Tribe Bonus Session

May 27, 2020

Transcript

Time**All phrases**

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It happens today. And, um, we were Tribers yes, yes, yes. Exhausted. Tribers we need to get more sleep, baby. Well, it's all good. I'll sleep when I'm saying no. Right. But here's the question. Are you really tired? No. Right. Because when you're inspired, you're not tired. Original. Wow.

**00:35**01:01

I will quote you there. John Maxwell says you only have to do it three times. Quote somebody three times the first time you say I heard this from John Maxwell. The second time I heard someone's day time. You can say this. I always say that works. That works. That's great. All right. So let's all give a shout out to Anita.

**01:01**01:28

Think of all for putting. Wow. Nice. Was glad to give back because I have received so much from you Nancy and all of, all of you other ladies. Yeah. Or I dunno, Anita. Hi everybody. I want to tell you that I got your message. Oh, my phone is acting up. I can't text out for some reason,

**01:29**01:52

but I did get it. And I was saying, thank you for what you did that man is speaking of right now. Oh, thank you. I appreciate that, Simone. Thank you. Beautiful, beautiful ladies. I'm a bit behind everyone. Um, I actually was a couple of weeks ago, the first week that tribe's started and, um,

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I made a very conscious choice. I'm not going to stress about this. I, you know, I have a lot of clarity, uh, needs in order to be able to create this membership site. And so, um, I'm not choosing to feel pressured. I'm just taking it one step at a time. So Anita, whatever you did thank you.

**02:13**02:35

Cause I have not a clue. Thank you. Thank you. In advance. If you're listed Nancy, what's the easiest way for me to just forward your email that you sent out last week, just forward it to her. She has it. So I haven't, I just haven't had any time to look at anything or listen to the replay. Um,

**02:35**03:04

I'm slowly moving through the module, uh, first module, um, and where I'm really stuck with it is, and I, let me read language that, let me cancel that and re language that, um, where I'm lacking clarity is I have too many hats, you know, so I'm doing my best to clarify who of my people I'm choosing to serve in this,

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in this, through this medium. And to figure that out, I've had some really lovely interviews with, um, a handful of clients that have been with me for a really long time that are all different. And I'm kind of assimilating that information and I'm hoping to start getting back in the modules next week and be very conscious and present with it with all my free time.

**03:32**03:56

And that's where I keep there sharing that one word comes to mind that I'm sure all of you have realized that sleep. The more I get enough sleep, the better decisions I make and the more productive I am. So if I can help in any other way, let me know. All right, good and lean. You're not behind. No, I don't think,

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you know, I just know that, um, I'm not, I'm not where I expected. I was going to be at this point because of being a week minus, but I'm also not upset about it. I'm really trusting and honoring that, whatever Spirit's creating here, it's going to be fine. It was more for clarification because I didn't get to visit with all of you,

**04:19**04:45

beautiful people the last time. So I wanted to at least let you know where I am with it. Yeah, I totally agree. And I just want to say, I am starting over as well. I haven't fed out my second letter yet. Step back. Okay. I had a book lunch last week that I was very heavily involved in. And so that took most of my time.

**04:46**05:07

And so I just thought I have to let it go. I want to do this the right way. I want to build this membership the way that it needs to be built. And I want to take the time to do it To honor the members who are ultimately going to join. I am so right there with you, Peggy. I get it.

**05:08**05:34

Thank you, Eileen. I just want to share with you also, um, I was at the beginning of stews, I was at the red winner. I was at all of his things and I got downloaded the module. I printed it out. I punched holes in it.<inaudible> a woman after my own heart. Cool. And everything. And I haven't even read it.

**05:38**06:05

I'm right here. I'm comfortable. Yeah. Thank you, Sandra. We're all in the same. They're all in it together. So, you know, the couple of times that I popped into the tribe, a Facebook group and, you know, spirit gives you exactly what you need to see. And I've seen interesting comments from people that are basically feeling the same way.

**06:05**06:34

And so I'm just sending love and then popping back out and getting back to what I was doing. And, and so I feel connected but not engaged. And so that'll, that'll come when it's time. And I'm good with that. Thank you, Sandra. That was kind of you to share. I appreciate it. And what I, what I'd like to just kind of put out there to put an icing on the cake is the King is all about consistent progress.

**06:35**06:57

As long as we're moving the bar, even if you only move it this much. And the other thing is, I don't know about the rest of you, but I tend to kind of marinate on my ideas and my thoughts and I meditate and I write notes morning, and then I do this and I could think I haven't gotten anything done, but I have,

**06:58**07:27

you know, I'm doing a four hour training on Saturday. I haven't put it together yet, but I've been thinking about it, organizing my mind and working with low. So always moving forward. Yeah, in my mind, on my, before I go to sleep, emptying my thoughts and ideas in an organized manner on what's useful for something specific or what's useful in general is very helpful for me.

**07:27**07:51

I sleep better and then, um, other things, but we've already covered that exercising, just taking care of herself. That's my big pitch right now. What I want to get out. My big message is that there's not much being said about if we just build our immune system up in 12 hours, we can double our chances of winning any exposure,

**07:51**08:22

winning over any exposure to the virus as compared to if we don't do anything. So there's just taking care of ourselves is my hope plot is my whole message me first. Then you then our world. Yup. And he wrote a book about that. Didn't you? Yep. After me, you first after me, yours That, Oh my goodness. Well we all the way up.

**08:24**08:43

I think that's great. We'll take that up. That's beautiful. Good, good. Yeah. My dad used to, so that to me, white, 60 years ago, um, I was raised in a family of like six children and my dad, if there was one cookie left on the plate after dinner, he would break that cookie. He puts the hand over the cookie and say after me,

**08:43**09:11

your first, and then he break it into six or eight pieces and give everybody like his wife, my mother, and all of my siblings and me a piece of the cookie, put it in the Chat, Anita. She was going to go pay that. That was fun right now. All right. So what a great connection time. And um,

**09:11**09:38

I know Deborah's here. There was, she's getting herself settled, joining us as well. And um, and so we're here tonight so that we can, I can support and we can support each other on your path, wherever that is. Remember that wherever that is is perfect. And, um, I know Sandra, she and I talked earlier today and we want to brainstorm the name for her membership and her community.

**09:38**10:07

So I know that's definitely something we want to do. The Wells has a specific need or question that they know they want to go over. Becca, Anita. Pretty, pretty much everybody. Okay, good. So, um, let's start with, uh, Becca. Oh, okay. So there you go. Something very interesting show. W can you hear me?

**10:07**10:23

Yes. Hi guys. So, um, yeah, I mean, everybody, everybody gave you the love Eileen, and I just want to tell you that, like I was, I was starting to feel the same way and I saw so many people and it was, I may be like a smidgen ahead of somebody else, but there's 20 million people ahead of me.

**10:23**10:43

And there's 20 million people behind in, if you want to look at it that way, but I'm where I need to be. And I actually took like two steps back yesterday to take 10 steps forward and it's okay. So, um, I'm listening to Stu yesterday. I haven't plugged into is 10 by 10 by tens. And I have enjoyed them immensely.

**10:43**11:04

And I have not loved the name of my band. I have not loved the name of my company. It's one of those things for me, it holds me back. Like if I don't have everything precisely graphically energetically feeling like I just don't even want it. I didn't want to go big or even try and spend any money going and doing anything. This is not the logo,

**11:04**11:26

but I want to ask you guys, does everybody know what I do? No band girl right on the band girl. I do health nutrition. I came up with a three that is like the world's with our weighting that we feel about ourselves. Um, and so I, I actually created as an, as a result of covenant. How much time do I have?

**11:26**11:53

Like three minutes? Yeah, we'll make it work. Um, I created a low end entry membership for $59 and then only $10 a month for my founding members for the first 500 people. So with that being said, it's a food and fitness program. The backend is very interesting because I do help retrain brains and I do help reshape our self esteem and our love ourselves.

**11:53**12:15

And so that's really a big part of what I want to do, but people don't know what they need. They only know what they want. And I think I learned that from Nancy A. Long time ago, but I didn't know how to apply it. So I'm finally learning to apply it. Right. But I also found that, um, my, my 83 people in my group are overwhelmed by me.

