

# The LOVE-LED™ Leadership Lab Chat

## Transcript 1.15.2026

00:03:47 Deborah Farkash: It's difficult to hear Bob. Can you raise his miv volume?

00:04:14 Tracy Donald: Hearing from others that they are LOVING seeing me show up different!!! It is working!

00:04:16 Deborah Farkash: Reacted to "Hearing from others ..." with 

00:04:35 Dale and Jim Hatchell: I am SO proud of Jim and the way he is showing up authentically and love-led!!!

00:04:50 Sue Ruggerio: Having more time and peace in my days. Not working all hours of the night an day.

00:05:18 Bonnie Schnautz, ND: I have so many aha's I'm not sure where to start. First, I recognize my mask and how it impacted my direct sales and consulting business. Not leading under the guise of being nice. I've learning so much from my product customers as I'm finally taking time to listen to them.

00:06:00 Deborah Farkash: Win - same- love hearing from people that they resonate with what I'm saying. People are noticing.

00:07:15 Dale and Jim Hatchell: yay, Tracy!

00:10:37 Bonnie Schnautz, ND: I'm with you Tracy, I'm completely unemployable! lol

00:12:01 Dale and Jim Hatchell: Dale - I am very grateful for a system that I love and can actually follow it and enjoy it! I am finally aligned and called into my purpose! That brings peace and joy!

00:13:04 Dale and Jim Hatchell: Reacted to "I have so many aha's..." with 

00:13:15 Dale and Jim Hatchell: Reacted to "Having more time and..." with 

00:13:28 Dale and Jim Hatchell: Reacted to "Hearing from others ..." with 

00:17:10 Bonnie Schnautz, ND: Reacted to "Dale - I am very gra..." with 

00:17:16 Bonnie Schnautz, ND: Replying to "Dale - I am very gra..."

agree!

00:17:21 Dale and Jim Hatchell: Reacted to "agree!" with ❤️

00:19:46 Deborah Farkash: That's me! Yikes!

00:20:26 Jennifer Polk: Thank you!!!! I'm a teacher mask.... Argggg I just did this yesterday at a presentation for 6 ladies...

00:24:48 Coach Shannon Gleason: I needed to hear this

00:25:08 Coach Shannon Gleason: I am here thinking I need to create a platform so people have access to me

00:25:37 Coach Shannon Gleason: you are saying I am doing enough by just reaching out and connecting

00:25:42 Dale and Jim Hatchell: Can't wait!!! lol

00:25:45 Coach Shannon Gleason: and caring

00:25:51 Bonnie Schnautz, ND: That's exactly what I did, certification after certification to where women can't relate. I finally said stop the insanity! Performer mask is real!

00:27:05 Bonnie Schnautz, ND: Good work Tracy!

00:27:42 Jennifer Polk: Teacher then performer.... I don't want to push...

00:27:47 Alysun Caldwell: Performer then Teacher...I definitely needed the tips on the WHY for reaching out to your old customers. Thank you!

00:27:58 Jennifer Polk: Thanks Tracy!!!!

00:28:03 Lizzie George: Performer teacher mask learning- needing everything to be perfect before I start

00:28:17 Deborah Farkash: Performer/ pusher - having my mask hold back

00:28:18 gwyneth: that taking courses is part of my performance mask - I've taken so many.

00:28:21 Sue Ruggerio: Teacher Performer - that we don't want to be the reason why someone has to make a decision... that's the mask, and fear.

00:29:08 Lizzie George: @Dale and Jim Hatchell sound buffering

00:29:23 Tracy Donald: Reacted to "That's exactly what ..." with !!

00:35:22 Bonnie Schnautz, ND: You are both amazing!! @Dale and Jim Hatchell

00:37:47 stephanie wood: So agree Dale! And we have new CSO who was a leader in NWM but also on corporate side so she is also teaching this authenticity piece and approach to us. So it's sooo great! Our company is trying to make this SHIFT too 😊

