

# The LOVE-LED™ Leadership Lab Chat

## Transcripts 12.19.2025

00:02:06 Liza: Hello from Massachusetts

00:02:15 Coach Danielle Cole: Hi everyone!

00:04:13 Cindy Templeton: My invisible win was feeling the peace of "goal setting" in a totally different view.

00:04:13 Robin McCabe: Was led to spend the morning to be with a friend and had NO pressure over being present with her as she needed.

00:04:24 Lanette Kuhn: Goals - had an aha!! moment about starting with my end and working back from that !! Do this also with my content

00:04:36 Linda Schymik: HelloFriends happy Friday

00:04:37 Felicia Neahr: I attended core 4s this week for the first time in MONTHS!

00:05:09 Karen Hartlaub: I used the things I learned from the reset your team week and signed up a new gal. She is a different level!

00:05:39 Joanne Clement: Feeling peaceful even if my rhythm was slow for the last 2 weeks.

00:05:51 Coach Danielle Cole: Reacted to "I attended core 4s t..." with 🔥

00:05:55 Robin McCabe: So good Cindy!

00:06:49 Coach Danielle Cole: Reacted to "I used the things I ..." with ❤️

00:06:51 Coach Danielle Cole: Reacted to "Feeling peaceful ev..." with ❤️

00:07:00 Coach Danielle Cole: Reacted to "Was led to spend the..." with ❤️

00:07:02 Coach Danielle Cole: Reacted to "Goals - had an aha!!..." with ❤️

00:07:09 Coach Danielle Cole: Reacted to "My invisible win was..." with ❤️

00:07:21 Joanne Clement: I feel you Cindy....I feel that way too...my growth has been so amazing...I m happy with all I have done in my business in the last 3-4 months...I know that all I do will reflect next year.....so many great conversations, connections, building trust...

00:07:31 Coach Danielle Cole: Reacted to "I feel you Cindy....I ..." with ❤️

00:07:59 Alicia Raley: Sponsored a new coach last weekend. Guiding her through AO off her first post she shared last weekend simply updating people she was on a health journey and we are going to do her launch first love led launch post with a pic of her with the product following week 4 guide.

00:08:10 Coach Danielle Cole: Reacted to "Sponsored a new coac..." with 🔥

00:08:14 Linda Schymik: Same

00:08:29 Coach Danielle Cole: Replying to "HelloFriends happy F..."

Happy Friday!

00:09:48 Karen Hartlaub: I turned off ALL my notifications and setup limits on my social media. It was amazing what I got done this week.

00:10:00 Coach Danielle Cole: Reacted to "I turned off ALL my ..." with 🔥

00:10:23 Socorro Dunn: Invisible win was staying at peace abt not doing in my business as much as I had planned and distinguish the Red Light stories and didn't allow guilt take over but pivot and downsize during this time and did what was important and calling. AND I am actually excited abt the new year and my new rhythm. I can envision how I will live my life as new transition steps in and I can still be engaged and w intentionality! Such FREEDOM!

00:10:31 Karen Hartlaub: Reacted to "I turned off ALL my ..." with 🔥

00:10:44 Coach Danielle Cole: Reacted to "Invisible win was st..." with ❤️

00:11:36 Liza: Asking thoughtful question. Not freezing when someone asks to cancel. Going back to why they started

00:12:14 Coach Danielle Cole: Reacted to "Asking thoughtful qu..." with ❤️

00:12:26 Susie Wolford: Reacted to "I turned off ALL my ..." with 🔥

00:12:37 Susie Wolford: Reacted to "Sponsored a new coac..." with 🔥

00:13:43 Felicia Neahr: So our goals should be more Core 4 related-following a rhythm, AO to x number of people, etc? Because that creates the results

00:13:53 Cindy Templeton: Reacted to "Was led to spend the..." with ❤️

00:13:58 Cindy Templeton: Reacted to "Goals - had an aha!!..." with ❤️

00:14:03 Cindy Templeton: Reacted to "I attended core 4s t..." with 🙌

00:14:11 Cindy Templeton: Reacted to "I used the things I ..." with ❤️

00:14:17 Cindy Templeton: Reacted to "So good Cindy!" with ❤️

00:14:25 Cindy Templeton: Reacted to "I feel you Cindy....I ..." with ❤️

00:14:45 Cindy Templeton: Reacted to "Sponsored a new coac..." with 🙌

00:14:56 Robin McCabe: I went through my numbers and even when it looked like the numbers went up and down over the last 4 years (which it did) I took it as information.

00:14:56 Cindy Templeton: Reacted to "I turned off ALL my ..." with 🙌

00:15:24 Cindy Templeton: Reacted to "I went through my nu..." with 🙌

00:15:33 Joanne Clement: Coachable....that s what you want.