**12:15**12:39

They're just like another 21 day challenge another, this, like, I'm wanting to give, give gifts. And they're like, they're so overwhelmed. And we finally got the backend of the funnel organized in a vault organized, but it's a little bit tattooed late perhaps. And I'm trying to figure out how I can get across to them that, um, it's okay.

**12:39**12:56

That you're not like where you want to be or where you think, I think you should be. And we're starting from scratch. Like this is we're in, in the next three months. We're going to go from here to here and that's all we're going to do. And that's what I want to tell them. But I think I've lost so many.

**12:56**13:18

Aren't even like calling me back. They're not responding to my emails or like I'm so over it. So hold on a second. Cause the other thing, because you deal with health and fitness, the other reason people don't call you back, is there a shame they're not sticking to the plan? They're not feeling good about themselves and they don't want to disappoint you,

**13:19**13:42

especially when you put so much out there for them, Oh, look at all this stuff and I'm going to disappoint her. So, so if you're not messaging around any of that stuff, I think that will help you bring them back into the fold. Oh, I love that. Well, how do I, um, de shame them? Well,

**13:42**14:10

you know what, Becca Nancy started out in the beginning, um, with, with Stew's comment about, and this is the one thing that sticks in my brain that actually made me feel more comfortable to do this. And that is over producing is not necessarily the best for doing a membership site because, because if we do overwhelm them and I know I left a membership site because of that,

**14:10**14:40

I'm not a big joiner, but that was the biggest reason I did. And so what Nancy said in the beginning, consistent progress is key. That's the whole point of the success path? Is it not exact? Am I understanding that correctly? Yeah. Yeah. Perhaps call, call the elephant in the room, you know, actually be real upfront and clear that this is a learning experience for me.

**14:40**15:06

This is the feeling that I'm get getting. This is how I want to, I want you to consider being in this experience with me. And the first thing that I want to share with you is Consistent progress at your pace is really the most important ingredient here. Cause you want to feel good about all your progress that there goes your shame. And I would S there was no shame there,

**15:06**15:28

then that was great. So I saw Sandra and I think Simone had something to add. Um, so let me do Simone, cause you've had years of first Simone, and typically we go like this, just so I know, and I can keep some order to it. So Simone, well, To piggyback on what I leaned said and what Nancy said,

**15:29**15:54

if I'm in your group and I am not where I want to be physically, and you come in like Buffy the vampire Slayer with your Palm palms, I don't resonate with that. And I would leave very quickly, but I would try to connect to your energy. So when she said consistent progress is key progress could be today. I really want to do better.

**15:54**16:18

Do you know what I mean? I really want to, I'm getting my minds is, is I want to mentally. So even that is enough. I drank enough water today. People I can't speak for people I can speak for Simone. Simone wants to be included in everything. And I can only do one thing at a time. And while I think I'm super woman,

**16:19**16:37

I really am not. So I get nothing done, but I need to hear Nancy say, well, wait a minute. Yes, you did. You wrote the title for such and such. And that I feel okay. I am okay. I did that. And then I'm going do something else. And it moves me forward when I feel like people can connect to my,

**16:38**17:03

my, the fact that I'm bout that, that moves me forward. I totally relate to that. We started a, um, just about two months ago, I started a Friday champion and challenge call so that we could celebrate the drinking of enough water or almost drinking have enough water. If it was three days a week, instead of the five days a week that you wanted to do it.

**17:03**17:23

Right. You drank it for three days. And how did you do that? Here's some ideas to drink it more so I would give some ideas. Right? And then we also talked about the challenge, you know, whatever their goals for next week. You know? So for instance, right now we're doing a smoothie challenge, But hold on, let me ask you a specific,

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when you did the Friday call, how many people showed up? That's it? I mean, we're, I'm getting like four to 11. Yeah. Out of the 80, 83. So I'm gonna, I might suggest you go really bold and Sandra, remember you have something to contribute. I would go really bold and vulnerable and do a video and send it out to,

**17:50**18:21

to get them engaged again and say, Hey guys, I need to apologize to you. I was talking the other day and reflecting. And I realize that the pace that I have set is not flexible enough to meet all of you, exactly where you're at. And I was talking with some friends the other day, and I realized that perhaps the reason you are not able to,

**18:21**18:41

or they're not able to get on the calls are not able to, or, or don't want to get on the calls because you may be experienced something like I did. I had a session with my coach the other day and I was completely unprepared. I didn't feel like I was ready and I didn't want to let my coach down. Cause I didn't do all the assignments that they gave me and they were good assignments.

**18:42**19:10

So I started feeling bad about me and I canceled the call with my coach. And I began to wonder, is that maybe happening for you? And what I want you all to know is that whatever it's called and we'll talk about that, that this is a safe place for celebration of every success and support for every challenge, no matter how big or how small,

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that's what this community is about this Friday, I'm going to do blah-blah-blah, don't give them another fricking challenge. They don't need it. They don't want it. Don't do it. Let's have a real come to Jesus honesty about yourself. That gives them the opportunity to say what's going on. That's my opinion. I love that. I absolutely love that.

**19:33**19:54

Um, and in, um, one of the people in the group, she didn't outline it like that. I love how you outlined it. So I want to thank you. Um, she, she said that she thought that I was really bold and that I wasn't very vulnerable. Now those of you who know me, you know, I'm, I'm ultimately vulnerable.

**19:54**20:17

I'm very like transparent. Um, but I think I give, and Nancy had said this to years ago, like I come across like, Like I need to go my shit. Well, you know, we all know our shit in our own area, but luckily command, um, for, for myself to, to know stuff. But I think maybe I come across,

**20:17**20:40

like I've got all my shit together and I don't like, I, and the same thing was happening in Stu stuff. I was like, Holy moly. Like people are in chapter two. I'm just, I'm rereading module three, one for the third time. Right? Like I'm still Also notice. So notice your behavior and going through the Stu stuff,

**20:40**21:05

because that's the behavior your clients are doing with your stuff. Same exact thing. And Let's get Sandra. And then I want to make sure we have time. Okay. I'm just going to turn off my video. Cause my wifi works better without it. Um, I just wanted to say, I was going to say pretty much the same thing. Simone was talking about the little steps that they've taken.

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They may not think they did anything, but they actually did drink their water or they did whatever other little steps that are moving them forward. And maybe not the entire project you had them do or activity, but they did something of that part of it. And the other thing is I used to, I used to own a weight loss center and they would come in to get weighed and Oh my God,

**21:28**21:50

I only lost a pound. Well, they were so disappointed when it was just one pound. So what I did was, and I'm not suggesting that you do this. I went to the butcher and I asked him to backroom steal a pound of fat for bait. And I displayed it by the scale. So when they would complain, they only lost a pound.

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I would pick it up and say, here, hold on to this. I want the phone back here. You can have. So because they don't think that's a big deal and it is a big deal. And when they see that glob of fat that they lost, it was like, Whoa. So I'm not saying you do that. But acknowledging the little things that they do,

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um, is, is a, is a big thing like Simone said. And also what you were saying. Um, back when I owned the weight loss center, I was like a pretzel stick. I was so thin and they're looking at me like, you're going to tell me how to lose weight. Then you've never been on the pro. I actually put myself on the program and allowed myself to lose five pounds.

**22:31**22:54

Cause I couldn't lose more than that, but I had to be my most vulnerable self in order for them to realize that I do understand, or at least I have some kind of understanding of what they're going through because they just looked at me like, yeah, okay. She's already skinny. What's you know, what's the big deal. Mobility is important.

**22:55**23:14

I've heard of that. We're doing, Oh, I did a gamification with an award system. So things that, that when they post they'll get points, um, when they upload recipes do, when they do action steps, they're going to be getting points and they're going to be getting awards. I have one per I mean, people are getting results,

**23:14**23:32

but only the people that are showing up. Right. And it's even like, you guys were just saying like, I I'm behind, you know, where everybody is or where he's teaching. I don't feel like I'm behind anymore. I feel like I'm just, I'm, I'm, I'm right where I need to be because it's a psychology. But showing up,

**23:34**23:53

let me ask you a question and then I want them one Thing I wanted to add to Nancy when you're done. I just wanted to say, um, the situation we're in right now, right? The quarantine, and a lot of it, a lot of areas it's been lifted. It was a holiday weekend. People may have really not done what they were supposed to do.

