Transcript – Tribe Bonus Session 5-13-20

**00:00**00:44

And we'll dive in. So welcome. Tribers. Here we go. Here we go. Yay honey. Cheeky monkeys do I have in the house too? Cheeky monkeys. The words he uses frozen cheeky monkey up here. There's 58 degrees in my house and I refuse to turn the heat on. So I pulled up like Linda in New York. Yes, the two of us are like 10 miles apart. Crazy, crazy weather these days. Well at, I'm at the tribe live last year it was so much fun because he um,

**00:44**01:16

he has like a cheeky monkey and he carries this flag banner in and the whole thing is banana and monkey themed. It was amazing. So whenever he can pull off to do it again and just make sure you go, it was really by far the best event. And I was talking to somebody and I was like, and I'm sure my unconference and the I live, they're good too. I just don't get to go to them. Right. You have to. It's a different experience. All right.

**01:16**01:49

So what I wanted initially at what I was going to talk about today is tech related things to make sure that there's nothing in your way of moving forward. Um, and maybe it's, you know, your messaging or you know, do you do a founder's launch and stuff like that. So, um, first of all, let me check in. Peggy Lee, you did your founders launch, right? I did. Let's hear that. Yay. You know, it was crazy, you know, because you know,

**01:49**02:25

in, during the free training, you know, everybody was saying, I launched my meeting, I, I launched my, you know, group, but did my founders message launch and all this and that. It was just like, man. And you know, I started feeling the pole and I had just gotten off this uh, uh, author's giveaway and I added, I added 360 people to my list from that. So I thought everything is lining like crazy and I have this new list and there are people who want to write their book.

**02:26**02:58

So I only sent it out to them. Whoever signed up for my, I gave away my two step outline. So, uh, but people, you know, as you know, when they come in free, they also will immediately unsubscribe. So I probably had about 25 unsubscribers right away that signed up for the freebie and locked out. So, which is not a lot for 350 people and that's okay. I don't care. You know, that that's what they do. I have done that before.

**03:02**03:31

No. And so it's all good. So I decided I'm just going to put one together. I started using his script, which was great, but then it didn't sound like me and I thought, well, I'm going to rewrite it a little bit. And it probably took me a day to rewrite it and then I left it alone for a day and came back to read it and I launched it on Saturday morning, which, you know, a weekend is probably not the best day to launch it,

**03:31**04:02

but yet at the same time it was just like, people get emails all the time. And for those who are really starting to get into business, they don't take weekends off really. I mean say I say I do, but I don't, you know, I still have my email ready. Um, I did not get anyone signed up from that list, but I felt really good about my email and I had gotten some responses back from people in Australia in, um, Oh, I can't remember where the others were,

**04:02**04:31

but the one from Australia just stood out in my mind is that, you know, like they, she came back and she said, you know, I really like what you're doing and giving away all your stuff you know, for, that's affordable. But she says right now I can't do it because, you know, circumstances ask you a couple of questions. What was your founding member launch? I'm sorry, the first part, what was the price? The price. I offered them a $20 a month ongoing,

**04:31**05:09

$200 a year and then three 97 for lifetime. And I also put a caveat in there and I'm still in the middle of the launch right now. I said it was going to go on for a week. So I still have like three days to introduce it to my other list and I told them that when I entered that to my other lists. But lifetime membership was going to go up a hundred bucks. So did you get any takers? No. So, um, I want to recommend, you may be giving them too many choices because a confused mind doesn't buy.

**05:11**05:48

I thought of that. So I'm telling you you need to switch that up. Okay. So make it the monthly and the annual or the monthly and the lifetime, which is probably what I would recommend doing because there's how much? It's 200 for the year or how much for lifetime? Three 97 three 97 right now. $20. I would do the annual and the monthly and get rid of the lifetime for now. That would be my suggestion primarily because when I think about writing a book, I'm not going to write a book for my lifetime.

**05:50**06:20

So mostly you're telling me I need to have this skill set all the time. So it's $20 a month over the course of the year. Here's all the things you're going to get. And um, so I would just just switch it up, take out the lifetime and they get the $20 and the 200. Okay. Yeah, that's a good idea. Cause I was thinking too, you know, whoever starts writing one book, they find out that they write more books. Correct. But they don't know that going into the game.

**06:20**06:48

They're, they're struggling with even getting the first book done. So the idea of all these books, they don't even have a concept cause they don't know that they have the capacity for it yet. I got Sandra wants to comment and then Linda. Okay. I just, I have a question. When you're doing that and you have, you know, the two pricing, one is monthly and one is full. Um, so are you, are you giving a discount for paying in full? Like you know,

**06:48**07:25

like most people do, well it would be $220 a month would be 240 a year. So they save $40. Okay. I do do the math in my head. I did some recent math on like five or six that were in the, the free course and the last people who we brought on and I checked their pages, the average is 12.5% discount. There you go on what they give on the pricing. Okay, good. Linda. Um, the other question is that's your founding member pricing.

**07:25**08:05

What is your regular pricing going to be? Because it seems like you're not enticing them enough on the founding member side if you're going to do ultimately, you know. So what is your email? Did you have it in your email? What the price was going up to? Uh, only for the lifetime membership and that was four 97 I did not do any. Okay. So you upgrade probably stepped a little too far away from Stu script cause it does have that in there. So as a founding member you get in early and in,

**08:05**08:34

you know, you get it for $20 a month. And when I launched this course for the, to the public, it's going to be, you know, $30 a month. You have to put that language in there so they understand that was a good point. And they have that for the rest of their, yeah, they're grandfathered in. Why don't you forward me a draft of the email so I can kind of go over it a little bit. Okay. Happy to do that. Oops. Sorry.

**08:35**09:14

Yeah. Good, good. Nancy. Nancy Matthews. That'll work. Yeah. Okay. Yeah. Um, welcome Anita. Um, and you actually did the most difficult part, you know, launched it if you got it, you know, let's just from there, everything from here is tweaking and listening and talking to people and then massaging. Um, the thing that we all need to really get about marketing is that it's an ongoing process. Any of the big guns out there will tell you, you need to do split testing.

**09:14**09:43

You're going to try this. And you know, all they, all you hear about is all their successes. They don't tell you about their ducts, but there are duds, you know, so it's about, it's about continuing to test and listen and refine your messaging and you did the most important piece you got out there. That's awesome. Thank you. You know, and then I let it go. You know, and then it was just like I did it. I was out there and then I just,

**09:43**10:14

whatever. I wasn't trying to tie myself to an outcome right now either. Yeah. Good. Get it out there. You're going to continue. You're going to email the rest of your list. Yes. Beautiful. So email the rest of your list and you probably are gonna um, make your list a little bit tired if you do this right. So when does it expire? Uh, technically I gave it a week. So it expires on Saturday. Saturday at midnight. Yes. And today is Wednesday.

**10:14**10:46

You probably need to send three emails out. One every day. Okay. In order for this to be effective and, and I say you're going to make your list tired. They'll understand that it's about a sale, you know, or something special. And I wanted to income from their perspective. I wanted to make sure that you don't miss this, that this chance pass you by. Um, we have done over the years, something similar to what Stu does and well, both of us learned it from this guy Jeff Walker,

**10:47**11:34

and it's referred to this founding member launch. Another term for it is a four day cash machine. So you run this special for four days, you send an email out the night before the cart opens an email out the day it opens one of the second day and on the third day again, and then we send two out on the fourth day. So it's a total of five emails in the sequence. Could you repeat that, Nancy, or um, an email the day before the Cardo. This is four day cash.

