

The LOVE-LED™ Leadership Lab

Chat Transcript 11.13.2025

00:03:50 Kerrie LeBlanc: I'm so curious about handling objections when you present your solution. I tend to want to get into teacher mask

00:04:06 Steph Wood: Question: Follow up timeline you suggest these days :)

00:04:20 Deirdre Burg: Picked myself back up today after being on the struggle bus all week!

00:04:38 Coach Kristy Wharton: Reacted to "Picked myself back u..." with 

00:04:43 Tammy Asmus: Reacted to "Picked myself back u..." with 

00:04:54 Kim Henry: I met some new people setting up for a holiday event this week and invited them into my FB world to connect.

00:05:00 Win and Michele Wood: We had a new church pastor and his wife and 4 kids living with us all last week. I was able to purposefully lean into that time and not worry about the many other things I didn't get done. It was a very purposeful pulling back that made me feel peaceful instead of stressed or worried or beating myself up.

00:05:00 Verda Sullivan: I am not on my phone/iPad/iMac all day long looking for comments, likes etc.

00:05:05 Alysun Caldwell: I'm working through the first module and didn't give up even though my move put me out of everything for a week. The old me would have felt so behind that I didn't even start.

00:05:11 Laura Stephen: Managing to get on the POD call yesterday (in the UK so time differences make it tough) and getting real clarity on how to lead conversations

00:05:26 Kerrie LeBlanc: Invisible win: I showed up as a leader in full confidence in my team. For years I've felt like I was going through the motions of being a leader training, passing along info, little notes. This week I feel like I am actually leading with confidence and excitement.

00:05:26 Marjorie Kauffman: Yesterday TWO people reached out to me and asked to start. One is someone I don't know who sees me on FB and the other is a client of SEVEN years ago. I needed that encouragement.

00:05:30 Steph Wood: Invisible win: Not getting on the hustle train. Remembering I am right where I am supposed to be.

00:05:34 Bette Haskin: very difficult time, finally getting some clarity..I have been behind

00:05:36 Kerrie LeBlanc: Reacted to "Picked myself back u..." with ❤️

00:05:37 Allison Lucas: I am still showing up positively where I can even in a time of health stress for my family. The old me would have quit.

00:05:38 Chris McIntyre: I was leading in fear last week and chose "scary AOs" to avoid last week and took off the mask and did those AOs early this week.

00:05:40 Kerrie LeBlanc: Reacted to "I met some new peopl..." with ❤️

00:05:47 Kerrie LeBlanc: Reacted to "Managing to get on t..." with ❤️

00:05:51 Coach Kristy Wharton: Reacted to "Invisible win: I sho..." with 🧡

00:06:02 Coach Kristy Wharton: Replying to "Invisible win: I sho..."

Presence! So powerful

00:06:19 Coach Jess Mitchell: Reacted to "Yesterday TWO people..." with ❤️

00:06:30 Coach Jess Mitchell: Replying to "Yesterday TWO people..."

This Is beautiful fruit from your work!

00:06:35 Coach Jess Mitchell: Reacted to "Invisible win: Not g..." with 🔥

00:06:46 Coach Jess Mitchell: Reacted to "I am still showing u..." with ❤️

00:06:48 Jim Hatchell: My wife said she was proud of my consistent posting! Seeing more reactions and winning the war of the MASK!

00:06:55 Coach Jess Mitchell: Reacted to "I was leading in fea..." with 🔥

00:06:55 Tammy Asmus: Reacted to "My wife said she was..." with ❤️

00:07:01 Coach Jess Mitchell: Reacted to "My wife said she was..." with 🎉

00:07:05 Steph Wood: Also... bringing on 5 new partners actually last 10 days. And simply leading them with authentic/service posts. And leading them with the messaging to likes, loves, comments.

00:08:09 Steph Wood: I see a huge change in you Kerrie!!!!

00:08:12 Coach Kristy Wharton: Reacted to "Also... bringing on 5 ..." with 🧡

00:08:31 Chris McIntyre: Reacted to "Also... bringing on 5 ..." with 🙌

00:08:33 Sharon Jackson: I was in full blown fear mode with the AO's and felt stuck. Had a breakthrough when I realized it was just simply the mask! I'm beginning to get better at getting into a presence mindset rather than allowing distractions from my fear to stop me from reaching out,

00:08:36 Steph Wood: YES! I recognize your mask before when you came on first... and now. Polar opposite!

00:08:37 Coach Kristy Wharton: Reacted to "I see a huge change ..." with ❤️

00:08:43 Coach Kristy Wharton: Reacted to "I was in full blown ..." with ❤️

00:09:03 Coach Jess Mitchell: Replying to "I was in full blown ..."

