

# The LOVE-LED™ Leadership Lab Chat Transcript

00:03:28 Stephanie Sipek: Hi!

00:03:28 Win and Michele Wood: Does happily taking off Thanksgiving week off as I spent 5 days with 29 people count as an invisible win?

00:03:28 Toni Saarinen-Jorden: 2 Live video's to IG & FB sharing about self care vs doom scrolling

00:03:30 Kim Henry: I fell into drift over the weekend and felt overwhelmed, which is not typical for me! I got back into action yesterday and it felt great!

00:03:32 PaulaAnn NJ: No pressure to post during the Thanksgiving holiday... I did create a service post..

00:03:33 Jim Hatchell: jim- I am still here!

00:03:38 Teena: I conducted a product showcase without stress or pressure!

00:03:43 Bonnie Schnautz, ND: Shifting mindset into servant mode with outreaches and not dreading these as much! Did 5 AO yesterday and have one new customer.

00:03:44 Coach Kristy Wharton: Reacted to "Hi!" with 🤗

00:03:50 Coach Kristy Wharton: Reacted to "Does happily taking ..." with 🤗

00:03:54 Lizzie George: I'm recognising that going at my pace is ok.

00:03:56 Jim Hatchell: Happy Family time and much to be thankful for! Dale

00:04:00 Verda Sullivan: I spent the long weekend off and present. Not posting or checking my phone!

00:04:19 Robin McCabe: Took a vacation for Thanksgiving and didn't feel pressured to push anything...not my team members or any sales. Complete presence. It was such a change from years past.

00:04:56 Steph Wood: Really struggled with my mask full on coming back on. But breathed in all that I've learned here. I am right where I am supposed to be. Took a step into action. Bent my rhythm and didn't get sucked in full on drift.

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00:05:07 Sue Ruggerio: Had a family emergency and had to make an unexpected trip to Boston (all is well now), but I was able to flex for those days and be okay with it, EVEN in my mind!

00:05:38 Coach Kristy Wharton: Reacted to "I'm recognising that..." with 🧡

00:05:53 Lauren S: Definitely not feeling so much pressure to post about all the sales this time of year. Staying more focused on being Love Led instead of letting the old fear creep in.

00:06:04 Coach Kristy Wharton: Replying to "I spent the long wee..."

This is a huge win, imo

00:06:14 Margo Ericson: Invisible win -- less pressure

Visible win -- creating content for this week.

00:06:40 Coach Jess Mitchell: I remember that :)

00:06:56 Susie Wolford: I ended up reaching out to someone for AO and she presented a problem but she's completely overwhelmed right now and I sensed this was not the right time to offer info. She just needed personal support and prayer. So I decided to wait a few weeks until she's back home to recuperate from taking care of her mom and I will reach out then for offering info for her problem.

00:07:08 Kim Henry: Reacted to "Shifting mindset int..." with 🙌

00:07:29 Coach Jess Mitchell: Content is YOU doing all the talking.

Conversation is when you really CONNECT with people :)

00:08:54 Jim Hatchell: I loved the core 4 yesterday and got lots of work done during that hour! Jim and I have decided that Monday is THE best day for us to get rolling on our businesses to set up a positive week! 20 AO's for me during the hour and got my service post finished. Dale

00:10:17 Lauren S: Visible win, had an old high school friend reach out, we chatted, I followed the scripts and she asked me to share away.

00:10:48 Kim Henry: Reacted to "Content is YOU doing..." with 🙌

00:11:26 Verda Sullivan: Love this!! Outreach is the hardest for me. Thanks Bonnie

00:11:45 Christine Campbell: wow this is speaking to me 100%

00:11:55 Christine Campbell: Reacted to "Love this!! Outreac..." with 👍

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00:12:12 Jim Hatchell: And your posts are awesome as is your heart, Bonnie!!!

00:12:38 Coach Jess Mitchell: Reacted to "I loved the core 4 y..." with ❤️

00:12:38 Steph Wood: It's GOLD!

00:16:32 Coach Jess Mitchell: Reacted to "Invisible win -- les..." with 🔥

00:16:45 Steph Wood: Bonnie in my 14 years... the AO is the absolutely missing link. It turns into HOT leads.

