

## Pancakers' Playhouse Q&A Live Zoom Chat 20 April 2021

- 11:32:37 From Constance Zaytoun: sounds like the Jetsons!!
- 11:43:41 From kathi carey: Connie — your look: priceless!
- 11:44:50 From Constance Zaytoun: karmic concern is my new phrase!
- 11:45:07 From Gladys Perez: Yes, I love that.
- 11:45:13 From Lenka Silhanova: Love that too!
- 11:46:51 From Isabelle Pierre To Bonnie Gillespie (she|her): i sent an email with my offer. probably poorly worded since i was awake at 1am my time
- 11:46:59 From Bonnie Gillespie (she|her) To Isabelle Pierre: I got it. All good! :)
- 11:47:07 From Isabelle Pierre To Bonnie Gillespie (she|her): thank you
- 11:48:11 From Emily Kindred: it's ok, 2020 doesn't count
- 11:48:52 From Lenka Silhanova: That is brilliant!
- 11:49:41 From Isabelle Pierre: convertkit
- 11:49:59 From Lenka Silhanova: That's love!
- 11:50:08 From Kristen Girard: Keith is the bestest!
- 11:50:17 From Gladys Perez: Saltwater?
- 11:50:37 From Constance Zaytoun: it's a Spanish mineral water that has a slight salty taste, i believe
- 11:51:27 From Jennii Love: do we email it to team bonnie?
- 11:51:28 From Emily Kindred: sorry what were the 3?
- 11:52:19 From Emily Kindred: merci!
- 11:52:23 From Kristen Girard: Ohhhhhh. After the pandemic next time anyone is on the Saratoga Springs, NY area I will gladly take everybody on a spring water tour where all the springs taste different and several taste just like what Bonnie described. It's fun!
- 11:52:41 From Gladys Perez: @Kristen, nice!
- 11:52:55 From Lenka Silhanova: I have prepared some things, I'm just thinking on whether to do a discount or something like a gift with it.
- 11:53:05 From Jennii Love: I'd waaannaaa goo if I was on the east coast! @kristen
- 11:56:34 From Lenka Silhanova: <https://lenkasilhanova.com/social-media-audit-2>
- 11:56:57 From Kristen Girard: Glad you mentioned the bonus option instead of a discount. That feels so much better.
- 12:02:03 From Isabelle Pierre: i would like to share my offer:  
<https://www.isabellepierre.com/crowdfunding.html> ...please
- 12:06:54 From Tanya Perez: This looks great!!
- 12:07:08 From Lenka Silhanova: Amazing offer and the freebie too!
- 12:07:21 From Kristen Girard: Oooo! Kitty power!

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*Bonnie Gillespie*

- 12:09:20 From Gladys Perez: So - more text on offer page and less on the graphic?
- 12:09:48 From Lenka Silhanova: To Isabel, but I love this too!
- 12:09:55 From Dana Middleton: So, we need to submit a description for the page ...  
how much copy?
- 12:09:58 From Isabelle Pierre: thank you Lenka!
- 12:10:15 From Dana Middleton: Do you need an Insta sized canvas graphic with that?
- 12:10:16 From Emily Kindred: have you also costed out shipping the cocktails?
- 12:10:27 From Emily Kindred: that will eat into your profit
- 12:10:34 From Tanya Perez: ooooooooooooo
- 12:11:44 From Emily Kindred: also might have to limit where you ship to
- 12:11:44 From Bonnie Gillespie (she|her):  
<https://dojo.bonniegillespie.com/classes/smfa-summit-deals-giveaways>
- 12:14:56 From Tanya Perez: I want a cocktail
- 12:15:09 From Dana Middleton: I love the cocktail offering!
- 12:15:18 From Gladys Perez: If I had a tier jump for every cocktail...
- 12:16:37 From Kristen Girard: \$30!
- 12:16:56 From Kristen Girard: I still remember feeling sleepy having to sell those things!
- 12:17:11 From kathi carey: Actors are all humans, after all
- 12:17:27 From Kristen Girard: Plus Girl Scout cookie sales flashbacks of my mom having to buy all the extra cookies.
- 12:19:40 From Emily Kindred: bless you Jennii
- 12:19:54 From Jennii Love: hehe thank youuuu <3
- 12:20:52 From Constance Zaytoun: except you did do it, dana!! haha!!
- 12:21:12 From Constance Zaytoun: you'll edit us! thank you!
- 12:21:42 From Kristen Girard: My husband's Mars is in Cancer. So much fun ahead!
- 12:23:32 From Denise ivanoff: gotta jump off to teach a piano lesson, thanks!
- 12:23:45 From Jennii Love: have a great class, Denise!!
- 12:29:11 From Constance Zaytoun: drink a cocktail, Dave!
- 12:29:26 From Tanya Perez: Dave, fall in love with charging your worth!!
- 12:29:37 From kathi carey: Thank you Tanya!!
- 12:30:34 From Dana Middleton: Thank you! I needed to hear this today!!
- 12:30:39 From Emily Kindred: at 300 it's like \$50/module for 6 so basically it's like getting 1 module free for summit
- 12:31:09 From Constance Zaytoun: also because it helps to filter crazy!
- 12:31:21 From Constance Zaytoun: it's not worth your TIME!!

