

The LOVE-LED™ Leadership Lab Chat

Transcript 12.12.2025

00:04:07 Mandy & Wayne Hudson: Awesome! Looking forward to Monday!

00:04:55 Linda Schymik: Invisible win: choosing alignment over urgency.

Visible win: completing my Core 4 and staying consistent.

00:05:08 Chris Wenstrom: I had the best conversation about the business I ever had!

00:05:11 Kelly's iPhone: Successful in person party

00:05:23 Marcus Ratcliff: Did some past client follow up and right away had a couple of my favorite past clients respond to say they plan to get back on plan next month!!!

00:05:37 Lindsay Ault: Reacted to "Did some past client..." with 🙌

00:05:41 Lanette Kuhn: I am taking time in my VAFU. I was trying to fix them instead of offering support.

00:05:55 Liza Johnson:invisible: Feeling confident, authentic, and in rhythm.

00:06:08 Marcus Ratcliff: Reacted to "I had the best conve..." with ❤️

00:06:08 Kiersten Vavrina: I resisted, kind of, from promoting a brand ambassador path I put it out and took it back 🤔

00:06:22 Linda Schymik: That will be me in the next few weeks

00:06:34 Cheryl Mabry: Did it scared and imperfect, volunteered to lead a group of High school social workers in stress mgmt. and self care thru breath, health and self love/self leadership! Skipped working my virtual business this morning, and I'm OK!

00:06:38 Theresa Roy: Invisible win - removed a bit more of my mask in my posts this week.

00:06:39 Emily Titov: Invisible WIN - I completed my 2nd leadership loop, very powerful almost as powerful as my leadership shift statement.

00:06:40 Vicki Hamdorf: Invisible win is hosting my weekly zoom for my clients and doing my exercise live. I have worked through the challenges of being abroad.

00:06:41 Linda Schymik: Yeah

00:07:28 Stephanie Whittaker: Invisible win is connection. Instead of trying to hype my posts, I share real things on my heart that aren't fancy and I get messages every day now from random moms saying thank you for posting about (problem) , so its really natural to connect deeply in messenger with them to go deeper on their problems before pitching my solution so trust is being built!!

00:07:32 Liza Johnson:Visible: showing up daily, and staying authentic and within my scheduled rhythm. And a wonderful conversation with a new potential partner. I asked questions and let him talk.

00:07:47 Liza Johnson:Yeah, Chris!!!

00:07:50 Cindy Templeton: Reacted to "Invisible win is con..." with ❤️

00:08:01 Megan Weisheipl: Reacted to "Invisible win is con..." with ❤️

00:08:32 Marcus Ratcliff: Reacted to "Did it scared and im..." with ❤️

00:08:35 Emily Titov: Visible wins, many more conversations and responses, honored my rhythm blueprint.

00:08:38 Cheryl Mabry: Reacted to "Invisible win is con..." with ❤️

00:08:45 Liza Johnson:Lol, I get it!

00:09:08 Stephanie Whittaker: Visible win, brining on another coach this weekend, that is 7 in the last 3 months. She is EXCITED. I don't feel like im talking people into the business anymore, they truly WANT to get started and help people

00:09:30 Cheryl Mabry: Replying to "Invisible win is con..."

YES, love this for you and the moms you connect with. I feel this as I shared vulnerably today in my live group

00:09:40 Stephanie Whittaker: Reacted to "YES, love this for y..." with ❤️

00:09:53 Stephanie Whittaker: Replying to "Invisible win is con..."

@Cheryl Mabry GO GIRL!! I know its gonna connect with hearts

00:10:03 Vicki Hamdorf: Reacted to "Visible win, brining..." with ❤️

00:10:19 Liza Johnson:Growing in your leadership skills <3

00:10:26 Cheryl Mabry: Reacted to "Visible win, brining..." with ❤️

00:10:53 Theresa Roy: Reacted to "Invisible win is con..." with ❤️

00:11:08 Marcus Ratcliff: Reacted to "Visible win, brining..." with 🔥

00:11:10Megan Weisheipl: Reacted to "Visible wins, many m..." with ❤️

00:11:32 Megan Weisheipl: Replying to "Visible: showing up ..."
Good job, Liza!
00:11:50 Leigh Card: Reacted to "Invisible win is con..." with ❤️
00:12:01 Leigh Card: Reacted to "Visible win, brining..." with ❤️
00:12:55 Cheryl Mabry: Am I remembering that bob shared to offer a discount in the(ps) of a message ?!
00:13:05 Stephanie Whittaker: Reacted to "Did some past client..." with ❤️
00:13:11 Stephanie Whittaker: Replying to "Did some past client..."

