

## JFDI with Bon Module 3 Live Zoom Chat 22 March 2020

10:59:33 From Thalma de Freitas: Good mornig!!  
10:59:52 From Rhianna Basore: good morning!  
11:00:08 From Victoria Prather: I sound nasal due to some allergies  
11:00:29 From Gladys Perez: Allergies kicking my butt over here in NYC!  
11:00:30 From Constance Zaytoun: vocal rest so good, sugar!  
11:00:36 From Rhianna Basore: I slept like a Rockstar last night! I needed it and I feel revived but mellow.  
11:00:47 From Bradley Nikoal Williams: Doing fine thanks  
11:01:07 From Rhianna Basore: Take care of your voices and throats - it's one of the vulnerable places to be mindful of right now.  
11:02:17 From Lenka Šilhánová: Oh yeah! :D  
11:02:39 From Kathi Carey: So do I (we — me and Dave)  
11:02:46 From Khalid Rivera: .....  
11:02:52 From Kathi Carey: And we're more excited about that, too!  
11:03:04 From Khalid Rivera: The tech stuff I'm curious about  
11:06:25 From David Manship: First Level I to BROADLY reach people who are somewhat interested in what you do. They are the start for broadening your social network  
11:11:30 From Quincy Cho: they don't know anything  
11:11:55 From David Manship: How to find your target shows  
11:12:05 From Tanya Perez: it's the person who says "how do I make a tv show"  
11:12:30 From Tanya Perez: "how do I be an actor"  
11:12:39 From Quincy Cho: what shows should I be on?  
11:12:51 From Berry Newkirk: people tell me I have a good voice and should do voice over  
11:12:56 From Quincy Cho: what's the difference between tv comedies?  
11:13:01 From Quincy Cho: tv dramas  
11:13:34 From Gladys Perez: why do some people do one kind of show and not others? Can't they do both? ... leads to typing explanation.  
11:13:47 From David Manship: Be careful to not violate Casting About Proprietary info. Gary Marsh is not afraid to sue  
11:14:06 From Khalid Rivera: He sues everybody  
11:14:23 From Tanya Perez: "how do get on one of my favorite programs"  
11:14:58 From Rhianna Basore: You could  
11:15:01 From Rhianna Basore: high touch event  
11:15:10 From Alex Ryan: David, do you know what his IP is?  
11:15:14 From Gladys Perez: private coaching for meeting the family, etc.  
11:15:20 From Gladys Perez: sports nuts, etc.  
11:15:43 From Quincy Cho: literally was gonna say that bons  
11:16:06 From Quincy Cho: 10 things to know/do to prepare for your friend's Super Bowl party  
11:16:10 From Tanya Perez: " tell me what I need to know about football'

11:16:20 From Kathi Carey: It's difficult to feel like the stuff that seems to come so easily to us is worth anything.

11:16:41 From Alex Ryan: yes kathi!

11:16:53 From David Manship: Gary's IP is what Casting About generates. You can't just go to Casting about and reformat the info. You would have to do what they have researched. Gary bought that company for Breakdown.

11:17:11 From Tanya Perez: "how many players on a football team?"

11:17:18 From Alex Ryan: Thanks David

11:17:34 From Kathi Carey: Remy — watch a basketball game together and you describe exactly what's going on and have them do the same and you give them notes.

11:17:48 From Kathi Carey: Or football or whatever.

11:18:03 From Tanya Perez: And I went to Florida State and lived next to players

11:18:04 From Rhianna Basore: how do we know if its basic enough?

11:18:12 From Constance Zaytoun: i could see you teaching a buyer with a recorded game.

11:18:40 From Gladys Perez: Great idea, Constance.

11:18:43 From Constance Zaytoun: especially now when no games are being played!

11:18:52 From David Manship: I look backward. WHO IS THE AUDIENCE and what are they expecting to learn about interacting with what you do. What they want to learn or why they are there will help you decide what they need to know.

11:18:52 From Gladys Perez: ALso, use clips to show out of the ordinary plays, etc.

11:20:15 From Desiree Mee Jung: Also breaking down Sport Center shows and why they're talking about certain highlights

11:23:32 From Rhianna Basore: Team Bon!

11:24:42 From David Manship: Remember the exercise we did about target buyer. Then ... Male or female, What do they look like when they start at level 1. This will help you figure out what to offer to get them started

11:24:53 From Quincy Cho: yesss

11:25:35 From Victoria Prather: Bless their little hearts

11:25:43 From Kathi Carey: So my unaware buyer are actors who have no idea that they ought to be creating content for themselves. A-ha!

