

JFDI with Bon Module 5 Live Zoom Chat 26 March 2020

11:00:34 From Berry Newkirk: I can't hear you.
11:00:40 From Berry Newkirk: anyone else having problems?
11:00:41 From Lenka Šilhánová: Me neither
11:00:51 From Victoria Prather: I don't hear Bon
11:00:55 From Kathi Carey: Me either
11:00:57 From Desiree Mee Jung: I don't either
11:00:58 From Bradley Nikoal Williams: same here
11:00:59 From David Manship: No Bon
11:01:00 From Victoria Prather: I heard the opening tone
11:01:01 From Victoria Prather: YES
11:01:01 From Desiree Mee Jung: YES
11:01:02 From Lenka Šilhánová: yesss
11:01:03 From Kathi Carey: Yep now.
11:01:03 From Victoria Prather: There you are!!
11:01:04 From Bradley Nikoal Williams: hear u
11:01:08 From Victoria Prather: lol
11:01:11 From Lenka Šilhánová: haha
11:01:11 From Victoria Prather: Welcome to my world
11:01:32 From Lenka Šilhánová: I talk to my furniture now. So far it doesn't answer, so I know I'm okay. :D
11:01:37 From Victoria Prather: oh wow
11:01:40 From Victoria Prather: Fun
11:01:47 From Rhianna Basore: yes
11:01:49 From Victoria Prather: "Glitchy Town"
11:01:57 From Rhianna Basore: hahaha
11:01:58 From Victoria Prather: Sing to the theme of "Funky Town"
11:02:06 From Lenka Šilhánová: :D
11:02:08 From Remy OBrien: good stock to buy right now
11:02:28 From Victoria Prather: I just got anxious - as I just sent my price list to a client
11:02:33 From Victoria Prather: *holding breath*
11:03:08 From Berry Newkirk: Victoria, your price set is on point.
11:04:22 From Constance Zaytoun: love that!!

11:04:25 From Lenka Šilhánová: yess
11:04:28 From Victoria Prather: I just updated it a small bit @Berry
11:04:30 From Bradley Nikoal Williams: that's good!
11:04:32 From Rhianna Basore: yes, super helpful
11:04:40 From Victoria Prather: I put it out there on my website and @@
11:04:53 From Remy OBrien: Victoria what's your website
11:05:09 From Rhianna Basore: AMEN!
11:05:14 From Victoria Prather: <https://owlstarmedia.com/coaching>

11:05:16 From Constance Zaytoun: i want to share this amazing massage stick with y'all -
!!!

11:05:17 From Lenka Šilhánová: Oh yeah we do

11:05:19 From Berry Newkirk: sweet.

11:06:12 From Victoria Prather: God I love this

11:06:27 From Berry Newkirk: Victoria. Those prices are still great. Don't fret. You'll get
buyers.

11:07:21 From Rhianna Basore: Emily

11:07:24 From Berry Newkirk: Brooke

11:07:29 From Remy OBrien: jessica

11:07:31 From Gladys Perez: Julie!

11:07:39 From Bradley Nikoal Williams: January

11:08:22 From Amalia May: I'm having a little trouble specially identifying my target buyer

11:08:55 From Victoria Prather: I haven't named them - I just know they are with a
microphone - most likely in a small space :)

11:09:10 From Victoria Prather: Mike and Michelle

11:09:11 From Victoria Prather: Yes

11:09:13 From Victoria Prather: lol

11:11:10 From Victoria Prather: And thank you, Berry <3

11:11:21 From Rhianna Basore: @constance what is the massage stick?

11:11:39 From Berry Newkirk: of course. Victoria. I'll probably be hitting you up this
week. :)

11:11:55 From Rhianna Basore: @victoria - those prices are amazing.

11:12:12 From Victoria Prather: Thanks!! And thanks, @Rhianna

11:12:20 From Rhianna Basore: <3

11:12:27 From Constance Zaytoun: this amazign this stick is called THERA CANE. all
those spots that no one can dig in unless you go to a massage therapist that need digging can get
hit with this lovely stick!