YAYYYYYY!!!!

00:13:24 Marcus Ratcliff: Reacted to "YAYYYYYY!!!!" with ❤️
00:13:37 Cindy Templeton: My invisible win is that during this promotional selling season I held my boundaries, honored my intentions and stood in my new identity as a love-led leader that serves. I've learned it isn't about pleasing but serving with honesty and heart.
00:14:05 Marcus Ratcliff: Reacted to "My invisible win is ..." with ❤️
00:14:11 Leigh Card: Reacted to "My invisible win is ..." with ❤️
00:14:20 Liza Johnson: I have been checking in on them like normal. Then asking about how their health journey is going. Then if they are still having the same problem, asking how the product helped them in the past.
00:14:46 Cheryl Mabry: some people think Louis Vuitton is "valuable"
00:15:04 Terri Temple: Reacted to "My invisible win is ..." with ❤️
00:15:23 Cheryl Mabry: Reacted to "Did some past client..." with 🙌
00:15:32 Stephanie Whittaker: Wow love this Bob
00:17:02 Vicki Hamdorf: This is a great topic, thanks for asking this question Chris.
00:17:09 Cheryl Mabry: Reacted to "This is a great topic..." with 🙌
00:17:18 Robin McCabe: So good!!
00:17:25 Leigh Ulrich: Reacted to "So good!!" with ❤️
00:17:28 Theresa Roy: Great tip during this time of the year!!!
00:17:29 Leigh Ulrich: Reacted to "This is a great topic..." with ❤️
00:17:32 Kathleen McGraw: Great Q. Thank you!
00:18:05 Robin McCabe: Reacted to "Did some past client..." with ❤️
00:18:15 Cindy Templeton: Reacted to "Invisible win is con..." with 🙌

00:18:27 Jennifer Cumbie: Reacted to "Did some past client..." with ❤️

00:18:28 Liza Johnson: Very cool, Marcus!!

00:18:33 Stephanie Whittaker: Lol GO MARCUS!! It really works!

00:19:10 Vicki Hamdorf: Great work Marcus!

00:19:12 Cindy Templeton: Great job Marcus! 🙌

00:19:18 Cheryl Mabry: Where energy goes, energy FLOWS!!!!

00:19:33 Theresa Roy: Reacted to "Where energy goes, e..." with ❤️

00:20:44 Cheryl Mabry: Connected Marcus! I often focus on NEW, instead of current and past connections, who I already built trust with

00:20:46 Stephanie Whittaker: That's a good word Marcus. I felt resistance again this morning reaching out to past clients, but did it anyways (it felt hard today for some reason) so your word is timely for me. Just do it!

00:21:23 Stephanie Whittaker: Reacted to "Where energy goes, e..." with ❤️

00:21:49 Chris Wenstrom: People are waiting for Leadership!

00:21:49 Stephanie Whittaker: Yes & Amen!

00:22:04 Mandy & Wayne Hudson: Totally feel this, Marcus - I also have been focusing more on engaged people on SM and not enough on past clients

00:22:07 Cheryl Mabry: YES, WE build people!!

00:22:09 Robin McCabe: YES!!! So good Marcus!

00:23:13 Kayla Allen: This is really good, thanks for sharing Marcus

00:24:58 Lindsay Ault: I feel this too! This is so good!!

00:25:19 Jennifer Cumbie: I feel this so much! I want to fix them!!

00:25:24 Cindy Templeton: WOW! That's huge! You don't need to do anymore.

00:25:33 Theresa Roy: So does that just mean reaching back out and saying - Is there any way I can help in the meantime??