11:27:25 From Khalid Rivera: makes sense. getting my levels together

11:28:44 From Tanya Perez: what is Mac Write?

11:28:48 From Alex Ryan: no idea

11:29:05 From Khalid Rivera: omg google it. It was a big deal

11:29:16 From Tanya Perez: what is that?

11:29:16 From Rhianna Basore: what is it?

11:29:22 From Rhianna Basore: hhaha #jinx

11:29:44 From Thalma de Freitas: I'm such your customer Gladys, rs!

11:30:13 From Berry Newkirk: I paid someone like \$200 or so to fix my resume

11:30:38 From Desiree Mee Jung: 100%!

11:30:41 From Quincy Cho: omg I needed your resume builder a few years ago lulz

11:31:11 From Berry Newkirk: look at upwork and fiverr as a place where you can market your skill Gladys

- 11:31:44 From Khalid Rivera: yep I am thinking about Fiverr for my specific skills and offering as well
- 11:33:10 From Berry Newkirk: stop doing it for free
- 11:33:31 From Berry Newkirk: my anxiety and lack of knowledge is why I paid so much
- 11:34:09 From David Manship: Julie is looking. Wanting to find the right one in life and in HR
- 11:34:34 From Quincy Cho: yesssssss
- 11:34:35 From Khalid Rivera: Oh yes Bradley I heard great things about that show. Not my cup of tea but def watch it hon
- 11:34:46 From Quincy Cho: loveeeee
- 11:34:54 From Bradley Nikoal Williams: I have a question on my offering.
- 11:35:13 From Bradley Nikoal Williams: Will do Khalid and Bonnie
- 11:35:18 From Quincy Cho: maybe like 2-4
- 11:35:19 From Alex Ryan: 3-5 things
- 11:35:20 From Constance Zaytoun: so is this a design issue?
- 11:35:22 From Gladys Perez: 5
- 11:35:25 From Kathi Carey: 3-5
- 11:35:35 From Constance Zaytoun: not a reading offering?
- 11:35:36 From Kathi Carey: Odd numbers are good
- 11:35:39 From Bradley Nikoal Williams: 2 books on my coffee table
- 11:35:49 From Bradley Nikoal Williams: 3 could be do-able though
- 11:36:07 From Constance Zaytoun: yes!
- 11:36:39 From Quincy Cho: ohhhh
- 11:36:45 From Berry Newkirk: obliger stuff
- 11:36:49 From Quincy Cho: what if rhirhi did a quiz for what kind of book reader you are
- 11:36:51 From Lenka Šilhánová: There are actually #bookinfluencers on IG, check out the hashtag and what they write or how they do their IG feed. Might be a great source of inspiration.
- 11:36:54 From David Manship: Then try and see what 5 things are on Celeb coffee tables.
- Interview them
- 11:37:02 From Quincy Cho: or a book character
- 11:37:09 From Gladys Perez: I like the quiz idea, Quincy
- 11:37:20 From Desiree Mee Jung: YES! Love the quiz, too Quincy!
- 11:37:26 From Alex Ryan: me 17!
- 11:37:33 From Quincy Cho: or are you like Jo from Little Women? etc.
- 11:37:39 From Quincy Cho: like name them archetypes from famous books
- 11:37:47 From Alex Ryan: Like the updated broadened Sex & the City quiz
- 11:37:57 From Alex Ryan: Hire Gladys!
- 11:38:08 From Quincy Cho: you can make your quiz here: <https://www.quiz-maker.com>
- 11:38:39 From Tanya Perez: OMG @Quincy!! Yes!! Thank you!!
- 11:38:59 From Rhianna Basore: Love these quiz ideas, @quicny
- 11:39:04 From Berry Newkirk: thanks quincy!
- 11:39:06 From Rhianna Basore: @lenka, yes, thank you! <3