11:12:34 From Constance Zaytoun: it's my new best friend

11:12:38 From Rhianna Basore: need that!

11:12:40 From Desiree Mee Jung: I love my TheraCane!!

11:12:59 From Berry Newkirk: ooh. Adding it to my amazon cart.

11:13:05 From Gladys Perez: OH, cool! I gotta get a thera cane!

11:13:13 From Constance Zaytoun: yaaaassss!

11:14:17 From Desiree Mee Jung: It's great since I'm not seeing my bodyworks person
during this time. TheraCane and Foam Roller

11:15:00 From Berry Newkirk: love that reframe

11:15:11 From Constance Zaytoun: i also use that odd little triangle thing that you lie on
or put on a wall

11:15:22 From Victoria Prather: Talk to Lenka @Remy! :)

11:15:39 From Berry Newkirk: ooh. Good call. Lenka. Might need you to walk me
through some stuff

11:15:48 From Rhianna Basore: @Lenka is the best!

- 11:15:48 From Constance Zaytoun: my neices help me with tech!
- 11:15:48 From Lenka Šilhánová: Yay, happy to help you all!
- 11:16:04 From Gladys Perez: Lenka is awesome. :)
- 11:16:24 From Victoria Prather: Wow - it sounds like banjos
- 11:16:27 From Gladys Perez: For massage, I use the stick - got it when I ran a marathon. It's straight but has give. <https://amzn.to/2QKms19>
- 11:16:35 From Victoria Prather: Not sure if it's my internet connection
- 11:16:54 From Gladys Perez: I dunno what the triangle thing is?
- 11:17:00 From Constance Zaytoun: victoria - - i think its you
- 11:17:04 From Victoria Prather: I got booted by zoom
- 11:17:37 From Constance Zaytoun: @gladys -- i'll bring it out in a bit!
- 11:17:49 From Gladys Perez: OK cool!
- 11:18:56 From Gladys Perez: Ohhh, I like that.
- 11:19:08 From Gladys Perez: Pain Island to Pleasure Island, one way ticket!
- 11:19:43 From Rhianna Basore: YES @Gladys
- 11:19:47 From Rhianna Basore: all aboard!
- 11:20:12 From Gladys Perez: @Rhianna, no shelter in place for THIS trip!
- 11:20:23 From Amalia May: so true
- 11:20:38 From Constance Zaytoun: maybe pleasure island to empowerment/joy-filled island? something...
- 11:21:31 From Victoria Prather: Good re-frame, @Connie!
- 11:21:45 From Rhianna Basore: hahah, YES! @Gladys
- 11:21:52 From Berry Newkirk: love this.
- 11:22:51 From Rhianna Basore: but life is all about the journey! ;)
- 11:22:55 From Constance Zaytoun: mass market to folks who are "broken" but we're NOT broken!
- 11:23:13 From Constance Zaytoun: that's the pain crap
- 11:23:18 From David Manship: So write your first marketing as if you were the customer, writing the testimonial for your ideal customer
- 11:24:00 From David Manship: The goal is to progress to get real customers giving their own testimonials
- 11:26:30 From Tanya Perez: Karen for HR says she was on Dinky island with weak well drinks and when I played Tanya, I went to the DisneyUniverse island with the unlimited buffet of fun. " I didn't need the drinks because I felt so dang good!"
- 11:26:31 From Victoria Prather: I don't like that term 'guru' anyway
- 11:26:58 From Gladys Perez: Oh yeah!!
- 11:27:07 From Gladys Perez: That's awesome, Tanya!
- 11:27:28 From Bradley Nikoal Williams: good visual.
- 11:27:38 From Victoria Prather: Being a working artist I think is more important for my client to know... and I want to help him find his own journey - it's as unique as 'Mike' is!
- 11:27:45 From Amalia May: love it Tanya
- 11:27:54 From Victoria Prather: Great, Tanya!!
- 11:28:04 From Constance Zaytoun: yes, Victoria and Tayna!