**11:36**12:08

So Stu is founding member launch is based upon a structure known as a four day cash machine. It's a special that you run for four days. Is anybody here a platinum member? So yeah. So we did, uh, the time we ever did a platinum membership. We, we were, we needed a cash infusion and we made up and the next level of membership, and this was back in, I dunno, 2013 or 14 when we first launched it and the way that we launched it was,

**12:08**12:46

um, we sent an announcement out the night before the cart was going to open. Hey, something special is happening tomorrow. Okay, right. Then we sent an email out that day. I see at least I'll get you in a sec. The morning of the sale, like at 6:00 AM another one on day two, another one on day three and on day four you send one out in the morning and one out late at night just before it closes. And while you will get some people who will unsubscribe,

**12:47**13:22

you'll also get people who wait till the last minute. And that's the other thing I want everybody to get is that there are people still thinking about the email you sent out on Saturday, but they haven't pushed the button yet. They're waiting until the last minute, which is why we have a responsibility to remind them. And are you a lower rate the first few days and then it goes up. Even if just a little all four days, the price is the same. This is a onetime special, you're getting all these,

**13:22**13:57

you know, you're getting all this special stuff or it's a founder's launch and you're getting it at half off and things like that. Hold on a second. Let me get Lisa, my question is whether or not you change the time of those emails to capture people who are early email, lookers in the morning, afternoon, all of that. Is that another strategy within those four days? And you know, we do quite a bit of email marketing as you've all experienced. So, um, good times to email.

**13:57**14:47

Let me give you some structure around that is um, Sunday evenings, about 8:00 PM Monday, Monday mornings around 6:00 AM after time is good. Between three and four o'clock. That's all business. All business days. Monday through Friday, three to four. Yes. Three to four is a good time. And there's also definitely when you're doing your founder's launch or any campaign like this, you want to send one out like 11 o'clock at night or midnight, it's midnight. And this email could change your life, you know,

**14:47**15:17

sometimes, cause there are people who were scrolling late at this is the last day. Hold on and you know, hold on and you need to raise your hand before you ask a question cause then I can manage the talk over a little bit better. Thank you Sandra. I'm sorry I missed that. Uh, last one you said about the midnight. When, when are you sending that one out? Like 11 o'clock at night or 12 o'clock. Which day? Um, uh, I would do that on the Tuesday,

**15:21**16:03

sorry, on the tooth. If you're going to do your cash machine, the four days, let's say Monday, Tuesday, Wednesday, Thursday closes at midnight on Thursday. Okay. Sunday night, eight o'clock. Monday morning, 6:00 AM Tuesday at 11:00 PM Wednesday I would do midday and then Thursday the final day I would do 6:00 AM and then like eight or 9:00 PM. Okay. I think I missed that and I'll, I'll send the replay replay out. Um, cause I have this in my head, not on paper.

**16:05**16:40

I think I missed something in the beginning that threw me off completely. You got me doing this after you've already launched the founders. No, no, no. This is the email sequence for your founders launch. Okay. So when you say email one day before the cart opens, Sunday night, Sunday night, you're going to say there's some cart opens. Got it. Okay. I'll forgive me. Yeah, that's when your shopping cart people can actually, okay. But we're not, the program doesn't start until Friday because we're going to do it for four days.

**16:41**17:10

Okay. Well it's not that the program starts, so let's read it. Let's remember where the founding members launch. You're actually not even giving them necessarily anything. It's this is your funding process and speed back process from the people that you're bringing in. You do not have to have your content ready to do a founding members launch. That's where I kept getting confused when Stu was talking about all that. And I don't, I don't think I'm very clear myself, but I don't want to take away too much.

**17:10**17:48

No, that's okay. We'll get it. We'll come back to this because it's an important point. So let me get a Nita, Becca, then Linda, how many days do you recommend way spaced between the last sales day giving in this example a Thursday before the training begins? Days or one week could be much. It could be months. That's really up to you. And the key will be, so let's say you did a founding members launch on what we've talked about, Anita, and you don't have the content created,

**17:48**18:16

you have a rough idea of the outline. You've maybe gone through the success path and some of the modules, but it's not all created and buttoned up yet, right? You founding members launch and maybe you know, estimate for yourself, how long is it going to take me to put this? And actually you only need to put the first module together. You don't have to do the full year of content or the full six months. So how long is it going to take you to get the first,

**18:16**18:47

you know, one or two modules done or the things that they'll need. Um, and how long will it take you to get that done? Is it going to be 30 days or 60 days? It doesn't really matter because you're giving them such a deal. That's why, and if you read the founding members script that Stu created, he talks about, Hey, I'm doing this. Nothing's created again. Let me be very clear on doing this so that I can invest back in you to deliver a better course.

**18:48**19:16

Have you read through that yet? And w yes, I did. I have read through that. When do I do the survey that I asked them what they want in the course. What I have drafted is a survey of, this is what I plan on including, and I'm saving space to include anything else you would like included. When's the best time to send that survey out? You could do that either before your founders launch or you could do it after a week or two later. Something like that.

**19:17**20:02

Okay. Thank you. Alright, you're welcome Linda. Actually Beck is next then Linda, then Sandra, but you're on mute. You're on mute honey. Can you hear me now? Sorry, I'm going. They never do this for my phone. Okay. So, um, I already have memberships out there. Can I use this to do like an eight week program kind of a thing where I'm going to drop the price on it. And my second part of my question is how often can we do this type of a message because I would like to bounced out and maybe do like a rock bottom kind of a price for my,

**20:02**20:40

my regular membership as well. So I don't know that those are my two questions. So, um, let me address the second one, first one. Okay. One of the things that's do, uh, we'll go through in the training with you is considering for your membership if you're going to have ongoing open enrollment or open and closed enrollment. So for example, our WPN traditional membership is an open enrollment. So there's an advantage to that cause people can always get in. The disadvantage is to create a sense of urgency.

**20:40**21:15

We end up having to make specials come up with bonuses and it's a lot of work. So, so with our coaching program, we, I switched that up learning from Stu and we only do open and closed enrollment every quarter. So it's once a quarter that we open enrollment for that. Perfect. Now my questions or the first one, so, so that makes sense. So yeah, so my, my membership is, is simulated as in the WPM where people can come in, but I have special courses,

**21:15**21:55

special programs that have a start date and have an end date. So those you can definitely run as a, uh, a four day cash machine special that I just was outlining. It's, it's the same flow of a founding members launch except you're actually launching a course. Right. And how often can you do that kind of a thing because, well, it's maybe a quarterly would be the most probably probably, um, once, um, two times a year when my suffice. But it depends. And especially if you think about this,

**21:55**22:36

let me just toss this in the ring. How many courses do you have? Um, well, I have a lot of courses, but that's, it's not, it's not about how many courses I have. I have, I have lots of different courses from my idea to actually launched this as a new membership. Put all your courses together, delivered once a quarter over the year, bundle it together and sell it all at once. Holy cow. I know you love me. I love you. And that you only open membership for this special advanced program or whatever it is.

