

The LOVE-LED™ Leadership Lab Chat Transcript

00:06:45 Margo Ericson: Feeling more peace.
00:07:00 Bonnie Schnautz, ND: Enjoying creating posts and truly connecting with women.
00:07:07 Coach Danielle Cole: Reacted to "Enjoying creating po..." with 🔥
00:07:09 Coach Danielle Cole: Reacted to "Feeling more peace." with ❤️
00:07:27 Deborah Farkash: How much I wanted to give advice before getting to step 3 but I didn't.
00:07:49 Coach Danielle Cole: Good for you - the awareness is key!
00:08:03 Steph Wood: Still flowing instead of hustling. Living the "You are right where you are supposed to be" mentality. Having fun again.
00:08:15 Coach Danielle Cole: Reacted to "Still flowing instea..." with 🔥
00:08:31 sherrilindquist: i absolutely agree! Feel more confident with my posts.
00:08:41 Coach Danielle Cole: Reacted to "i absolutely agree! ..." with ❤️
00:10:28 Ben Lo: Great tips -- thanks for sharing!
00:11:03 Bonnie Schnautz, ND: Replying to "How much I wanted to..."

I used to go into solution mode too and have slowed down to listen!

00:14:13 Ben Lo: Great job, Debbie!
00:16:03 Lisa Minnes: Sentence enhancers!!! LOL!
00:16:09 Ben Lo: Reacted to "Sentence enhancers!!..." with 😄
00:16:35 Kerrie LeBlanc: I get this... I tell chat she is boring sometimes
00:17:59 sherrilindquist: I do DMs and voice clips
00:18:24 Sharon Jackson: I decide my reach out way based on the relationship I've had in the past with that specific person.
00:19:13 Chris McIntyre: Replying to "I get this... I tell c..."

I get really sarcastic with chat... "Girl... what the what. This sounds like I just copy / pasted from ChatGPT. Let's make the tone more authentically me - tough love, gritty, with a hint of empathy"

00:19:28 Kerrie LeBlanc: Reacted to "I get really sarcast..." with 🗨️
00:19:31 Bonnie Schnautz, ND: Reacted to "I get really sarcast..." with 🗨️
00:19:40 Bonnie Schnautz, ND: Replying to "I get this... I tell c..."

love it

00:20:37 Kerrie LeBlanc: Mirror what they do
00:20:54 Lisa Minnes: Reacted to "Mirror what they do" with 👍
00:20:58 Steph Wood: Sometimes I'm busy and forget to go back and listen to the voice message 😊
00:22:15 Kerrie LeBlanc: Replying to "Sometimes I'm busy a..."

Or if the message is too long I'll save it for another time and forget lol

00:22:32 Bonnie Schnautz, ND: Watched all videos
00:22:36 Coach Danielle Cole: Reacted to "Watched all videos" with 🔥
00:22:57 Steph Wood: Yah would love you to cover that!
00:23:04 Kerrie LeBlanc: Ours came out today as well
00:23:12 Ben Lo: Love hearing how you approach Black Friday from the Love Led way
00:23:13 Allison Lucas: Yes Please cover how you handle the sales!
00:23:16 Bonnie Schnautz, ND: When you start getting customers, how do you manage the AO and follow up?
00:23:47 Margo Ericson: So how do you promote that without showing your products
00:24:20 Kerrie LeBlanc: How would you suggest a transformational post and the Black Friday offers? Simply share your story or someone else's
00:26:20 sherrilindquist: What kind of pictures are you guys posting with your rhythm posts? Are you posting a picture?
00:26:23 Chris McIntyre: Content rhythm - that is exactly the question I was typing out...
00:26:52 Coach Danielle Cole: Reacted to "Content rhythm - tha..." with 🔥
00:27:12 Kim Henry: Was there a video training about sharing the business opportunity in week 2 that wasn't included in the portal?
00:27:19 Steph Wood: Just to clarify.. Ok so you use 3 days FLEX during this kind of time? With 2 Authenticity?
00:28:31 Sharon Jackson: I feel like it's a question we can ask when we are talking to our customers - as a jewelry stylist, I ask if they find it helpful to see new catalogs when they are released. That leaves THEM in control and then I can lead with the problem again when the catalog comes out and offer it as a value add follow up if they want to browse the new pieces
00:28:36 Steph Wood: About selfies... sometimes I wonder how many we can do that is annoying. LOL
00:28:43 Bonnie Schnautz, ND: I'm struggling with using selfies everyday! It helps but it feels like its all about me.
00:29:51 Chris McIntyre: Reacted to "About selfies... somet..." with 👉
00:29:54 Coach Danielle Cole: Replying to "Just to clarify.. Ok..."

