

## JFDI with Bon Q&A Live Zoom Chat 18 November 2021

11:32:28 from constance Zaytoun (she.her): hey Gladys! haven't seen you in a while!  
11:32:42 from Gladys Perez: Hi, so good to see you all!  
11:36:04 from David Manship: Hey Jackie!!!  
11:37:27 from Jacqueline Steiger: Hiiii dave! and Kathi! so good to see you  
11:38:00 from Jacqueline Steiger: I thought I was #1 hot seat bon! I appreciate that lolol  
11:39:09 from Jacqueline Steiger: that's amazing Kristen!  
11:40:12 from Jacqueline Steiger: how cool  
11:41:06 from Jacqueline Steiger: dang what a great TIME for this  
11:41:44 from constance Zaytoun (she.her): and I just did Dana's KICKASS bootcamp!!  
11:41:49 from Jacqueline Steiger: I watched your SMFA summitt this year! how nice to "meet" you again  
11:42:23 from Gladys Perez: OMG I didn't know that!  
11:42:46 from constance Zaytoun (she.her): except when one of you threw up on the other person's shoes in the bathroom at the game!  
11:43:34 from Jacqueline Steiger: omg aircheck is brilliantttttt  
11:44:13 from Bonnie Gillespie (she|her): We're finally cloning Dave!  
11:44:38 from Jacqueline Steiger: this sounds incredible!! I love it  
11:45:19 from Jacqueline Steiger: SO needed  
11:45:52 from Jacqueline Steiger: how wonderful!  
11:47:51 from Gladys Perez: I have a client for you, Jackie!!  
11:47:52 from constance Zaytoun (she.her): i need you!!!!  
11:47:54 from constance Zaytoun (she.her): NOW  
11:48:39 from Bonnie Gillespie (she|her): Makes sure the course is a course and not just a vomit-page of things you know.  
11:49:34 from Jacqueline Steiger: there's a huge difference between knowing a lot about something and knowing how to teach that thing  
11:50:55 from Gladys Perez: Everybody is a course creator nowadays but not everyone knows how, so it's easy to become prey.  
11:51:36 from Jacqueline Steiger: www.magichourid.com  
11:51:37 from Gladys Perez: Sometimes I'm down 3 lbs and can't focus, and others I'm up but focused. And hot.  
11:52:11 from constance Zaytoun (she.her): but so tricky to capture...!  
11:52:33 from Gladys Perez: Listening, gotta go off camera  
11:53:24 from Jacqueline Steiger: @Kristen where can I find out more about your Higher Self portraits?  
11:56:58 from Bonnie Gillespie (she|her): Big same, here.

11:57:13 from Jacqueline Steiger: that is why I paid a person for my webdesign - they were a container to hold all my website anxieties  
11:57:37 from Dana Middleton: Me, too. And I'm so happy with my new website  
11:57:47 from constance Zaytoun (she/her): also, they "see" in a way that i do not!  
11:57:55 from Dana Middleton: Yep  
11:57:55 from constance Zaytoun (she/her): they are not attached & find the message  
11:59:56 from Bonnie Gillespie (she/her): #SaturnTimeLord  
12:00:01 from Bonnie Gillespie (she/her): Break that shit DOWN  
12:00:15 from constance Zaytoun (she/her): yaaaaaaaas! i made my actor page SO DAMN EASY  
12:00:21 from David Manship: Or start with what's fun  
12:00:54 from Kristen Girard: Thank you all! I have to go now! Thank you!  
12:02:24 from Bonnie Gillespie (she/her): And we feel like we're cheating someone when we don't pack in ALLLLL the A to Z stuff.  
12:02:28 from Bonnie Gillespie (she/her): All people want is A to B.  
12:02:31 from Bonnie Gillespie (she/her): And then B to C.  
12:02:36 from Bonnie Gillespie (she/her): And then a review of A to B.  
12:02:41 from Bonnie Gillespie (she/her): And so on.  
12:02:47 from Dana Middleton: That is so great, Bonnie.  
12:03:43 from Jacqueline Steiger: that's sO good  
12:04:42 from Dana Middleton: Can you start delivery in LA, Constance?!!  
12:08:27 from Jacqueline Steiger: like a gym membership  
12:11:42 from Jacqueline Steiger: what if you picked a default # of times and allowed all those options?  
12:17:48 from David Manship: Why only 2?  
12:20:59 from David Manship: If they don't want it they can opt out that week  
12:21:27 from Dana Middleton: Part of what they are paying for is you taking them on an adventure and trying something new  
12:22:22 from Jacqueline Steiger: they do not allow substitutions and they are a burger place THAT HAS NO KETCHUP  
12:23:01 from Jacqueline Steiger: you're removing the choice paralysis and providing them tasty surprise!  
12:25:35 from Bonnie Gillespie (she/her): Thank you for letting us HOT SEAT you on this.  
12:26:13 from Rhianna Basore: I think the prices are too low  
12:26:41 from Gladys Perez: Raise them by 50%  
12:26:57 from Rhianna Basore: Subscription model price  
12:28:16 from Jacqueline Steiger: no one has to put on pants to receive this curated experience

For more support of your **Enoughness Journey** and the **Expansive Capacity** mastermind, visit [bonniegillespie.com](http://bonniegillespie.com).

Bonnie Gillespie

12:28:17 from Rhianna Basore: They are paying for convenience, education, and fun, that's extra!

12:28:50 from Bonnie Gillespie (she|her): Mom's escape in the bathtub. YES!

12:28:53 from Bonnie Gillespie (she|her): OMG.

12:28:55 from Dana Middleton: You are a luxury item

12:28:56 from Bonnie Gillespie (she|her): Soooooooo luxe.

12:29:02 from Bonnie Gillespie (she|her): Venus this shit.

12:30:48 from Bonnie Gillespie (she|her): We associate low quality with low prices.

12:31:04 from Bonnie Gillespie (she|her): New York prices.

12:31:25 from David Manship: You just scrolled down and I saw the "Cheesecake Factory Menu" of offerings. And I don't see a way to order extra snacks

12:34:36 from David Manship: Have soooo much fun

12:35:00 from Jacqueline Steiger: nice to meet you too!

12:35:16 from Gladys Perez: I have a vent

12:38:17 from Jacqueline Steiger: this sounds like it's about THEM and they projected it onto you (I had this happen with a client earlier this year)

12:45:00 from Jacqueline Steiger: if your work involves providing them a reflection of themselves, and it turns out they don't like the way they are reflected (even if you've told them how it works every step of the way) it can be jarring and weird!

12:46:59 from Bonnie Gillespie (she|her): LOVE THIS

12:47:27 from Bonnie Gillespie (she|her): Like the "move to LA" chapter in SMFA — all the blurbs from NON-LA people on why they chose their market and how it is there.

12:52:31 from David Manship: Thanks Bon!!!!

12:53:53 from David Manship: We don't bite Jackie

12:55:46 from Dana Middleton: Jacqueline, what are you on Insta?

12:56:55 from David Manship: Gotta Go

12:57:11 from Jacqueline Steiger: @magic\_hour\_consulting on IG

12:57:19 from Jacqueline Steiger: @magic\_hour\_id on twitter

13:02:34 from Dana Middleton: What date?