Proud of you Sharon!

00:10:02 Steph Wood: So proud of you Kerrie!

00:10:29 Margo Ericson: Drifted on Monday and Tuesday and then got back to it on Wednesday. Still struggling with Outreach as I do not have a big list of people, yet I know that if I just follow the process, and post the content I will see results . I actually did a presentation on Monday in person event and took the opportunity to face my fear of public speaking. Found out the my passion overrode my fear.

00:10:42 Steph Wood: That's so normal Kerrie :)

00:10:47 Marjorie Kauffman: Wow, @Kerrie LeBlanc , I felt the very same say. You explained it well.

00:10:54 Coach Kristy Wharton: Replying to "I was in full blown ..."

@Sharon Jackson ❤️

00:10:59 Coach Kristy Wharton: Reacted to "So proud of you Kerr..." with ❤️

00:11:00 Coach Danielle Cole: Reacted to "My wife said she was..." with ❤️

00:11:04 Coach Danielle Cole: Reacted to "Yesterday TWO people..." with ❤️

00:11:19 Jim Hatchell: We felt from the beginning that our uplines didn't have the same philosophy so we chose to build our business on our own. It really made us stronger, I believe.

00:11:21 Chris McIntyre: I feel that, Kerrie... My "I'm not a leader" attitude stemmed from an "I'm not good enough" attitude.

00:11:21 Coach Kristy Wharton: Reacted to "My wife said she was..." with ❤️

00:11:24 Sharon Jackson: Reacted to "Proud of you Sharon!" with ❤️
00:11:37 Coach Kristy Wharton: Replying to "My wife said she was..."

Love this @Jim Hatchell

00:11:40 Steph Wood: I see my people who had fast success go through that same thing.
00:12:05 Sharon Jackson: Replying to "I was in full blown ..."

Thank you Kristy & Jess!!! It's quite a relief when I drop the weight of that darn mask.

00:12:14 Coach Kristy Wharton: Reacted to "Thank you Kristy & J..." with 🧡
00:13:04 Alysun Caldwell: Right there with you, Kerrie! I spent far too long with imposter syndrome myself...
00:13:10 Allison Lucas: YES! The imposter feeling! It is so strong.
00:13:32 Bonnie Schnautz, ND: I'm ready for the mask to come off as it's exhausting otherwise!
00:13:41 Coach Kristy Wharton: Reacted to "I'm working through ..." with 🧡
00:13:45 Jim Hatchell: Reacted to "Love this @Jim Hatchell..." with ❤️
00:14:14 Steph Wood: I'm proud of you for having the journey you've had Kerrie—going fast and then holding on for 8 years. Most just quit. So you are a freaking LEADER!

00:14:34 Marjorie Kauffman: Yes, Impostor Syndrome can set up red lights for sure. Reminding me of who I am and taking the mask off has helped me, too.

00:15:03 Sharon Jackson: Yes and I've done the back and forth before of letting the mask back on. I'm so committed to work through it this time.

00:15:36 Kerrie LeBlanc: Reacted to "I see a huge change ..." with ❤️
00:15:43 Kerrie LeBlanc: Reacted to "Also... bringing on 5 ..." with ❤️
00:15:53 Kerrie LeBlanc: Reacted to "YES! I recognize you..." with 🤔
00:16:00 Kerrie LeBlanc: Reacted to "So proud of you Kerr..." with ❤️

00:16:26 Coach Kristy Wharton: @Marjorie Kauffman you are such an inspiring member of our family. Congratulations.

00:16:27 Coach Danielle Cole: Replying to "Yesterday TWO people..."

YES!!!!

00:16:35 Coach Kristy Wharton: Reacted to "Yesterday TWO people..." with 🧡

00:16:51 Kerrie LeBlanc: Reacted to "We felt from the beg..." with ❤️

00:16:59 Kerrie LeBlanc: Reacted to "I feel that, Kerrie....." with ❤️

00:17:00 Coach Danielle Cole: @Marjorie Kauffman - so excited for you!

00:17:26 Kerrie LeBlanc: Reacted to "Right there with you..." with ❤️

00:17:44 Kerrie LeBlanc: Reacted to "I'm proud of you for..." with ❤️

00:18:14 Kerrie LeBlanc: Same. Same Marjorie. 💙

00:18:50 Coach Kristy Wharton: Lack of engagement doesnt equal lack of impact. You never know how much VALUE and SERVICE and LOVE you are giving and people are receiving, already...in your content—such a powerful example of this.

