

# The LOVE-LED™ Leadership Lab Chat

## Transcript LSG 12.2.2025

00:01:02 Susana Garcia Betancourt: Hola hola everyone desde Puerto Rico



00:01:37 Linda Schymik: HelloFriends

00:02:29 laura rogers: Hello Bob and everyone

00:02:53 Joanne Clement: Hello everyone..excited to hear about it

00:03:24 Michelle Molendyk: 15

00:03:52 Coach Danielle Cole: December Mission - Monday 12/15 at 12PM EST!

00:04:01 Coach Kristy Wharton: Reacted to "Decceember Mission - ..." with 🍊

00:04:05 Susie Wolford: Reacted to "Decceember Mission - ..." with 🍊

00:04:08 Mandy & Wayne Hudson: YAY!!

00:04:09 Linda Salzwedel: I see it's on my calendar already!

00:04:12 Coach Danielle Cole: Reacted to "I see it's on my cal..." with ❤️

00:04:17 Robin McCabe: Reacted to "Decceember Mission - ..." with 🍊

00:04:20 Michelle Molendyk: Replying to "I see it's on my cal..."

same. yay

00:04:30 Coach Danielle Cole: Reacted to "same. yay" with ❤️

00:04:41 Theresa Torres: I'm here and moving forward

00:04:48 Wendy Warawa: Is that 12 ET time

00:04:50 Karen Lovegrove: Yes

00:04:54 Mandy & Wayne Hudson: Reacted to "I'm here and moving ..." with ❤️

00:04:59 Linda Salzwedel: Reacted to "Is that 12 ET time" with 👍

00:05:01 Liza: Reacted to December Mission - M... with "💜"

00:05:02 Kelly's iPhone: Meeting new people on Facebook that have become customers

00:05:07 Michelle Molendyk: oh yeah — black friday, new products, surprise promos.

00:05:09 Raquel Cornelsen: I had someone who has never asked about my products reach out to me ❤️

00:05:12 Krista Tavares: I didn't fall into the hype of Black Friday and still had an amazing month

00:05:14 Linda Salzwedel: We had lots of them but I did not share them.

00:05:18 Chris Wenstrom: That I am overcoming red light stories and reaching out more consistently with past customers

00:05:24 Lori Warman: I stayed true to my rhythm, and didn't respond to the hustle and the pressure I was feeling the last day of the month (sunday)

00:05:25 DeeDee Fitch: Black Friday came and went and I didn't post 1 promo

00:05:31 Joanne Clement: Win...November was amazing...visible... I help a consultant in the team to do content 3 times a week...she bonus in her level and put herself into qualification in the next level

00:05:31 Liza: Recovering black Friday & cyber Monday

00:05:35 laura rogers: Having more engagement, yes black Friday, had an event it was more meaningful

00:05:43 Alicia Raley: Received a text today from a client who commented on my service post yesterday..... Good morning Alicia ! When I was getting ready this morning, I was thinking of you & your post yesterday about not drinking enough water when we're so busy with other things like grandkids(or actually for whatever ), it is all SO VERY true and this speaks volumes to me about why you are such a wonderful coach! You are living through all the things that we are during the weight loss journey, and you are sharing them with us in a way that makes us understand and continue to be successful! So thank you so much for everything ❤️ 😊

00:05:47 Chris Wenstrom: We had Black Friday promotions

00:05:50 Liza: Stayed true to my authentic self

00:05:58 Diane Marie: Did have Black Friday.

00:06:03 Carol Crosby: I started using the Streaks app again yesterday to help ground me, I loved it at one point in the past

00:06:05 Michelle Molendyk: Wins - invisible: consistency without pressure from anyone in the company; visible: 3 new customers, biggest month in quite a while, working with a customer with crazy allergies

00:06:45 Susana Garcia Betancourt: I did something that I've wanted to do for a long time, totally out of my comfort zone and felt awesome 🙌.

00:06:56 Cindy Templeton: I didn't hold any "sales" (after 30 years). I was in the moment with my family for the holiday weekend with no regret.

00:07:08 Robin McCabe: Took a 5 day break and vacation for Thanksgiving and wasn't feeling like I needed to push myself, my team, or any sales. I was present with my family, the team as they reached out, and it felt amazing not to be attached to my phone. This was the first time in years I felt calm and at peace about it all.