Yes!!

00:29:57 Kerrie LeBlanc: Can I ask a question about cross selling to customers? Something I noticed I'm doing I think I've got a red light story I could use some support with.
00:30:33 Coach Danielle Cole: Replying to "I'm struggling with ..."

ask chat for non selfie options.

00:30:47 Bonnie Schnautz, ND: Reacted to "ask chat for non sel..." with ♥
00:31:37 Chris McIntyre: Replying to "I'm struggling with ..."

Just don't upload a selfie and ask chat to give you options incorporating it... the results are terrifying. 😬

00:33:35 Steph Wood: Reacted to "Yes!!" with ❤️
00:33:46 Susie Wolford: Reacted to "I get really sarcast..." with ❤️
00:33:53 Linda Turner-Harrison: bump
00:34:21 Kim Henry: Reacted to "Just don't upload a ..." with 😊
00:34:25 Bonnie Schnautz, ND: Reacted to "Just don't upload a ..." with 😊
00:34:38 Bonnie Schnautz, ND: Replying to "I'm struggling with ..."

Have you used these?

00:34:42 Coach Danielle Cole: Replying to "Was there a video tr..."

It drops on Monday in Phase 3

00:35:08 Kim Henry: Reacted to "It drops on Monday i..." with 👍
00:36:28 Kerrie LeBlanc: 🙌🙌🙌🙌
00:39:09 Susie Wolford: I got my Love LED Growth 90 Day Customized growth Map. I'm confused because it only gives me 4 weeks. Do I just repeat the same four week strategy for 90 days?
00:40:18 Kim Henry: I could use some coaching with tweaking a health assessment I'm having later today with a woman who already has cost concerns.
00:41:13 Coach Danielle Cole: Replying to "I got my Love LED Gr..."

Yes!

00:41:36 Steph Wood: Oh that makes sense! Pull back. So I didn't post yesterday so I could keep up. But I need to stay consistent with MWF? I am typically M-F and do a S or S.
00:42:24 Coach Danielle Cole: Replying to "I got my Love LED Gr..."

those 4 problems/products will be your focus for the 90 days

00:42:39 Susie Wolford: Replying to "I got my Love LED Gr..."

Thank you

00:43:29 Deborah Farkash: Chat is great to reframe FB posts for LinkedIn
00:43:49 Coach Danielle Cole: Reacted to "Oh that makes sense!..." with 🔥
00:44:15 Coach Danielle Cole: Replying to "Oh that makes sense!..."

yes - just do your MWF a week instead of the 5

00:44:44 Sharon Jackson: Thank you for this and thank you Bonnie! Congratulations on your wins!
00:44:57 Bonnie Schnautz, ND: Reacted to "It drops on Monday i..." with 👍
00:45:02 Chris McIntyre: Reacted to "Thank you for this a..." with 👍
00:45:36 Bonnie Schnautz, ND: Reacted to "Chat is great to ref..." with 🔥
00:45:59 Bonnie Schnautz, ND: Replying to "Thank you for this a..."

Thank you!!

00:46:27 Sharon Jackson: Reacted to "Thank you!!" with ❤️

00:51:57 Bonnie Schnautz, ND: This is brilliant Megan. Bridging the gap and lifting her up before you offer a solution.

00:52:18 Lisa Minnes: SOOO good!

00:53:35 Bonnie Schnautz, ND: Help them Transfer the expenses...last two clients spending \$300/month on coffee.