**23:53**24:14

And like Nancy said, they're ashamed or they're embarrassed or they're afraid because they really went off and didn't do whatever they were supposed to be doing. So I think talking about that and bringing that out, you know, in the open too, and just saying, Hey, it's okay if this happened, let's just move forward from there because they need to have that,

**24:14**24:28

that sense of safety, like Nancy was saying that they can come there and say, Hey, yeah, you know what I cheated? And my clients used to do the same thing. They would skip their, their, their way in because they knew that she did in the game. So they wanted to wait until they lost it again. So when they came back,

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they would look like, okay, they're plateaued or they will. And when you do go off is when you need to come back, that's when you need to be there because that's when you need to really feel, you know, get the support that they need. Yes. I think, I think you guys are all right on. And I started something,

**24:46**25:06

um, a week ago and it was really interesting because I just have them rate themselves a one. I had a really great day too. Um, I could do better in three. I'm not giving up. Right. That was how they had to reconcile. It all started. So I had like 28 people coming in and rating themselves, which was so I started getting the activity back.

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I think it's, I think it's a combination of, I don't want to take up any more time. I think I got it. I want to share with you guys just real quick. I change from changing the name of my bands yet. Another time, this is not the logo. This is me doing it. This is not an artist, but I have to have a visual so I can move forward.

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So I'm done with that. I changed the name to this. Can you guys see it? Herbal power bands. I like it. Nice. And everything is going to be about power. So I saved the women, power.com and power tri.com. Good. And um, what was missing for me was the brand thing. I don't want to bring them back in metal bands didn't mean anything to anybody except for me,

**25:56**26:20

Power bands. And it looks pretty good job. Oh, one other question. And then we're going to move on. Would it be possible for you to have different paste tracks for people to do? It might be too much. Cause if you think about like, even when Stu talks about, you know, who are they coming in so they can self identify.

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So are you someone who's, you know, who likes to work out only twice a week and wants to have two cheap food days? And I don't know the structure at all, but like, could you have it set up that people could self identify? You know what? I am going to go at a slower pace and I'm not going to beat myself up because I'm not on this particular track.

**26:42**27:04

If there was a way to just let me plant that with you. So let me ask you a question because I heard him say stuff like that and I looked at it and I thought about it. I wouldn't know how, I don't know how to reformat what I do so that I could cater to. So far I do yoga with Adrian on YouTube.

**27:05**27:24

And she'll tell me to do a pose. She'll say, do a pose. Now, some of you, you're going to put your knees down for this. Some of you, you're going to be able to do a, play some of my pillow behind your bud. So if you could add, so that's how she manages it. So if in your teaching you can just do modifications where people's different levels.

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Maybe the fitness part is easy. That, I mean, and the food part on the side, the front end is the easy part. It's the backside. And I don't think people were really buying into where I was taking them. And I think they really only came because they really just wanted food and fitness. I'm going to move them over into this other membership.

**27:48**28:08

Hopefully they'll stay in and they'll be able to do what they need at their own pace and the people who want more will come next level membership. Yeah. Okay. Good. Good, good, good. All right. Let's hear it for Becca all, it's all part of the process of what we're needing to do. Women's prosperity network was not this 12 years ago,

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so it's just what happens, your thoughts and your advice. Awesome. Regina, do you want to go next? Yeah. Thank you. Um, and I'm very excited for your stuff cause I think it it's awesome and all ever all of us, like, I'm so proud of all of us, cause we're stepping into this and um, yeah, I feel really good about the components of what I'm offering.

**28:38**29:02

And then naturally when I hear some other offerings, I'm like, Oh, maybe I should try that or that. And so really just sticking with where I'm going. Cause I feel like it's very, um, it's clear and at the same time, um, it's attached to a certain type of person. And so I love what Simone said, cause about the whole cheerleading thing.

**29:02**29:25

Like I've totally been a cheerleader and I hope that people are getting that. I'm also very much in the reality of it. Like today I posted like, just go slow down if you need to write. And I give examples of myself and what I'm up to. And um, so the components of my membership and this is where I need a little bit of help with the pricing.

**29:25**29:53

I haven't promoted it yet because I have my 30 day course that I want to roll out first. And I'm wondering if I should make the 30 day course part of the membership, like I'm planning on giving that to the founding members anyway. Okay. So are you wanting to do as members launch? Yes. Okay. And what is the 30 day course?

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Is it 30 days of yoga or something else? Yeah, it's 30 days. Um, 30 days of yoga. Meditation. Yeah. And yoga philosophy. Okay. And how are you, how do I do, how do I consume that from you? Cause much like we were just talking about with Becca, we want to make sure that you're giving them in a consumable format that they'll actually take in and being prepared that not everybody will.

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Right. So, um, okay. So I was thinking originally, and I know when we had a call, you suggested doing seven days at a time, so I'm going to put them on my website and you suggested releasing one week at a time, which I think is a great idea. Cause if they let's say want to do day six on day two,

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I don't care. It's okay with me. They might need that. You know, they might need whatever that lesson is. So, So with what you're putting together in your course is 30 videos, is that correct? Correct. And are what price point are you thinking of for that? So for that, I was thinking 97 and I was going to do it for the founding members,

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um, 47 plus tax and everything. So, you know, it comes out to like 50. We don't have to charge tax. If you're selling the service instead of a physical product, you don't charge tax Just by the way, because PayPal always takes it out. Well that's PayPal charging their PayPal fee. Oh Right. Or you're checking the box in PayPal that says add sales tax.

**31:35**31:53

But that's only for physical products. If you sell services, you don't have to collect sales tax.<inaudible> Okay. Maybe you can, I'm going to look in the backend because I must have something wrong. Cause it keeps doing that. And it's Yeah, there's a, there's a button there that says add sales tax and you can take that away, But we have on the invoice,

**31:55**32:11

Um, I'd have to look at your PayPal. So if you want to pull it up and I can peek at it before we're done tonight, I'm happy to do that. It's absolutely. So when you go down into the product, you would be permanently on or permanently off. You wouldn't have to do it every time. If that's what you're asking.

**32:12**32:31

Okay. We'll look at it. We'll look at it. What did you Nancy? I had, I have just about the tax thing real quick. Um, I had to charge taxes in New York state for certain services under my concierge service. So I don't know if that's something she might want to look into or not in her state. Are you in Florida?

**32:33**32:54

So you would know. Okay. All right. Cause in New York I had<inaudible>. Oh, we lost you charge tax for cleaning a house or walking a dog. Oh, sorry. This thing I off my recorder. I had the chart. Do you hear me now? Yeah. I said, I stayed in New York for cleaning and we can just hear it.

**32:54**33:08

Okay. All right. We can just check that, but I know we don't charge the services. Okay. That's great to hear. Cause I've been, I've been wondering about that. Everyone's like, no, it's part of like sales, I mean your cost of business. So I'm like, well how come some people don't pay for it, but I'm Right.

**33:08**33:38

Let's move on from that later the Nita. What was it about tax sales tax or something else? Well, I just thought I was in line to the, to ask the question. Okay. I'm not quite done with Virginia, then I'll take you next. Okay. Um, so, And are you planning on rolling out your membership? So I was thinking to do The 30 day course first and then the membership.

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So if that's, if I keep them separate, it would be before the end of June To roll out the membership. So roll out the 30 days. So the question becomes, do I make the 30 days part of the membership? Because the membership is going to be every month, it's going to be five components. So it's a yoga pose, one yoga pose with a video,

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explaining the pose like five minute video, um, a Mandalah, which is like a, I have an actual graphic designer who's going to be creating, uh, like, like an image that goes with that specific yoga pose. Got it. And then like a kind of like, not, not necessarily eventually I'm going to add my podcast when I get to that,

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but like a, like a meditation to go with that, right? Like an explanation and a meditation to go with the pose and the visual, the Mandela. And then I was gonna put in a, um, an essential oil, not an actual, the oil, but a PDF to talk about the benefits of that specific oil for the month to go with the yoga and the meditation.