00:07:21 Joanne Clement: Invisible...did the BF the love lead and my month was amazing without exhausting myself....That felt sooo good...I just kept the rhythm with my Core 4..I believe it always reflect in the next month....

00:07:41 Liza: Slowing down & sending VA before sending product recommendations

00:07:44 Coach Danielle Cole: Raquel - that is HUGE!!!

00:07:52 Lisa Bomers: Met and connected with some new people at vendor event...

00:07:56 Cindy Templeton: Reacted to "Took a 5 day break a..." with ❤️

00:08:05 Kiersten Vavrina: It was a great pink Friday weekend very calm and I got \$1500 in orders with ladies reaching out to me. I only made one post on Wednesday in my group .

00:08:12 Cheryl Mabry: Did some follow up w/ past clients! Had 1 re-engage with a small \$80 order and I didn't stress or add pressure for her to order more! I asked questions around what she's doing now

00:08:28 DeeDee Fitch: Totally get that, Raquel!

00:08:59 Cindy Templeton: Reacted to "It was a great pink ..." with ❤️

00:09:15 Carol Crosby: A friend from another state told me in the last few weeks that we need to talk again soon. I called her today and had the best talk and she also wanted to hear more about what I do and we started to explore her problems and issues and will continue the discussion later this week and I also know what I will send her later today or tomorrow morning. I feel patient and not rushed and it's awesome!

00:09:16 Susie Wolford: My company had a promotion. I give info without pushing. I got a few extra sales, and 1 new customer that had nothing to do with the products on sale.

00:09:18 Theresa Roy: Spot on Raquel!!!

00:09:29 Coach Danielle Cole: Reacted to "My company had a pro..." with ❤️

00:09:34 Robin McCabe: Reacted to "I didn't hold any "s..." with ❤️

00:11:58 Carol Crosby: Reacted to "Took a 5 day break a..." with ❤️

00:12:09 Emily Titov: I honored my rhythm during the holidays. One thing Megan shared on a training was to say to myself "if I wasn't afraid of getting it wrong what would you do? and say? And going with that. I have been asking myself that before I respond.

00:13:13 Marjorie Kauffman: @Coach Kristy Wharton and @Coach Danielle Cole - I feel the need of affirmation and approval, too. You can see that in the Core 4 comments when I ask you to affirm or correct my post wording. Thank you

00:14:39 Coach Kristy Wharton: Reacted to "@Coach Kristy Wharto..." with 🧡

00:14:58 Coach Danielle Cole: Replying to "@Coach Kristy Wharto..."

Soon enough you will realize you don't need our affirmation or approval - it is trusting yourself and knowing you know EXACTLY what to do - take off that mask! XOXO

00:15:06 Kayla Allen: This is too good! Thanks for sharing today Raquel!

00:15:14 Coach Danielle Cole: Reacted to "This is too good! Th..." with ❤️

00:15:38 Julia Nix: Recognize the fear.

Take the mask off.

Follow our personal rhythm.

00:15:41 Cheryl Mabry: My new coach keeps sending me messages asking me "is this ok"?

Her performer mask is strong... I'm doing my best not to answer/affirm and/or ask her how she feels when she reads it out loud

00:15:51 Coach Danielle Cole: Reacted to "My new coach keeps s..." with 🔥

00:17:03 Julia Nix: Amen... I find it hard also to talk about problems.

00:17:22 Cindy Templeton: Reacted to "Amen... I find it hard..." with 🙌

00:17:43 Marjorie Kauffman: Replying to "@Coach Kristy Wharto..."

👍 Thank you

00:17:58 Coach Danielle Cole: Reacted to "👍 Thank you" with ❤️

00:18:02 Coach Kristy Wharton: This is something ive been discussing with my  
1:1s for a while now... what we really do is give you a perspective shift or feedback or

ask a question and its up to you to take that inward and come to your own conclusion about to how to use. The truth is you have always done this, to some extent, my hope it is it becomes intentional and conscious. @Marjorie Kauffman

00:18:05 Joanne Clement: Mask is easy to come back...especially with promotions....I put my blinders to keep my focus

00:18:27 laura rodders: Yes

00:18:33 Joanne Clement: To be aware is amazing Raquel.

00:18:36 Coach Danielle Cole: Reacted to "Mask is easy to come..." with ❤️

00:18:56 laura rodders: Amen

00:19:10 Julia Nix: Party! Mask removal parties....let's go!