- 11:28:30 From Gladys Perez: I like that, V.
- 11:28:50 From Victoria Prather: Thanks Connie and Gladys
- 11:30:57 From Gladys Perez: medicine in the ice cream! Love that.
- 11:30:59 From Tanya Perez: Yes, Victoria!! I love that!
- 11:31:16 From Gladys Perez: Or in the case of my dog, Prozac in her cream cheese.
- 11:32:08 From Rhianna Basore: sounds delicious
- 11:32:36 From Rhianna Basore: Graduate program :0
- 11:33:08 From Remy OBrien: Jessica sighed as she watched her husband/boyfriend through on his favorite teams jersey and head out to meet his friends at the neighborhood sports bar but once she met Remy and learned the basics she spends her sundays wearing her favorite teams jersey and hanging at the sports bar with her man and his friends and she's the hit of the party
- 11:34:09 From Gladys Perez: OOh, what a great story, Remy!
- 11:34:47 From Remy OBrien: thanks gladys
- 11:36:18 From Rhianna Basore: #TrailBlazer
- 11:38:17 From Constance Zaytoun: it's sooooo freakin' true!
- 11:38:21 From Gladys Perez: PR = Perception over Reality...
- 11:38:55 From Rhianna Basore: P/R
- 11:38:57 From Gladys Perez: oohh I love this.
- 11:39:23 From Lenka Šilhánová: This is brilliant
- 11:41:21 From Amalia May: should pricing be any different given the current climate?
- 11:42:04 From Victoria Prather: wow
- 11:42:16 From Remy OBrien: wow it's like working in restuarants
- 11:42:23 From Victoria Prather: This is why I don't do Disney Travel FOR FREE or on commission anymore
- 11:42:23 From Gladys Perez: Gotta listen to this again!
- 11:42:25 From Victoria Prather: HATE IT
- 11:42:48 From Victoria Prather: This is so so good
- 11:43:11 From Constance Zaytoun: inside secret
- 11:45:55 From Tanya Perez: Hearing this. Really hearing this.
- 11:46:10 From Berry Newkirk: same
- 11:46:36 From Berry Newkirk: it's the oxygen mask
- 11:47:12 From Lenka Šilhánová: Oh yeah
- 11:47:14 From Deanna Anthony: definitely
- 11:47:18 From Amalia May: resonates
- 11:47:24 From Gladys Perez: Ooof
- 11:47:27 From Victoria Prather: Yes, resonates, Amalia
- 11:47:32 From Kathi Carey: Ooof is right
- 11:48:05 From Berry Newkirk: that's awesome to hear
- 11:49:32 From David Manship: I edit videos for several clients who do charitable or foundation work. If I bill it is 50% or less.
- 11:50:07 From Thalma de Freitas: Have in mind that I'm artists and I'm sensitive about our shit _ E. Badu