**34:57**35:20

So every month, are you doing 30 new videos? No, it would be. So the, so the 30 days is separate. The 30 days is the 30 days it's a standalone product. I would. So, and then the membership itself is going to be what It's going to be, those five components. So it's going to be the one yoga pose.

**35:20**35:40

How do I get, how do I consume it? Is it every day? Is it once a week? Is it once a month? That's what, I'm not clear on The 30 days. No, the membership, the membership would be once a month. So I get something from you once a month and then I'm my own all month. Yeah.

**35:40**36:04

I mean, I don't want to say on their own, cause they would have check ins. Like they would have me in the Facebook group and, you know, messaging them and stuff. And what are you thinking for your charge for the membership? Um, I was thinking 47 per month. Yeah, either 27 or 47. And it depends. Cause if I include the 30 days,

**36:04**36:35

which Well let's, I want you to do that separately for now. Okay. Um, that would be my, my suggestion would be is that you do a founding members launch and sell the 30 days. And if they want to add on the membership at a discount, they can and give people a choice. Okay. And I'm not really clear on what your membership is and if I'm just getting these things from you once a month and I don't have any personal interaction from you,

**36:35**36:57

I don't know what the value is at $47 a month. Well, the challenge and I love this feedback because this is what I want. I've been wondering about what I'm hearing is that people are saying, I want to do more yoga, mindfulness, whatever I can to like reduce stress and anxiety, but they feel overwhelmed to do an entire, like when they learn about poses,

**36:58**37:25

even 30 poses freaks them out because it's too much. So I figured if I give people one pose a month and let that pose be kind of like the center of their focus for that month, focusing on call it Shabbat. I love that idea. And here's how I would support it. And this could be easy for you. It could be here's the posts for the month.

**37:25**37:46

And so in week one, you're going to get the pose week two, you're going to get them a dollar a week, three, you're going to get the meditation and week four, we're gonna, you'll get something else that would keep me in flow that I would find value. And especially if you did something with a group for us to share our experiences and our challenges once a month,

**37:47**38:07

then there's value in that. So let me get Lisa and then I lean. Yeah. Thank you. No. And you said exactly what I've been trying to get out because I think for me hearing this 30 day thing, it sounded like it was too cramped. And if, if you could, um, deliver it over a longer period of time,

**38:07**38:37

then I don't feel overwhelmed to learn or to do one thing a day. Right. If I'm not disciplined enough to do that, um, delivering it over the longer period, then there's a membership component. Now what I've done with my courses is I have gifted my sounding members with the course upfront. And then anybody who comes in thereafter they'll get pitched to purchase the course or upgrade into a higher membership to include the course.

**38:37**38:57

So that's might be something that you can use that to feed, you know, the members that aren't immediately getting it just as a thought. So the founder was, would get the course as a bullet. Right? Yeah. Then can I just ask one more question? What do you ladies think about the cost for that? Cause I'm open, I'm not attached to 47.

**38:57**39:34

If it should be lower or higher, like I'm open. I might be more inclined to do it for 27 and 47. Um, just my thought initially you gotta remember what the comparative, you know, membership costs, Remember to raise your hand so that I can call on everybody. So I lean Becca, Anita, Thank you, Regina. I think 27 as a founding members launched because when you think about what you would normally charge someone for a yoga class to participate in a yoga class,

**39:34**40:04

and this is not one on one instruction, this is like a class that you're offering them information with that's that feels more like people would actually feel comfortable paying it, but that's just for the founding members launch. If you decide after you've completed that if this is appropriate, Nancy, you know, obviously not real experienced with this, you can increase that price for people that join with your second launch,

**40:04**40:30

whether that's, um, whether you decide to do an open or a closed membership, that's up to you. And a question to layer in there is what is the goal? Is it to have lots, you know, lots and lots of people being successful with what you bring or to make lots and lots of money. And where I go with that is especially for a founder's lodge.

**40:30**41:00

You typically want to do your pricing on your founders launch for about half price of what people are going to be paying makes sense. So if you do the founders launch a 27, then you can tell, you know, then it's going to be 47 for the regular membership. Okay. And then, and then you're saying the 30 day course include that or charge for that and then make that part of Okay.

**41:00**41:29

The, the founder special. Yeah. Make it part of the founder special. So, so here's what I'm planning on. Rolling out to support your desires, to be body by Monte Biden spirit. I know I said that wrong. And um, the, um, the membership is going to start, it's going to give you this on a weekly basis so that you've got internal peace consistently drift into your spirit and into your body,

**41:29**41:52

as well as your mind. That's what this membership is all about. So we can revolutionize Piece or however it is this that you say that, and to get you started, I'm giving you access to my 30 days of yoga. And please know, you don't have to do all 30 days. You can take those 30 days and spread them out over three months and do 10 per month.

**41:52**42:18

But bonus let them know that, give them permission to not to feel good about it, rather than setting up an expectation of them. They'll feeling good about themselves. Like we were talking about with Becca. Right. Awesome. Okay. Thank you, Regina. I love the four week plan. Yeah. I love that. You're giving them a week to digest it and build on it all connected to the same pose.

**42:18**42:51

I love how you're integrating that really yummy and balance. Yeah. That's awesome. Becca then Anita. So I got this idea for you. This may or may not work for you, but, um, this is a plastic deck of cards and you could send them a card of the month with the purse, with your Mendela on the back and you can keep the ever as you keep on giving them more poses and then they have a place to store all their hoses.

**42:52**43:16

Um, yeah. I love that you send that back in. Cause there's I actually looked into a deck of cards and that was something I wanted to do. So you might've just hit the nail on the head with that, like crazy on that idea. And then you also make the poses related to something like with goddess cards and yeah. Can just pull a card.

**43:17**43:46

Here's what this post means. And it was like, this is hot looking someones going like this. I'm so excited. This is perfect. Cause she's going to do a program with me and life application. Right? You, you present it with an anecdote of life application that they can put on and work on. Right. So it's, it brings it holistically and love it.

**43:46**44:09

You're now bringing it from a $27 program up to value because so much that they can actually bite into when you first were saying it, to be honest with you, I'm thinking one pose for the whole month. Like that's all I'm going to do is one pose. But because of the way that you're now sharing it, teaching it, integrating it on and I get to experience it.

**44:09**44:29

Holy cow. I'm in Deep level. A deep level. Yeah, that was good. Anita. Thanks ladies. Yeah, the civil Regina that I'm thinking of, I support what, um, Simone and Linda had said in chat room. The only other thing I'm thinking of is about starting small, like starting with maybe 27 and then raising it up.

**44:29**44:52

But when it's at seven, say I'm keeping it low in the beginning. Um, as I launch it, because one condition of this lower price is I want to definitely depend on your feedback. I'd like, you know, you'd send an email out to them, say at the end of the week and say, how did it go and how can I support you more?

**44:53**45:20

And just say, that's a part of the lower price. And then you're getting something that's not monetary, but it's helpful to narrow down your niche as you finalize your big, your full program. Excellent, excellent tactfully. I gave you because I did the same thing. Can I go back to these? I know it's not my turn, but how do you say I'm giving you a low price so that I get your feedback?

**45:20**45:46

Like aren't we, I would say regular prices, 37 for this first month, I'm lowering it. That I wouldn't join anything that raised the price after a month. Nancy, you want to grandfather it in? Um, Simone has something. I, I would, I would actually not even talk about price at all. I would only talk about value.

**45:46**46:13

I would only talk to them as if they are a part of this with me. I'm not doing something for you. I'm doing something with you and you buy into my expertise, my, um, your trust of me because we, we know each other, whatever, but I wouldn't talk about price at all. And as I add value, then the costs would increase.

**46:13**46:37

That's the only time it's not after a month after whatever, because I do think you have to get to know who you're dealing with before you do any of that. And, and for me, it's, it's organic and people will say, wow, I can't believe you're doing all of this. And then the conversation comes. I know because I really want to give you more.

**46:37**47:04

And then you, and then they're, they're expecting the price to change. That's how I would have booked. That's good. Thank you. I think I heard someone else say they wanted to give input for Regina or I'm mistaken. Alright, good. Good. So what I would suggest is digest what we talked about today, Regina formulated at the next level and then bring it to the Monday momentum session.