00:19:13 Marjorie Kauffman: Replying to "@Coach Kristy Wharto..."

Thank you

00:19:39 Lori Warman:Replying to "I stayed true to my ..."

but if I was honest, I didn't succumb to it, but it led to a spiral for me personally and I felt really guilty

00:20:14 Julia Nix: AND the courageous to speak up with the coaches

00:20:28 Coach Kristy Wharton: Reacted to "Thank you" with 🧡

00:20:51 Cheryl Mabry: Ooohh

00:21:08 Lori Warman:YESSSS

00:21:26 Kayla Allen: Mic drop - thanks for speaking on this today Bob

00:21:33 Robin McCabe: SO Good!

00:21:35 Carol Crosby: Reacted to "I honored my rhythm ..." with ❤️

00:21:46 Michelle Molendyk: that's true, that was me for a long time

00:21:49 Theresa Roy: That is so true!!! New to NM so the feared introduction into this industry felt really wrong from the start.. So glad I found Bob and his team in June....


00:22:12 Robin McCabe: Hey DeeDee!! So good to see you!

00:22:13 Cheryl Mabry: "You can't ask a question you haven't already tried to answer yourself"


00:23:05 Lori Warman:"What did you make that mean?" I love that!

00:25:06 Joanne Clement: No answer is not an answer.


00:25:10 Raquel Cornelsen: Reacted to "Raquel - that is HUG..." with ❤️


00:25:16 Coach Kristy Wharton: Reacted to "AND the courageous t..." with 


00:25:19 Coach Kristy Wharton: @Julia Nix this has to sound familiar with much of what we've been discussing... we still grow by being around others (ahem @Mandy & Wayne Hudson for example) and expand our capacity to see differently, and therefore contemplate and know the answers, on our own.

00:25:33 Coach Kristy Wharton: Reacted to "That is so true!!! ..." with 


00:25:40 laura rodders: That used to be me but now all the seeds went out and people are responding now with the way I opened up my self, I'm a performer

00:25:43 Liza: Reacted to Party! Mask removal... with "

00:25:44 Raquel Cornelsen: Reacted to "Spot on Raquel!!!" with 

00:25:49 Raquel Cornelsen: Reacted to "I honored my rhythm ..." with 

00:25:50 Julia Nix: Amen. The mask is very powerful

00:26:05 Mandy & Wayne Hudson: Reacted to "@Julia Nix this has ..." with 

00:26:15 Coach Kristy Wharton: As soon as we think we have a grasp on our mask, it will take a more clever disguise.


00:26:15 Liza: Wow. This is all good and so interesting

00:26:24 Julia Nix: Replying to "AND the courageous t..."  
Amen! @Coach Kristy Wharton You know me well

00:26:27 laura rodders: Not you Hugs


00:26:28 Joanne Clement: We always have to be reminded of that annoying mask lol ...your humain too DeeDee

00:26:57 Liza: Phew!


00:27:01 Sandy Job-Rivera: Reacted to "This is something iv..." with 


00:27:46 Diane: So, doing a 3-way chat with your upline who is not aligned with your love-led way is not a good thing. That was an ah-ha moment. She is always asking me to include her, but I'm fearful of her representing me not in a way I am learning to be.

00:28:00 Chris Julian: THis mask thing is so deep.. so many nuances..thanks DeeDee for helping us see another angle

00:28:15 Linda Schymik: Reacted to "So, doing a 3-way ch..." with 

00:28:35 Linda Schymik: I have that as well Diane

00:28:53 Cheryl Mabry: Reacted to "So, doing a 3-way ch..." with 

00:28:56 Cheryl Mabry: Reacted to "So, doing a 3-way ch..." with 

00:29:16 Diane: Replying to "So, doing a 3-way ch..."

I know what I want to say, but am always told that 3rd party validation is so important. Is it really?

00:30:09 Chris Julian: Reacted to "As soon as we think ..." with ❤️

00:30:34 Liza: Is it a story if we remind ourself that they may be busy and just reach out in a few days?

00:30:38 Cheryl Mabry: YECK Yeah!

00:30:43 Coach Kristy Wharton: Company is tool for your mission... it's a tool not the mission itself.

00:30:50 Michelle Molendyk: Reacted to "Company is tool for ..." with 🎉

00:30:59 Joanne Clement: I believe that we have to stop and breath in between our conversations, messages, contents.....