00:16:50 Joanne Clement: Great job Karen

00:16:59 Cindy Templeton: Way to go Karen!!!

00:17:17 Lindsay Ault: I'm actually seeing and feeling the shift in my content and in my mindset. Coach Jess has helped me a lot this week, with opening up more and zoning in on one specific topic, not being as general. Which feels really good and more authentic and exciting to feel the shift happening.

00:17:35 Coach Danielle Cole: Reacted to "I'm actually seeing ..." with 🔥

00:17:39 Robin McCabe: Reacted to "I'm actually seeing ..." with 🔥

00:18:38 Liza: Invisible: I didn't panic about not posting or working my business for a few days while I was sick

00:19:21 Robin McCabe: Good for you Alicia!! Love that for you.

00:19:25 Coach Danielle Cole: Reacted to "Invisible: I didn't ..." with 🔥

00:19:39 Joanne Clement: That is soooo amazing Alicia.

00:19:49 Lindsay Ault: Thats amazing Alicia! You can hear it in the way you're talking about it! So good!

00:20:00 Cindy Templeton: Alicia your presence is calming and confident.

00:20:12 Coach Danielle Cole: Reacted to "Alicia your presence..." with ❤️

00:20:14 Coach Danielle Cole: Reacted to "Thats amazing Alicia..." with ❤️

00:20:16 Coach Danielle Cole: Reacted to "That is soooo amazin..." with ❤️

00:20:18 Coach Danielle Cole: Reacted to "Good for you Alicia!..." with ❤️

00:20:28 Krista Tavares: I love the peace

00:20:28 Coach Danielle Cole: So amazing Alicia.

00:21:37 Socorro Dunn: Totally agree!! My business is a supplement to my calling in my life ...

00:23:07 Cindy Templeton: Reacted to "Totally agree!! My ..." with 🙌

00:23:55 Coach Danielle Cole: Reacted to "Totally agree!! My ..." with ❤️

00:26:03 Alicia Raley: Reacted to "Good for you Alicia!..." with ❤️

00:26:05 Alicia Raley: Reacted to "That is soooo amazin..." with ❤️

00:26:13 Alicia Raley: Reacted to "Thats amazing Alicia..." with ❤️

00:26:18 Alicia Raley: Reacted to "Alicia your presence..." with ❤️

00:26:21 Alicia Raley: Reacted to "I love the peace" with ❤️

00:26:25 Alicia Raley: Reacted to "So amazing Alicia." with ❤️

00:28:16 Alicia Raley: That is exciting Lindsay

00:28:29 Robin McCabe: You've been open and excited for more! 😊

00:28:43 Liza: Reacted to I went through my nu... with "💜"

00:28:48 Socorro Dunn: That's so great, Lindsay!

00:29:04 Cindy Templeton: I so understand the excitement of being love-led too Lindsay. Thanks for sharing.

00:32:55 Lindsay Ault: Thank you!

00:33:05 Lindsay Ault: Reacted to "That is exciting Lin..." with ❤️

00:33:11 Lindsay Ault: Reacted to "You've been open and..." with ❤️

00:33:15 Lindsay Ault: Reacted to "That's so great, Lin..." with ❤️

00:33:19 Lindsay Ault: Reacted to "I so understand the ..." with ❤️

00:34:38 Theresa Torres: Thank You

00:35:00 Joanne Clement: I love to keep the rhythm..even if it s only 30 minutes a day...it makes me feel good.

00:35:08 Cindy's iPhone: Reacted to "I love to keep the r..." with ❤️

00:35:13 Socorro Dunn: Reacted to "I love to keep the r..." with ❤️

00:35:58 Liza: I used to not honor that. I'd stay up late because I felt like I didn't get enough done.

00:36:29 Liza: I appreciate that Robin.

00:37:20 Lindsay Ault: yes Robin!!! 🙌🔥

00:37:28 Linda Schymik: Congratulations

00:37:35 Cheryl Mabry: I too connect with this Robin

00:37:46 Kayla Allen: Love this Robin! Thanks for sharing - proud of you!

00:39:31 Susana Garcia Betancourt: CORE 4 Activities

00:40:44 Marcus Ratcliff: 100%

00:41:32 Karen Forrister: Isn't that the million dollar question! How do we make more Health Assessments?

00:41:35 Cindy Templeton: Leading Indicator: How would you track that in a product industry? We used to track faces.