**47:05**47:25

Awesome. This was so helpful. Thank you so much, lady. Thank you. This is awesome. Good, good, good. Alright. Uh, Nita you're and it's five. It's 10 to six and I'm good at going until about six 30. Cause I want to serve you people. Um, is it that work for everybody here? Okay.

**47:25**47:55

Well I need Lisa. Do you have to go? May have to escape that six. So I'll just Anita. So Lisa, I have to escape at six too. I have something else, Carol. Okay. Lisa, do you have anything you want to bring to the group? No, I'm just trolling and celebrating. Cause she's All right. Carol,

**47:55**48:21

do you have a question you want to bring to the group? Yes, I do. Hang on one second. I'm running out of battery And then Simone, we were gonna talk after this. Are we still doing that today?<inaudible> I can hear you. I thought we were on for six after this thought this was an hour. So that's what I put down was sick.

**48:22**48:44

Um, and it was, and it's going a little longer, obviously. So that's fine with me. I'll just ask my question in here. I'm okay. With the collected in there. Alright, good. I think we lost Carol. So Anita. Okay. A couple of questions. First. I thought I've been a unique, I've been trying to think of one word that captures everything because I,

**48:44**49:13

and sometimes I was listened to and I myself use too many words. I thought of one word and what it is, is empower. We talked about her community. I would like to talk about, I would like to use this one word, which I got on GoDaddy recently it's empower. And then beneath that word empower, it would be heard. And it's about a herd of people in their own way being empowered.

**49:13**49:34

What do you question? How do you spell that? Ian P O w E R they'd be able to talk line, heard would be on the bottom. It would hit in the back of the silhouette would be lots of people say that lots of people are empowered in whatever they want to be empowered in. Instead of me controlling what they're empowered with, but just to it,

**49:35**50:02

it's built on the philosophy of the book power versus force. Are you saying her or a bunch of animals? Well is typically represented by a bunch of cows or a bunch of animals. Completely different herd. H E R D or H E R D H G R D like Lisa, just put in the chat box, empower, heard H thank you.

**50:02**50:24

Lisa First told me that. That's what I thought you would say, but empower, heard Blend those two words together, but here's, here's a question that I have for you is what is the, is this to be the name of your course, the name of your membership? What context am I giving you? I don't know the destroyer away from my,

**50:25**50:48

for profit company ethical, and I don't want to bring up my nonprofit, but I just want to put the focus on each person that participates and when I I've drawn out and I've got a man from our website in Morocco, working on my design right now, but I just wanted to ask your opinion. You can think about, or we can, I can,

**50:48**51:09

what I can do is when I get the drawing back from this guy in, um, at least I like your options in the chat room. Um, when I get the drawing back from the man in Rocco, I could put it out on Facebook. Okay. Yeah, Definitely do that. And then Stan, let me get, let's hear from Sandra and then Eileen.

**51:12**51:44

Okay. Can you explain to me? Hmm, huh? Let me turn off my video. Hold on. Can you hear me now? Yes. Okay. I smell. Okay. No, he can't tell me how H G R D let me put it in. Explain to you high kg RD. No, I explained to me how heard ATR D Um,

**51:44**52:07

indicates what you're trying to do with it. Is it always just a, is it always a group? It's an extension first. There's a word in power. Then I saw the word, empower her, her, and then I heard, heard immunity. So I bring together her and herd immunity into empower herd. And when I get the drawing done,

**52:07**52:34

it'll be a lot easier to see on the second line. But can you explain to me what it means? Drawing of my success path that the guy has come back with one drawing that I wanted your opinion on. And then I have one question on the platform to use on my landing page and signup page. So when we share screen, give me just a moment because I lean wanted to contribute something.

**52:34**53:02

And so did Linda, before we move on to the other pieces of your question, okay. Anita, if you're asking for an, um, a personal response to that name for a membership group, the word heard makes me only think of animals. It, it does not speak to me as just something that I feel attracted to, to participate in it.

**53:03**53:35

Okay. Okay. I'm sorry. I can't be positive about it, but that's, that's my honest reaction or response Exactly what I was wanting. Good. Regina vibration feels like elephants. Really. I want to focus on women. I might stick with empower her, empower Linda. The other thing is, I think you're onto something with the empower her because it's not about group.

**53:35**54:05

Think you want to get away from the group. Think, Oh, we lost Anita. When she'd go. She walked away the power stuff. I love it. Okay. But listen for a second, listen for a second. You're not empowering a herd mentality because what you want is people to think for themselves to make a pin, you know, to,

**54:06**54:42

to look at the information and create their own, you know, assessment of what they're doing, as opposed to just going along with the herd. So very new say empower herd. You're actually encouraging the herd mentality instead of, but empower her is very different. It's got a completely different, That was on point. Yeah. This is where I got the empower her from what do you have that domain name?

**54:43**55:04

I have it, but I got it quickly in case I wouldn't be able to get it, you know, the next day. But it's only the loss of, you know, $12 or something like that. I don't know. Do you have empower? Sure. No. Okay. So I would imagine somebody has, Yeah. What about empower her?

**55:06**55:29

Sure. She'll play with it. Okay. So what did you want me to ask questions about or show me, may I share the screen to show you I've been working on a success path as do recommends and I sent what I sent to the man in Morocco. See, do I need to click on share screen or do you, I need to,

**55:30**55:54

uh, let you share the screen. May I just ask? Cause I am sorry. What exactly do you do? I'm just asking Becca, can you tell me what you do? I teach people how to be aware of their choices and make wise choices that are by thinking of all, instead of thinking of self only in short term, Did you understand that?

**55:54**56:17

Wow. Can you say that? Can you, can you say it again? I teach people how to be aware of the choices that they make, because it's been statistically proven by many sources where, where we're consciously aware of less than 5%. So we're making all these choices. We're not even aware of them. So pause for a second because where are we making this?

**56:18**56:48

Are you talking about the subconscious versus conscious? No. So I need to ask a, So here's the quote, let me help get clarity here. So you and I had talked about you doing this whole piece around the decision making process and giving people tools so that they could confidently and quickly make decisions. So they no longer got stuck in indecision. Is that what you're doing?

**56:48**57:22

Or are you on this other path? On the health side? It's I, the health is an application of the, having an increased awareness of the choices that we make, because we don't think of the calories. When I eat something tasty, I don't think of the longterm results. So what Anita does as she gives people, a proven model by which to make decisions that are Guaranteed To enhance their lives and move them forward in business and in life,

**57:24**57:50

she has a system and a paradigm. She shifts the paradigm about the way you make decisions and choices like giving you a formula to follow or a grid that you can plug in your choices to, to come out with the best result for yourself. So like a power plan, right? Something like that. Yeah. It's think it, if you think of the work that you do back up the peoples,

**57:50**58:17

like for me, I'm just giving you one example. My sister always twice as much as I do. And all she talks to me about is being saved because I'm not as religious as she is in contrast. I exercise, weigh myself every morning and do a lot of things to stay healthy by choice. My actions are the result of the choice actually don't happen accidentally.

**58:18**58:44

And so it's really about being consciously aware of my choice and to, to answer Eileen's question. Yes, my target is primarily women in my services alone. This membership is one that I am wanting to limit to women, but just like we've invited, you know, Roberto has been invited and is a wonderful participant. In addition to our club. I'm not limiting it to women,

**58:44**59:17

but that is my primary primary niche. All right. You have permission to share your screen if you want. How about empower, change, empower her change, Um, choices. It didn't look right. Okay. So first see if I got, do I click on share screen? Yes. Okay. So what I want to go to is this is the rough draft drawing as my We're not seeing it yet,

**59:17**59:45

you have to pick what you want to share and then click the share button again. Okay. They're in the middle, not on the right, but in the middle of the ball field is my rough draft of what I sent to this graphic designer that I chose on five RR. Great. Your best results. And this is about like a baseball going from pitchers to Homebase to first,

**59:45**01:00:05

second and third. So this is what I sent to him. Now I want to go back to, this is what can you still see my screen? We only see the PowerPoint. Oh, how do I go back to show you the second picture? This is what he sent back to me. The quickest way for you to do it is to stop share,

**01:00:05**01:00:37

and then reshare and pick something different, Stop share, and share screen Pick. The other thing you want us to say, Um, I think it would be, it's something that, do you see it now? Can you see it now? Okay. I don't want to take a lot of time if I'm not able to show it to you. It's basically he did a pretty good job of creating something even better than I thought.

