

19:26:58 From Apryl Beverly : Whaddup! Starting in 4 minutes.
19:32:03 From Amber Davis : 1
19:32:05 From veronicaosborne : 1
19:32:12 From Trinette Stanford : 1
19:36:30 From veronicaosborne : Who's the tech Guru?
19:37:11 From Coach Khayr : Hot Diggity!!!
19:37:25 From Coach Khayr : And that stuff AIN'T NOOOO JOKE!!!
19:37:44 From veronicaosborne : :-(
19:51:37 From veronicaosborne : So, if they know you from the stage of a comedy club or speaking would you consider them a warm audience?
19:52:15 From veronicaosborne : Okay
19:52:16 From Coach Khayr : FB LIVES
19:52:18 From Coach Khayr : YOUTUBES
19:52:20 From Coach Khayr : TWITTER
19:52:21 From Coach Khayr : IG
19:52:25 From Coach Khayr : LINKEDIN
19:52:28 From Coach Khayr : ALLLLL THAT
19:52:36 From Coach Khayr : Heard about you in jail
19:52:38 From Coach Khayr : lol
19:52:39 From veronicaosborne : But they have not purchased yet
19:52:40 From Coach Khayr : 00ps
19:54:15 From veronicaosborne : Got it
19:54:25 From Nicole : Would a long page work better If you have a primarily cold audience and you are selling an intangible service like coaching?
19:54:30 From veronicaosborne : Yes
19:54:47 From D'Eidra : Is what she's offering relative to the comedy club?
19:54:54 From Coach Khayr : Isn't spending money "HOT AUDIENCE" status?
19:55:13 From veronicaosborne : Several comedians
19:55:50 From Nicole : Price point under \$400
19:56:05 From Nicole : Group masterclass
19:56:33 From Nicole : Gracias
19:56:45 From Nicole : No more than 2 payments
19:58:16 From Coach Khayr : I can buy earrings if she cute :-)
19:58:39 From D'Eidra : LOL
19:59:08 From Nicole : YES
20:00:34 From Monica Black : because they know they're going to shift to auto pilot
20:00:35 From Coach Khayr : \$5 to \$10 a benefit is my rule of thumb.
20:02:23 From Nicole : ok
20:04:28 From veronicaosborne : Completion of course
20:04:31 From D'Eidra : Actually getting the course created
20:04:38 From Coach Khayr : Raving Clients fast
20:04:43 From Amber Davis : attract clients
20:04:53 From Coach Khayr : "RAVING"
20:08:56 From veronicaosborne : Pain story: Large dosages of inflammation increases chances of myocardial infarction
20:08:56 From Nicole : yup

20:08:58 From D'Eidra : Yes
20:08:59 From Coach Khayr : THIS IS POWERFUL!!!!
20:09:01 From Amber Davis : yes
20:09:07 From Trinette Stanford : Yes - got it.
20:09:09 From Trina : yes
20:09:31 From Coach Khayr : I HEAR COINS ROLLING INTO MY PAYPAL!!!
20:11:45 From Coach Khayr : NAAASSSTTTYYYY!!!
20:12:06 From Coach Khayr : "action words at the front of the bullets"
#HardBody
20:12:36 From Monica Black : save my seat!
20:12:41 From Coach Khayr : "Lemme Get That"
20:13:18 From Nicole : That's how I signed up for this course
20:15:01 From D'Eidra : She already knows that LOL
20:17:22 From Trina : wow, that's hot! you are a creative genius!
20:18:07 From Coach Khayr : Some people who use your free stuff will give you a testimonial.
20:18:40 From Coach Khayr : Whether they paid for it or not is irrelevant in a testimonial. (in my experience)
20:22:42 From Nicole : I saw landing page and looked for the buy button
20:24:05 From Monica Black : lol Nicole
20:25:00 From veronicaosborne : 1
20:25:03 From D'Eidra : 1
20:25:04 From Coach Khayr : 1
20:25:05 From Trina : 1
20:25:05 From Trinette Stanford : 1
20:25:38 From veronicaosborne : 1
20:25:42 From Trinette Stanford : 1
20:25:43 From D'Eidra : 1
20:27:41 From Nicole : Thank you. You rock Apryl!
20:32:43 From D'Eidra : What's the schedule for feedback on last week's WIN Task?
20:32:51 From Coach Khayr : Thinking about putting all the components together from week 1 till now is AAA L0000TTTTT
20:33:01 From D'Eidra : Perfect! Thanks!!
20:33:06 From veronicaosborne : This course i'm planning is not sexy but it's focused on prevention and maintenance of keliods. What's your opinion on the approach?
20:33:10 From Coach Khayr : No trip to Miami for me this Weekend.
20:33:30 From veronicaosborne : ok
20:33:33 From Coach Khayr : TELL THEM THE BENEFITS!!!
20:34:04 From Coach Khayr : What do people with keloids want to here i.e. "ON THIER LEVEL."
20:34:08 From Coach Khayr : hear
20:34:08 From veronicaosborne : This is to empower potential patients
20:34:20 From veronicaosborne : no
20:34:44 From veronicaosborne : I do talk to doctors but this one is for patients
20:34:50 From Monica Black : so no jargon
20:34:58 From veronicaosborne : No, you're right

20:35:44 From Monica Black : what kind of results can they expect
20:36:07 From Monica Black : absolutely
20:36:24 From Monica Black : but it's sexy here
20:36:27 From Coach Khayr : "Customer Discovery" is what you need
@Veronica. What do 100 people with Keloids DESIRE and WHAT IS THEIR
PROMISE LAND????
20:36:38 From veronicaosborne : Right
20:36:58 From veronicaosborne : Thank you
20:37:12 From Coach Khayr : When they tell you the struggle, you re-
write it back to them.
20:37:22 From Coach Khayr : WORD BOSS Apryl taught me that!!!
20:37:23 From veronicaosborne : Cool Beans
20:37:39 From Monica Black : bounce
20:37:56 From Coach Khayr : TODAY WAS A 10!!!!
20:38:01 From D'Eidra : Have a safe and happy Labor Day!!!
20:38:02 From Coach Khayr : 1 question.
20:38:15 From Coach Khayr : Submit this as a email or a file in the
group?
20:38:20 From Coach Khayr : the homework?
20:38:43 From Coach Khayr : Can I put it on a page on a mock site?
20:38:51 From Coach Khayr : and just send you the link?
20:39:00 From Coach Khayr : I get to practice. Thanks.
20:39:09 From Coach Khayr : DUECES!!!!
20:39:15 From Coach Khayr : THIS WAS A 10!!!
20:39:23 From Nicole : Thank you! Good stuff everone!
20:39:28 From Monica Black : Done and dusted
20:39:30 From Coach Khayr : STICK A FORK IN IT!!!!
20:39:42 From Monica Black : happy holiday