00:37:48 Katie Fite: @Dale and Jim Hatchell I have enjoyed you two!!!  
00:38:36 Dale and Jim Hatchell: Reacted to "@Dale and Jim Hatche..." with ❤  
00:38:49 Dale and Jim Hatchell: Reacted to "So agree Dale! And w..." with ❤  
00:38:56 Dominique Vezina: I realize it's my performer mask that stoped me from working on my old clients list ( not that I have no time ).  
00:39:00 Dale and Jim Hatchell: Reacted to "You are both amazing..." with ❤  
00:39:34 Amy Gregory: I can so relate to the NY push stuff. It was so freeing to be present and excited but to not get sucked into the hype and push part of it.  
@Dale and Jim Hatchell  
00:39:49 Tracy Donald: Same Gwyneth!!  
00:39:56 Dale and Jim Hatchell: Reacted to "I can so relate to t..." with ❤  
00:40:05 Susie Lindahl: Reacted to "That's exactly what ..." with ❤  
00:40:30 Dominique Vezina: My invisible win with this program is that I feel to much more confident with Social and more alligned ❤  
00:40:58 stephanie wood: Value Add follow ups are a cycle... they don't stop after you share the solution or you don't find a problem. This is on my mind to work out how to cycle through and work into rhythm.  
00:42:36 Dale and Jim Hatchell: I have been investing in personal growth forever! I still have cassette tapes from Jim Rohn and Dale Carnegie! Showing my age!  
00:42:53 stephanie wood: Replying to "Value Add follow ups..."

Or I guess cycling through A-V-S doesn't stop even if they don't respond.

00:45:32 Bonnie Schnautz, ND: Reacted to "I have been investin..." with 💡  
00:46:14 Dale and Jim Hatchell: Dang these masks!!!!  
00:47:50 Amy Gregory: Reacted to "Dang these masks!!!!..." with 🎯  
00:47:56 Tracy Donald: He had to tell me to be present too girl!  
00:48:01 Bonnie Schnautz, ND: Replying to "I have been investin..."

I have Paul J Meyer and Tony Robbins cassettes and CDs.

00:48:16 Sue Ruggerio: Oh goodness, that's me too Gwyneth!  
00:48:46 Candice Cuevas: Yes  
00:49:10 stephanie wood: Presence and confidence  
00:49:10 Bonnie Schnautz, ND: Removing the mask

00:49:11 Jennifer Polk:trusst

00:49:15 Sue Ruggerio: safety

00:49:16 Chris McIntyre: Accountability

00:49:17 Tracy Donald: Love Led Leadership?

00:49:17 Katie Fite: Her mask came off

00:49:22 Toni Saarinen-Jorden: listening

00:49:24 Alysun Caldwell: quiet

00:49:42 Jennifer Polk:So good!

00:49:49 Dale and Jim Hatchell: You told her you were gonna be confrontational and got her attention BUT she trusts you

00:50:08 Tracy Donald: Love this SOOOO much!!

00:50:08 Bonnie Schnautz, ND: Mirroring

00:50:26 Alysun Caldwell: Yes <3

00:50:55 Dale and Jim Hatchell: And who has noticed her light above her head?

00:51:03 Lizzie George: Reacted to "And who has noticed ..." with 

00:51:13 Amy Gregory: Reacted to "And who has noticed ..." with 

00:51:16 stephanie wood: Reacted to "And who has noticed ..." with 

00:51:56 Alysun Caldwell: Hahaha...same here. Presence. I needed that reminder.

00:52:48 Sue Ruggerio: Needed that reminder here too... I'm always trying to discern if I'm ready to move to the next step/script 

00:53:24 Chris McIntyre: First and foremost, I'm wearing a disconnected mask. I switched to Pusher/Performer after the LoveLed Workshop. But recently slipped back to Disconnected.  
I despise fake performance in this industry but it's also hard to connect initially with people. I'm a hard-core deep connection person, so although I love AO - because I want to be genuine - the hardest part to overcome is the fear behind my disconnection.

00:53:30 Amy Gregory: Oh, that is so good!

00:55:01 Dale and Jim Hatchell: And for me, reframing authentic outreach as an AUTHENTIC connection! It's been a challenge and it has been my mask.

00:56:02 stephanie wood: Being more interested in them— would that help with being more present?

00:57:56 stephanie wood: Thank you Gwynth!

00:58:07 Sue Ruggerio: Thank you Gwyneth

00:58:18 Bonnie Schnautz, ND: @gwyneth thank you for sharing

00:59:36 Jennifer Polk: Can you say what calling is again please

00:59:50 Dale and Jim Hatchell: Connect and build belief!

01:00:03 Lizzie George: phenomenal, thank you

01:00:17 Candice Cuevas: Thank you!

01:00:52 Dale and Jim Hatchell: Yes and I love them!

01:01:04 Lizzie George: Did you finish your book?

01:01:12 Tracy Donald: I am excited for this Bob!!!

01:01:13 Amy Gregory: I saw that! It was really good!

01:01:14 Coach Shannon Gleason: I noticed that and have enjoyed it!

01:01:21 Katie Fite: Yes, I watched one. Thank you.

01:02:03 gwyneth: On your regular facebook page?