

The LOVE-LED™ Leadership Lab Chat

Transcript 11.6.2025

00:04:12 Paige Welch: I didn't stop just because I felt "behind". Just celebrating progress and that I did more than I did last week.

00:04:17 Kerrie LeBlanc: Invisible win: Offered the business opportunity to 3 people this month from years of not feeling confident to do so.

00:04:26 Sharon Jackson: I've purposely slowed down so much so that normally I'd feel behind. But now instead, it feels intentional and grounded in my conversations

00:04:29 Win and Michele Wood: I finished October realizing I didn't need to step out of LLG methods in order to earn the Lululemon gift card that was being offered...

00:04:30 PaulaAnn NJ: I have been posting according to my schedule and priorities for the day.. my week

00:04:35 Ben Lo: Showing up with an authenticity post in the midst of a busy week that's lead to deeper connections that otherwise wouldn't have happened...and I'm learning from/anchoring key shifts for myself as I share these experiences and truths

00:04:36 Coach Kristy Wharton: Reacted to "I didn't stop just b..." with 🧡

00:04:37 Bethany Bates: Pushing through and completing my authentic outreach when I was procrastinating

00:04:42 Lisa Minnes: I finished Shift training and started Growth!

00:04:46 Coach Kristy Wharton: Reacted to "Invisible win: Offer..." with 🧡

00:04:48 Coach Tracie Dunn: I practice staying on script in outreach and I had to stop the pusher from taking over. As a result I have gained 2 new customer and 5 hot leads.

00:04:50 Kerrie LeBlanc: Reacted to "I didn't stop just b..." with ❤️

00:04:55 Kerrie LeBlanc: Reacted to "I've purposely slowe..." with ❤️

00:04:57 Lizzie George: Did core 4. Took me ages to post and follow up, but celebrating that I used messages and did it.

00:05:03 Win and Michele Wood: Reacted to "Did core 4. Took me ..." with 🥰

00:05:04 Kerrie LeBlanc: Reacted to "I finished October r..." with ❤️

00:05:08 Susie Wolford: I took a week off due to illness and I was at peace about it

00:05:11 Steph Wood: Really noticing where the mask pops in and then affects everything. But that self talk is stronger now that I am right where I need to be :)

00:05:12 Kerrie LeBlanc: Reacted to "I have been posting ..." with ❤️

00:05:14 Coach Kristy Wharton: Reacted to "Showing up with an a..." with 🔥

00:05:26 PaulaAnn NJ: For the first time - I actually scheduled my posts on this past Sunday for the week.

00:05:27 Susie Wolford: Reacted to "I practice staying o..." with ❤️

00:05:29 karen Haugeberg: I scheduled core 4 and pod call in my calendar and showed up for everything I scheduled

00:05:35 Susie Wolford: Reacted to "I finished Shift tra..." with ❤️

00:05:37 Kerrie LeBlanc: Reacted to "Did core 4. Took me ..." with ❤️

00:05:46 Susie Wolford: Reacted to "Pushing through and ..." with ❤️

00:06:01 Win and Michele Wood: Reacted to "Invisible win: Offer..." with 🥰

00:06:03 Lizzie George: getting a deeper understanding what my mask looks like when it cropped up.

00:06:22 Deborah Farkash: Invisible win- when a prospect had not yet purchased And I needed her sale to hit my next benchmark I did not stress s as I usually have. I gently reminded her with love.

00:06:44 Sue Ruggerio: Recognized the performer mask and began leading with fear, but was able to press forward and remind myself of my shift statement.

00:07:06 Bonnie Schnautz, ND: I missed the first week and before Shift I would have been in full blown anxiety-stress mode. Taking one day at a time and celebrating that I'm here today. Plus I'm no longer stressing about putting content out or throwing something on social so I could check it off my list.

00:07:21 Chris McIntyre: Acknowledging my mask when it shows up when I feel I'm struggling to complete tasks and not feeling confident in my calling to leadership. I'm still struggling but I want to overcome it instead of giving up.

00:07:24 Sharon Jackson: That's spot on for me too Karrie!