11:39:10 From Quincy Cho: <3 <3 <3  
11:39:20 From Quincy Cho: I remember these!!!!  
11:41:39 From Gladys Perez: LOL Thanks, Alex!  
11:41:50 From Quincy Cho: this makes me think that my consultations might've been priced incorrectly  
11:41:56 From Gladys Perez: Had to turn off cam bc hubby is at Trader Joe's and challenged.  
11:42:20 From Alex Ryan: Gladys, he ok?  
11:42:24 From Rhianna Basore: @quincy the one thing I'm learning is that creatives undervalue everything they offer  
11:42:32 From Rhianna Basore: and they offer constantly  
11:42:35 From Alex Ryan: right???  
11:42:41 From Gladys Perez: Yeah, there's a lot of people. He's stressed.  
11:42:52 From Alex Ryan: :/ So tricky, G!  
11:43:02 From Gladys Perez: We totally undervalue, yes. And yes, Alex!  
11:43:25 From Gladys Perez: What about newsletters, getting them on the list?  
11:44:19 From Gladys Perez: "I'm a delicate flower! Help!"  
11:45:24 From Constance Zaytoun: so what was your "pricing" for hot sheets?  
11:46:03 From Constance Zaytoun: or is that not the real offering?  
11:46:17 From Victoria Prather: lol  
11:46:19 From Victoria Prather: SO SO TRUE  
11:46:24 From Lenka Šilhánová: :D  
11:46:27 From Alex Ryan: haha!!  
11:46:35 From Gladys Perez: I'm like Victoria, but this is fascinating!  
11:46:35 From Constance Zaytoun: V gives it out so generously!  
11:46:35 From Rhianna Basore: confusedmind says no  
11:46:47 From Gladys Perez: yes @Rhianna!  
11:48:13 From Gladys Perez: would you say multiple dating or polyamory? What is the difference?  
11:50:38 From Tanya Perez: ooooooooooooo, I love that name January  
11:50:39 From Alex Ryan: LOVE THAT  
11:50:43 From Berry Newkirk: amazing  
11:50:46 From Alex Ryan: "Your guide to spice!"  
11:50:55 From Tanya Perez: Guide to Spice is sexy AF  
11:51:00 From Desiree Mee Jung: YES!  
11:51:00 From Victoria Prather: Talk about SPICE GIRL  
11:51:02 From Victoria Prather: lol  
11:51:06 From Gladys Perez: Fire!  
11:51:11 From Tatiana Cesso: Great brand!!!  
11:51:56 From David Manship: It is perfect to build a community with its own different levels.  
11:52:37 From Tanya Perez: Yeah, because as an unaware I would assume that multiple dating was just dating a lot

- 11:53:18 From Khalid Rivera: Oh gosh I don't know the name for my service/company!
- 11:53:36 From Remy OBrien: And guys I've worked with Berry. He's great
- 11:53:38 From Denise Ivanoff: until my hairstylist mentioned it a couple of months ago, I didn't know people did polyamory outside of religious cults.
- 11:54:15 From Quincy Cho: coool
- 11:54:18 From Kathi Carey: That's great marketing — Which Woo Are You?
- 11:54:19 From Quincy Cho: yessssss
- 11:54:22 From Quincy Cho: I want to take this quiz
- 11:54:24 From David Manship: Which WOO are You!!!
- 11:54:24 From Rhianna Basore: Quiz
- 11:54:28 From Khalid Rivera: Yeah Polyamory is a trend now. Especially within the Brooklyn hipsters.
- 11:54:28 From Quincy Cho: which woo are oyu!!!!
- 11:54:32 From Quincy Cho: yessssss!!!!
- 11:54:34 From Gladys Perez: A friend of mine is a therapist and specializes in polyamorous peeps.
- 11:54:43 From Gladys Perez: Love "which woo are you?"
- 11:54:54 From Denise Ivanoff: I want to take the quiz!
- 11:55:01 From Bradley Nikoal Williams: That's cool Gladys
- 11:55:05 From Constance Zaytoun: self-assessment quizzes rule!
- 11:55:20 From Bradley Nikoal Williams: I love which woo are you
- 11:56:25 From Rhianna Basore: she's like a gold miner for truth
- 11:56:42 From Gladys Perez: We all have to get Laura on our lists!
- 11:56:55 From Rhianna Basore: she's the best - agree!
- 12:00:21 From Tanya Perez: I have to pop off in a minute but I love all this and thank you!!! I have some many ideas for CI now!! Yay!!
- 12:05:53 From Bradley Nikoal Williams: Now I have to look up Brooklyn hipsters, thanks Khalid
- 12:06:29 From Gladys Perez: Whooo!!
- 12:07:11 From Victoria Prather: Money!
- 12:07:19 From Alex Ryan: yes victoria!
- 12:07:20 From Alex Ryan: Money
- 12:07:24 From Lenka Šilhánová: Technology fobia
- 12:07:31 From Gladys Perez: Money
- 12:07:38 From Quincy Cho: you could do a quiz for this too, which ends up telling you... You need to crate your own content!
- 12:07:40 From Gladys Perez: Time, too many responsibilities
- 12:07:40 From Quincy Cho: lulz
- 12:07:40 From Berry Newkirk: money and people
- 12:07:51 From Alex Ryan: YEA
- 12:07:52 From Bradley Nikoal Williams: what Gladys said!
- 12:07:54 From Berry Newkirk: definitely
- 12:07:58 From Remy OBrien: I'd buy it