**01:00:38**01:01:02

And I don't know how to get to it when you're showing me when I'm Mail it to me and I'll move on to someone else and then I can come back to you. Okay. Then my last question is platform and that's something I'm welcome to just a brief answer. Um, as far as having people sign up and commit to my, either my membership or my founding members launch or whatever,

**01:01:02**01:01:35

what software do you use if a person can't afford infusion? Yeah. MailChimp is a free auto responder that I'm sure connects to PayPal. A Weber is 20, $29 a month or $19 a month, depending upon the size of your list. And those two things integrate very nicely. And right now I have constant contact. Is that not, You can use constant contact if that's what you have.

**01:01:35**01:02:02

And I think The fact that these are your first recommendations, are there, is there like an experience that you like them better? So the reason I here's the key, when you have somebody purchase something from you on a website, ideally you want to be able to send them to what's called a redirect URL. So the minute I click the pay button,

**01:02:02**01:02:31

the money goes to PayPal. And then PayPal sends me to the page where the thing is going to be delivered to me. Some services such as constant contact and MailChimp have a step in between that. I need to go, can confirm my email subscription first, before I get sent to that delivery page, which is okay, unless you're doing online marketing and you're wanting to keep people in the buying process with upsells.

**01:02:32**01:02:52

Got it. Okay. You actually have a choice on MailChimp if you want to do it. It's I think it's called a double opt in. And so I actually started using it only because, um, just to answer a question there or that way I knew that they were getting the email and they went straight to it because they weren't getting, they would not get the stuff unless it got there.

**01:02:52**01:03:17

I saw a lot of empties. Now my open rate went from a 16% to a 44% just by doing double opt in. So, so they were more committed. That's great MailChip, Becca, right over 5,000 in my, if you have under 25 or 500 people in your database, it's free. And then it goes up according to how many people you have in your database,

**01:03:17**01:03:44

or it can go up based on how many emails you send. So you, I think you have choices. I only have around 2000 in my database right now. So thank you for that suggestion. And thank you for your thoughts regarding that question. And if you're comfortable with constant contact, stay with them. Don't now is the time to switch Either one quick question.

**01:03:44**01:04:12

The thing that I like about constant contact is not their technology. Their service is just fabulous. Perfect customer service. Good with Anita. Just leave it be that's it. You don't need to do everything all at once. Leave it big would be my suggestion. Okay. All right. Thank you. Help people choose better, better choices in their food.

**01:04:13**01:04:41

And I'm sorry to Justin, you're asking, I'm asking, I'm clarifying you, help people make better choices in their food and give them ideas on how to regulate themselves so that they get healthier and lose weight. Yes, absolutely. And I introduced to them that you can measure your antioxidant, count your antibodies, count in your body quickly with the machine called biophotonics scanner that helps people know the strength of their immune system.

**01:04:41**01:05:06

A lot of people don't know that that's an option or is that, so go ahead. Back. I'm sorry. Is, is, is that, um, what was the name of the machine biophotonics standard produced by the company Pharmanex of Pharmanex. Okay. So it is an MLM. Yeah. Now what's a good system. As I just heard you talking about that,

**01:05:06**01:05:35

Anita, that was a totally different concept of what I thought you did. Totally. Yeah. Well, what I do is, um, if I only talk about choices and decisions, that's too pie in the sky. I bring it down to earth in applicable ways like our health. Do you ultimately want them to buy this machine? No. I ultimately want them to be aware of their choices and increase their health.

**01:05:36**01:06:01

This is a product that's available to them in your, in your repertoire. You probably have lots of different ideas and products as well. I don't even own the product, but I have access to it. No, no, I know you don't want it. You can sell it through, through farming. But what I'm saying is, um, what I'm asking if you have other products and services that they would do,

**01:06:01**01:06:24

or I'm still not exactly clear on, I'm sorry. Let her formulate a little bit more and then next time we come back, I think she'll have more to cause she's, you're bringing it together right now. Isn't that correct? And I think once we, Yeah, I introduced how to be consciously aware of our choices, how to make better choices and how to apply the usage of this process.

**01:06:27**01:06:46

Okay. I'm just playing on. Good. We'll get there. We'll get there. Um, all right. So Anita, and if you want to send me that graphic, I can take a look at it so she couldn't pull it up. Okay. Yeah. I didn't know how to share the screen. I have to get used to that. That's fine.

**01:06:46**01:07:15

We'll get we'll. We'll all get there. All right. Let me, um, go to Sandra and then Simone. Okay. Let me turn off my video so you can hear me better. Like where are my glasses? I can't hear you, right. Can you hear me? Yes. Okay. Um, okay. So I wanted to ask everyone's opinion and brainstorm a little bit on picking a name for my membership.

**01:07:16**01:07:43

I am creating a membership where I, I work with people who are with a victim mentality, where life is happening to them and they don't have control of their life, but yet they are questioning how they can change that. So they're at that, that cusp of wanting to make a change. They're not deep, deep into victim mentality, and there's no way anything's gonna change.

**01:07:43**01:08:10

They're really questioning it beginning to question it too. So take them from that to reminding them and showing them that they do have the freedom to choose, Okay. The life that they want and that they deserve. So the, that that's my membership. And I'm trying to figure out a name for that, um, that has high energy words, not,

**01:08:10**01:08:31

not below energy words. So in other words, my, what should I say my name? Or should I just Let them, well, let me, let me drop this end, giving a second. I just want to pull this up. What she's going to be doing is moving people. What can I find the membership slide? Here it is.

**01:08:31**01:08:59

Alright, hold on a second. She's going to move people on her success paths from I'm feeling what she just described to bring them clarity and contrast to help them deal with what emerges and growing into loving who they are. So she's going to take them, you know, to empowerment. Self-empowerment, you know, for lack of a better term, um,

**01:09:00**01:09:27

the name of this, I personally think should be something that is what they want. Like who do they want to become? Because we want them to be attracted to come to the group. Cause they think they're going to get that there. Yeah. Good toss out. Some of the things you were playing with Sandra, because that'll help. Um, as far as the activity that I,

**01:09:28**01:10:04

Oh, the names, give the names, it's going to be doing all the names. Um, my original name was going to be down, but not out. It's a little low energy. Some of the other ones with power are powerless to powerful. Um, the other one was I'm sorry, I can't find it in my notes right now. It was a fun little,

**01:10:05**01:10:38

well, not seven steps, but steps to jump on another power down, but not out. Um, Thank you. Good. I didn't have too many Simone put lifting as I climb in the chat, create your life on purpose in the chat. So what am I? I used to lose my hands. One of my friends has a company it's,

**01:10:38**01:11:05

um, from, from fine to fab and she has, uh, what do you call it when you, each letter means something? Um, they're each an acronym so fine is, um, if I may curse it's you're a neurotic and insecure, insecure, emotional Lisa to fab, which is fabulous. Um, blah, blah, blah, and beautiful.

**01:11:06**01:11:42

So maybe, maybe do something from, and then two versus I like that. And then I love that we got path. So the path from blank to something. Okay. I like that too. Yeah. Lifting your life, uplifting your life. You've got there's some good stuff here in the chat for sure. Going on. Yeah. Yeah. I just got to pick the right words that are going to resonate with me.

**01:11:43**01:12:05

I like it. I do like the, I do like the, create your life on purpose. I don't know that the people that I, that I am looking that my audience is going to believe that they can do that right off the bat. So I don't know that it would resonate with them because they're just coming out of that victim mentality of saying,

**01:12:05**01:12:33

I can't control my life. I don't understand this, but I want to learn how, I don't know if that might be too much for them to believe, but I like that. Something like that create your life on purpose. There's on purpose would scare them into believing that they can't do it and be like, what Do these people, um, see themselves as victims?