00:16:52 Coach Jess Mitchell: Reacted to "Bonnie in my 14 year..." with ❤️

00:16:59 Coach Danielle Cole: Reacted to "Bonnie in my 14 year..." with 🔥

00:17:58 Steph Wood: LOVE LED way instead of FEAR based that you don't have time.

00:20:01 Coach Jess Mitchell: We don't have to over complicate taking the mask off! Identify it and put it down.

00:20:08 Lizzie George: Hi @Jo Haley fellow Brit in the cosy jumper

00:20:39 Christine Campbell: I must be doing something wrong with my posts, I don't really get any engagement so outreach isn't a priority 😞 Always just the same people

00:20:39 Steph Wood: This is so powerful. Thank you Bonnie for being honest with all of us! This helps so much!

00:20:48 Margo Ericson: Wish I had your engagement problem Bonnie....I'm not there yet I just need to keep doing the Rhythm.

00:21:03 Sue Ruggerio: Reacted to "I must be doing some..." with ❤️

00:21:03 Catherine Fite: I need to hear this too!

00:21:22 Deborah Farkash: Wow! I'm am really relating to this coaching. Yikes

00:21:38 Sue Ruggerio: Replying to "I must be doing some..."

I also keep getting the same commenters on mine which does make AO a bit of a challenge sometimes...

00:22:07 Verda Sullivan: I feel like I am sitting in Bonnie's chair!

00:23:55 Steph Wood: I see all the groups of people and I'm just struggling to get to it all. I know I should be farther by now with a rhythm. But I am not.

00:26:21 Coach Kristy Wharton: When use "should" it always makes you feel wrong, behind, etc. Why not simply enjoy the process @Steph Wood? How can you

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reframe “struggling” — you say “all” which leads me to believe you may have an “all or nothing” mindset instead of an “all or something” one. The latter will serve you so much better.

00:27:50      Steph Wood: Replying to "I see all the groups..."

Yes I see that mask for sure. And that's one of my invisible masks. Recognizing when it's happening. And then focusing on the next best thing 😊 And gratitude 😊

00:27:58      Robin McCabe:      Totally!

00:28:08      Steph Wood: Replying to "I see all the groups..."

Invisible wins I mean 😊

00:28:29      Jo Haley:      There is no reason NOT to contact my past clients.

00:28:29      Kim Henry:      Excuses are our MASK keeping us out of ACTION.

00:28:30      Steph Wood: Shifting from fear led... to LOVE LED! And I have time!

00:28:33      Lizzie George:      focus on past customers instead of trying to keep all plates spinning

00:28:36      Marjorie Kauffman: I got on late and heard what I needed to hear – go back to “old clients”

00:28:40      Jim Hatchell: ALL the performers needed this!!! Reaching out to people requires us to be present and to take the mask off!!!

00:28:43      Susie Wolford:      Replying to "I see all the groups..."

That “too busy” is my mask

00:28:47      Amy Gregory:      Me! Connection with my team and past customers is what I need to focus on.

00:28:52      Robin McCabe:      Have the conversations. Use the scripts. Do the actual work and stop doing the “busy work”.

00:28:52      PaulaAnn NJ:Excuses... Begone... No more holding back

00:28:52      Margo Ericson:      Keep recognizing my Mask that is stopping me from doing Outreach!!❤️

00:29:00      Lauren S:      My mask is showing up more than I realized.

00:29:01      Teena:      Past customers are the ones I need to focus on for follow up.

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00:29:01 Deb Ober: Don't let fear keep me from serving my past customers

00:29:02 Deborah Farkash: Understanding that it's my mask entrenched deep that has been holding me back and causing procrastination.

00:29:05 Win and Michele Wood: Thanks for being brave, Bonnie! We ALL need this!!

00:29:05 Verda Sullivan: I need to reach out to past customers! My mask comes off!

00:29:11 Toni Saarinen-Jorden: Shifting from mask and really having time

00:29:35 Coach Danielle Cole: Offer your leadership Bonnie. ❤️

00:29:53 Steph Wood: I think Bonnie you will start having such a good time focusing here 😊 It's a breath of fresh air as a performer 😊 Finally you don't have to.