12:08:00 From Victoria Prather: I'd BUY THAT  
12:08:08 From Desiree Mee Jung: Yup! Count me in!  
12:08:15 From Gladys Perez: I'd totally buy it!  
12:08:19 From David Manship: Yeah not unlike Dov Simmonds 3 day film school (back in the day)  
12:08:38 From Gladys Perez: OMG I remember that.  
12:09:56 From Tatiana Cesso: I feel the same way!!! Too much ideas  
12:11:22 From Alex Ryan: yes Tatiana  
12:11:44 From Rhianna Basore: oooooooooooooo  
12:11:47 From Quincy Cho: HAHAHAAAA  
12:11:52 From Gladys Perez: I wanna buy everyone's products! LOL!  
12:11:58 From Gladys Perez: Tarot Curious is great.  
12:11:58 From Rhianna Basore: All genius!  
12:12:00 From Alex Ryan: Gladys you're awesome  
12:12:01 From Alex Ryan: and YES  
12:12:20 From Gladys Perez: Use code JFDI for 10% off. :)  
12:12:32 From Alex Ryan: hahaha!  
12:12:34 From David Manship: Love Tarot Curious because they have self identified themselves as level 1  
12:12:35 From Berry Newkirk: lol. Love it  
12:15:58 From Quincy Cho: start small  
12:18:12 From Quincy Cho: hi thalma! so nice to match your voice to your face (: heard bonnie walk through your idea on the virtual call from a few weeks ago!  
12:18:21 From Kathi Carey: Ditto  
12:18:24 From Lenka Šilhánová: Yeah!  
12:18:35 From Bonnie Gillespie: <https://expansivecapacity.com>  
12:18:38 From Quincy Cho: expansive capacity is amazeballs!!!!  
12:18:50 From Kathi Carey: Love expansive capacity  
12:19:23 From David Manship: I love music for your kitchen (this product generates subscribers because people cook everyday).  
12:19:49 From Quincy Cho: love that idea @david  
12:20:02 From David Manship: Music for your life. Soundtrack for your life  
12:20:13 From Gladys Perez: Gotta drop off now. Can't wait for this replay! So many ideas!!  
12:20:18 From Gladys Perez: xoxo  
12:20:24 From Alex Ryan: Yay Gladys! Hope your hubs is good!  
12:20:24 From Quincy Cho: also, at my dance studio, we do "movement meditation," where we move just to get into flow and get centered with ourselves  
12:20:28 From Bonnie Gillespie: So long, Gladys!  
12:20:39 From Remy OBrien: bye Gladys  
12:25:20 From Khalid Rivera: none of it i get on how to do it  
12:25:23 From Constance Zaytoun: i'm trying to figure out virtual tip jar stuff  
12:26:41 From Khalid Rivera: None of it I don't get on how to do it on the tech side.