00:53:44 Lisa Minnes: Reacted to "Help them Transfer t..." with 🙄

00:53:46 Christine Campbell: how does taking your food budget from \$75 to 25 to purchase products going to help her, now theres no money for food? if you are no selling a food product

00:53:55 Coach Danielle Cole: Reacted to "Help them Transfer t..." with 🔥

00:54:53 Bonnie Schnautz, ND: Amazing! so helpful

00:55:12 Kim Henry: Reacted to "Amazing! so helpful" with 🥰

00:55:30 Lisa Minnes: We spend on what's important to us!

00:55:55 Susie Wolford: This is SO helpful

00:56:01 Lisa Minnes: Reacted to "This is SO helpful" with ❤️

00:56:02 Bonnie Schnautz, ND: Both ditched their coffee habits for healthier products!

00:56:08 Lisa Minnes: Reacted to "Both ditched their c..." with ❤️

00:56:35 Ben Lo: Powerful discussion!

00:56:46 Bonnie Schnautz, ND: So true! I've heard that.

00:56:46 Steph Wood: Ummm it's not cheap to be on the weight struggle bus. So shift the budget and you'll be even 😊

00:57:33 Kim Henry: Reacted to "Powerful discussion!" with 🥰

00:57:47 Kim Henry: Reacted to "So true! I've heard ..." with ❤️

00:58:08 Steph Wood: Why do you need to do it a certain way? This is your business.

00:58:23 Bonnie Schnautz, ND: I'd transcribe the video and condense and sent to the ones who don't watch??

00:59:10 Dominique Vezina: When someone tells me they don't have money , I keep that in my mind to offer the business opp later . Any suggestions on that topic ?

00:59:21 Steph Wood: Videos turn me off personally 😊 In fact 14 years ago... I chose Xyngular over Isagenix.. cause she sent me a video.

00:59:43 Chris McIntyre: I'm with Melaleuca too.

We also don't get commission for non-subscription customers.

01:00:21 Steph Wood: Reacted to "I'm with Melaleuca t..." with 🙄

01:01:05 Bonnie Schnautz, ND: I offer to place first order and many love that.

01:01:05 Allison Lucas: Replying to "Videos turn me off p..."

YES! This! Videos turn me off and we live in a 90 second world. I am not watching 12 minutes. 😊

01:01:14 Chris McIntyre: So we can lead with love and allow them to order at retail, it's just not helping grow the business in the immediate.

01:01:21 Sue Ruggerio: I'm with Melaleuca too, and although the video is easier, I think we can talk them through the overview...making sure to hit the important points, and then we check off that we did the "overview"

01:01:57 Kerrie LeBlanc: This is such an interesting conversation. Our mentors always said let the video do the work for you.

01:02:05 Lisa Minnes: Reacted to "This is such an inte..." with 👍

01:02:08 Allison Lucas: Reacted to "This is such an inte..." with 👍

01:02:16 Steph Wood: It's just so not personal.

01:02:27 sherrilindquist: Great call! Thanks so much for all the tips and information. I have a call i have to hop off for.

01:02:35 Coach Danielle Cole: Reacted to "Great call! Thanks ..." with ❤️

01:02:39 Christine Campbell: I also hear ATM and people don't want to be added to groupps

01:02:53 Lisa Minnes: Replying to "This is such an inte..."

Same with corporate Zooms and 3-way calls!

01:03:02 Susie Wolford: We have a 4 min video explaining cellular activation and people won't watch that

01:03:03 Chris McIntyre: Thanks so much!

01:03:05 Ben Lo: Thank you all!

01:03:06 Linda Turner-Harrison: Very helpful!!! 😊. Thank you!

01:03:10 Kerrie LeBlanc: Thank you! You ladies did rock it!

01:03:10 Sharon Jackson: Thank you so much, Ladies! Super valuable!!!

01:03:14 Margo Ericson: So good!! Thank you!!

01:03:15 Catherine Fite: Thanks!

01:03:15 Bonnie Schnautz, ND: Can't wait for the business training! Thanks!!

01:03:17 Toni Saarinen-Jorden: Thank you

01:03:21 Steph Wood: Thank you!!!! Y'all were great!

01:03:21 Coach Danielle Cole: Reacted to "Can't wait for the b..." with 🔥

01:03:23 Susie Wolford: Thank you so much!

01:03:26 Deborah Farkash: Thank you so much