**22:36**22:45

I only opened this twice a year. Maybe you've only opened it at a 50% discount. Like right now, you can get this for a 50% discount,

**22:47**22:54

and when you buy it now you get these bonuses. This deal would never be offered again. Oh my gosh.

**22:54**23:04

I'm filled with chills. Yeah, I answer. You are so brilliant. Thank you. I get help from all of you and up above and can't be done.

**23:05**23:15

That's why. That's why there's value in being WPN and I appreciate you. I'm perfect timing. God is so amazing that we reconnected and you're like,

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you got to talk to Stu and yes, like yes, yes, yes, yes, yes, yes,

**23:21**23:24

yes, yes, yes. Thank you. Yeah, you're welcome. You're welcome. Cause that's a,

**23:24**23:36

that that client is probably got a little bit of a different mindset, you know, the one that are going to do the courses and it could also be a way to bring people in who ends up in your continuity of your membership,

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which you already have built in, which is awesome. 100% 100% beautiful. Thank you. All right,

**23:44**23:56

good. Yay. Uh, Linda then Sandra. Okay. My question has been answered so I don't need to say when that happens or that happens.

**23:56**24:04

Alright, good. Let me check in. Um, we haven't heard from Regina. Jackie Simone, what questions do you have?

**24:04**24:11

Where you at? How can we best support you? I still have my question. Oh, I'm sorry honey,

**24:11**24:23

go ahead. Um, so when you open, you're doing these emails before you're opening your cart and you said you don't even have to do the launch until maybe a couple of months or a few weeks or whatever.

**24:24**24:31

But they're beginning to pay now. If they're doing like say monthly payments, they're beginning to pay the minute that they start and Perry,

**24:31**24:37

they're paying monthly and it might be three months down the road before it even starts. Right. Wow.

**24:37**24:42

I did not know that. I did not even say I was totally lost on that founders once then.

**24:42**24:50

So it's coming together little by little, it's still a little bit out there, but what I have right now,

**24:50**24:56

what you and I did the other day, that little chart thing that we put together that you put together for me and whatever,

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I have a basis for it. But I could do my founder's lunch now and say, okay, I'll be ready in a month or two to actually launch it and just start getting people in at this point.

**25:08**25:18

Yeah. Okay. Okay. And, and if you're gonna do something like that, you want to talk to your founders on the,

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in between. So, because part of what you're saying, part of what you're saying is, um,

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you want it, you want feedback and their input on some of the content and the way it's delivered.

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So the founding members, you may say, okay, so, um, the, the course isn't gonna launch until 60 days from now in between now and then we're going to have two conference calls or two zoom sessions together and just get together with the founder.

**25:47**25:54

Okay. And then that's the survey that, um, I think Anita was talking about sending out to the people.

**25:54**26:03

Okay. Now what about the, what about the, um, doing that before you have your people?

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Like if you have just a people like, um, well you wouldn't know if they're looking for what you're offering.

**26:11**26:17

Okay. I was gonna say like, can you do a survey ahead of time to find the people to find out people that might be interested to begin with?

**26:18**26:21

Yes. That's the kind of stuff that you want to do. Did he throw up the, um,

**26:23**26:29

the what? Um, Anita, I gotta put you on mute and I'll, I'll unmute you in a moment.

**26:29**26:39

But there was some feedback coming from your computer. Did he, in one of the bonuses you all got was the Rachel Rachel Miller co course instant audience.

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Did he drop that one yet? Not yet. Okay. So, no, that's good. That's part of building your audience.

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So if you do what you can do a survey beforehand cause it actually will help build your audience. So like you could post on Facebook,

**26:56**27:04

um, and I think Regina, you might've done something like this recently, right post on Facebook. I'm thinking about um,

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creating a program around blah, blah, blah. Tell me what you'd be interested in learning about. So Regina,

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speak to that if you did it. Sure. Yeah. I actually, that was kind of one of my questions was I,

**27:16**27:25

um, I went ahead and I created the, the nuggets right of the program. And I love what,

**27:25**27:35

um, Stu said about keeping it simple. So like for my content, it's five things. Some of them are videos,

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some of them are going to be like, like tangible things. And um, and I've been, and I love this conversation cause I'm coming up with more ideas on how to put it together cause it's true.

**27:48**27:54

Like if you know what people want, then you create it and then you deliver it to them. Like they've already told you they want it.

**27:54**28:12

So it's an easy, yeah, you have proof of concept and part of the reason it's, it can be challenging to wrap your head around this whole founders launch is your psychology has been trained for if you build it,

**28:12**28:19

they'll come. Well I'm telling you if you build it, there ain't going to come. And think of it this way.

**28:19**28:27

If anybody's like feeling, Oh but I haven't created it yet, how could I sell it? That could be like feel like an integrity issue.

**28:27**28:41

But it's not. You'll create it. Think about this. Has anybody here ever bought a ticket to a concert or a play or a seminar when you bought that ticket?

**28:41**28:48

They had not delivered yet, right? It's the way of the world. We just get twisted up on the inside about it.

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It's really the same thing. So first find out what they want, do surveys post on Facebook and then you know,

**28:58**29:04

if it'll come in. Regina, did you have more? I feel like I interrupted you. No,

**29:04**29:14

that's okay. I think, um, I'm kind of, you're helping answer my question, which was that I had emailed and that night it was late at night and I was just like brainstorming.

**29:14**29:20

And so I was writing the email out, um, to you directly, but I knew I was writing to myself really.

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And it was such a cool exercise because as I was putting it together, it's actually helps me to create my website.

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It's helped me to create my opt-ins. And so it's such a cool process because it's like really seeing big picture.

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Like what is it that I want to be able to deliver to people. And, um, I think it was Linda Wright who had two or three different levels.

**29:44**29:51

No, it wasn't Linda with someone else. Um, kudos for doing your prelaunch. And also, I agree.

**29:51**30:00

I think we want to give so much that we want to give people options and that makes it harder for us because then we're trying to like,

**30:00**30:07

almost like I'm fire hose, right? So I'm learning, keep it simple and when it's time people are going to tell me,

**30:07**30:11

Hey, we want more. And then I'll say, okay, great. I already have it ready,

**30:11**30:18

but like chunk it down because otherwise that's where people get lost. Excellent. Good stuff. Good stuff.

**30:19**30:27

Um, let me check. Can Simone, Debra, Lisa, Jackie, who wants to, well,

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I have a few comments. Perfect one. Um, during the Thunder's launch, asking people to pay in advance when,

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when it's an annual kind of membership, doesn't feel integrous to me unless I'm asking them to really be a supporter,

**30:55**31:01

not, not so much a member, you know what I mean? And, and talk to them in a way that while you were on the ground floor,

**31:02**31:10

thank you so much for helping me build that kind of thing because my mind can't, I feel like I have to have it done when I'm,

**31:11**31:19

when I'm ready. And the other, uh, the other question I had, I can't read my own handwriting.

**31:20**31:35

Can I answer this one first? Let's take them separately. So people love to be founding members, they love to feel special and that invitation alone is gonna,

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you know, raise their inspiration to want to be a part of it cause they want to be able to say I'm a founding member.