00:31:08 Michelle Molendyk: Reacted to "I believe that we ha..." with 🎉

00:31:09 Robin McCabe: I'm SO glad this is being discussed. All of this. Thank you!

00:31:13 Terri Temple: Reacted to "I believe that we ha..." with ❤️

00:31:22 Joanne Clement: Powerful...that s why we are here

00:31:22 Michelle Molendyk: Replying to "I believe that we ha..."

i step away when it feels like too much

00:31:29 Cheryl Mabry: Reacted to "I believe that we ha..." with ❤️

00:31:31 Cheryl Mabry: Reacted to "I believe that we ha..." with 🎉

00:32:05 Felicia Nearh: That fear of being vulnerable is REAL!

00:32:05 Cheryl Mabry: Welcome to the holidays...

00:32:06 Joanne Clement: Replying to "I believe that we ha..."

❤️ Same here

00:32:19 Liza: Look at their fb to see what's up in their life

00:32:27 Coach Kristy Wharton: Replying to "I believe that we ha..."

100% speak love over the person you are messaging, get into the place of feeling for that person specifically.

00:33:05 Joanne Clement: The dialog we have with ourself...

00:33:59 laura rogers: Did my rhythm and stayed in my beliefs and went through the black Friday with peace this year

00:34:02 Julia Nix: @Coach Kristy Wharton has taught me to send seasonal chitchat messages and that way I can create them as text replacements so that I can do NOT get stuck in the what-am-I-going-to-say-to-start-the-conversation.

00:34:21 Michelle Molendyk: Reacted to "@Coach Kristy Wharto..." with ❤️

00:34:25 Linda Salzwedel: Reacted to "@Coach Kristy Wharto..." with 🙄

00:34:28 Michelle Molendyk: Replying to "@Coach Kristy Wharto..."

I love that idea.

00:34:56 Julia Nix: Reacted to "@Coach Kristy Wharto..." with ❤️

00:35:01 Emily Titov: Reacted to "@Coach Kristy Wharto..." with 👍

00:35:08 Diane: Reacted to "I have that as well ..." with ❤️

00:35:30 Diane: Reacted to "Company is tool for ..." with 👍

00:37:11 Kayla Allen: WIN: I spoke with my gym owner, who is a nutrition coach about what I see in her and the value she brings to others. I wanted her to know that I appreciate how she supports me in my business as well. This conversation was triggered as in the past a gym owner kicked me out for what I did to serve others. I just wanted to revisit the conversation with the gym owner, because I wanted her to know how I felt. I was scared for weeks, but in the space of presence I was able to talk with her. Honestly, I believe she admired how I told her if someone came along that would be a good fit for her, I would introduce them to her, even though I do similar things. It felt like a weight was released for me.

00:37:21 Emily Titov: I feel like I am being pushy when I reach out again after they haven't responded to my initial messages

00:38:06 Emily Titov: Reacted to "WIN: I spoke with my..." with ❤️

00:38:07 Karen Lovegrove: @Lori Warman I think I have the same TShirt as you!  
Lol

00:38:19 Cheryl Mabry: Reacted to "WIN: I spoke with my..." with ❤️

00:38:21 Robin McCabe: Reacted to "WIN: I spoke with my..." with ❤️

00:38:29 DeeDee Fitch: Reacted to "I'm SO glad this is ..." with ❤️

00:38:37 DeeDee Fitch: Reacted to "Company is tool for ..." with ❤️

00:38:48 Coach Kristy Wharton: Replying to "I feel like I am bei..."

@Emily Titov have you ever seen a message and intended to respond and got distracted or busy and did not?



00:39:05 DeeDee Fitch: Reacted to "THIS mask thing is s..." with ❤️  
00:39:12 DeeDee Fitch: Reacted to "We always have to be..." with ❤️  
00:39:31 DeeDee Fitch: Reacted to "As soon as we think ..." with ❤️  
00:39:38 Julia Nix: I agree today's LSG is NOT the same as the past-LSG... I have all the old notebooks to prove it... LOL!!

00:39:54 Hilleri Dickey: What do you do when you doubt if my products truly help someone else. Yes it has helped me but I doubt if it truly would help others sometime. Maybe go to my group Telegram chat and see the evidence with everyone's customers testimonials? I didn't have major skin changes or gut changes but know the ingredients are awesome and my new functional medicine doctor approved them for me to continue taking the collagen, hyaluronic acid, and immunity @Coach Danielle Cole

00:39:55 DeeDee Fitch: Reacted to "Hey DeeDee!! So good..." with ❤️  
00:41:28 Diane: Replying to "So, doing a 3-way ch..."

