

19:19:45 From Apryl Beverly : Whaddup! We'll start promptly at 7:30 p.m. EDT.
19:25:52 From Coach Khayr : What up Familia!!!!
19:26:09 From Coach Khayr : Let's Get This W.E.R.K.
19:30:37 From Monica Black : This is going to be Epic wassup y'all!?
19:30:42 From Coach Khayr : IN THE BUILDING!!
19:31:08 From Monica Black : Thanks glad to help!
19:31:39 From Veronica Osborne's iPhone : Holla! yes
19:31:49 From Monica Black : Sounds great!
19:32:38 From Amber Davis : 1
19:32:38 From Coach Khayr : 1
19:32:43 From Trinette Stanford : 1
19:32:47 From Veronica Osborne's iPhone : 1
19:36:18 From alcyonegunn : Finally get to catch a Live class!
19:43:26 From Elaine Forbes : I will catch the replay got to run
19:50:55 From Veronica Osborne's iPhone : what are you selling to doctprs if youre trying to get them to listen and connect to patients?
19:54:46 From Coach Khayr : What You Write On Paper MAKES PAPER!!!
19:55:02 From Coach Khayr : VISUALIZATION IS
EEVVVVVVVVVEERRRRYYYTHING!!!
19:55:07 From alcyonegunn : What's written is real!!!!
19:56:07 From Monica Black : Shows your mind your heart is serious!
19:56:15 From Coach Khayr : 8 IS GREAT!!
19:58:00 From Coach Khayr : IT TRANSCENDS ALLLLLLLLL OF THAT!!
20:01:08 From Veronica Osborne's iPhone : Gurl, Yasssss!
20:01:19 From alcyonegunn : Always wondered how they going to get something out of nothing, girl bye.
20:01:21 From Monica Black : can't get ROI on 0
20:01:22 From Coach Khayr : AIN'T NO RETURN ON ZERO!!!!
20:01:32 From Trinette Stanford : Quality costs.
20:01:49 From Coach Khayr : My Purpose & Passion Makes Profits & THAT'S OKAY!!!
20:02:01 From Monica Black : Love it!
20:04:42 From Coach Khayr : M.y
20:04:46 From Coach Khayr : A.uthentic
20:04:52 From Coach Khayr : R.eal
20:04:56 From Coach Khayr : S.elf
20:05:17 From Coach Khayr : The M.A.R.S. Agenda!!!!!! (Be & Do You!!!)
20:10:35 From Coach Khayr : The Interested Expert!!
20:16:46 From Amber Davis : 2nd duh!
20:16:56 From Coach Khayr : 2 times
20:17:01 From Trinette Stanford : 2 definitely
20:17:03 From Veronica Osborne's iPhone : 2
20:17:12 From Monica Black : Get the money 2
20:17:20 From Amber Davis : 2nd one hit the sweet spot
20:23:13 From Coach Khayr : YES, TRANSLATE FOR ME!!!!
20:23:30 From Trinette Stanford : Aprylisms
20:24:18 From Monica Black : Absolutely Trinette
20:26:26 From Coach Khayr : If I'm selling a \$1,000,000.00 service or offer and 100,000 people see it and 1 buys, I'll take that conversion

rate. So yep, It don't really matter like that.

20:26:36 From Coach Khayr : I'm concerned with with my BOTTOM LINE!!!

20:30:51 From Coach Khayr : 20% on 1000 is what I'll take!!!

20:32:51 From Veronica Osborne's iPhone : what are you selling to doctprs if youre trying to get then to listen and connect to patients?

20:33:20 From Veronica Osborne's iPhone : ok

20:33:29 From Veronica Osborne's iPhone : Gog Complex

20:33:34 From Veronica Osborne's iPhone : God

20:33:36 From Coach Khayr : Landing vs Homepage? Please touch on that please for a sec

20:34:23 From Veronica Osborne's iPhone : ok

20:34:24 From Coach Khayr : Can I have a Apryl Definition of what a HOMEPAGE is please?

20:34:48 From Amber Davis : Sounds like you would be selling more loyal patients that will refer their friends and family Veronica

20:36:20 From Shanaya : How important is the language in your bio and on your home page (the welcome to my site) if that is how potential clients first encounter you?

20:36:47 From Veronica Osborne's iPhone : Medical errors are the thrid leading cause of death. Part of the problem is Doctors are not listening to the patients. Increase in misdiagnosis.

20:37:18 From Veronica Osborne's iPhone : Misdiagnosis

20:37:19 From Coach Khayr : Landing page is for SPECIFIC actions and solves SPECIFIC thing. Homepage is where they can just look around and check in.

20:37:43 From Coach Khayr : Ahhhhhh, HOMEPAGE HOOKS PEOPLE!!!!!!
000000KKKK!!!

20:38:37 From Coach Khayr : Landing page is the Yard Sale. You can't come inside.

20:39:21 From Monica Black : Great analogy

20:39:25 From Shanaya : Okay makes sense

20:40:00 From Veronica Osborne's iPhone : I speak

20:40:02 From Coach Khayr : Yard Sale is the extension of my crib. Not offering everything in the crib. Just what I have out side. Is that it Apryl?

20:40:22 From Veronica Osborne's iPhone : Yes

20:40:38 From Veronica Osborne's iPhone : doc

20:40:46 From Veronica Osborne's iPhone : yes

20:41:09 From Veronica Osborne's iPhone : impro facilitator

20:41:28 From Veronica Osborne's iPhone : Improvisational

20:41:33 From Veronica Osborne's iPhone : Comedy

20:41:45 From Veronica Osborne's iPhone : build

20:41:52 From Veronica Osborne's iPhone : yes

20:41:58 From Veronica Osborne's iPhone : ok

20:42:04 From Monica Black : I'm intrigued

20:42:08 From Coach Khayr : I rock with ALL OF APRYL'S COURSES but this BOOK DO NOT SLEEP!!!! COP THE BOOK!!! It will enhance ALLLLL the courses.

20:42:16 From Monica Black : im taking notes

20:42:41 From Monica Black : great

20:43:30 From Coach Khayr : What's the ONE THING she wants to do on the LANDING PAGE???????

20:43:45 From Coach Khayr : THE ONE THING!!!!

20:44:39 From Coach Khayr : What's the ACTION you want them to take on the LANDING PAGE!!

20:44:54 From Coach Khayr : She looking for the whole system. We just asking for the landing page.

20:46:15 From Coach Khayr : A quiz. You may want to offer a quiz Veronica to dissect and discern who's on your page.

20:47:52 From Monica Black : So, it's got to touch the desires of the Physicians? Crossover markets

20:48:13 From Coach Khayr : She needs to understand a "Value Ladder" (Presented in Russell Brunson's "DOT COM SECRETS)

20:48:42 From Coach Khayr : I'm going to post the entire book in the group Apryl. I got the PDF

20:48:55 From Coach Khayr : This Class WAS LITTY!!!!!!

20:49:15 From Coach Khayr : About to get on my homework and hit my landing page NOW!!!

20:49:33 From Coach Khayr : Biggest thing tonight was DEFINING MY TRIBE!!

20:50:07 From Coach Khayr : THE PHILOSOPHY YOU LAID DOWN TONIGHT WAS PRICELESS!!!! Worth the price of the course. Thanks.

20:50:19 From D'Eidra : prework woo woo

20:50:21 From Trinette Stanford : Great info

20:50:30 From April Bewell : good night!

20:50:35 From D'Eidra : P0