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So that's, that's a a recognition thing, a credibility thing that people like when you said you want them to,

**31:55**32:04

you know, thank you for helping me build this. I want you to think my language, but I just want you to shift it ever so slightly because they are helping you.

**32:04**32:16

They're helping you ensure that the delivery mechanism, it will serve them best and that the content is what will serve them best.

**32:16**32:25

It's not about them paying you money in advance of creation, it's about them helping make sure that they get what they need in the best possible way.

**32:26**32:38

So you're giving them the gift of input and how the course is created and delivered and you'll give them some bonus sessions in advance of the content being created.

**32:39**32:45

And I know you honey, you get on a call or a zoom, you're going to be coaching them and helping them and making a huge difference.

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You're going to be influencing the flavor of the room they're in. Thank you. The other part of my question for you,

**32:54**33:05

before you go forward, can I ask Linda to share how she feels about being my founding member so she can get a little more of a feeling of how the actual person might feel because Linda was my,

**33:07**33:24

so me as a founding member, will you going forward for however long, maybe the length of your program,

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as long as you have a membership, always make them feel special. Oh, she's been here since the beginning.

**33:33**33:45

Lisa, what do you think? How would that be? Copy or around your yeah and the, and you know it's interesting cause I do that intuitively.

**33:46**33:50

So when I'm doing something with a chapter leader or a mom on a group session, wow. You know,

**33:51**33:57

Linda's been a chapter leader for six years, you know, or someone you know, our founding members,

**33:57**34:03

you know, and I love to say I'm a founding member of things and you can move on to Sandra,

**34:03**34:13

but my last question you can come after is what platform is everyone using to deliver their material? How are you making it exclusive?

**34:14**34:23

Yup. I want to, so let's talk tech a little bit and there's lot, which was part of the inspiration for this first session.

**34:23**34:38

There's a few different ways that you can deliver 10 you can go super low, low tech and use a Facebook group and the units capacity inside of Facebook to deliver your content.

**34:39**35:00

And what that looks like is you host a zoom webinar, you save the recording, downloaded to your computer and upload it to Facebook and you put it inside of a private Facebook group that is set up as a social learning Facebook group.

**35:01**35:08

You have to, there's different types of the groups that you get to pick from when you're setting up a Facebook group.

**35:09**35:21

And if you say a social learning, that's what activates the units component. But does it belong to you or does it belong to Facebook?

**35:21**35:29

Well, so here's the deal that the, I mean, technically it's on Facebook's platform. I don't think they own it.

**35:29**35:35

They're not going to go take your stuff and do something with it. But if Facebook ever shuts down,

**35:35**35:41

yeah, you would lose all of it. Except you also have it on your computer. You know,

**35:41**35:48

you save it to your computer, you upload it to Facebook and if you had to recreate it, um,

**35:48**35:55

you know, or at some point in time it's a great way to get started without having to worry about a whole bunch of things.

**35:55**36:02

So you start with a Facebook group, then over to a membership site, some type of platform, um,

**36:03**36:08

different membership. Lisa, did you want to add on on that? Put it, I put it in in chat.

**36:08**36:16

But you can do it with the YouTube platform as well and just Mark it as unlisted so it can't be easily found.

**36:16**36:21

Yeah. But what I wanted to add was, yes, you still have it on your computer. It's always yours.

**36:21**36:29

And, and the thing I like about the private Facebook group is it creates an opportunity for connection and conversation and interaction.

**36:30**36:37

So that's why it's a great way to start, Linda than Jackie. Important thing to remember is that,

**36:37**36:47

you know, as long as you have their information on your own database to invite them to the Facebook group because members of,

**36:47**36:56

of on Facebook, you don't own that list itself. Well they're only going to get into this private Facebook group paid you,

**36:57**37:04

right? So they have to come through you, they'd have to register some opt-in somewhere that you actually have their contacts.

**37:04**37:12

Well they're going to pay money, right. Don't have their contacting Jackie and then Anita and hi Carol.

**37:12**37:24

Glad you were able to make it. So real quick. Okay. Just real quick about converting. So if I have a Facebook group,

**37:25**37:32

it's not a paid Facebook group and I want to, um, and after I do my founding members launch,

**37:33**37:45

just change, just do another group or I mean cause I like, so the purpose of having an open Facebook group is to attract your audience and attract your tribe.

**37:47**37:56

What you have, it's free. You do free stuff in there. Just follow what Stu did. He invited us all into the membership and subscription community.

**37:56**38:04

The minute we paid, we got an invitation to the new group. Right. Okay. So that's the same exact way.

**38:05**38:14

And you keep the open one going because you're going to invite them again for something else. And then all the people who are in your paid group will still be in there saying,

**38:14**38:18

Oh my God, it's wonderful and you just don't do it. It's great. Jackie's amazing. Okay.

**38:18**38:25

So you leverage that audience and that community to help. The next time you're going to launch and sell something.

**38:26**38:35

Right. Thank you. Yeah, you're welcome. You're welcome. Like we have women's prosperity network, we have an open group and then we have just the gold members group,

**38:36**38:44

right? So if you're not a man, like anybody can join the open group, but not everybody can join come into the gold group.

**38:44**38:50

You have to be a paid member for that. Got it. So, uh, let me, let me get a little more deep.

**38:50**39:00

So, um, I just changed my Facebook group name to awakening healers, tribe that people I'm attracting or like,

**39:00**39:17

uh, perspective or fledgling healers. Um, but at the same time, I am working on like a course and I feel like it needs to be a lot more specific like healing anxiety or something like that.

**39:18**39:26

So yeah. The course that you're putting together. So are you asking if the group name needs to be more specific?

**39:27**39:35

Um, the, the, the course. So I love that it would be, um, congruent,

**39:35**39:43

but would the course need to be a little more specific rather than just, you know, this is for healers,

**39:43**39:46

you know, that, you know what I'm saying? Like, no, you got to tell me what's in it for,

**39:46**39:52

you know, what's the benefit? What's the result of the course? Okay. Um, anxiety relief and,

**39:52**40:00

uh, in a clear vision for the future. So I'm a, I'm a healer and I have anxiety and I don't have vision.

**40:00**40:05

Is that what I'm thinking? That's what this, yeah, a lot of healers are stuck. Um,

**40:06**40:13

when it comes to their own stuff, do they identify as having anxiety? I don't know that they would self identify as having anxiety,

**40:13**40:18

but maybe they would, I don't know. Okay. Okay. And so that's where the survey comes from.

**40:19**40:27

Um, the survey would be helpful there. And also let's think about, so this, um, the course that you're creating,

**40:27**40:36

is that a way to launch your membership? Is that what you're thinking? Uh, either that or the next step.

**40:36**40:44

Whichever one. Yeah. So let's think about the, if we look at awakening healers, so these are people who know they have a gift,

**40:44**40:51

but they don't know how to share it. Maybe in their life tells them they're crazy. Right? What's wrong with you?

**40:51**40:57

You can't make a living doing that. Go get a job. Right? Which creates all kinds of stress and frustration.

**40:57**41:06

I just gave you all the marketing copy for the page, by the way. Right? So what's,

**41:06**41:12

those are the problems, you know, would you, you know, this is the awakening healers something,

**41:12**41:25

you know, path pathway to purpose and passion, healers pathway to purpose, passion, purpose and prosperity or profits or prosperity is probably good for healers.