00:07:43 Coach Kristy Wharton: Reacted to "That's spot on for m..." with 🔥

00:08:41 Amy Gregory: I had to scale my entire schedule because of some family health situations. As I stopped and analyzed, it gave me clarity to realize I just needed to take time to breathe, let go of the "busy work" and distractions, and just do a little bit less but still accomplish what was most important.

00:09:09 Doaa: Showing up to a core 4 session and doing the work even though my mask was saying you don't have any one new to reach out to or follow up with. I created posts and authentic outreach to two people that led to more conversation with them

00:10:05 Ben Lo: Loved the distinction between leadership vs simply "circling back" for the sale in the training on value-add followup this week

00:10:24 Steph Wood: It's finally getting more response and using that AI VA chat prompt is GOLD!

00:11:14 Coach Kristy Wharton: Reacted to "Loved the distinctio..." with 🧡

00:11:39 Sharon Jackson: yes

00:11:41 Paige Welch: Absolutely

00:11:41 Bethany Bates: Yes

00:11:44 Sue Ruggerio: Yes

00:11:44 PaulaAnn NJ: Yes

00:11:45 Lisa Minnes: YES!

00:12:46 Steph Wood: Yes I am blown away taking this new approach and it feels so much better because you can really find out where to lead them. And you lead them right into their own solution which empowers them 😊 And helps them feel seen and heard.

00:12:55 Coach Jess Mitchell: Reacted to "Yes I am blown away ..." with 🔥

00:14:04 Steph Wood: I'm actually getting more people going where I want them to go with this approach too and they are wanting to get started— I can see I've missed the ASK in a non salesy pressure way.

00:14:08 Sharon Jackson: That's why I'm going so slow too because I'm intentionally watching trainings over and over again to get this new love led leadership mentality in my mindset prior to creating conversations

00:14:56 PaulaAnn NJ: Absolutely resonate with Kerrie

00:14:58 Bonnie Schnautz, ND: Reacted to "Acknowledging my mas..." with ❤️

00:15:03 Coach Kristy Wharton: Reacted to "Yes I am blown away ..." with 🧡

00:15:06 Sharon Jackson: Congratulations on feeling hopeful again, Kerrie!!
That's so awesome!

00:15:07 PaulaAnn NJ: 700

00:15:08 Lisa Minnes: YES to alleviating the stress!

00:15:14 Bonnie Schnautz, ND: Replying to "Acknowledging my mas..."

Good one, acknowledging it is key.

00:15:36 Coach Kristy Wharton: Reacted to "Congratulations on f..." with 🧡

00:16:46 Coach Kristy Wharton: @Kerrie LeBlanc so proud FOR you! 🤗

00:16:48 Bonnie Schnautz, ND: Reacted to "That's why I'm going..." with ❤️

00:17:00 Kerrie LeBlanc: Reacted to "@Kerrie LeBlanc so p..." with ❤️

00:17:05 Susie Wolford: Reacted to "Acknowledging my mas..." with ❤️

00:17:16 Kerrie LeBlanc: Replying to "@Kerrie LeBlanc so p..."

Thank you for your support and following up with me

00:17:37 Sharon Jackson: Reacted to "@Kerrie LeBlanc so p..." with ❤️

00:18:21 Tracy Moura: How do u feel about using polls to find pain points

00:18:32 Steph Wood: Core 4... steps 3 & 4. Just feeling like I am not finding a rhythm because I am unclear of 3 & 4. But I am fumbling through it.

00:18:49 Amy Gregory: Oh my goodness ... Yes!

00:18:57 Win and Michele Wood: If our mission is bigger than our business and we don't give up on conversations just because they don't buy, how do we not get overwhelmed with the number of conversations and people we are interacting with? (introvert here)

00:19:05 Bonnie Schnautz, ND: Huge engagement on my authenticity posts especially!

00:19:06 Steph Wood: I've missed the signal by NOT asking these questions 😊

00:19:17 Lisa Minnes: Who is your office assistant? 😊🐶

00:20:02 Bethany Bates: I've gotten a lot of responses to my authenticity posts and done some authentic outreach to them with very positive feedback about how helpful my posts have been for them personally and to keep sharing.

00:20:14 Doaa: How do I navigate conversations when the same people are liking and commenting on my service posts?