- 11:51:14 From Berry Newkirk: different price point company to individual
11:51:15 From Lenka Šilhánová: Oh me too, Thalma!
11:51:28 From Victoria Prather: Good point, Berry! Agree.
11:52:11 From Constance Zaytoun: yes! selling direct!!
11:52:19 From Berry Newkirk: Thalma, when I did group readings at apartment buildings, they paid a larger sum, it was less time, but I got clients from them later.
11:52:34 From David Manship: Had to pay a license
11:52:43 From Victoria Prather: Heart Math!!!!
11:53:10 From David Manship: Beauty shops are supposed to pay a license to pipe in music or even play the radio. A lot don't but many do.
11:53:18 From Bradley Nikoal Williams: that's so good! direct to the people!
11:53:41 From Tanya Perez: I love Heart Math!!
11:54:02 From Rhianna Basore: Her book and TED talk are THE BEST
11:54:02 From Berry Newkirk: You only need 1000 super fans
11:54:15 From Bonnie Gillespie: <https://kk.org/thetechnium/1000-true-fans>
11:55:00 From Gladys Perez: sorry, gotta drop off, can't wait for replay! xoxo
11:56:28 From David Manship: You actually want Influencers in your superfan base. They will promote what you do
11:56:48 From Rhianna Basore: How much can we overlap these side businesses with our acting brands and accounts? I tend to keep them separate so it's not confusing but I was teased by a biz friend that I am missing out on followers I have in my acting acct.
11:56:54 From David Manship: My influencers are agents and managers
11:57:12 From Kathi Carey: Dave, don't forget your 'name' actors, too.
11:57:14 From Berry Newkirk: Or here's a freebie. Like Patreon does
11:59:44 From Amalia May: yes! I keep mine separate because my acting brand isn't very "yoga" lol.
11:59:54 From Victoria Prather: Find the THROUGH LINE in there
12:01:51 From Bonnie Gillespie: RIGHT?!?
12:02:08 From Rhianna Basore: It sounds AMAZING, @Tanya
12:02:22 From Kathi Carey: That's so YOU, Tanya!
12:02:24 From David Manship: Great for sales teams111
12:02:31 From Rhianna Basore: It clarifies who you are to me @Tanya
12:02:55 From David Manship: Right Bon!
12:03:05 From Rhianna Basore: INTENSE
12:03:05 From David Manship: That's the way it was!
12:03:19 From Constance Zaytoun: NO SHIT! it was like that even up to 2010
12:03:24 From Berry Newkirk: truth
12:03:31 From Rhianna Basore: sounds so confining
12:03:54 From Tanya Perez: Yeah, totally. I came up where you can only be an Actor and nothing else.
12:04:05 From David Manship: Now people want to know who you are. Who you are on social, how you behave (what you will be like on set) and get an indication of how fun you will be
12:04:20 From Kathi Carey: What ELSE do you do?

- 12:04:28 From Constance Zaytoun: totally, @Dave!
12:04:29 From Victoria Prather: YES @Kathi!!!!
12:04:29 From Berry Newkirk: truth Kathi
12:04:38 From Rhianna Basore: I love that they want to know how fun I am via SM
12:04:40 From Victoria Prather: And absolutely @Dave!!!
12:04:53 From Rhianna Basore: good, because financial security is artistic freedom
12:05:12 From Desiree Mee Jung: @Rhianna YES!!!
12:05:19 From Lenka Šilhánová: Exactly!!!
12:05:19 From David Manship: And CPR means you will be aware of set safety and courtesy
12:05:37 From Rhianna Basore: @Tanya's biz add value to her on set too!
12:05:49 From Rhianna Basore: CPR and clowning games, sound slike a great person to work with!
12:07:05 From Constance Zaytoun: so freakin' true!
12:07:19 From Amalia May: but if your acting brand seems far apart from your business? I can see how Tanya's brand links together for sure. But I tend to play bitch/badass characters and it feels a bit far from yoga...?
12:07:21 From Victoria Prather: BTW - SMFA is being given away as a bonus to an FB group right now....
12:07:30 From David Manship: 'Be careful what you share on social. If you engage in angry political rants or post drunken orgies on your social. CDs will get idea you will arrive drunk and cause trouble on set
12:08:27 From Bradley Nikoal Williams: ethical, lol
12:09:04 From David Manship: Most people don't want to do the work. Most people don't want things to take time.
12:09:11 From Kathi Carey: I talk about hard work, research and targeting, too.
12:09:36 From Lenka Šilhánová: chaos
12:09:41 From Victoria Prather: My anti-Mike has NO training or any desire to learn proper techniques
12:10:34 From Tanya Perez: -play, childlike curiosity, living in the unknown
12:10:41 From Victoria Prather: So good
12:10:44 From David Manship: You anti buyer will never be an ongoing customer. They will be a time suck
12:11:16 From Tanya Perez: Anti-mike is called Kevin
12:11:46 From Victoria Prather: Lol @Tanya
12:12:27 From Berry Newkirk: can't be bothered, and condescends to it
12:12:54 From Rhianna Basore: Sports are for boys
12:13:08 From Constance Zaytoun: you don't want a judgy sports novice
12:13:10 From Berry Newkirk: or lower class
12:13:13 From David Manship: Sports people want to have a good time and good time is being part of the group
12:13:15 From Lenka Šilhánová: For me it's the anti-ninja, expecting a solution that's without work and effort.