@Coach Danielle Cole what are your thoughts on this, doing 3-way chats with your upline?

00:41:33 Coach Kristy Wharton: Replying to "I feel like I am bei..."

@Emily Titov i remember now you mentioned something about this on a call earlier, as well. When we feel this way, it's because we are having a thought about a certain circumstance—maybe it is that someone responded poorly. Is that accurate?

00:42:02 Liza: Perspective

00:43:33 Joanne Clement: Replying to "So, doing a 3-way ch..."

I don't participate in 3 way calls anymore because of the same reasons. It never work for me cause I feel it's not me leading my conversations the way I want it.

00:43:35 Marjorie Kauffman: How did he say what GROWTH is? "Did I stay in rhythm and show up". What else?

00:43:37 DeeDee Fitch: Hey everyone - I really DO care if people don't like me :). I can 100% see that was my mask giving me that. And thank you guys!

00:43:48 Hilleri Dickey: Reacted to "Hey everyone - I rea..." with ❤️

00:43:54 Robin McCabe: Reacted to "Hey everyone - I rea..." with ❤️

00:43:55 sally: yes fighting 38years

00:44:17 Liza: Reacted to Hey everyone - I rea... with "💜"

00:44:29 Karen Lovegrove: Replying to "yes fighting 38years"

yes, 40 years for me.

00:44:31 Krista Tavares: I am still undoing my thoughts

00:44:50 Julia Nix: Replying to "yes fighting 38years"

I can relate.... What's the math.... Been doing this since 1988

00:45:24 Julia Nix: Renting our belief from our results.... Wow

00:46:23 Liza: Replying to "Hey everyone - I rea..."

@DeeDee Fitch I understand what you were saying. When that happens, in order not to go in a downward spiral, I remind myself don't let that get to me. Breathe and move forward. I'm just too the point of going back to them to see where they need support.

00:46:35 Coach Kristy Wharton: Replying to "So, doing a 3-way ch..."

@Diane go back to your comment and you ended with "im fearful of her representing me..." you literally stated this is a fear led thought you are having. How would being love-led look at this situation with your Upline and your prospect, too?

00:46:38 Mandy & Wayne Hudson: Reacted to "Hey everyone - I rea..." with ❤️

00:46:45 Julia Nix: @Mandy & Wayne Hudson what breakthroughs are you making.... I can see your off screen chitchat.

00:46:51 Cheryl Mabry: Replying to "So, doing a 3-way ch..."

Oh wow!!! I wanna start talking about this too! I'd love to support your post...don't see your name

00:47:20 Mandy & Wayne Hudson: Reacted to "@Mandy & Wayne Hudso..." with



00:47:29 Julia Nix: @Mandy & Wayne Hudson don't stop. I love the grins

00:47:37 Robin McCabe: Reacted to "@Mandy & Wayne Hudso..." with ❤️

00:47:39 DeeDee Fitch: Replying to "Hey everyone - I rea..."

Thank you!

00:47:45 Mandy & Wayne Hudson: Reacted to "@Mandy & Wayne Hudso..." with



00:47:51 laura rodgers: Reacted to Hey everyone - I rea... with "❤️"

00:48:00 Julia Nix: Reacted to "@Mandy & Wayne Hudso..." with ❤️

00:48:04 Robin McCabe: Replying to "@Mandy & Wayne Hudso..."

I've been watching too!!!! 😊

00:48:16 Raquel Cornelsen: Reacted to "Hey everyone - I rea..." with ❤️

00:48:39 Julia Nix: Wow

00:48:39 Mandy & Wayne Hudson: BOOM!

00:48:49 iPhone: I just did a post that spoke to my target audience and in 2 hours I have 25 likes and over 1200 views. I am finally starting to feel more confident with my posting. Thanks Bob!

00:48:53 Raquel Cornelsen: 🔥

00:49:00 Robin McCabe: Whoa... so good!

00:49:07 Hilleri Dickey: Reacted to "BOOM!" with ❤️

00:49:10 Hilleri Dickey: Reacted to "🔥" with ❤️

00:49:17 Raquel Cornelsen: Understood 😊

00:49:20 iPhone: Reacted to "Hey everyone - I rea..." with ❤️

00:49:28 laura rodgers: Amen

00:49:32 Diane: Replying to "So, doing a 3-way ch..."