00:18:56 Bonnie Schnautz, ND: My win is starting a prospect out as a customer instead of Team member. She reached out as she owns a salon and wanted to bring products in. I sensed she wasn't ready and suggested she start as a customer. 2.5 weeks later she messages me to let me know she's overwhelmed and wants to pause her order. The old me would have jumped on getting her signed as a team member instead of listening to where she was at in life.

00:19:05 Amy Gregory: Reacted to "Lack of engagement d..." with ❤️

00:19:11 Kerrie LeBlanc: Reacted to "Lack of engagement d..." with ❤️

00:19:54 Amy Gregory: Reacted to "My win is starting a..." with 🙌

00:20:08 Christine Campbell: Thank you Marjorie, you're giving me hope

00:21:16 Christine Campbell: I am trying so hard to be patient, it's a slow process waiting for people to reach out

00:21:21 Jim Hatchell:
<https://www.facebook.com/jimnsc/posts/ever-pour-your-heart-into-a-message-and-watch-your-team-stare-back-without-a-spa/10235492098397079/>

00:22:43 Paul Steenburg: Reacted to "Thank you Marjorie, ..." with 👍

00:22:53 Paul Steenburg: Reacted to "I am trying so hard ..." with 👍

00:25:57 Jim Hatchell: Replying to "https://www.facebook..."

Jim's first attempt at a transformation post which shares what he does following his service post on Monday

00:26:15 Jim Hatchell: Replying to "https://www.facebook..."

@Coach Jess Mitchell

00:26:16 Marjorie Kauffman: Reacted to "Thank you Marjorie, ..." with ❤️

00:26:33 Coach Danielle Cole: Replying to "https://www.facebook..."

@Bob Heilig - here is a content review

00:26:42 Steph Wood: Follow up timeline once you find a problem...

00:26:56 Marjorie Kauffman: Reacted to "@Marjorie Kauffman ..." with ❤️

00:27:05 Marjorie Kauffman: Reacted to "Same. Same Marjorie...." with ❤️

00:28:00 Bonnie Schnautz, ND: Happy Birthday @Deirdre Burg!!

00:28:14 Kerrie LeBlanc: Reacted to "Happy Birthday @Deir..." with 🎂

00:28:20 Coach Danielle Cole: The happiest @Deirdre Burg

00:29:15 Marjorie Kauffman: Replying to "@Marjorie Kauffman y..."

@Coach Kristy Wharton - Thank you for being patient with me and encouraging me. I really want AND NEED to grow my business, and to do it right. Thank you. Don't give up on me. ❤️

00:29:32 Laura Stephen: in my FB review it was suggested that I post other stuff on my FB to show more about me, but I do post stuff like that in my stories. I am a bit confused over what else to post outside the service/authenticity/transformation posts on my main page

00:29:35 Bonnie Schnautz, ND: I'm with you Deidre. Trying to trust the process!

00:31:24 Allison Lucas: OH I feel that Deidre!

00:31:29 Kerrie LeBlanc: 🙄🙄🙄🙄🙄

00:31:52 Bonnie Schnautz, ND: I feel that Deidre! ❤️

00:33:30 Kerrie LeBlanc: I can totally resonate with your journey Deidre

00:34:30 Lisa Minnes: The conditioning from family and our company is UNREAL!

00:35:01 Bonnie Schnautz, ND: Reacted to "The conditioning fro..." with ❤️

00:35:13 Chris McIntyre: Gosh... I feel this. Just yesterday we had "check opening" day and I heard people having "success" with the old pusher way, advancing, getting big paychecks, and being top "leaders" and I found myself getting a little upset that I wasn't seeing results and my paycheck was minimal.

Thankful for another Growth member who put this whole process in perspective for me!

00:35:41 Lisa Minnes: Reacted to "Gosh... I feel this. J..." with ❤️

00:35:44 Bonnie Schnautz, ND: Reacted to "Gosh... I feel this. J..." with ❤️
00:35:54 Jim Hatchell: You will love your way to success and find peace! Praying for you, Deirdre!
00:36:37 Allison Lucas: You can't PUSH your way to success. That is so good.
00:36:50 Bonnie Schnautz, ND: Reacted to "You will love your w..." with ❤️
00:36:59 Sharon Jackson: Thank you for sharing that with her - permission to be ok with where we are right now. Love that
00:37:10 Kerrie LeBlanc: Reacted to "Thank you for sharin..." with ❤️
00:37:24 Bonnie Schnautz, ND: I'm on this struggle bus too.
00:37:32 Christine Campbell: Reacted to "Gosh... I feel this. J..." with ❤️
00:37:49 Lisa Minnes: Reacted to "I'm on this struggle..." with 👍
00:37:54 Lisa Minnes: Replying to "I'm on this struggle..."

