

WELCOME

APRIL COACHING CALL



Inbox Insight

- Weekly “go-to” point
- Weekly Coaching
- Important News & Upcoming Events



Good Vibes Tribe

- Get in a groove (1-2x week check in)
- Tribe Talk is open and awesome
- New Tribe-Driven Coaching Calls



Upcoming Advisors

April 19: Lifestyle Office Hours

April 26: Launch Office Hours

April 26: Lifestyle Coaching Call

May 12 – 14: Value U. Virtual Retreat

FOR TODAY'S QUESTIONS

[slido.com](https://www.slido.com), [#GoodVibes](https://twitter.com/GoodVibes)

on your phone or second screen



LIMITLESS COACHING CALL

April 12, 2021

Communicating & Engaging With Your Value

TODAY'S COACHES



STEPHANIE BOGAN
Limitless Advisor



CANDICE CARLTON
FiComm



JULIE LITTLECHILD
Absolute Engagement

Personal Launch Plan

- Get Clear, Get Focused, Get to Work
- Strategy & Planning Support
April 20, 12:30–2:00 PT



DELIVERING (a new kind of) VALUE



Tangible



Brand
Promise



Intangible

THE ENGAGEMENT CYCLE



1. Defining

2. Packaging

3. Communicating

4. Delivering

ENGAGEMENT

Initial Inquiry

On-going

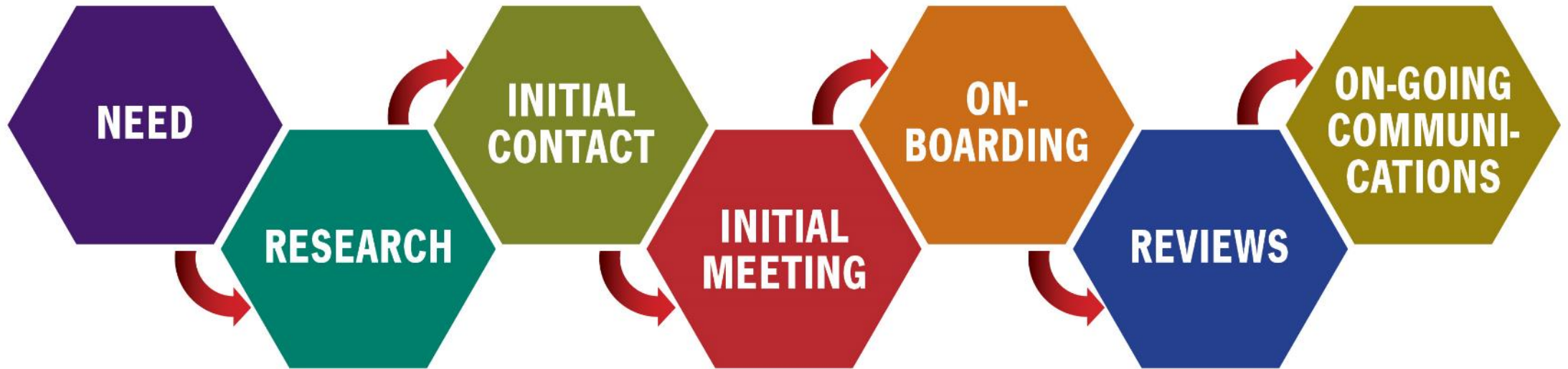
Client satisfaction makes
you just as good as
everyone else.

Engagement is a
higher standard.



ABSOLUTE
ENGAGEMENT

Differentiate Through DESIGN



CAUTION!

You are not a proxy
for your client's needs
and expectations.





VIRTUAL Value

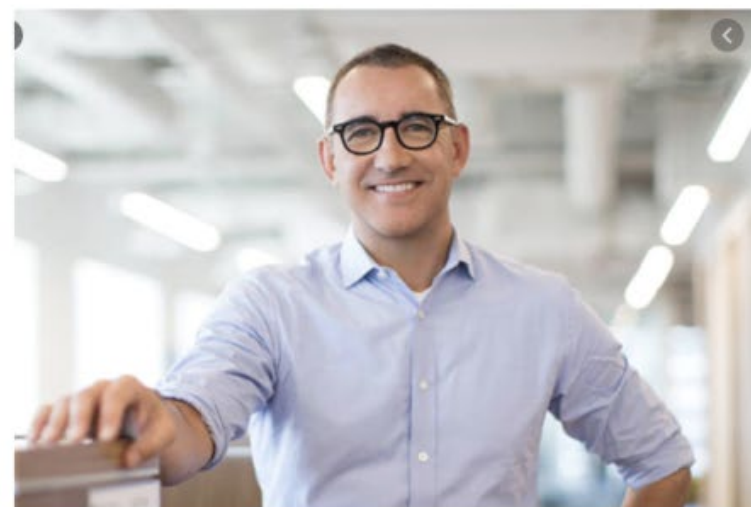
- Old School vs. New Skool
- Authenticity > Production Value
- Yes, I'll judge you by your technology