00:30:05 Lizzie George: My mask is appearing far to quick. They tell me their problems and ask for my link and I give it. I miss asking them about how the problems make them feel.

00:30:39 Jim Hatchell: Keep focusing on the gift we have been given to serve others. We know God has called us!

00:31:28 Verda Sullivan: Then fear led system keeps us from serving anyone

00:33:12 Bonnie Schnautz, ND: Reacted to "That "too busy" is m..." with ❤️

00:33:25 Bonnie Schnautz, ND: Reacted to "Yes I see that mask ..." with ❤️

00:34:02 Coach Jess Mitchell: Reacted to "Keep focusing on the..." with 🔥

00:34:08 Coach Jess Mitchell: Replying to "Keep focusing on the..."

YES!

00:34:22 Coach Danielle Cole: So true!!!

00:34:30 Win and Michele Wood: Outreach takes way more emotional energy!

00:34:38 Sue Ruggerio: Reacted to "Outreach takes way m..." with ❤️

00:34:40 Robin McCabe: Reacted to "Outreach takes way m..." with ❤️

00:34:41 Jim Hatchell: Truth!

00:34:51 Steph Wood: I love AO so much. I could do that all day long.

00:35:05 Coach Danielle Cole: Commit to your outreach rhythm and your leadership list

00:35:09 Coach Danielle Cole: Reacted to "I love AO so much. I..." with ❤️

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00:35:20 Coach Jess Mitchell: As humans we are BUILT for human connection. We learn to fear it and avoid it, but nothing fills the soul more than truly connecting with others.

00:35:36 Coach Kristy Wharton: And remember that Content is at its best when it invites someone into a conversation...the point of it altogether is to have those conversations.

00:35:36 Coach Danielle Cole: Reacted to "As humans we are BUI..." with ❤️

00:35:46 Coach Danielle Cole: Reacted to "And remember that Co..." with 🔥

00:35:51 Bonnie Schnautz, ND: Reacted to "And remember that Co..." with 🔥

00:35:52 Jo Haley: Replying to "I love AO so much. I..."

wow Steph, I hope that I get to that point!

00:36:07 Bonnie Schnautz, ND: Reacted to "As humans we are BUI..." with ❤️

00:36:31 Bonnie Schnautz, ND: Reacted to "Outreach takes way m..." with ❤️

00:36:31 Robin McCabe: Reacted to "As humans we are BUI..." with ❤️

00:36:42 Bonnie Schnautz, ND: Replying to "Keep focusing on the..."

Amen!

00:37:10 Bonnie Schnautz, ND: Reacted to "Then fear led system..." with 🔥

00:37:25 Bonnie Schnautz, ND: Reacted to "My mask is appearing..." with ❤️

00:37:42 Bonnie Schnautz, ND: Replying to "I think Bonnie you w..."

thank you!

00:37:51 Bonnie Schnautz, ND: Reacted to "Offer your leadershi..." with ❤️

00:40:05 Bonnie Schnautz, ND: Replying to "I need to reach out ..."

let's do it!

00:40:20 Bonnie Schnautz, ND: Replying to "THanks for being bra..."

you are welcome. thanks for sharing that.

00:40:28 Verda Sullivan: Reacted to "let's do it!" with ❤️

00:40:37 Bonnie Schnautz, ND: Reacted to "Understanding that i..." with ❤️

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00:40:46 Bonnie Schnautz, ND: Reacted to "Past customers are t..." with ❤️  
00:40:54 Bonnie Schnautz, ND: Reacted to "My mask is showing u..." with ❤️  
00:41:05 Bonnie Schnautz, ND: Replying to "Excuses... Begone....."

amen

00:41:20 Bonnie Schnautz, ND: Replying to "Have the conversatio..."

yes!

00:41:58 Bonnie Schnautz, ND: Reacted to "ALL the performers n..." with 🔥  
00:42:28 Bonnie Schnautz, ND: Reacted to "focus on past custom..." with 🔥  
00:44:05 PaulaAnn NJ: Reacted to "Have the conversatio..." with 👍  
00:44:43 Kim Henry: BOOM! 💥  
00:45:55 Deborah Farkash: How do I get past that fear to go deeper? I'm just afraid will be do it wrong- not give them the answer and not dig deeper.  
00:46:04 Susie Wolford: Reacted to "Have the conversatio..." with 👍  
00:46:47 Susie Wolford: Replying to "Have the conversatio..."