00:26:04 Lanette Kuhn: Replying to "I feel this so much!..."
This is me to

00:26:04 Theresa Roy: Replying to "So does that just me..."
Loving this coaching today!

00:26:43 Liza Johnson: Yes, it's an intentional mindset for me to pause, ask another question, listen, and not try to "Fix"/solve until they say yes, they want to hear more.

00:26:54 Robin McCabe: DO IT!! 😊

00:27:09 Jennifer Cumbie: I need this on a sticky note!!

00:28:22 Cheryl Mabry: We envision something tangible....when its really somatic

00:28:29 Liza Johnson:Reacted to "We envision somethin..." with 👍

00:29:09 Karen Forrister: That is why I am always motivated for a service post and not authenticity posts

00:29:30 Jennifer Cumbie: Reacted to "The has why I am alw..." with 100

00:29:30 Theresa Roy: Priceless encouragement.... And rings truest in this time of the year. Your presence is enough...

00:29:45 Cindy Templeton: Reacted to "Priceless encouragem..." with ❤️

00:29:46 Jennifer Cumbie: Reacted to "Priceless encouragem..." with ❤️

00:29:55 Karen Forrister: Great conversation Marcus!!!

00:30:28 Liza Johnson:Reacted to "Thats a good word Ma..." with ❤️

00:30:28 Cindy Templeton: Reacted to "Visible win, brining..." with 🙌

00:30:37 Marcus Ratcliff: Reacted to "Lol GO MARCUS!! It r..." with 100

00:30:57 Marcus Ratcliff: Reacted to "Connected Marcus! I..." with 🎯

00:31:16 Marcus Ratcliff: Reacted to "Thats a good word Ma..." with ❤️

00:32:18 Marcus Ratcliff: Reacted to "Totally feel this, M..." with ❤️

00:32:24 Marcus Ratcliff: Reacted to "YES!!! So good Marcu..." with ❤️

00:32:29 Marcus Ratcliff: Reacted to "This is really good,..." with ❤️

00:32:34 Marcus Ratcliff: Reacted to "I feel this too! Thi..." with ❤️

00:32:42 Marcus Ratcliff: Reacted to "I feel this so much!..." with 100

00:33:24 Marcus Ratcliff: Reacted to "Priceless encouragem..." with ❤️

00:33:29 Marcus Ratcliff: Reacted to "Great conversation M..." with ❤️

00:34:10 Mandy & Wayne Hudson: Yes - makes so much sense

00:34:33 Marcus Ratcliff: Sooooo True!!!!

00:34:34 Cheryl Mabry: YOU PAUSED!!!

00:34:39 Robin McCabe: GO MARY!! YAY! So good.

00:34:43 Mandy & Wayne Hudson: YAY, Mary!!! An invisible, invisible win!

00:36:08 Theresa Roy: Transference of belief over a bridge of trust....

00:36:51 Vicki Hamdorf: This is a great question Mary. When you know coaching would bless someone it is so hard not to try to push it on them. I need to learn a better way to invite them.

00:37:22 Robin McCabe: Wow.

00:37:25 Stephanie Whittaker: Wow love this

00:37:34 Marcus Ratcliff: Wow.... That is helpful!!!
00:37:41 Cheryl Mabry: So...shall we ask..."Are you willing to believe in yourself?"
00:37:52 Vicki Hamdorf: It is not our responsibility to save them. Wow, I needed to hear this!
00:38:01 Emily Titov: This kind of stuff came up in my leadership loop. The leadership loop is sooo helpful.
00:38:03 Jennifer Cumbie: I needed to hear this!! So good!
00:38:43 Cindy Templeton: How many times have I tried to save people that didn't really want to be saved.
00:39:04 Vicki Hamdorf: Reacted to "How many times have ..." with ❤️
00:39:06 Robin McCabe: Reacted to "How many times have ..." with ❤️
00:39:08 Jennifer Cumbie: Reacted to "How many times have ..." with ❤️
00:39:14 Stephanie Whittaker: I loveeeee the final message that they teach in core 4 after VAFU weeks or months later:

Hey name, I wanted to reach out one last time. Are you still looking for support in (problem)?