**41:26**41:33

Okay. Give them a pathway to what it is that their heart is yearning and aching for. Okay.

**41:35**41:45

Okay. And that would, that would be the course. Yeah, I wouldn't, I don't think you need anxiety in the course and I don't know what you were thinking about for the content,

**41:45**41:53

but from the purpose of who I am and what I want, I want you to let me know that I can do this.

**41:53**42:03

Okay. You know what I mean? And you're going to give me the tools to make sure that I'm fully enlivened and awakened and living my purpose.

**42:04**42:17

That would be attractive. Thank you. Yeah, you're welcome. Um, let me get to a Nita cause you put some questions in chat and it's a little challenging me to read the chat.

**42:21**42:27

I totally understand. I just totally appreciate it. We all appreciate you. Um, skip the first question.

**42:27**42:33

The second question is what about offering to any given, you know, from our one-on-one a couple of weeks ago,

**42:34**42:41

but my intention is to start really a movement not of a revolution, better respectful ocean. So my question is,

**42:41**42:52

what about offering to each new founding member? That founding member can sponsor one other person who can't afford getting involved in order to get them involved.

**42:53**42:57

And then I have two other siblings. Wait, wait, wait. Let me take it one at a time.

**42:57**43:10

Is that okay? Wow. So you're inviting me to be a founding member and part of the benefit to me is I get to help you Manatee by sponsoring and inviting somebody else in.

**43:11**43:30

It's really training them or giving them their first assignment of getting someone else involved by giving the person of their choice a free membership to my training that teaches them how to be an ongoing activator best.

**43:31**43:46

Um, I have mixed feelings about it. Okay. The mixed feelings come from it will work if you have really enrolled me in the vision of what your movement is all about,

**43:48**43:59

I will want to activate other people if that's like a core tenant of what the movement is about is let's focus on unity in the community,

**43:59**44:09

not unity across all of humanity. You really need to get me to have that buy-in. Okay. And then we're in this together.

**44:09**44:18

Your messaging has to be w we meet, you know, we need to do this together. No single one of us can do this and right and,

**44:18**44:33

and, and when you're doing your, your offer, your invitation, it's that, um, you and I both know that there are extraordinary people who could benefit from this and be part of this movement and I don't want to let their,

**44:33**44:50

their financial situation stop them from being a part of it. So part of your founding membership is you are all gifted with a golden ticket to share with the right person who understands our values and what we're about to bring to this movement.

**44:50**45:01

Great marketing copy. My other question questions are small. That is, how much time do you recommend we reserve to be socially active in this group?

**45:01**45:09

And like you said, I think you were sharing, Martin said, get involved in other groups. That's something that I don't discipline myself well enough yet.

**45:09**45:15

So I'm want to go back to how much time per week would you recommend I reserve to be socially active?

**45:15**45:24

And will you cover my last question? Will you be covering any other platform options? In answer to someones question because the Facebook,

**45:25**45:30

yes, I will. So go there and um, a few pit and I scheduled this til six.

**45:30**45:37

If we go a few minutes over I can. Um, but um, just so you know, it was planned from five to six.

**45:37**45:44

I can go to like six, six, 15. And your question was, I lost it. What was the first question?

**45:45**45:56

How much time should I reserve in my weekly schedule to be socially engaging? My suggestion would be that you commit to 15 minutes,

**45:57**46:05

two times a day, three times a week at the minimum. So I would do 15 minutes, you know,

**46:05**46:13

in the morning or lunchtime and then 15 minutes later in the day and commit to doing that a minimum of three times a week.

**46:14**46:23

Okay. If you can do five days a week, great. But three days a week will give you enough visibility,

**46:23**46:36

exposure. And remember that engagement in these groups is not just posting that, posting the question on your timeline or in a group that gets feedback coming in.

**46:37**46:46

It's going into other groups and lock eyes without selling. It's all, it's really about that whole process of building relationships.

**46:47**46:57

Thank you. Welcome. Other platform options besides this first one and answer to someones question of platform options like tag teachable or something like that.

**46:57**47:05

So, um, couple of, couple of ones that I've experienced myself, uh, but I haven't used for myself.

**47:06**47:16

So there's Thinkific. I know Deb, um, Deborah Morrison has her course on think ethic. I know Burt Smith Lyons and I'm going to put you on mute again.

**47:16**47:22

Um, Anita and we can, we can unmute yourself if you need to. Um, Thinkific is a good platform.

**47:22**47:31

Ruzuku are used. Z U K U is another one and that's, I think Carol, you have resumed her,

**47:31**47:39

right? Yeah. Yes, that's correct. Yeah. And it'll let you create a sales page and you know,

**47:39**47:43

everything within the hub. It's kind of, it's kind of nice, right? Yes. And you,

**47:43**47:54

you can track peoples who sign up for your program. You can track their progress so you know who you might have to touch base with so you can keep them how much?

**47:58**48:08

I think around $600. Okay. The support is outstanding. I have to say that because I struggled at the beginning with,

**48:09**48:17

you know, just sort of getting my feet wet lifetime or annually, annually. And just keep your eye out because I,

**48:17**48:28

um, I know one of our members bought Ruzuku on a lifetime special, so they do the same type of deals we're talking about here marketing.

**48:28**48:36

So we can keep our eye out for that. Now. Um, I, I can I just add something in that,

**48:36**48:43

those sound like they're hosted on somebody else's site. So if you want to maybe host it on your own site,

**48:43**48:49

that's another consideration. My friends and that was my decision is to make sure that I wasn't putting out my content.

**48:50**48:57

I had some and you might have some, um, um, you know, content that proprietary content.

**48:57**49:04

I was thinking for the word. And so I use a site called member press and, um, I,

**49:04**49:13

it has various plugins that connects to WordPress that connects to WordPress. It also works with my payout system for Stripe.

**49:13**49:18

It works with, um, where I host all of my, where I hold, I shouldn't say hose,

**49:18**49:23

where I hold all of my videos because I didn't want my videos on YouTube. So that other people's stuff and,

**49:24**49:29

um, ads would come in. So, you know, I think you have to look at, if I may just say,

**49:30**49:37

what is your ultimate goal and what do you need before you just choose one based on price because, um,

**49:38**49:43

look at the, look down the road at what you might need because it can get expensive and made these,

**49:43**49:56

these, uh, very costly, um, errors or lessons. And that's why I'm here again with Nancy and with Stu because I want to make sure I'm doing this right and I've already found so many,

**49:56**50:04

so many nuggets and just the first this, um, but if you, if you can try to think about where your growth is,

**50:04**50:11

what you want to do, maybe how you want to even sell your membership. If that's something that you're building to sell scalable,

**50:11**50:20

then just try moving it backwards and make sure that you're not taking shortcuts just to take, um, budget cuts.

**50:20**50:26

Because in the long run, I promise you it costs a whole lot more money, time and stress.

**50:26**50:39

That was really valuable. Thank you for that Becca. Um, so member press is great. Optimized press also has a membership portal and that's what Lisa's using.

**50:39**50:45

So for those of you that I've helped build your websites with optimized press, that's an we can add in,

**50:45**50:52

optimize member and host your content in there. So I know that Sandra will be able to do that with new Simone,

**50:52**51:01

Linda, so we can use the optimized member for your websites. Deb, I think I got ahead of you by optimized press at one point too.