As Megan calls "buffering."

00:47:37 Coach Jess Mitchell: Shift from fear to love.  
00:47:48 Robin McCabe: Replying to "Have the conversatio..."

@Susie Wolford Totally! So not leadership! 🙌 It's time for some very intentional focused work!

00:47:54 Coach Jess Mitchell: Fear is self-protecting. Love is other focused.  
00:48:00 Coach Danielle Cole: Reacted to "Fear is self-protect..." with ❤️  
00:48:05 Kim Henry: Reacted to "Fear is self-protect..." with ❤️  
00:48:17 Robin McCabe: Reacted to "Fear is self-protect..." with ❤️  
00:48:33 Deborah Farkash: Replying to "Fear is self-protect..."

How do" I just shift?"

00:50:42 Lizzie George: I make it about me. I haven't served them.  
00:51:44 Coach Kristy Wharton: @Deborah Farkash can you feel compassion and forgiveness for yourself that you haven't "shifted" yet? Relax, love yourself and

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then give that same gift to others. It's challenging to give something away that we don't have.

00:52:26 Verda Sullivan: Ouch! That is so true! I haven't done it and I should have. That is on me.

00:52:32 Deborah Farkash: Replying to "Fear is self-protect..."

wow! Feel like I've been busted!

00:52:42 Coach Kristy Wharton: Reacted to "wow! Feel like I've..." with 

00:52:54 Jo Haley: my past customers only ever brought once and never again. When I have gone back through past messages, they have all been promotions, sale etc etc and now I feel stuck on how to move forward with them...also, I only contacted them a year ago with the same scenario and so feel I can't contact them now! All fear led. I am going to go back to them after listening to you talking to Bonnie and Steph.

00:53:24 Coach Jess Mitchell: Replying to "Fear is self-protect..."

First we release what we don't want to hold onto or be filled up with anymore. It's a prayer or a quiet moment of visualizing laying it down and releasing fear, emptying it out of us.

Then, we choose to receive something better - a lot of times we need to receive that love first. From God. Then we can seek to give that to others.


00:53:57 Coach Kristy Wharton: Replying to "Fear is self-protect..."

That feeling of "being busted" let that go, as well... see how quickly we go to beating ourselves up? @Deborah Farkash

00:54:40 Coach Tammy Asmus: Reacted to "@Deborah Farkash can..." with 

00:54:46 Deborah Farkash: Replying to "Fear is self-protect..."

Yes! I see it.

00:54:53 Coach Kristy Wharton: Reacted to "Yes! I see it." with 

00:54:55 Coach Jess Mitchell: Replying to "my past customers on..."



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Most of our students feel this way about their past customers! Like they “messed up” and can’t go back. You are exactly who Bob is encouraging to release guilt and shame over it, lay down fear, and go to serve with love. They don’t ALL have to receive your love and leadership, but you might be surprised who will! And that’s all you want to focus on

00:55:15 Jim Hatchell: massaging and loving the list vs tackling? lol

00:55:19 Coach Kristy Wharton: Love that part of yourself, too. And then you can lovingly lay it down. @Deborah Farkash guilt, shame and blame keep us in those fear lead patterns

00:55:37 Bonnie Schnautz, ND: Reacted to "Fear is self-protect..." with ❤️

00:55:50 Jo Haley: Replying to "my past customers on..."

thank you.

00:55:57 Bonnie Schnautz, ND: Reacted to "massaging and loving..." with ❤️

00:56:34 Bonnie Schnautz, ND: Welcome to the club @Steph Wood! We’ve got this. Thanks for sharing.

00:56:44 Coach Danielle Cole: Reacted to "Welcome to the club ..." with ❤️

00:56:51 Robin McCabe: Loved this today.

00:56:52 Coach Danielle Cole: So good.

00:56:53 Bonnie Schnautz, ND: So helpful!

00:56:53 Teena: Yes!