12:13:54 From Constance Zaytoun: it's amazing how that would be what brings empathy!
12:14:06 From Lenka Šilhánová: Oh that's brilliant!
12:14:13 From Victoria Prather: wow
12:14:29 From David Manship: If you are the only one in the stadium being a fan is a lot of work. When the stadium is full of people who are all there rooting for your team IT IS A BLAST
12:14:44 From Rhianna Basore: me too! They need fosters for shelters
12:14:45 From Victoria Prather: They neeeeeed you
12:14:51 From Rhianna Basore: and I'm like, no, no, no...
12:17:43 From Victoria Prather: My Eunice (You-ness) ;)
12:17:44 From Constance Zaytoun: Eunice!!
12:18:53 From Tanya Perez: Eunice is the anti-brooke
12:19:54 From Victoria Prather: Brilliant
12:20:02 From Bradley Nikoal Williams: oh! goof to know about the FAQ page
12:20:09 From Bradley Nikoal Williams: *good
12:20:15 From Tanya Perez: AHA!
12:20:28 From Lenka Šilhánová: Love this
12:21:18 From Thalma de Freitas: True!! I feel your love Bon <3
12:21:37 From Rhianna Basore: The Bon love is real
12:21:49 From Thalma de Freitas: #BonLove
12:22:40 From Rhianna Basore: <3
12:22:47 From Tanya Perez: true true #BonLOVE #4ava
12:22:56 From Thalma de Freitas: Hhahha
12:24:20 From Rhianna Basore: like you ARE
12:24:40 From Rhianna Basore: You made everyone's day
12:24:40 From Berry Newkirk: CAN'T WAIT!!!
12:24:47 From Lenka Šilhánová: wohow
12:24:51 From Deanna Anthony: awesome!
12:24:51 From Berry Newkirk: Already started
12:25:00 From Bradley Nikoal Williams: wow, how! all of that??? content for a year???
12:25:39 From Lenka Šilhánová: Already marketing the eff out of this.♥
12:25:49 From Bradley Nikoal Williams: thank you!!!
12:26:04 From Rhianna Basore: no time for worry!
12:26:11 From David Manship: Remember if you are building a pyramid, this is level one, Excited for next level, and the next!!!
12:27:34 From Tatiana Cesso: Love this format!
12:27:41 From Tanya Perez: woot woot!
12:27:46 From Constance Zaytoun: tax day is in july now, y'all
12:28:02 From David Manship: Invite friends who need this!!
12:28:05 From Rhianna Basore: you have a thing
12:28:08 From Constance Zaytoun: this format rules!
12:28:10 From Remy OBrien: Bonnie will you send out another link so we can share with others

12:28:13 From Lenka Šilhánová: You do!
12:28:23 From Bonnie Gillespie: <https://bonniegillespie.com/lets-jfdi>
12:28:24 From David Manship: Kathi, Invite Dave B>
12:28:32 From Kathi Carey: Sure.
12:28:42 From Amalia May: I can think of several people who would love this
12:29:12 From Bradley Nikoal Williams: a whole lot!
12:29:19 From Bradley Nikoal Williams: but thanks!
12:29:31 From Constance Zaytoun: @desiree -- here's the triangle thingy
12:29:59 From Tatiana Cesso: Thank you so much for being so positive in this difficult
times <3
12:30:08 From Desiree Mee Jung: YES! Nice!
12:30:35 From Lenka Šilhánová: :D
12:31:00 From Constance Zaytoun: it's so true!