@Coach Kristy Wharton yes it is a fear-led thought because I know she is going to correct me and want me to do it her way. I love-led response would be to step back from her and trust in my love-led approach because that's what feels good to me. Am I on the right track?

00:49:33 Mandy & Wayne Hudson: She loves you, Bob, don't worry! LOL!

00:49:35 Liza: 🌟 Boom, every month is a growth month 🙌

00:49:38 Cheryl Mabry: Replying to "I just did a post th..."

Oh wow!!! I wanna start talking about this too! I'd love to support your post...don't see your name

00:49:45 Hilleri Dickey: Reacted to "🌟 Boom, every month ..." with ❤️

00:49:47 Staci Mix: Reacted to "Hey everyone - I rea..." with ❤️

00:49:53 Linda Schymik: Reacted to "I just did a post th..." with ❤️

00:50:02 Diane: Reacted to "@Diane go back to yo..." with ❤️

00:50:09 Julia Nix: Growth in the valley.... I walk through the valley of the shadow of death, I will fear no evil.

00:50:16 Lori Warman: This is exactly my problem; my upline was worried about my rank this month so because Sunday was the last day of the week, they texted me to ask if there was any way they could help me make the last 6 hours of the month get me to my rank and suggesting I push a promotion and reach out to all of my past customers with a scholarship and get 2 - 3 clients to sign up and offer them a gift for doing it and really push on Sunday Evening to make that rank.

00:50:50 iPhone: Reacted to "This is exactly my p..." with 🙄

00:51:07 Cheryl Mabry: Reacted to "This is exactly my p..." with 🙄

00:51:09 Kayla Allen: Replying to "This is exactly my p..."

I remember times like this...

00:51:18 Emily Titov: @Coach Kristy Wharton yes I have forgotten messages for sure, yes I have had people respond poorly in the past, so I notice I am very apprehensive afraid to message or "offend someone" I have had people respond with their objections to a simple message I have sent. So perhaps I have created this with my previous approaches?

00:51:53 Liza: Great question: what would be the next right step

00:51:54 Diane Eskey: Reacted to "I don't participate ..." with 👍

00:52:12 Lori Warman: Replying to "This is exactly my p..."

I don't know what to do with this....

00:52:21 Emily Titov: Reacted to "@Emily Titov have yo..." with 👍

00:52:24 Emily Titov: Reacted to "@Emily Titov i remem..." with 👍

00:52:48 Susie Wolford: Reacted to "I just did a post th..." with ❤️

00:53:05 Susie Wolford: Reacted to "So, doing a 3-way ch..." with ❤️

00:53:17 Susie Wolford: Reacted to "Hey everyone - I rea..." with ❤️

00:53:33 Coach Kristy Wharton: Replying to "What do you do when ..."

@Hilleri Dickey the only option you have is to be transparent that it's helped you and many others (if that is true) Just bc something doesn't work for everyone, doesn't mean it doesn't work. Nothing works ALL the time for EVERYONE. Gathering information and supporting others to get the results they desire is all any of us can do... if you feel that the opposite is true, where the majority do not get results, then I'd ask myself if I want to represent a product that doesn't fulfill their claim for transformation.

00:55:30 Hilleri Dickey: Reacted to "@Hilleri Dickey the ..." with ❤️  
00:55:32 Joanne Clement: This is amazing training.  
00:55:45 Cheryl Mabry: Aaahh, back to presence  
00:56:06 Diane Eskey: Perfect, this is just what I was asking about.  
00:56:34 Hilleri Dickey: Replying to "What do you do when ..."

@Coach Kristy Wharton Thank you. Yes there are truly amazing testimonies of what my products have done and how it has transformed others.

00:57:24 Coach Kristy Wharton: Replying to "So, doing a 3-way ch..."

@Diane can I ask if you have had a conversation with her about what youre learning and how youre feeling? If the 3 way call is helpful except this part—be brave and talk with her. Bob is also talking about when to include them is paramount.

00:59:03 Julia Nix: What did he just ask? It was a wonderful script

00:59:22 Robin McCabe: Replying to "What did he just ask..."

What has you interested in learning more about the business?

