
00:01:34 Coach Danielle Cole: Reacted to "Hello Friends happy ..." with ❤️
00:01:37 Coach Danielle Cole: HI!!!!!
00:01:45 DeeDee Fitch: Happy Friday!
00:01:57 Coach Jess Mitchell: Hey hey everyone!
00:02:08 Robin McCabe: Replying to "HI!!!!!"

Are you feeling better? 🙂
00:02:08 DeeDee Fitch: If today had a face, I'd kiss it!
00:02:11 Robin McCabe: Hey hey!!
00:02:17 Robin McCabe: Reacted to "If today had a face,..." with ❤️
00:02:23 Coach Danielle Cole: Replying to "HI!!!!!"

The same - XOXOX
Thank you for asking!
00:02:33 Linda Schymik: Me
00:02:34 Coach Danielle Cole: me!!!!
00:02:34 Robin McCabe: YES! Amazing!
00:02:38 Coach Jess Mitchell: Yep! So good!
00:02:42 Mandy & Wayne Hudson: Yes!
00:02:45 Karen Forrister: me
00:02:46 Emily Titov: yes
00:02:50 Robin McCabe: Yes!
00:02:50 sue Paige: yes!!
00:02:54 Marjorie Kauffman: yes
00:02:56 Lindsay Ault: yes
00:02:58 Karen's Iphone 12: Yes
00:02:59 Karen Hartlaub: yes - but behind!

00:03:02 Linda Schymik: I did more reach out during class with Bob earlier than I did all week
00:03:30 Coach Danielle Cole: Reacted to "I did more reach out..." with 🔥
00:04:03 Carol Crosby: I was out of town for 8 days and so am zeroing in on the most important stuff first and will go thru this week's class next week
00:04:20 DeeDee Fitch: Belief - the whole thing about belief
00:04:22 Mandy & Wayne Hudson: Loved hearing about our our mask interferes with how we connect with our team and customers
00:04:37 Robin McCabe: Stop closing and start leading through belief.
00:04:48 Lisa's I-phone: Belief and being direct
00:04:57 Robin McCabe: Reacted to "Loved hearing about ..." with 🔥
00:05:03 sue Paige: Working on leadiing my clients and team without the mask!
00:05:08 Emily Titov: getting a new engine, grinding self to the dust
00:05:25 Robin McCabe: Come on Wayne!!! 🙂
00:05:37 Michelle Molendyk: I was on monday and then the week took a turn and I wasn't available to do the rest live. I'm not ready to dive into growing a team, I am focusing on growing customers. I will be catching up on the recordings over time.
00:06:53 Robin McCabe: Reacted to "The same - XOXOX Tha..." with ❤️
00:07:10 Coach Danielle Cole: Reacted to "I was on monday and ..." with 🔥
00:07:26 sue Paige: Where do we find the updated Mask assesssment?
00:08:12 Susie Wolford: Replying to "Where do we find the..." Www.seeyourmask.com
00:08:16 Cindy Templeton: Believing in myself as a love-led leader and walking into my calling not my business.
00:08:22 Coach Danielle Cole: Reacted to "Www.seeyourmask.com" with 🔥
00:09:03 sue Paige: Replying to "Where do we find the..."

Thank you!
00:10:33 Cindy Templeton: Excellent Mandy!!!
00:10:41 sue Paige: so good Mandy!
00:12:12 Mandy & Wayne Hudson: Great!
00:12:24 DeeDee Fitch: Yes!

00:12:32 Liza Johnson:It made good sense.
00:12:53 Cindy Templeton: Yes, I connected with that analogy. It's not me. It was the "engine - system".
00:14:09 sue Paige: Loved it!! That really coneected with me!! Made me realize that it is not me thats broken it is the system- reaffirmed this is my calling.
00:15:05 Terri Temple: i identified with that as well
00:16:04 DeeDee Fitch: Me too. 11 years old not making it.
00:16:32 Mary Daza: 💯
00:16:39 Liza Johnson:I think my greatest win recently is that I'm still & will always be growing. I'm getting some great growth & plan to keep succeeding
00:16:45 Robin McCabe: I need that on repeat!
00:17:48 Robin McCabe: Love that!
00:18:04 Mandy & Wayne Hudson: That will be great - thank you
00:18:26 Team Your Virtual Upline: https://chatgpt.com/g/g-68c16faae40481918ee6621d154265bf-the-love-ledtm-leadership-mirror
00:18:30 Michelle Molendyk: Reacted to "I think my greatest ..." with ❤️
00:18:32 sue Paige: That will be great- Thank you
00:18:40 Michelle Molendyk: Replying to "I think my greatest ..."

yes! totally agree with that.
00:19:32 Liza Johnson:One of my biggest challenges is making sure that I'm using the latest forms. I've been with LSG for so long & printed so much, I'm oftentimes unsure.
00:19:32 Coach Danielle Cole: It is in the workbook of the Rhythm Reset Week 1 in your portal - The LOVE- LED™ Leadership Audit
00:20:07 Coach Danielle Cole: I will make sure we get it into an email and also in the resource section of your portal when it is ready
00:21:42 Mary Daza: How do you feel about email campaigns? Like general value add follow up emails.
00:22:41 Cindy Templeton: I was blown away when someone said yes that I could chat with them. I immediately put my mask back on and went into fear mode. How do I cha with them without my mask?
00:22:47 Coach Jess Mitchell: YAY DeeDee!!!