00:41:49 Marcia Schiavo: Reacted to "Isn't that the milli..." with 👍

00:41:52 Cheryl Mabry: Reacted to "Isn't that the milli..." with 🤔

00:41:54 Jennifer Cumbie: Reacted to "Isn't that the milli..." with 🤔

00:41:59 Cheryl Mabry: Reacted to "Isn't that the milli..." with 🏆

00:42:47 Lindsay Ault: so good!!

00:43:06 Sandy Job-Rivera: Reacted to "Isn't that the milli..." with 👍

00:43:40 Felicia Neahr: My team has business calls, but I've found all of our calls to be very transactional and salsey-what would we do in that case? I don't like inviting people to them

00:43:43 Cheryl Mabry: Just started a metabolic quiz this last week

00:43:50 Alicia Raley: So helpful

00:43:58 Karen Forrister: Now I am really confused.

00:44:17 Mandy & Wayne Hudson: When you talked about a quiz, ...?

00:44:18 Kayla Allen: That was helpful! Thanks Robin

00:44:25 Cindy's iPhone: Reacted to "My team has business..." with 👍

00:45:37 Liza: Would you say events are a # one should track?

00:46:58 Socorro Dunn: In my business: events, conversations and posts in SM wd be leading trackers bc they I can manage?

00:47:58 Robin McCabe: Reverse engineer it from there then...

00:48:07 Diane Eskey: And some companies don't have a health assement or quiz or anything, just inviting to events to learn more or ask questions in my reach outs on my service posts or possibility posts

00:48:35 Marjorie Kauffman: Thank you, Karen. Good questions we can learn from, too

00:48:50 Liza: Replying to "And some companies d..."

Yes, that's what I personally do.

00:49:29 Diane Eskey: Yes content

00:51:34 Cindy Templeton: Content to Outreach to ??? if your industry does not have health assessments.

00:52:05 Cheryl Mabry: Aaah, sell the next step

00:52:09 Robin McCabe: Mind. Blown.

00:52:27 Robin McCabe: Goal is the next step - not the HA!

00:52:40 Marcus Ratcliff: Reacted to "Goal is the next ste..." with 🔥

00:52:55 Marcus Ratcliff: Reacted to "Aaah, sell the next ..." with 🎯

00:52:58 Robin McCabe: Reacted to "Aaah, sell the next ..." with 🎯

00:53:11 Robin McCabe: Reacted to "That was helpful! Th..." with ❤️

00:53:17 Robin McCabe: Reacted to "So helpful" with ❤️

00:53:19 Robin McCabe: Reacted to "Just started a metab..." with ❤️

00:53:26 Robin McCabe: Reacted to "so good!!" with ❤️

00:53:35 Robin McCabe: Reacted to "100%" with ❤️

00:53:38 Robin McCabe: Reacted to "Love this Robin! Tha..." with ❤️

00:53:40 Robin McCabe: Reacted to "CORE 4 Activities" with ❤️

00:53:45 Robin McCabe: Reacted to "I too connect with t..." with ❤️

00:53:47 Robin McCabe: Reacted to "Congratulations" with ❤️

00:53:49 Robin McCabe: Reacted to "yes Robin!!!🔥👏" with ❤️

00:53:51 Robin McCabe: Reacted to "I appreciate that Ro..." with ❤️

00:53:59 Robin McCabe: Reacted to "I used to not honor ..." with ❤️

00:54:00 Marcus Ratcliff: Boom!!!

00:54:16 Marcus Ratcliff: They don't see value in the HA

00:54:23 Diane Eskey: And does that go back to content?

00:54:55 Joanne Clement: That s really good...that can be apply to my business too

00:55:05 Lanette Kuhn: Reacted to "Reverse engineer it ..." with 👍

00:55:55 Robin McCabe: Ok wait ... let's say a 3 way message with potential client is started by someone? Then what? Is this suggested?

00:56:29 Cindy's iPhone: Reacted to "Goal is the next ste..." with ❤️

00:56:50 Diane Eskey: Replying to "Ok wait ... let's say ..."

Good Question, cause that's what my upline encourages

00:57:04 Robin McCabe: Replying to "Ok wait ... let's say ..."

@Diane Eskey same!

00:58:28 Linda Schymik: I feel like I am on that same marry go round as well... it just not getting to what the problem is

00:58:29 Lanette Kuhn: Replying to "Ok wait ... let's say ..."

started by you Robin?

00:58:29 Jennifer Cumbie: Replying to "Ok wait ... let's say ..."

Great question! That's how most of us have probably been trained!

00:58:45 Diane Eskey: Reacted to "Great question! That..." with 👍

00:58:49 Robin McCabe: Replying to "Ok wait ... let's say ..."

Started by clients or friends even...