OLD SCHOOL



- create credibility
- over-professional language
- top-down expert

NEW SKOOL

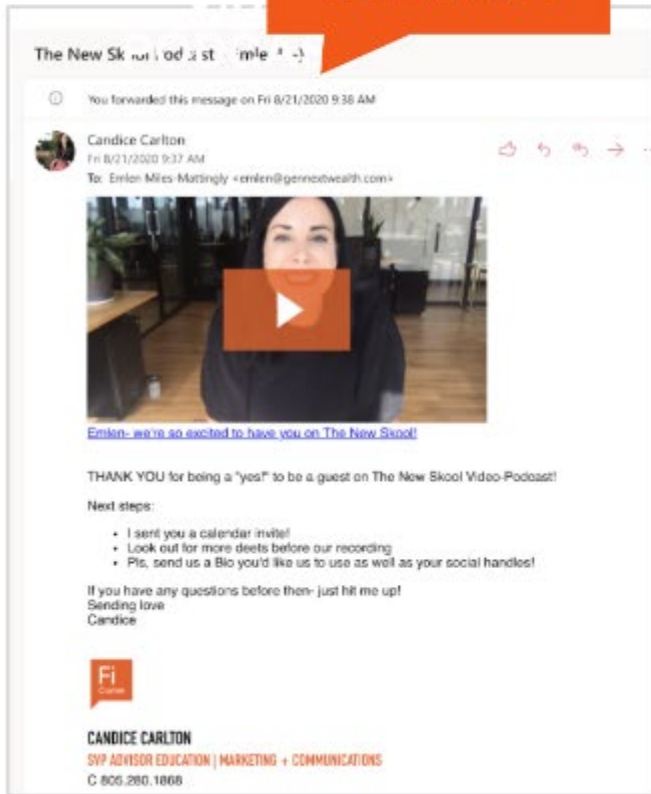


- drive connection
- human to human language
- authenticity



USE ACROSS YOUR EXPERIENCE

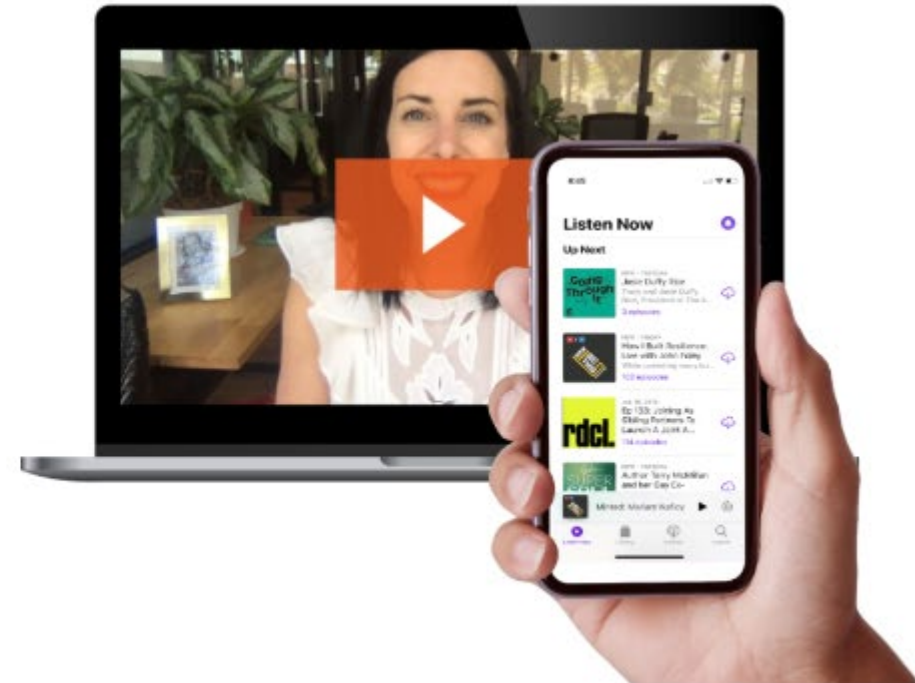
1:1 EMAIL



WEBSITE +
SOCIAL



1: MANY



LIMITLESS

- 1 | Member Advisory Board
- 2 | May Retreat Update
- 3 | Office Hours

Watch
Tribe
for
Prework



LIMITLESS Q&A