This either reignites the convo or releases the no responses for both of you

00:39:18 Marcus Ratcliff: Reacted to "How many times have ..." with 🎯
00:39:48 Emily Titov: Reacted to "I loveeeee the final..." with 🍷
00:39:53 Marcus Ratcliff: Reacted to "I loveeeee the final..." with 🎯
00:40:01 Cheryl Mabry: Reacted to "I loveeeee the final..." with 🍷
00:40:04 Jennifer Cumbie: Reacted to "I loveeeee the final..." with 🍷
00:40:08 Robin McCabe: Reacted to "I loveeeee the final..." with 🎯
00:43:57 Marcus Ratcliff: Absolutely!!!!
00:44:15 Theresa Roy: Tough love is so hard....
00:44:32 Lanette Kuhn: Wow!! I'm afraid of being that honest with people
00:44:55 Cheryl Mabry: I had that thought yesterday about an acquaintance of 5yrs who is dying slowly
00:45:20 Liza Johnson: Reacted to "How many times have ..." with 🎯
00:45:21 Marcus Ratcliff: I soooooooooo relate to you @Mary!!!!
00:45:50 Cheryl Mabry: I so relate too

00:46:21 Stephanie Whittaker: Gosh I feel this Mary. You have SUCH a beautiful heart

00:46:31 Theresa Roy: Oh, bless you Mary!!!

00:46:42 Liza Johnson:I feel that sometimes Mary. But, God's timing & plan is so perfect! I've even tried giving people product, but they don't believe in themselves . Keep loving well and be authentically you. I'm sorry for your loss.

00:46:57 Robin McCabe: Oh Mary...! I feel this... Love your heart girl.

00:47:10 Vicki Hamdorf: I can so relate to this Mary!

00:47:12 Cindy Templeton: You serve with a heart filled with grace and love Mary.

00:47:28 Marcus Ratcliff: LOVE Your Passion and Love for others Mary!!!

00:47:33 Emily Titov: I get that same crap...

00:47:57 Alicia Raley: Its hard Mary thank you for sharing

00:48:34 Terri Temple: Love your heart Mary

00:50:12 Liza Johnson:Great coaching, love led leadership! Thanks Bob for the reminder.

00:50:35 Theresa Roy: I live in Louisiana and soooooo many people live that lifestyle despite doctor warnings.. I'm so grateful for finding this program so I can learn how to reach out to these people in a Love Led Leader way....

00:50:50 Emily Titov: Reacted to "I live in Louisiana ..." with 👍

00:52:24 Cheryl Mabry: That's the key I needed to hear

00:53:57 Cheryl Mabry: It's my wedding anniversary ...so viewing love in thru so many lenses

00:54:21 Theresa Roy: Reacted to "It's my wedding anni..." with ❤️

00:54:24 Stephanie Whittaker: Thats God speaking then 🙏

00:54:31 Stephanie Whittaker: Reacted to "It's my wedding anni..." with ❤️

00:54:34 Laura Trimble: Reacted to "It's my wedding anni..." with 💜

00:54:37 Robin McCabe: Replying to "Thats God speaking t..."

YES! Confirmation! Love the way he does that. 😊

00:54:40 Stephanie Whittaker: Replying to "It's my wedding anni..."

Happy anniversary!!!

00:54:43 Laura Trimble: Reacted to "Thats God speaking t..." with 💜

00:54:52 Leigh Ulrich: Reacted to "It's my wedding anni..." with ❤️
00:54:54 Stephanie Whittaker: Reacted to "YES! Confirmation! L..." with ❤️
00:54:56 Cindy Templeton: Reacted to "Thats God speaking t..." with ❤️
00:54:57 Robin McCabe: Replying to "It's my wedding anni..."

Aw yay! Happy Anniversary Cheryl!

00:55:00 Marcus Ratcliff: Reacted to "Thats God speaking t..." with 🙌
00:55:07 Vicki Hamdorf: Reacted to "Thats God speaking t..." with ❤️
00:55:14 Tammy Schmidt: Replying to "Thats God speaking t..."

Absolutely!! We all needed to hear this!