**51:01**51:13

Right on the same note, Nancy, um, I do have optimized press, but are there specific membership plugins like Lisa or Becca,

**51:14**51:24

um, mentioned that will work on WordPress through optimized press? Do you understand what I need? I don't understand the tech around it,

**51:24**51:32

but so the answer is yes. Okay. Yeah, answer is yes. Does optimize press, have Lee have a lead board system?

**51:33**51:41

Um, what do you mean by that? Where you can do like an award based system? That was one of my biggest things that I was looking for.

**51:42**51:48

I don't think, I don't, I think that's why I didn't go with that one. It had so many other beautiful bells and whistles though.

**51:49**51:57

Um, but I know like Lisa's got, um, if you can give badges and awards, let's face it,

**51:57**52:09

if you, if there's a way that you build that into your memberships, it helps with retention and I think that's part of what students I'm talking about with his bonuses and his game advocation bonus module.

**52:10**52:17

Yeah. That's what we just built into mine. Perfect part. Because I know for me, like even when I play my silly solitaire game,

**52:17**52:25

I have a solitaire game and I have a word game and my word game every time I get the word a word right in this puzzle it goes,

**52:25**52:47

good job. Awesome. Well I think that the company that has nailed this is, is fit Fitbit because I just got an award this morning that I walked the length of Italy over the course of the time that I had been using their system.

**52:47**52:53

And they have, I mean, they have some of the most intense recognitions because this is beautiful. First of all,

**52:53**53:02

congratulations and notice how brilliant they are. She just, I don't have a Fitbit, but it made me want one a little bit.

**53:04**53:13

And she, she just advertised for the company because she's celebrating her win. Yeah. Yeah. And that's significant.

**53:13**53:21

And that's what I'm working on for my time management course is to integrate some sort of awards when people spend so many time,

**53:22**53:28

so much time on, on, you know, the exercises that we're giving us. Good stuff. Thank you,

**53:28**53:34

Kara. Let me get Jackie then. Anita, you really need to put a shopping cart on our website or can we use PayPal?

**53:35**53:43

So I use PayPal, which is a, is a shopping cart. What are you using for your email system?

**53:44**54:00

I use PayPal, no email. Oh, constant contact. So the one challenge we have with constant contact when it comes to online marketing is that there's a slight friction in the buying process.

**54:00**54:15

That constant contact, I don't believe they may have improved, but when I hit the pay button I want ideally what we want is that client to get automatically delivered to the page that gives them what they just bought.

**54:18**54:24

So constant contact I think requires an extra step with an email followup. I'm not sure. I don't,

**54:24**54:31

I'm not that familiar. I just know. But that's one of the features on<inaudible> that I like.

**54:31**54:40

They accept both PayPal and Stripe as a payment system as soon as you register. So that took care of that whole perfect bookkeeping.

**54:43**54:54

I believe optimized press just launched a feature within theirs called optimized checkout and it does launch you to a,

**54:54**55:03

a fulfillment page that you set up on your website. So you hit pay, they pay, they go directly to what you just promised them.

**55:03**55:12

And I believe it takes both PayPal and Stripe. Yeah. And we may want to take a look at optimize member Jackie for what you're doing.

**55:12**55:17

Um, their, their checkout pages and this new feature. I just looked at it with Lisa the other day.

**55:17**55:26

Beautiful. So it's a CRM. So the press is not a CRM so we still need that solution.

**55:26**55:39

Lisa. Um, it's active campaign is what I'm using currently. It speaks to um, there's an API and a web hook for all that integration between optimized press,

**55:40**55:48

optimized checkout and active campaign. And listen once your heads to spend too much about this, you know,

**55:48**55:55

I get that we need to make some decisions, um, about all the functionality and um, the,

**55:55**56:03

the key to remember is that you want to have three things that work together nicely so that you can make money online.

**56:03**56:10

And then I need to, I'll be back to you. I did see you. Um, thing number one is some way for them to give you their money.

**56:10**56:32

So that's going to be PayPal, Stripe, a merchant account, whatever that is. The second thing is some type of website or landing page and a landing page is a website cause it's built on the web that you can put that payment button on.

**56:33**56:46

The third piece is some type of email response system and you ideally want all these three interconnected so that they can all talk to each other.

**56:50**56:55

So what that means is, so let's say you have a landing, a sales page, buy my membership.

**56:56**57:08

That's the PayPal button. They go to PayPal and pay inside of PayPal. You have said when somebody pays me and clicks finishes their order,

**57:09**57:15

I want you to send them to this page. So you have the redirect URL built in inside of PayPal,

**57:17**57:28

the other thing you want. So when somebody pays, you indicate with your email system, Hey, somebody just bought this product,

**57:28**57:38

please send them an email and add them to my auto, my campaign inside of my email system. Does that make sense?

**57:39**57:47

Yeah. They get a, when they push the button to pay for PayPal, um, the, they,

**57:47**57:52

well when they push the button they get a landing page. So they're already in your email system? Yes.

**57:53**58:00

I'm not following. So it was constant contact. If they push a button to get to the landing page,

**58:00**58:14

they're already, that enters them in, in the email? Yes. Well if you, if you were sending an email from constant contact to your list and that email says go to this page to buy something,

**58:14**58:19

you already have them in your system. Is that what you're saying? Yeah, if I, if,

**58:19**58:28

if it was on, uh, if the link or something was on Facebook for the landing page, what I'm saying is when they click for the landing page,

**58:29**58:34

when they click for the landing, so I'm on Facebook, I happen to see your sales page. I click,

**58:34**58:40

I go to the landing page. I'm not in your system yet. Okay. I thought you were.

**58:40**58:47

No, just clicking on that link. I haven't given you any information. I haven't bought anything. No,

**58:47**58:52

no. What I mean is when you go to, when you click on the landing page, you fill out the landing page.

**58:53**59:01

Well, the ladder in order to get the thing right. Well, what I'm saying to you, have you ever sold anything directly on a website?

**59:02**59:10

I S I sell it through constant contact. So, so the button they're clicking is to give you their money,

**59:11**59:21

right? They're feeling. And so constant contact talks to paper now. Right? So you don't, you automatically acquire their email.

**59:21**59:32

Only if PayPal and constant contact are connected through an API integration. Okay. So as long as they're connected,

**59:32**59:39

you're good. Okay. I've got that. Okay, good. I didn't know how tech I should go now.

**59:39**59:50

At least it's all about web hooks. Hook. You need to connect to the active campaign so that the API goes back and it notified my guy whatever rabbit hole ladies.

**59:52**59:56

And then we're talking yesterday and she's like, Nancy, how do you do this? I was like,

**59:56**01:00:06

Oh, it's right here. It was a little TMI there. Nance. I have to spoonfeed it.

**01:00:06**01:00:11

I get it. I get it. I'm Anita. You had a question lingering. Yes. Um,

**01:00:11**01:00:23

we're receiving, maybe I'm the only one, but maybe not. I'm receiving so much, so much detailed TMI about all these options from Facebook through all the options you've mentioned,

**01:00:23**01:00:28

we haven't even mentioned Kajabi or, um, inter, what is it called? Infusion soft. Ha.