01:01:25 Susana Garcia Betancourt: And would it be ok to send the HA and say, once you complete it, we'll go over in a phone call???

01:02:27 Lindsay Ault: the dying happens more often

01:02:36 Karen Forrister: Reacted to "the dying happens mo..." with 👍

01:03:09 Marcus Ratcliff: Reacted to "the dying happens mo..." with 🙌

01:04:34 Diane Eskey: They call it 3rd party validation.

01:04:57 Coach Danielle Cole: Replying to "Would you add value ..."

Did you already give them a VAFU that is not your product?

01:04:59 Lindsay Ault: So then when a client has a friend who asks about what they are doing.. what is a better way for them to talk about it? Just let them give the info? or have them send the client a post?

01:05:07 Socorro Dunn: It was under the impression that 3 way was used as a coaching/training .... To learn how upline answers and we learn.... Is that still fear led?

01:05:10 Alicia Raley: So helpful as I am working with a new coach

01:05:17 Joanne Clement: I've stop doing the 3rd party validation....never felt that it was authentic

01:05:17 Liza: 🌟 That's partially where I lost some leadership confidence.

01:05:31 Diane Eskey: Reacted to "It was under my impr..." with 👍

01:05:38 Mandy & Wayne Hudson: Replying to "So then when a clien..."

this

01:05:39 Joanne Clement: People built trust with you first...

01:06:11 Diane Eskey: Reacted to "People built trust w..." with 👍

01:06:47 Jennifer Cumbie: Reacted to "It was under the im..." with 👍

01:07:12 Diane Eskey: Thank you for all of that

01:07:15 Marcus Ratcliff: We need to upgrade our system....

01:07:20 Mandy & Wayne Hudson: Reacted to "We need to upgrade o..." with ❤️

01:07:23 Alicia Raley: Agree so helpful

01:07:24 Socorro Dunn: Thank you so much. Really good!!

01:07:28 Lindsay Ault: Reacted to "We need to upgrade o..." with 🙌

01:07:29 Robin McCabe: Reacted to "We need to upgrade o..." with ❤️

01:07:34 Diane Eskey: I get so pressured from my upline about bringing her 3-way calls

01:07:40 Socorro Dunn: Merry Christmas and Happy New Year!!

01:07:44 Marcus Ratcliff: Thank You so much Bob!!!!

01:07:51 Joanne Clement: Thanks everyone...

01:07:52 Karen Forrister: Merry Christmas!!!

01:07:54 Susana Garcia Betancourt: Thank you so much for all you do.

01:07:55 Coach Danielle Cole: Merry Christmas - enjoy your time with family! XOXOX.

01:07:56 Mandy & Wayne Hudson: Merry Christmas and Happy New Year, everyone!

01:08:02 Robin McCabe: Thanks for a great year!

01:08:04 Karen Hartlaub: So I do the first party for them, second we do together, then they do it and I am available for questions, and the. They do next one on their own

01:08:08 Cindy Templeton: Merry Christmas & a blessed New Year!

01:08:08 Lindsay Ault: Thank you! This call was great, as always! Merry Christmas!!

01:08:10 Coach Danielle Cole: So grateful!

01:08:15 Diane Eskey: Enjoy those Boys this Christmas!!!

01:08:19 Alicia Raley: Thank you all and Merry Christmas

01:08:19 sue Paige: Have a wonderful Christmas Bob!! Thank you! I am grateful to all of you!

01:08:19 Cheryl Mabry: Lost so many in those 3 way text. Thanks for opening my eyes

01:08:20 Marcia Schiavo: Thank you! Merry Christmas! 🎄🎁

01:08:23 Jennifer Cumbie: Thank you!! Merry Christmas to everyone! ❤️💚

01:08:24 Karen Hartlaub: Thank you to all the coaches



01:08:25 Socorro Dunn: Thank you coaches for holding space for Core 4 plus more!!  
01:08:27 Cindy's iPhone: Thank YOU!! For helping us make the love led shift!  
01:08:29 Liza: Replying to "[Full message cannot be displayed on this version]"

No, but I'm not sure how to help her without the product

01:08:30 Karen Hartlaub: Merry Christmas  
01:08:33 Joanne Clement: Merry Christmas to all  
01:08:35 Lauren Cormier: Merry Christmas  
01:08:37 Susie Wolford: Thank you and Merry Christmas  
01:08:38 Felicia Neahr: Merry Christmas and Happy New Year everyone!  
01:08:40 Theresa R's iPhone: Replying to "Ok wait ... let's say ..."  
Merry Christmas everyone!  
01:08:40 Cindy's iPhone: Reacted to "So grateful!" with ❤️  
01:08:42 Wendy Warawa: Merry Christmas