00:57:20 Steph Wood: Replying to "Welcome to the club ..."

We got this! Maybe we can help each other!

00:57:23 Deb Ober: Haha busted

00:57:26 Toni Saarinen-Jorden: Reacted to "Have the conversatio..." with 👍

00:57:27 Bonnie Schnautz, ND: Reacted to "We got this! Maybe w..." with 🔥

00:57:28 Amy Gregory: Yes! 😊

00:57:30 Teena: Thank you!

00:57:31 Bonnie Schnautz, ND: Replying to "Welcome to the club ..."

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Yes!!

00:57:38 Coach Kristy Wharton: Reacted to "Loved this today." with 🧡  
00:57:41 Verda Sullivan: So powerful today  
00:57:51 Coach Danielle Cole: @Deborah Farkash you had a question  
00:57:54 Bonnie Schnautz, ND: Reacted to "Haha busted" with 🤡  
00:58:06 Robin McCabe: It's like you do this for a living or something! Thank you Bob! 😊  
00:58:11 Steph Wood: So happy to help y'all with that. Thank you for helping me not feel alone 😊  
00:58:28 Coach Jess Mitchell: Reacted to "It's like you do thi..." with ❤️  
00:58:46 Robin McCabe: Reacted to "So happy to help y'a..." with ❤️  
00:59:14 Robin McCabe: Replying to "So happy to help y'a..."

You are definitely NOT alone, fellow performer!! 😊 Let's drop it together!

01:01:45 Steph Wood: Replying to "So happy to help y'a..."

Awe 😊 Love you girl already 😊

01:03:11 Robin McCabe: Reacted to "Awe 😊 Love you girl..." with ❤️  
01:05:10 Bonnie Schnautz, ND: I started having my VA help with posts and it didn't work for me. I now have her do everything else except posts. It was taking way more time than it should and not feeling authentic.  
01:07:21 Bonnie Schnautz, ND: Reacted to "So happy to help y'a..." with ❤️  
01:07:57 Verda Sullivan: I have a problem with my Chat that when I ask him to change one thing, it tries to change the whole post. I have to tell it to keep the original and change only this line.  
01:08:17 Cali: I can relate to Deborah. Thank you for sharing - I needed to hear what Bob had to say too.  
01:08:40 Bonnie Schnautz, ND: Replying to "I have a problem wit..."

I've not had this happen but I have the paid version?

01:08:48 Coach Danielle Cole: You got this Deborah!  
01:08:56 Steph Wood: That's sooooo helpful

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01:09:20 Steph Wood: I can see I am not trusting my own voice using Chat. WHOA

01:09:47 Verda Sullivan: Replying to "I have a problem wit..."

I have the paid version also. I think it has become to comfortable with writing posts for me because I have been using ChatGPT for my posts for almost 3 years. Now I am taking back control.

01:10:18 Kim Henry: DO IT Deborah! You can do it!

01:10:24 Bonnie Schnautz, ND: That's a great challenge!

01:10:48 Steph Wood: You will start to love your content without your mask on! It will feel so good.

01:10:50 Win and Michele Wood: B- work trumps perfected work all day long!

01:10:56 Coach Danielle Cole: Reacted to "B- work trumps perfe..." with ❤️

01:10:58 Steph Wood: Reacted to "B- work trumps perfe..." with ❤️

01:11:07 Elysia Edwards: Reacted to "B- work trumps perfe..." with 💕

01:11:48 Robin McCabe: Reacted to "B- work trumps perfe..." with ❤️

01:11:49 Bonnie Schnautz, ND: Reacted to "B- work trumps perfe..." with ❤️

01:11:50 Win and Michele Wood: Thanks Deborah!

01:11:56 Bonnie Schnautz, ND: Reacted to "You will start to lo..." with ❤️

01:11:57 Coach Kristy Wharton: Replying to "B- work trumps perfe..."

Marie forleo yes— everything is figure-outable!

01:11:59 Catherine Fite: Thanks Deborah!

01:12:02 Amy Gregory: Thank you!

01:12:04 Bonnie Schnautz, ND: Thank you!

01:12:04 Laura Trujillo: Good stuff! Thank you!