**01:00:28**01:00:38

D. Do you know of any kind of, uh, a matrix, like a consumer guide? I want to buy a stereo system with these features.

**01:00:38**01:00:45

Is it better to do best buy or whatever? Has anybody created a matrix so you can, if you Google,

**01:00:45**01:00:52

what's the best membership site to use, what's the best blah blah, two years. There are people who have put that together.

**01:00:52**01:00:59

I've looked at them myself. That's how I decided to purchase infusion soft. I just Googled top 10,

**01:00:59**01:01:07

uh, CRM, you know, e-commerce type of, uh, uh, software, whatever, whatever it's called.

**01:01:07**01:01:16

And I have had, uh, 10 of them and then I just read through all of the information and the features and the reviews and things like that and decided on,

**01:01:16**01:01:31

on infusion soft. Okay. Could you all be included in that list? Good job. Yeah, probably not because Kajabi is a combination of a membership platform as well as autoresponder.

**01:01:32**01:01:40

So the job is a good one too. I'm under the impression that infusion soft takes a long time to learn.

**01:01:41**01:01:49

Yes. Um, so here's what I'm going to say about that. Most things take a while to learn.

**01:01:50**01:01:59

And if you were to get infusion soft, I could shortcut you through what you need to know because that's my specialty.

**01:02:00**01:02:03

I was like, how do I do this? Just I just want to get this done and I've spent,

**01:02:03**01:02:11

listen for all the hours and hours, all of you have spent being frustrated with technology and trying to find an answer.

**01:02:11**01:02:23

I've been there too. I'm just a little ahead of the curve. Something will frustrate me too. I'm working on this new member and that's whole other thing for WPN that I've been working on for a month.

**01:02:24**01:02:36

Just so you know Linda. So I, the thing I, I know for myself is I'm not a techie and when it comes to this tech stuff,

**01:02:37**01:02:49

I could spend hours doing what it could take somebody who knows what they're doing five minutes to do. And I have found in my experience at this point in my business development,

**01:02:49**01:02:54

it's a far better use of my time to pay somebody who knows how to do it, to do it.

**01:02:55**01:03:07

And, you know, I mean, and to me it's a godsend to have professional people that you can trust to do the technology stuff and put the pieces together.

**01:03:08**01:03:20

So that's just my, my perspective I want to hit upon. Thank you Linda. I'm so Debra you can Google for a free PDF converter.

**01:03:21**01:03:31

Um, she was asking about how to turn hers, the stew PDFs into a fillable. Um, and then I use something to convert lots of files.

**01:03:31**01:03:41

It's called cloud convert.com and it's free up until a certain point and it'll do all kinds of different conversions.

**01:03:41**01:03:49

So cloud convert, yup. Cloud, convert.com is what I use and what I'll be back in a minute in the arena.

**01:03:50**01:03:57

And then, um, what is Becca? What is game oppress? One second. One second. Um,

**01:03:59**01:04:07

I did download some, I did what someone was saying, Google it and I, when I typed in my fillable things,

**01:04:07**01:04:13

the font was like negative four. It was like so small. I couldn't read it so clearly I cleared that off my computer.

**01:04:13**01:04:17

So, all right, I'll do a clock convert. Yeah. Try that and see how that works.

**01:04:17**01:04:24

And then, um, Becca, then a meta and then we're gonna work towards wrapping up. Oh,

**01:04:24**01:04:32

so, um, game gamey press is, um, a gamification site that plugs into your word press.

**01:04:34**01:04:40

And I, it's, it's, we were just talking about those bells and whistles and cheeses, so you can either do it on points,

**01:04:40**01:04:48

achievements or ranks and um, it, I wanted something for ink to boost my engagement and you know,

**01:04:48**01:04:54

different people like different things. And now I'll be, I'm looking to bring on sponsors in, in the long run.

**01:04:54**01:05:01

So, you know, people be able to earn stuff, but sometimes people just want to be number one and that's good for them.

**01:05:01**01:05:08

You know, maybe they're losing weight for them and that's good for them or maybe they're being recognized a beat.

**01:05:08**01:05:16

Different people have different reasons for wanting to come in. But out of my 56 or I guess I had 70 something members altogether,

**01:05:17**01:05:23

10% show up and I'm like, this is, and I, and they actually building, I don't want to go into and waste everybody's time.

**01:05:23**01:05:28

But I realized that a lot of people bought it because they really just want the exercise and the food.

**01:05:28**01:05:37

They don't actually want come in and have the high end coaching. So as you know, I'm, I'm in the midst of building another membership that is low end,

**01:05:37**01:05:46

very easy and accessible for people. But I still think that I can bring them to another level where people that come in at that level,

**01:05:46**01:05:51

I'll be able to bring to another level. But I just want to have solutions for people. But I found,

**01:05:51**01:06:04

um, in talking to people who were not showing up, why they weren't showing up, and I found for some people who were showing up some of their hot buttons that would get them even more excited to share it with other people.

**01:06:05**01:06:14

Right. Because we want them to bring other people correct. Not have to always do the marketing advertising and seek and put it out the messages.

**01:06:14**01:06:19

So I just, I just wanted to share that because we were talking about, I just want to,

**01:06:19**01:06:26

so the link is game at pres, G, a, M, I and it's in, that's in the chat game of press.com.

**01:06:26**01:06:33

Yeah. So I just want to share where I'm, what I'm using for my gamification system, the power of the masterminds.

**01:06:33**01:06:44

Very good. Awesome. All right, let me, um, take one more question from Anita and then I'll do a quick check in before we wrap up.

**01:06:45**01:06:57

Anita. Oh gosh, I forgot my question. The little, there was one little suggestion I was going to offer whoever talked about their Fitbit was that was Carol.

**01:06:58**01:07:08

Okay. That was me. Okay. I use an app on my phone that just keeps track of my steps and I set my goal of 6,000 steps a day.

**01:07:08**01:07:14

As long as I keep my phone in my pocket, I give realize I'm doing a little bit more walking than I,

**01:07:14**01:07:28

um, that I thought I was. And now I can't remember my question. Well, what I like is that they keep track of everything and then they pop these little surprises in.

**01:07:29**01:07:39

I climbed to the height of the empire state building was one of the awards. So it's, it just,

**01:07:39**01:07:45

it just makes you chuckle. And is Nancy pointed out, I'm, I'm now here advertising there. I love it.

**01:07:45**01:07:59

We're still talking about, I thought of my question to everybody be interested. If we each started trying to put together what we are an expert about of the different platforms to put it together,

**01:07:59**01:08:08

I would be the one willing to consolidate it as soon as possible because to me, all this information that I'm hearing verbally,

**01:08:08**01:08:16

good information that I'm hearing verbally still leaves me a little confused as compared to getting it on paper. Like Brian Tracy says,

**01:08:16**01:08:25

think on paper. So let me, let me make this suggestion. I have an idea. Um,

**01:08:25**01:08:34

I, if you would do this, I can get a transcript of this session and it'll be kind of sloppy,

**01:08:34**01:08:37

but I could get a transcript of it and send it to you and then you could clean it up.

**01:08:38**01:08:46

I'll do that and I'll share it with everybody you're using to use to do that. I'm just curious.