00:55:37 Cindy's iPhone: Thx for this!! Needed this convo
00:57:00 Cheryl Mabry: Reacted to "Happy anniversary!!!" with 🙏
00:57:41 Liza Johnson: Reacted to "It's my wedding anni..." with 💜
00:57:50 Cheryl Mabry: Replying to "It's my wedding anni..."

So kind...thank you

00:57:52 Liza Johnson: Replying to "It's my wedding anni..."

Happy Anniversary!

00:58:11 Mary Daza: Reacted to "I live in Louisiana ..." with ❤️
00:58:50 Mary Daza: Reacted to "I loveeeee the final..." with 🔥
00:59:50 Mary Daza: Thanks y'all! Wow did I need to hear this and receive the love 💕

01:00:00 Cindy Templeton: Reacted to "Thanks y'all! Wow di..." with ❤️
01:00:29 Theresa Roy: Replying to "Thanks y'all! Wow di..."

You are fantastic, girl. Keep doing it and trust yourself and your gigantic capacity to love....

01:00:30 Mary Daza: @Theresa Roy I'm actually from Louisiana 😊
01:01:04 Theresa Roy: Replying to "@Theresa Roy I'm act..."

Wow.... I live in Thibodaux.. your?

01:01:49 Cheryl Mabry: connected
01:02:20 Cheryl Mabry: equating client result to our leadership...

01:04:39 Marcus Ratcliff: "Let her be who she is..." never thought of that as an option!

01:04:43 Liza Johnson:Ouch...great reminder!

01:04:50 Theresa Roy: Yikes..

01:04:55 Cindy Templeton: Reacted to "'Let her be who she ..." with 🙌

01:05:23 Stephanie Whittaker: Group coaching has been a game changer for me with these clients

01:05:39 Robin McCabe: Reacted to "Group coaching has b..." with 🔥

01:05:44 Marcus Ratcliff: Reacted to "Group coaching has b..." with 🔥

01:05:45 Alicia Raley: Replying to "Group coaching has b..."

Agree. Shifted to group 6 months ago. Game changer

01:05:52 Liza Johnson:Replying to "Group coaching has b..."

Yes, that's what I was thinking!!! Great call!

01:06:01 Stephanie Whittaker: Replying to "Group coaching has b..."

@Alicia Raley you are rocking it!!!

01:06:08 Marcus Ratcliff: Reacted to "Agree. Shifted to g..." with ❤️

01:06:08 Alicia Raley: Reacted to "@Alicia Raley you ar..." with ❤️

01:06:44 Cheryl Mabry: i wondered that in my actions...is this a valuable use oof my time?

01:06:45 Stephanie Whittaker: Replying to "Group coaching has b..."

@Liza Johnson seriously! Clients with excuses simply aren't logging on, so it doesn't drain us anymore. Still available via text but your peace is important too

01:07:04 Marcus Ratcliff: Reacted to "@Liza Johnson seriou..." with ❤️

01:07:36 Stephanie Whittaker: Reacted to "i wondered that in m..." with ❤️

01:08:43 Marcus Ratcliff: These Leadership Lab calls are priceless....

01:08:51 Laura Trimble: Reacted to "These Leadership Lab..." with 💜

01:08:51 Lindsay Ault: so good! Thank you!!

01:08:52 Mary Daza: Replying to "Thanks y'all! Wow di..."



01:08:52 Robin McCabe: SO GOOD! Thank you so much for doing these.

01:08:58 Robin McCabe: Reacted to "Thanks y'all! Wow di..." with ❤️
01:09:11 Marcus Ratcliff: Reacted to "Thanks y'all! Wow di..." with ❤️
01:09:20 Cindy Templeton: Great nuggets of wisdom to embrace along this journey.
01:09:22 Robin McCabe: Replying to "Thanks y'all! Wow di..."

YOU are amazing Mary! SO glad you knew you needed to have the convo today. We did too!

01:09:28 Robin McCabe: Reacted to "Great nuggets of wis..." with ❤️
01:09:34 Mary Daza: Replying to "@Theresa Roy I'm act..."
I grew up in St. Bernard, been in Los Angeles since Katrina
01:09:37 Stephanie Whittaker: Reacted to "Thanks y'all! Wow di..." with ❤️
01:09:37 Terri Temple: So good great nuggets