Same!

00:38:07 Deirdre Burg: Reacted to "Thank you for sharin..." with ❤️
00:38:15 Deirdre Burg: Reacted to "You can't PUSH your ..." with ❤️
00:38:21 Deirdre Burg: Reacted to "You will love your w..." with ❤️
00:38:30 Bonnie Schnautz, ND: Reacted to "Same!" with ❤️
00:38:47 Deirdre Burg: Reacted to "Gosh... I feel this. J..." with ❤️
00:38:52 Deirdre Burg: Reacted to "The conditioning fro..." with ❤️
00:38:56 Deirdre Burg: Reacted to "I can totally resona..." with ❤️
00:39:00 Deirdre Burg: Reacted to "I feel that Deidre! ..." with ❤️
00:39:05 Deirdre Burg: Reacted to "🙄🙄🙄🙄🙄" with ❤️
00:39:08 Deirdre Burg: Reacted to "OH I feel that Deidr..." with ❤️
00:39:11 Deirdre Burg: Reacted to "I'm with you Deidre...." with ❤️
00:39:58 Bonnie Schnautz, ND: What's the LL Selling Framework? Have we covered that?
00:41:40 Coach Jess Mitchell: Replying to "What's the LL Sellin..."

Training #2 covers it initially 😊

00:42:17 Bonnie Schnautz, ND: Replying to "What's the LL Sellin..."

@Coach Jess Mitchell thanks

00:43:02 Coach Kristy Wharton: Replying to "in my FB review it w..."

We will introduce what we call an invitation post, as well, @Laura Stephen. You could also use intuitive content— "documenting" type of content. Bob also mentioned its okay to do memes (id consider ones that match types of problem, people I serve) but entertaining content is valuable, blooper type, colored backgrounds with short questions/statements that spark conversation, etc. The foundational rhythm is the most important — those four types of content we teach have to be there for congruence. Helpful?

00:45:48 Kerrie LeBlanc:  I feel both of those. This is so helpful. That is where my performer/pusher mask comes up I was told all calls need to end in a sale. This framework gives permission to get to the solution once it feels in flow.

00:46:54 Laura Stephen: Replying to "in my FB review it w..."

yes thanks

00:50:01 Coach Kristy Wharton: Reacted to "@Coach Kristy Wharto..." with 

00:51:25 Jim Hatchell: really looking forward to the prompt for transformation! :-)

00:51:33 Kerrie LeBlanc: Reacted to "really looking forwa..." with 

00:52:48 Lisa Minnes: In response to my posts, I had people reaching out worried about me . . . and offered to pray for me. LOL!

00:54:56 Amy Gregory: Replying to "In response to my po..."

I've had a couple people do the same with me too. I didn't think about this until right now, but I'm wondering if maybe it's a small cry for help ... as in, they wish they had (a shoulder to lean on) and so they are trying to be that knowing that is what they have needed for themselves.

00:56:01 Lisa Minnes: Replying to "In response to my po..."

Interesting, @Amy Gregory! You might be right!

00:56:42 Amy Gregory: Replying to "In response to my po..."

@Lisa Minnes I'm going to try to approach it from that direction (from a state of curiosity) in my follow up and see where it goes.

00:56:44 Coach Kristy Wharton: Reacted to "really looking forwa..." with 

00:57:04 Lisa Minnes: Reacted to "@Lisa Minnes I'm goi..." with ❤️
01:00:30 Sharon Jackson: Just went through that myself.
01:01:35 Coach Jess Mitchell: Replying to "really looking forwa..."

Video 5! Already available!

01:01:36 Marjorie Kauffman: WHEN is the training scheduled for transformation posts???
01:01:51 Coach Jess Mitchell: Replying to "WHEN is the training..."

Video 5 - already available

01:01:54 Jim Hatchell: Reacted to "WHEN is the training..." with 👍
01:02:05 Coach Kristy Wharton: Replying to "WHEN is the training..."

It's in Phase 2 of Growth, marjorie. #5 already open as of Monday

01:02:10 Marjorie Kauffman: Replying to "WHEN is the training..."

Yay! Thank you

01:02:24 Coach Kristy Wharton: Reacted to "Yay! Thank you" with 🥰
01:02:25 Kerrie LeBlanc: Replying to "WHEN is the training..."

It's so good Marjorie! It lit me up this morning 🙌

01:03:10 Steph Wood: Also— did you cover Thanksgiving week?
01:03:22 Kerrie LeBlanc: Thank you!