00:20:22 Coach Tracie Dunn: I am not sure if I am using tracker correctly. I made list of my current clients, FB friends etc.. but am I suppose to be documenting when I contact them and follow up.. I am finding when I go to do follow up I am not sure where I left off with the person and what their problem was..

00:20:27 Tracy Moura: This time of year is hard with all the hustle I see on my team page

00:20:28 Sue Ruggerio: Reacted to "How do I navigate co..." with ❤️

00:20:33 Lisa Minnes: Reacted to "This time of year is..." with 👍

00:20:39 Sue Ruggerio: Replying to "How do I navigate co..."

I have the same question! Struggling with this.

00:20:43 Sharon Jackson: Such a great point, Ben!

00:20:51 Kerrie LeBlanc: Yes, totally feel that way Ben. It wasn't intuitive to me

00:21:48 Lizzie George: Replying to "I am not sure if I a..."

I copy and paste messages onto my spreadsheet. Date I message too.

00:22:04 Kerrie LeBlanc: Reacted to "I am not sure if I a..." with ❤️

00:22:14 Jim Hatchell: Amen, Ben!

00:22:58 Kerrie LeBlanc: Replying to "I am not sure if I a..."

I'm still trying to make the Follow Up grids work for me as well. I've added dates to help.

00:24:18 Steph Wood: I was able to find a problem with a customer struggling just before this call and it was so amazing! I started to TEACH and jump to solutions but then switched to LOVELED with questions and we found a solution.

00:24:30 Coach Jess Mitchell: Replying to "I am not sure if I a..."

You do want to make small notes on your engaged leads lists. when you reached out, and definitely write down their problem and their point B for sure once you discover it. You don't have to right every single detail down.

One thing that is simple to do is simply open the conversation thread back up and read through what you talked about before you start messaging again.

00:25:16 Coach Kristy Wharton: Reacted to "I was able to find a..." with 🔥

00:25:35 Win and Michele Wood: Replying to "I am not sure if I a..."

I write on the left side whether I connected via FB messenger, text, or some other way so I know which medium to go back to in order to review my notes!

00:25:37 Coach Kristy Wharton: Replying to "I was able to find a..."
Awareness...great lesson!

00:26:02 Kerrie LeBlanc: Reacted to "I was able to find a..." with ❤️

00:26:11 Coach Tracie Dunn: I had a huge holy crap today from a previous client. We were having a conversation about how she is tired of giving and caring to people who are toxic and emotional vampires. I used value follow up and at the end of the conversation she said this... Honestly never thought u would reach out to me....this is how I know love-led has changed me. My masks and fear led was keeping people away not bringing them close. WOW! Thank you

00:27:10 Coach Jess Mitchell: Replying to "I had a huge holy cr..."

These moments are so powerful! Seeing the TRUTH instead of being clouded by fear!

00:27:40 Lizzie George: Reacted to "I had a huge holy cr..." with ❤️

00:27:48 Michele Wood: Reacted to "I had a huge holy cr..." with 😍

00:29:03 Bonnie Schnautz, ND: Reacted to "I had a huge holy cr..." with ❤️

00:29:08 Steph Wood: That's what is soooooo hard right now. I feel like so many new and having an issue getting to my customers and past customers

00:30:11 Amy Gregory: Reacted to "I had a huge holy cr..." with ❤️

00:30:44 Bonnie Schnautz, ND: I recently had someone reach out about the business and after speaking with her I suggested she start as a customer instead. My fear-based previous self would have never done that because it would have been about me and not her.

00:31:07 Coach Kristy Wharton: Reacted to "I had a huge holy cr..." with 🍷

00:31:32 Michele Wood: ❤️

00:32:16 Paige Welch: Another win this week was our company just release some huge clinical studies supporting our programs. I have tried to just continue sharing in a love led way and not "spamming" though I would love help in thinking through how I can share.

00:32:36 Coach Kristy Wharton: Invisible win!

00:32:45 Coach Kristy Wharton: Reacted to "Invisible win!" with 🍷

00:32:49 Lisa Minnes: That's HUGE!
00:32:58 Sharon Jackson: Woohoo Tracie!!!
00:33:23 Michele Wood: I've been biting my lips a lot!!
00:33:26 Bonnie Schnautz, ND: Reacted to "Another win this wee..." with 🙌
00:33:50 Amy Gregory: Reacted to "I've been biting my ..." with 🙌
00:34:00 Amy Gregory: Replying to "I've been biting my ..."