00:23:20 Theresa Roy: Awesome DeeDee!
00:23:24 Mandy & Wayne Hudson: Do you serve towels with your showers?
00:24:08 Lisa's I-phone: My possibility posts don't seem to be landing .. although my last one that I didn't get much engagement I did get a new customer from ..
would love any feedback
00:24:34 Coach Danielle Cole: Replying to "My possibility posts..."

how do you know they are not landing?
00:25:50 Coach Danielle Cole: Reacted to "Do you serve towels ..." with 😂
00:28:23 Lisa's I-phone: Replying to "My possibility posts..."
No engagement
00:28:42 Marjorie Kauffman: Would you like to have a conversation about _____. (How did Bob word that?)
00:29:09 Liza Johnson:I love that. Are you open to having a conversation.
00:29:19 Lisa's I-phone: Replying to "My possibility posts..."
Hard to do AO if no one likes or comments on post
00:29:52 Marjorie Kauffman: Reacted to "I love that. Are you..." with 👍🏻
00:30:58 Coach Danielle Cole: Replying to "My possibility posts..."

What you are expereincing is normal. These types of posts get the lowest engagement.

Engagement is not the measure of whether your possibility posts are working. Connection is.

And what you said proves it. The post you thought didn't land brought you a new customer. That means your message is resonating more deeply than you realize.

People are watching quietly.
00:31:02 Marjorie Kauffman: OR Would you like to take a look at ...
00:31:31 Coach Jess Mitchell: Replying to "Would you like to ha..."

"would you be open to..." as opposed to "would you like to"

00:31:55 Lisa's I-phone: Replying to "My possibility posts..."
❤️
00:31:55 Coach Jess Mitchell: Reacted to "I love that. Are you..." with ❤️
00:32:00 Coach Danielle Cole: Reacted to "❤️" with ❤️
00:32:02 Lisa Olsen: She also didn't say she would never be interested but just not now. She may be more open later.
00:32:12 Coach Jess Mitchell: Reacted to "What you are experei..." with 🔥
00:32:19 Coach Jess Mitchell: Reacted to "She also didn't say ..." with ❤️
00:32:42 Linda Schymik: DeeDeee good job
00:32:49 Coach Danielle Cole: Reacted to "DeeDeee good job" with 🫶
00:32:51 Robin McCabe: Love this for you DeeDee!
00:33:08 Lisa's I-phone: ❤️❤️
00:34:19 Cheryl Mabry: No "shoulds, coulds or must haves"❣️
00:34:27 Mary Daza: Reacted to "No "shoulds, coulds ..." with 🩷
00:34:46 Cheryl Mabry: Acknowledging greatness!!!
00:36:01 Cheryl Mabry: "Would be?!?" As though they are not already awesome
00:36:25 lauren cormier: thats why I stopped recruiting for months until I found YVU
00:36:58 DeeDee Fitch: Reacted to "Love this for you De..." with ❤️
00:37:04 DeeDee Fitch: Reacted to "DeeDeee good job" with ❤️
00:39:28 Linda Schymik: What is th e name of that again Daniel?
00:39:54 Cheryl Mabry: Would that be helpful for a future team member that is not willing to post on social? Using the scripts to family & friends?
00:40:10 Coach Danielle Cole: Replying to "What is th e name of..."

THE LOVE-LED™ ANNOUNCEMENT POST STRATEGY — A SIMPLE SYSTEM TO CREATE QUICK WINS FOR NEW TEAM MEMBERS
00:44:27 Cheryl Mabry: Did you know their prior problem?
00:46:55 Lisa's I-phone: See if they need ur leadership
00:47:36 Coach Danielle Cole: Reacted to "See if they need ur ..." with 🔥
00:54:47 Coach Danielle Cole: speak to your dream customer
00:55:11 Fireflies.ai Notetaker Bob: The meeting schedule is about to end. Action Items for this meeting:

- Follow up with the client Susan to ask why she chose the protein over other options and if the suggestions helped with the flavor. @DeeDee Fitch

01:00:09 Coach Danielle Cole: I have to run to my next call. Have a great weekend everyone!

01:00:14 Mary Daza: Reacted to "I have to run to my ..." with 💗

01:00:17 lauren cormier: yes and stories too

01:00:21 Socorro Dunn: Reacted to "I have to run to my ..." with 💗

01:00:21 Lanette Kuhn: Say it in your post?

01:00:55 DeeDee Fitch: I've gotta run - thanks everyone!

01:02:35 Cheryl Mabry: Nice to need an Optavist Mary

01:04:32 Mary Daza: Reacted to "Nice to need an Opta..." with 💗

01:05:55 Cindy Templeton: This is very interesting discussion on email. Thank you!

01:08:09 Cheryl Mabry: Newsletter!!

01:08:30 Socorro Dunn: I don't read long emails much.

01:08:55 Liza Johnson:Replying to "I don't read long em..."

Me either

01:09:16 Liza Johnson:Reacted to I have to run to my ... with "💜"

01:09:27 Marjorie Kauffman: Bob, could we use this same pattern when sending TEXTS to clients/former clients... start with family update and a picture, etc.

01:09:28 Cheryl Mabry: Follow up after in person meetup ?? Use the script to see if they have a problem

01:10:21Robin McCabe: Thank you!

01:10:21Karen Hartlaub: I have 2 team members that would have benefited from this week - can i share the email with the replay links?

01:10:25 Mandy & Wayne Hudson: Thank yuo

01:10:25 Socorro Dunn: Great! Person to person call!!