**01:12:35**01:12:58

No, they blame every don't believe them Don't they believe that everybody, they don't understand that they think it's all, everybody else's fault, but they don't, they don't, they call them a victim. Then they, there they are. But they don't see that in their head. They're they're just it's life happening to me. It's everybody else's fault, but they won't call themselves a victim.

**01:12:58**01:13:21

So what do they wish for? What are the words they use that they wish for? I wish I had, or it could, what do they wish? I wish I had, um, cur fridge. I wish I had the courage to make a decision to get out of this marriage. I wish I had the courage, the power to make a decision to get out of it.

**01:13:21**01:13:48

I wish, you know, power, courage. Um, But do they know what's lacking? If they don't feel they have choices, courage doesn't or I don't know. I'm asking, right? Yeah. I I'm. I'm trying, I'm thinking back to when I was in that position and that was what came to me was the word courage. I wish I had the courage to leave and be on my own.

**01:13:49**01:14:23

Cause I knew I was afraid to leave, but I was wanting Maybe it's something like, okay, so maybe if only I could too. Yes you can. Oh, You know, there's only I could write. That's what they're saying. Yeah. Just capture it. Good stuff in the chat. Yeah. I'm seeing, I'm seeing a whole bunch of stuff coming in there.

**01:14:27**01:14:50

They don't, they don't, they, what they, they feel is that they don't have control over their life. Right. And they're wishing, so if I could, if I could cause words where that came from Could to can is available. I can only be strong enough. It's fun. Sorry. Can we just say, wow. Okay. If I could do this,

**01:14:50**01:15:12

if I could do this, if I could do this, if I only could do this, right. The cook, the could, would should syndrome or what? But could the can, which is C is, which is kind of fun is available. I just I'm good adding you. I'm just letting you that's good. That's good. Nancy. Also,

**01:15:12**01:15:31

there's another version where you look at the word don't quit. And if you take the, um, certain letters out, it don't quit, goes to do it. D O N T take the N T off. It becomes do quit. You take the cue you off and it becomes it. Got it from don't quit to do it. So, um,

**01:15:31**01:15:55

Sandra, you got some juice to work with here and I want to save some time for Simone. You wanted to bring something to write Jackie too. Okay. So mom says, do you want it? So then let's do Jackie and then you and I can still talk Simone if you want. Okay. I see. Nice. Thank you. Very good.

**01:15:56**01:16:17

Yeah. So you want it, you want it to get more to me or you want it to go next? Um, I was going to go to Jackie next. And my suggestion for you is print the chat and get really quiet and medic and, and let God guide you in this and then bring back the next round. Cause you'll feel resonates.

**01:16:17**01:16:39

You're you're going to feel it the same way back at it and feel hers, but she had to have some name. Right? Can I, can I just add just one little thing? I saw something in the chat that Becca wrote. It says sending me to enemy. I hate the word center, but just like you showed that don't quit. If you elevate the S and make it all about self,

**01:16:39**01:17:05

I get to choose myself. I get to be myself. I get to have self awareness and self esteem and yada, yada yada, with the S and then the inner me is there. And in your, in your graphic, you're playing on that. I can see that that's good, Right? Yeah. They want to be women like Oprah Winfrey and you know,

**01:17:05**01:17:30

Believe me. No, but she came from that and look where she is. If you know what I'm saying, if they want to go through hard challenges, but they want to end up being like who she is now. Not go through her life. I think I'm going out beacon, but being yourself is the best choice for all of us. Agreed.

**01:17:30**01:18:07

Agreed. Alright. That's the juice. Yeah, I have to go. Thank you. Love you, tobacco blessings while your suggestions. Awesome. All right, let's wrap it. Let's finish up with, um, Jackie. So yeah, I'm, um, I'm progressing because I'm learning more, but it feels like I'm going back, but, um,

**01:18:07**01:18:37

I'm niching down. Um, this last, um, iteration is, uh, managing stress of starting over at midlife. So that's different than working with healers. I got a lot of negative feedback for that one and I just feel like I'm going to do it, but it's going to be a little bit different than that. Um, in this would be using positive energy.

**01:18:38**01:19:08

So it's not as direct. So Let me just ask this question. So is your, who's your target market Women at midlife and there's two of them. One is starting over with like, they've just gotten a divorce or they're widowed. And then the other one is they've, you know, their job changed. Okay. And what is so we know the problems.

**01:19:08**01:19:29

And then, So what's your question. I just, I just wanted to, you know, since I'm niching down, I just wanted to run that by, um, it's managing, it's not just, you know, they not just recreating, but it's like managing, how do I do this? How do I cope with this? How do I,

**01:19:30**01:19:57

um, you know, move myself forward? And that's all a stress issue. So managing the stress of change at midnight for the stress of reinvention in midlife. So do they want to relieve stress or are they looking to do creation? You know? Right. That's what I'm not clear on. Okay. Well, that's why I'm bringing it here. It,

**01:19:58**01:20:30

I'm sorry. Go ahead. It feels, um, reinvention resonates more with me. I I'm listening to your description of her and I'm, I don't want to say middle age because I'm going to live to be 200, but I'm over 50. I feel 25. I don't feel like I'm an old woman. I want to really create my life outside of being a mother and an,

**01:20:30**01:21:09

a wife and all the things I, I was that fell apart. That's right. And I want to reinvent myself fabulously, but me not Oprah and Sheila and John, but me, I'm not, I don't feel stress around that.<inaudible> I feel a lack of clarity around how to do that. I mean, maybe talk about being scared. There's fear.

**01:21:09**01:21:28

There's fear. What if, what if I see myself different than you see me? Maybe you do see a middle age, old woman that needs to sit her behind down. That's not how I see me. Got it. Okay. And it's always stepping out into the news, so that's, you know, that's always stressful. Yeah. I hear what you're saying.

**01:21:28**01:21:53

And let me honor, I'm sorry. Let me honor that you we're in the same place. I trying to figure it out. That's all I'm saying. Okay. Last week I was doing this this week, I'm doing this and it's going to get done. I trust that it's going to get done. Yep, absolutely. All right, good. I lean Sandra Peggy,

**01:21:54**01:22:26

Jackie. Um, I have a lot of clients that do different things with women in this market. And so my question for you to consider is what gifts are you bringing to these women that are in this time of transition? Are you like, I know some people that are financial advisors for moving through this type, this type of time of transition, um,

**01:22:26**01:22:50

some are more on the emotional side of it. If, if you're clear, if this is your niche market and you're comfortable with it, and you're clear about what it is, your success path, what are you helping them with? What kind of content it will help you gain much more clarity about the name for it and everything else. I think it'll all fall into place really easily.

**01:22:51**01:23:20

Does that make sense? Yes. Yes. Awesome. Good Sandra. And then piggy lane. Okay. Again, I'm gonna turn off my video cause it were better. Um, so I am Your typical client. I don't know, to Sally know that I'm totally reinventing myself more than wanting to find myself again. Cause I lost who I was and I liked who I was now.

**01:23:20**01:23:45

I know I'm not that person anymore. The part of that person that I liked was the loving, caring, giving person that I was. And I stopped doing that. So I want to find that again because I gave all of that up because I gave so much and didn't get anything in return. I stopped giving. So I want to, I would want to find that again and make it even better.

**01:23:45**01:24:06

So there is a little reinventing in there I guess, but they also finding me again because I lost me in a relationship and I just had a husband. I didn't even have any children, but I gave every thing of me to him and didn't and lost me and don't know where I went. Right, Right. So I was, I was, um,

**01:24:06**01:24:31

I know what you're saying. So I was, um, toying with reignite your spark or something like that because most of my clients, that's what they want. They want to feel joyful again. I like that. And they may not know that the path to feeling joyful again is having learning how to have less stress, to open the space for creativity and possibility to show.

**01:24:32**01:24:53

Like they won't know that's the answer necessarily. But like this conversation is really pointing you in the direction of the predominant problem that you're seeking to solve. So yeah, you're going to do energy. You're going to do stress management, but they don't know that and they don't need to know that. Okay, got it. Yup. Uh, Peggy Lee,

**01:24:53**01:25:19

good stuff. I was that particular person 11 years ago when I was released from my corporate job. And I wrote a book called thrown into trenches, thrown into transition. Now what do I do? And so I wrote about it, but I also started a program where I knew that I wanted to coach people. I wanted to help people get, you know,

**01:25:19**01:25:53

become better cells and find out who they were, you know, to dig deeper into their inner self. And the person that I took the pro one of the coaching programs from is that she taught me that I needed to have a signature process. So because I had gone through the steps, I created five steps to get me through that transition so that I knew what to do to help me move and be successful to figure out how exactly what it is that I wanted to do.