00:59:33 laura rogers: Reacted to Great question: what... with "❤️"

01:00:29 Jade Schlemmer: Reacted to "@Hilleri Dickey the ..." with ❤️

01:00:38 Diane Eskey: @Coach Kristy Wharton No I have not because she has shared that she is leading us in a Love-led way, Bob has even spoken with our team and she uses some of Bob's old ways, but then I found out that she was never truly involved with Love, Serve, Grow but only listening to his podcasts and Free workshops. That's my fear bringing this up to her.

01:02:40 Diane Eskey: Replying to "So, doing a 3-way ch..."

@Coach Kristy Wharton Thank you so much for coaching me today.

01:03:09 Cheryl Mabry: TGOS

01:03:39 Julia Nix: Simple. Clear. Duplicatable...YES!!

01:03:55 Coach Kristy Wharton: Replying to "I feel like I am bei..."

@Emily Titov maybe but were you doing the best you can with what you knew at that time? If so, be compassionate with yourself and know that our normal response is to make every future circumstance turning out the same. Thats a story I am telling

myself – also their response is always theirs. We can influence it but we don't create it. We only create our own actions and our response. If we can remember that circumstance (what happens outside of ourselves) is neutral and it's our thoughts about it that create our feelings. This is deep, I know but I invite you to consider the truth of it. It's true freedom. Its presence and love, which is new with every person you talk to.

- 01:03:57 Diane Eskey: This sounds great
- 01:04:25 Julia Nix: BUT is there a workbook!!?
- 01:04:40 Cheryl Mabry: Reacted to "BUT is there a workb..." with 🤔
- 01:04:47 Susana Garcia Betancourt: That's amazing!!!!
- 01:04:50 Coach Danielle Cole: Reacted to "@Hilleri Dickey the ..." with 🔥
- 01:04:58 Coach Danielle Cole: Reacted to "BUT is there a workb..." with 😊
- 01:04:59 Raquel Cornelsen: Wow!! That's incredible
- 01:05:20 Karen Forrister: This sounds exciting
- 01:05:31 laura rogers: Wow
- 01:06:53 Jade Schlemmer: I'd love to see this...especially when there is a company(one I'm with) that doesn't build "teams " yet we still have people join under us.
- 01:07:06 Cindy Templeton: Replying to "So, doing a 3-way ch..."  
Phenomenal
- 01:07:12 Alicia Raley: Exciting
- 01:07:20 Robin McCabe: This is SO exciting!
- 01:07:41 Julia Nix: Can we ask you to put past customers from a previous business that closed...onto the list....please. I've got tons of people.
- 01:07:46 iPhone: This sounds great
- 01:07:46 DeeDee Fitch: Incredible!
- 01:08:08 Theresa Roy: Sounds like a great program! Much needed!
- 01:08:37 Robin McCabe: YES!! That!
- 01:08:45 Diane Eskey: Amen
- 01:08:49 Coach Kristy Wharton: Reacted to "Can we ask you to p..." with 🔥
- 01:08:54 Diane Eskey: and our Uplines too
- 01:09:17 Coach Kristy Wharton: Replying to "Can we ask you to p..."

This is in the works now.. you and I can talk about this now if you'd like

01:09:24 Marjorie Kauffman: Wow, this is so needed. Thank you for your time, passion, and skill, Bob.

01:09:29 Karen Forrister: Yes!

01:10:39 Susana Garcia Betancourt: Wowwww

01:10:49 Marjorie Kauffman: Wow

01:11:19 Cheryl Mabry: Win Win! 🏆

01:11:20 Linda Schymik: What if you dont have a team?

01:11:38 Linda Schymik: That's what i thought

01:12:05 Linda Schymik: Thanks i get it

01:12:23 DeeDee Fitch: I have a small team that mostly makes their own purchases.

01:12:43 Chris Julian: thanks Bob.. I just have members.. no real team.. but would love to be apart..so will work on building a team

01:12:46 Cheryl Mabry: I have 1 active coach

01:12:52 Linda Schymik: Have a great vacation

01:12:53 Diane Eskey: Like how small would work

01:12:54 Susie Wolford: Replying to "What did he just ask..."

I have a team but none of them are interested in growing their business and only 1 of them has past customers, so sadly I'm not a fit at this time.

01:12:55 laura rodgers: Thanks everyone 😊

01:12:59 Joanne Clement: Thank you Bob and everyone

01:13:00 Robin McCabe: Thanks for this! Great call