- 12:28:00 From Rhianna Basore: I use Mailchimp and it's pretty easy.
- 12:28:13 From Kathi Carey: I use Mailchimp, too. Easy. NO brainer.
- 12:28:15 From Victoria Prather: Same - I have used Mailchimp for a number of years
- 12:28:20 From Rhianna Basore: I also have the freebie hosted on my website so I can track how many emails convert to a download
- 12:29:41 From Rhianna Basore: okay, need to scoot. Will ask questions about shopping carts in the dojo. THANK YOU! <3
- 12:30:17 From Lenka Šilhánová: I purchased Sendy from Amazon, it's cheaper than most, but a headache to set up. I also used ActiveCampaign (also paid) for more advanced stuff, but learned it was not necessary in the beginning. It's a nice tool when it comes to user experience though. Not too difficult to navigate unlike some tools.
- 12:30:29 From Khalid Rivera: So is that for model 3 or this for the other further modules?
- 12:31:39 From Constance Zaytoun: ASK
- 12:31:50 From Tatiana Cesso: Also, on Mailchimp you have access to how people navigate your email, links they click etc
- 12:33:48 From Quincy Cho: interesting
- 12:33:51 From Khalid Rivera: Just need clarification on what our HW assignment is for this module.
- 12:33:54 From Tatiana Cesso: Do you have tips on how to title these emails in order to have more openings
- 12:33:54 From Quincy Cho: that's really cool
- 12:34:57 From Alex Ryan: anyone else overwhelmed?
- 12:35:02 From Remy OBrien: yes
- 12:35:18 From Alex Ryan: ok phew
- 12:35:29 From Brigid Abreu: Yes! <3 Overwhelmed and grateful to have an abundance of ideas, though, right?!
- 12:35:59 From Berry Newkirk: nice.
- 12:36:00 From Alex Ryan: Yes Brigid! For me it's more in the implementation
- 12:36:08 From Brigid Abreu: I feel you 100%
- 12:36:15 From Alex Ryan: ♥ ♥
- 12:37:44 From David Manship: Red Flags in your contract
- 12:38:12 From Berry Newkirk: also a bit overwhelmed but excited
- 12:38:19 From Quincy Cho: or what to include
- 12:38:24 From Kathi Carey: What the words mean
- 12:38:34 From Quincy Cho: "here's the breakdown of your contract"
- 12:38:36 From Quincy Cho: yes!
- 12:38:47 From David Manship: Yes, If you spot these red flags you need help
- 12:38:51 From Quincy Cho: and I'm sure you'll have the same questions over and over again
- 12:39:05 From Quincy Cho: you can create a PDF doc for those that people can reference
- 12:40:00 From Constance Zaytoun: so helpful!!
- 12:41:02 From David Manship: Pick a little thing. Dollar pancake
- 12:41:08 From Quincy Cho: oh I love that

- 12:41:10 From Alex Ryan: my overwhelm is next steps. from idea to practice
- 12:41:12 From Quincy Cho: silver dollar pancakes!!!!
- 12:41:27 From Kathi Carey: @Q\_Gold dollar pancakes!!
- 12:41:48 From Quincy Cho: platinum dolla dolla bill pancakessss !
- 12:42:14 From Kathi Carey: Diamond encrusted doll doll bill pancakessss!
- 12:43:17 From Quincy Cho: diamond encrusted dolla dolla bill pancakes with a gooey center that pops out a money-making baby dragon!
- 12:43:20 From David Manship: You can (should) copyright your content
- 12:43:28 From Lenka Šilhánová: How?
- 12:43:41 From Lenka Šilhánová: Isn't copyright automatic?
- 12:44:32 From Liza Callinicos: Great stuff, can't wait to get well and catch up and join in - thank you:)
- 12:49:06 From Berry Newkirk: Steal like an artist
- 12:49:12 From Berry Newkirk: he also wrote share your work.
- 12:49:19 From Berry Newkirk: Which is great too.
- 12:49:44 From Bonnie Gillespie:  
<https://www.facebook.com/denisedt/posts/3048278138536629>
- 12:49:54 From Alex Ryan: read it this morning! Love!
- 12:50:02 From Kathi Carey: Read it! It's great!
- 12:50:04 From Berry Newkirk: was a great post
- 12:50:17 From Thalma de Freitas: Yes, perfect post from Denise
- 12:57:45 From Quincy Cho: gotta pop off. I'll catch everyone later! <3 xxoq
- 12:59:07 From Denise Ivanoff: if they locked it down that says something too!
- 12:59:40 From Alex Ryan: Bye Q!
- 13:01:54 From Alex Ryan: Ok I have to jet. Can't wait for the replay! Love you all you're kicking ass!
- 13:02:44 From Berry Newkirk: Find husbands who talk sports via twitter and look at their wives?
- 13:02:47 From David Manship: Because she wants to engage with guys
- 13:04:08 From David Manship: Why does a girl want to know about sports???
- She wants to talk to guys and be interesting and be interested in
- 13:04:32 From David Manship: Don't try and find everyone
- 13:04:33 From Thalma de Freitas: Remy: I see your buyer as If my new boyfriend loves sports and I wanna be able to talk to him about it, I want him to know I'm dedicated to know his passion as well and be happy with it... I'll be able to befriend is friends who love sports as well ( hope it helps )
- 13:05:04 From David Manship: DONT be a sports widw
- 13:05:11 From Brigid Abreu: look up "crash course in football" and see what you get
- 13:05:13 From Brigid Abreu: etc
- 13:05:28 From David Manship: But also can help people find relationships
- 13:06:03 From Berry Newkirk: fantasy football is a big one.
- 13:07:11 From Thalma de Freitas: Stay blessed everyone!!
- 13:07:16 From Rita Casman: Love ya all!



13:07:17 From Constance Zaytoun: how to keep your mind blown when your loved one says fantasy football