**01:25:54**01:26:19

That was really good. And I still use it today. So, you know, if you are, especially if you are one of people as well, who can identify personally to being stressed and reinventing yourself because you've lost a job because your kids have graduated from school and, you know, you become an empty nester. Um, any situation that leaves you now,

**01:26:20**01:26:44

you're no longer the wife, the mother, uh, the, the worker, you know, who are you? You have to define who you are first. So if you can identify that then with that person, then it will be easy for you to find the solution. But I would suggest creating that five step or three steps, seven steps, whatever it is,

**01:26:45**01:27:12

find that process that you went through That I have. Okay. That I have. Yeah, I do have that. And that's a really good start. So then maybe it's, you know, um, reignite your spark, the proven process to find fuel, you know, whatever that goes after that. Yeah. Okay. You can elaborate on what goes after that.

**01:27:14**01:27:43

I'm not sure yet. And I want to be sensitive to time because it's six and we got, there was a lot tonight. Wow. What a great, great, amazing group. And you're all doing fantastically. Let's hear it. I know Deborah's there. We didn't get a chance to hear her. So hopefully she was listening us a little tidbits cause we're working on her membership too,

**01:27:44**01:28:04

all around finances and money, which is going to be really phenomenal. Um, let me just check in Linda or Peggy late. Did you have anything you wanted to bring or you were here to serve mostly and learned by listening, learning By listening today. I'm good. Yeah, me too. Cause I'm kind of starting over. Not really starting over.

**01:28:04**01:28:29

I'm going to pick up where I left off, but I'm okay. I'm good where I'm at. Okay. Thank you. You're welcome. And, and I'm Anita. See you just give me one second. So our next bonus session might, this is going to be on Saturday, June six at 12 o'clock. Um, and you know, if you feel like another one,

**01:28:29**01:29:07

we'll do another one on the, um, Nancy, excuse me. It's the format for June 6th as it is tonight. The conversation bring what you need. Yeah. Thank you. Sorry, Anita. Nope, no apology. And then I'll get Deborah. I just want to share with Everyone as I am getting some, what I call necessary, fringe work,

**01:29:08**01:29:36

personal things, taken care of. I am allocating more time for stews training and Linda and I talked briefly today about the brainstorming session. That was really good. So I don't know when the next brainstorming session is, as you all know, Stew's calendar changes where he's working from home now, but from what Linda said this morning, those brainstorming sessions are really helpful because like last night,

**01:29:37**01:30:03

the 9:00 PM Eastern 6:00 PM Pacific brainstorming session had over 400 people on the call. They broke it out into Linda. What'd you say? 35 groups. I was on the three o'clock session and they had 36 groups of seven people. I mean, that's how many people were participating. So worthwhile. Yeah. As we progress forward, step by step in getting clearer in our niche and our,

**01:30:03**01:30:27

you know, Yeah. There's real value in what he does. There was real, real value in showing up when you can and he offers a lot. So when you can show up, you do So I have to go show up for the replay ever. Cause it's my understanding that I can go as slow as I want. And I don't always have to pop in when he,

**01:30:27**01:30:51

cause I, I, my, my calendar is going like this all day because he's throwing stuff in it and it's driving me crazy. So I just ignore it. And I say, when I'm ready, I go and when I'm ready, I go, You're doing perfectly. I don't think the brainstorm is recorded though. Correct? Because they lock you out.

**01:30:51**01:31:10

Like I got on. I tried to get on last night at six Oh one. I got back from mailing something, the post office. And they locked it down at six o'clock. And I didn't know that until afterwards said you have to be on time because you'll be locked out and it's not recorded because it's just too much to record. We're in this for a year.

**01:31:11**01:31:40

We're in this for a year, you know, we'll go on our own pace. Let me take some Nancy. Forget about it. Okay. The call, forget about it as y'all my head wrap is green. So my greens brain keep Deborah Morrison. I tried to unmute you, but I was unable to, Can we do that? Can you do that?

**01:31:42**01:32:04

There we go. Oh, I was listening to it and I appreciate everybody's comments. I was just wondering to add on the role thing, the, uh, just the speaker that is talking about transitioning for, um, you know, of midlife women. So often it's the role, the loss of the role. So we get fired from her job.

**01:32:04**01:32:21

We were in management. It's the role. We, you know, we go into our house. We don't no one's clapping when we come in the room. And so it's the role of life and now widow, it's the role of life and now divorcee. So anyway, just, just adding the role and then they put it in the chat and it's a completely small point,

**01:32:21**01:32:36

but we want to make certain, the math is right, because like that half, half discount for founding members, like we were talking, I think about Regina is price at 47. And then we're saying like, yeah, it be 27. Well, no, 27 and 27 is 54. So we want to make certain that we have the math.

**01:32:36**01:32:58

Right? Well, and it's about half price that just kind of a guideline to go by. It doesn't have to be at it and say, you know, you can't say it's 50% off. You could say it's almost, or more than that's how I finagle those languages, but you didn't want to be well, whatever you're saying, you know, just so the numbers.

**01:32:58**01:33:24

Well, that's good to make sure that we are speaking with him, uh, impeccable in our word. Right? Thank you, Deborah. Thank you, Deborah. For the two things I got out of, I'm sure there's more, but there are two things that stick with me. One what's something Peggy Lee said that I've suddenly forgotten, but I'm going to remember it.

**01:33:24**01:33:49

Cause I'm going to say the chat. It was something about what, what's your unique process, signature process. What is your signature process? So that that's a leading that lets me know that the way that I'm going to take you through something is different than everybody else, because I'm hearing us all focusing on the same woman and I'm going, why am I here?

**01:33:49**01:34:14

I joined that program and joined that program, join that program. And then I feel smaller. But when I heard, what is your signature process? My process is very different than everybody. Else's profit. Oprah's processes very different than everybody else's process. So thank you for that. Leading. And two was what Debra just said, which was, um,

**01:34:17**01:34:45

Like this you just say, and I didn't write it down. The role, the role, thank you. Somebody write that down for me. The road, you lost her role. So the RA gave you your identity for me out of white, even though I was a battered wife, I was still a wife and I had stuff in wife, stuff up and I enjoyed being or the world,

**01:34:45**01:35:13

what they thought I was. And, and mom, my son is 17 and driving me absolutely insane because he's moving into the next phase of his life and I'm holding on. So I want my boy and my note that I'm doing that because I want to have purpose in this life. So everything that we're doing is to help somebody else get through what we got through.

**01:35:13**01:35:54

So thank you for sharing your stories. Thank you. Very nice. Nicely said. And I wrote it in the chat for you. And then I was rambling. I have nothing to add about what I've done. I don't feel bad about it, but my lips are perfect today. Your smile too perfectly. You perfectly. Alright. Good. And I lean I'm so glad you were able to be with us tonight for those.

**01:35:54**01:36:17

Um, Oh, she's loving. Thank you. My joy to be here really gave up something else to stay longer because this is where I felt intuitively was where I was supposed to be. So thank you for welcoming me and, and for your love. This was wonderful. Nancy. I love you as always. Thank you. You're welcome. I'm so glad you're here.

**01:36:17**01:36:44

And you've been a member of WPN since the first year. That's what I thought. Yeah. Towards the end of that first year, I think summertime that first year, pretty fun, incredibly polished and poised and prepared for whatever it is you're doing. So thank you for the example. I hope. How long have you been around this 11 years? Um,

**01:36:44**01:37:15

I've been in business for over 25 years. And how long has it been around 15? Well, I don't want it to take me 12 years position for my promotion. I don't want to take that long anymore. The energy is so supportive on the planet. Right? UPN is be real. Get real and be real. And that's all you need.

**01:37:15**01:37:25

You don't have to be polished. Just be real and stay real. Yep. I like the Polish part. I'm sorry.