- 12:32:09 From Bonnie Gillespie (she|her): Kathi's on fire!
- 12:32:53 From Emily Kindred: just because it's pre-recorded doesn't mean it's not valuable <3
- 12:32:56 From Dana Middleton: This is your commercial, Dave!
- 12:34:59 From Emily Kindred: it's the \$500 manicure vs the \$20 manicure
- 12:35:40 From Isabelle Pierre: I want THIS!
- 12:35:53 From Constance Zaytoun: i can't wait for that moment with you!
- 12:36:26 From kathi carey: Bonnie, you're so right.
- 12:36:34 From Isabelle Pierre: i'm a people
- 12:37:20 From Tanya Perez: Amen!
- 12:37:26 From Constance Zaytoun: amen to that!
- 12:38:18 From Emily Kindred: RULE OF THIRDS!!!
- 12:38:31 From Constance Zaytoun: i hope you re-listen to what kathi said! put it as a bit in your phone as a reminder!
- 12:38:45 From kathi carey: Thanks, Connie
- 12:39:24 From David Manship: Thanks EVERYONE!
- 12:40:43 From Isabelle Pierre: please book Jennii! it was an amazing experience!
- 12:42:48 From Constance Zaytoun: where are you located, Jenni?
- 12:43:06 From Jennii Love: I am in the Bay area but I work over zoom :)
- 12:43:20 From Emily Kindred: the zoom session is amazing
- 12:43:58 From Constance Zaytoun: could you put that sheet in our follow-up, please?
- 12:44:08 From Bonnie Gillespie (she|her): <https://www.praxisastrology.com/book>
- 12:44:37 From Tanya Perez: I love sliding up
- 12:44:59 From Constance Zaytoun: it's an amazing gift!
- 12:45:05 From Gladys Perez: When I can do it, I love it. Pay the higher price, I mean.
- 12:46:59 From Constance Zaytoun: @emily -- totally the same! i went through minimum 10 different offers!
- 12:48:03 From Gladys Perez: Thank you. I'm not ready and am not sure about the offer because it's been super hard to focus. But I think I wanna do it.
- 12:48:24 From Bonnie Gillespie (she|her): Good distinction.
- 12:48:32 From Bonnie Gillespie (she|her): Am I not ready or is the thing not ready?
- 12:49:29 From Constance Zaytoun: you could use this opportunity to help you gather offering data
- 12:49:53 From Constance Zaytoun: your summit offering, that is
- 12:50:58 From Gladys Perez: That's a great idea.
- 12:52:22 From Gladys Perez: working on it

- 12:52:26 From Gladys Perez: ack!!
- 12:52:35 From Kristen Girard: I sent you one Emily awhile back.
- 12:52:43 From Isabelle Pierre: i can do that!
- 12:53:12 From Lenka Silhanova: Haha Aries puppy, love it!
- 12:53:39 From Jennii Love: yeah, most of my testimonials were from gifted sessions/trades to bring in buyers.
- 12:53:51 From Lenka Silhanova: Mine too!
- 12:55:38 From Jennii Love: I am excited for consistent buyers!
- 12:56:27 From Isabelle Pierre: 1. how do you guys price your privates.
- 12:57:10 From Isabelle Pierre: i'm feeling like i've priced my workbook too low because 'people can find the information for free.' but i understand its value
- 12:57:46 From Emily Kindred: the value is in your curation
- 12:57:47 From Gladys Perez: 3 by 4/30 to team@bonniegillespie.com
- 12:58:01 From Gladys Perez: 1. where to go to learn who you are - insta, fb, web, url, whatever.
- 12:58:02 From Lenka Silhanova: 1. Where you want to people to go learn about you. - Who am I?
- 12:58:09 From Gladys Perez: 2. offer!
- 12:58:10 From Lenka Silhanova: 2. Your offer
- 12:58:10 From Gladys Perez: 3.
- 12:58:18 From Gladys Perez: shit, sorry - so excited to type.
- 12:59:00 From Bonnie Gillespie (she|her):  
<https://dojo.bonniegillespie.com/classes/smfa-summit-deals-giveaways>
- 12:59:52 From Gladys Perez: 3. how to redeem? either "comment below" - so team collects emails, etc., OR fill out form (link we have to provide by 4/30), OR DM at Insta or text, email, etc.
- 12:59:53 From Jennii Love: I priced my offer based on what we charge at Mostly Angels LA (crystal shop) and gauged it with that for my reiki sessions, we do per hour at the shop, but with me I give more time to my clients and they don't have to pay more by the minute
- 13:00:06 From Lenka Silhanova: 3. How can they redeem that offer. Comment below on this page (Bon&team collect it) or it's on your website or contact on social. Whatever you want.
- 13:00:31 From Constance Zaytoun: i believe in copper!
- 13:00:39 From Kristen Girard: I'm more for a box of chocolates.
- 13:01:59 From Jennii Love: @Isabelle, we can chat about that during our follow up!! I can help you with that
- 13:03:31 From Emily Kindred: so my zoom would be the feeder, gotcha!

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Bonnie Gillespie

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13:03:39 From Bonnie Gillespie (she/her): Yep!

13:04:00 From Dana Middleton: I gotta jump! Thanks, Bonnie and everyone!

xoxoxoxo

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*Bonnie Gillespie*