Same! 😊

00:39:44 Susie Wolford: Reacted to "Another win this wee..." with 🙌
00:39:47 Amy Gregory: Reacted to "Another win this wee..." with ❤️
00:39:55 Paige Welch: Our company has some new studies and I am not sure how to share about them?
00:40:07 Coach Kristy Wharton: Replying to "How do I navigate co..."
@Bob Heilig 📌
00:40:20 Megan Weisheipl: Replying to "Yes, totally feel th..."

I will be sending you a message to connect! ;)

00:40:33 Kerrie LeBlanc: Reacted to "I will be sending yo..." with ❤️
00:40:42 Kerrie LeBlanc: Replying to "Yes, totally feel th..."

@Megan Weisheipl Looking forward to it. Thank you

00:40:54 Coach Kristy Wharton: Reacted to "I will be sending yo..." with ❤️
00:40:56 Ben Lo: Here's a simple one -- what about authentic outreach to people who continue to like or comment on posts that you've already messaged with an initial "thank you...how have you been" or similar authentic outreach before, and the conversation hasn't gone further yet?
00:42:33 Ben Lo: Love to hear more on this since November is a big promo month in many companies ;)
00:42:39 Kerrie LeBlanc: I've been battling the urgency issue with end of month and also a new program starting. Old habits
00:42:44 Amy Gregory: Replying to "Here's a simple one ..."

Yes, this! 👉 I have about 10–15 people who consistently like or react to my posts. I'm trying to figure out a way to elevate my content, so that I might be able to go deeper with some of them.

00:42:53 Amy Gregory: Reacted to "Love to hear more on..." with 🎯

00:46:23 Ben Lo: Awesome job making it more of a dialog rather than just telling her everything you knew. Great questions

00:48:18 Bonnie Schnautz, ND: Good job @Steph Wood !!

00:51:40 Sharon Jackson: That's so helpful!

00:51:49 Coach Jess Mitchell: So great Steph!

00:55:50 Fireflies.ai Notetaker Tammy: The meeting schedule is about to end.

Action Items for this meeting:

- Megan will connect with Kerrie LeBlanc to gather her story and feature her as one of the success stories. @Megan
- Conduct a value-add follow-up with the individual who has a problem related to diabetes and nutrition/exercise. @Coach Tracie Dunn
- Provide healthy recipes or three simple things to substitute for sugar to the client who is diabetic and struggling with nutrition. @Coach Tracie Dunn

00:56:20 Kerrie LeBlanc: I would love a list of these excellent questions. Can we find them any where?

00:57:16 Coach Jess Mitchell: Replying to "I would love a list ..."

A lot of these questions are in the scripts on boards and the pdf.

00:57:25 Kerrie LeBlanc: Reacted to "A lot of these quest..." with ❤️

00:57:36 Coach Jess Mitchell: Replying to "I would love a list ..."

As you move the conversation forward in Authentic Outreach, it will show you what to ask next several times 😊

00:57:40 Kerrie LeBlanc: Replying to "I would love a list ..."

@Coach Jess Mitchell Thank you. I'll go take a closer look

00:57:47 Kerrie LeBlanc: Reacted to "As you move the conv..." with ❤️

00:59:39 Bonnie Schnautz, ND: What did Bob say about leadership being a bridge?

01:00:00 Sharon Jackson: Thank you so much for all of this – it's incredibly helpful!!!

01:00:15 Kerrie LeBlanc: Amazing, Steph!!!!

01:00:16 Coach Jess Mitchell: Sales is a transference of belief across a bridge of trust

01:00:29 Sharon Jackson: YAY!!! I'll be checking it out!!!

01:00:43 Paul Steenburg: Reacted to "Sales is a transfere..." with ❤️

01:00:44 Bonnie Schnautz, ND: Reacted to "Sales is a transfere..." with ❤️

01:00:52 Coach Tracie Dunn:gotta go..thank you so much

01:00:56 Amy Gregory: Thank you!