**01:08:46**01:08:58

I'm going to use, I might use searching cause I do have Sirchie. Oh okay. I'm going to put it in searching and see how it comes out compared to this other site that I use called scrubby,

**01:08:59**01:09:22

which is S C R I B I E scrubby.com and you can upload um, audio files. I think I actually did a video file in there too and they transcribe it and there are different levels of accuracy for 10 cents a minute.

**01:09:22**01:09:28

Um, it comes out kind of like you can talk into your phone too fast. That's how it comes out.

**01:09:28**01:09:35

But it works, you know, it gets the concepts, it gets the core things and then it goes all the way up to I think 80 cents a minute.

**01:09:35**01:09:44

So I'll probably, I'm probably gonna test search you to see how the transcript comes out. Okay. I think I'm using Temi and the price permit is a lot cheaper.

**01:09:44**01:09:51

I'll, I'll, I'll check and see if I find it. T E M I. I know,

**01:09:51**01:09:59

but is it less than 10 cents a minute? I believe it is, yeah. I'll let you know.

**01:09:59**01:10:13

Thank you. Hey, my head's exploding quick. I think I missed, you guys are taking his PDF and not making it a printout and a workbook.

**01:10:13**01:10:22

You're keeping it online and you're being able to put your answers in on your computer. That's what I do and then I print it out.

**01:10:23**01:10:31

Please tell me against the moon, how you do that converter? Yeah, just, yeah. I use a PDF converter.

**01:10:31**01:10:38

I P I convert it to word. I fill it out in word. Then I make it a PDF again and I print it on my computer.

**01:10:40**01:10:51

You're using Simone? Okay. I've never done that. That's so crazy. Let me PDF converter slides from a PowerPoint document or a workbook in a word document.

**01:10:52**01:11:02

It's a PDF. Change it to a word document. Your PDs might also have a type writer function up top in your tools too,

**01:11:02**01:11:09

depending on the version of Adobe PDF. You have wait, so I have to buy a PDF converted.

**01:11:09**01:11:18

Will Google. There's a free one for you. PDF reader. Pro-life. That's what I use. Good job.

**01:11:19**01:11:28

Thank you. You're welcome. Pro life. Yes. L I. T. E. Thank you.

**01:11:28**01:11:33

But I have a Mac just so you know. That's my shit. That's not, that's not gonna do me any good,

**01:11:33**01:11:43

but I'm just letting you know. Yeah, fair enough. Anyone has, if anyone has a child in college and they have an ID,

**01:11:43**01:11:51

you can purchase Adobe pro, um, for like 16, $17 a month. Not just college. High school too.

**01:11:51**01:11:56

Cause they get ideas. Okay. So the one, the one that I did was in one of my needs,

**01:11:56**01:12:02

nieces were in college at the time that I got it and I've been paying 16, 38 forever a month.

**01:12:03**01:12:08

Yeah. Good stuff. That seems like a lot. That is a lot. $15 a month. Really?

**01:12:09**01:12:13

Yeah. I've got to get the cheaper, I mean now I thought that was pretty cheap compared. It was double.

**01:12:13**01:12:17

If I was to get it for more than double, if I was just to get it straight out.

**01:12:18**01:12:24

Let me go to Lisa and then um, we're going to close out. I put it in the chat,

**01:12:24**01:12:32

there's two things. One, the Temi, T E M i.com transcription is 0.25, it's 25 cents per minute.

**01:12:33**01:12:37

That's what I'm using now. If anybody can beat that price, by all means, let me know.

**01:12:38**01:12:45

And then this and it's been pretty darn accurate. And you can switch between different speakers if you need that for that complexity.

**01:12:45**01:12:59

And then with the PDFs, um, uh, Baca, you might want to try tools up top and see if tools gives you an option for a typewriter and then you can just type right on to that PDF once it's open.

**01:13:00**01:13:13

What? Yeah, when you open your PDF document top right. Oh, I don't know. Check it out.

**01:13:13**01:13:19

Okay. Thank you. Okay, awesome. Great. And so we did talk a lot of tech today.

**01:13:19**01:13:27

Yay. Yeah. Awesome. Thanks so much Nancy. There was one question that I didn't hear the answer to.

**01:13:27**01:13:32

If it's in the chat, let me know cause I'm saving the chat but I want it to know what you guys were,

**01:13:32**01:13:41

um, what your various memberships were to send you mine in the check directly when I saw yours. Yes I did.

**01:13:41**01:13:49

I see. I thought that, no, I don't have it yet. I'm the only one because I haven't a clue.

**01:13:51**01:13:59

I don't have it yet. I'm going through the training and I'm going to figure out what I'm doing exactly as I go through the training.

**01:13:59**01:14:04

I have a clue. I have a thought and I think I know what I want to do, but I,

**01:14:04**01:14:11

you know, until I get further into the training, I, I don't know. I want to do it right.

**01:14:13**01:14:17

My first cut is going to be on time management, but I'm not wedded to that so I don't,

**01:14:17**01:14:23

I don't know. Try to tie it to my courses. I need, I got you this way to sec.

**01:14:23**01:14:31

Okay, I got you. Um, I want to make sure that you all know the next bonus session is going to be on the 27th,

**01:14:31**01:14:41

so two weeks from today, 5:00 PM and let's play it. I'm good. I'm going to plan for 90 minutes just in case.

**01:14:42**01:14:49

Um, cause it seems like we get into juicy good stuff while we're here together. So I'll plan for 90 minutes for that.

**01:14:50**01:14:55

No, we'll have more questions. One more question. It's later in the night. I know, I know.

**01:14:55**01:15:01

And I apologize. I plans for an hour today and I have another appointment to get to in a moment.

**01:15:01**01:15:10

So, and me actually I need to close this out real quick. I will have that summary. I'm making my commitment to all of you.

**01:15:10**01:15:18

I'll have that typed up one way or another by our next, um, you know, bonus call on the 27th.

**01:15:18**01:15:27

Beautiful. I wanted to share a resource and the resource I learned about on Sunday of this week, it's called writer's block dot board.

**01:15:27**01:15:39

I learned about it on the radio and all they do is you can call in anytime between 8:00 AM and 8:00 PM and it's just a commitment to keep your nose to the grindstone to do,

**01:15:39**01:15:47

to either write or pay bills or do anything. I'm loving it. It's two weeks free to see if you love it,

**01:15:47**01:16:00

if it serves a purpose. And then after that is anywhere between 10 to $32 a month. But the first two weeks are free and it's just that discipline is like a virtual accountability.

**01:16:00**01:16:23

That's what I have WPN for. All right, let's all do this together. I want you to breathe in for the count of four whole different for breathing and then release through your mouth and a sperm where doing this,

**01:16:24**01:16:40

doing that. Everybody a few soon I'm sure. And some of you in two weeks. Thanks so much.

**01:16:40**01:16:49

Thank you. Thanks everybody. Have a great night. Take care. Hold on a sec. And Debra,

**01:16:50**01:16:56

hold on a second. Cause I um, I just, I'm having computer glitches so my replays are backed up.

**01:16:56**01:17:02

I probably won't get them to you till tomorrow. I had a, I had a fun computer day.

**01:17:02**01:17:13

And who did you want to stay on of? Nobody now. Bye bye Nancy. Stay on for a sec.