

Pancakers' Playhouse Q&A Live Zoom Chat 19 May 2021

- 11:33:02 From Tanya Perez: yahoo!!
- 11:38:39 From Tanya Perez: Slick!!
- 11:39:14 From Isabelle Pierre: Jennii helped me get clarity with my pricing model and structure!
- 11:39:27 From Jennii Love: :) hehehe
- 11:39:33 From Jennii Love: Ooh I have one E in LE = Jennii Vo Le** <3
- 11:46:57 From Bonnie Gillespie (she|her):
<https://dojo.bonniegillespie.com/classes/smfa-summit-deals-giveaways>
- 11:47:42 From David Manship: The MIRACLE GRO that is BON!!! Thanks for hosting the summit and giving us this opportunity.
- 11:48:00 From Rhianna Basore: Here, here! So generous and amazing!!
- 11:49:00 From Jennii Love: CONGRATULATIONS EVERYONE!!!
- 11:51:31 From Tanya Perez: Yup! Come play with me!!
- 11:59:54 From Tanya Perez: YES DAVE!!!!
- 12:00:38 From Rhianna Basore: "A diamond is not very big but it's worth a hell of a lot of money."
- 12:00:47 From Emily Kindred: QUALITY OVER QUANTITY BABY!!!!
- 12:00:53 From Lenka Silhanova: Hell yeah!
- 12:01:45 From Rhianna Basore: I think we want to pay MORE for convenience and saving time too
- 12:02:00 From Rhianna Basore: Longer videos aren't necessarily a signal of quality to us.
- 12:02:16 From Emily Kindred: Still wrapping my head around it but conceptually I get it ;)
- 12:02:26 From Constance Zaytoun: I hear that, Rhi!
- 12:03:03 From Rhianna Basore: This is so true!
- 12:03:42 From Kristen Girard: Shorter actually is super nice because it cuts down on overwhelm and people are more likely to be able to listen to and take action on what they are learning.
- 12:03:45 From Constance Zaytoun: Bon, I remember thinking "15 minutes?!?" when I first met you. now I get it!!
- 12:04:19 From kathi carey: Exactly Connie
- 12:04:37 From Constance Zaytoun: PRECISELY!!!
- 12:05:38 From kathi carey: The 100 days is consistency
- 12:05:43 From Rhianna Basore: It would be such a different program then!

- 12:06:30 From kathi carey: Most people haven't learned consistency and commitment on a daily basis
- 12:06:46 From kathi carey: That's a big part of the lesson — showing up daily
- 12:07:16 From Constance Zaytoun: raising my hand after Jenni, please.
- 12:08:03 From Tanya Perez: YES!!
- 12:09:59 From Emily Kindred: can we add edits to our copy that has already been posted for the summit?
- 12:10:14 From Isabelle Pierre: @jennii that's how I'll create my testimonial
- 12:12:24 From Constance Zaytoun: i love the title!
- 12:12:34 From kathi carey: Thanks, Connie!
- 12:12:40 From Constance Zaytoun: i subtitled it "Gear Tier"
- 12:13:08 From Constance Zaytoun: Kathi - yours, too! spot on!
- 12:13:54 From Constance Zaytoun: people are INSANE!
- 12:15:01 From Lenka Silhanova: pexels.com has beautiful free-to-use pics
- 12:15:38 From Emily Kindred: thanks Lenka!
- 12:15:48 From Constance Zaytoun: Jenni - i like images in "demonstrating" brand! it really helps with a product that's not as known
- 12:16:15 From Constance Zaytoun: damnit! i did it!
- 12:16:20 From Constance Zaytoun: JennII
- 12:17:09 From Jennii Love: hahaha..thanks Constance! <3 and thank you Isabelle!! Can't wait to receive it! <3
- 12:18:07 From Lenka Silhanova: We are video-exhausted
- 12:18:09 From Constance Zaytoun: 150%
- 12:19:35 From Emily Kindred: thank you for seeing yourself out trolls
- 12:20:54 From Rhianna Basore: Wooooo hoooooo!
- 12:21:01 From Rhianna Basore: Rock on, Lenka!
- 12:25:47 From Emily Kindred: I'm covered in goosebumps <3
- 12:26:35 From Jennii Love: that's sooo trueeee
- 12:29:53 From Rhianna Basore: We meet ourselves at every step of our entrepreneur journey, just like in acting/creative pursuits
- 12:30:08 From Kristen Girard: That's so true Rhianna
- 12:30:51 From Jennii Love: "Do you believe in what you created?" Bonnie — — taking that with me <3
- 12:34:10 From Kristen Girard: Get Rich Lucky Bitch got me through the worst days in my life. So much goodness.
- 12:35:11 From Emily Kindred: Not sure what is in the air but today is definitely a feeling all the feels day
- 12:35:51 From Constance Zaytoun: struggle bus!

For all the colossal goodness that is the **Enoughness Journey** and the **Expansive Capacity** mastermind, visit bonniegillespie.com.

Bonnie Gillespie

- 12:36:04 From Rhianna Basore: We are about to flip into Virgo moon in about an hour. Maybe judgement is starting to creep in?
- 12:36:09 From Jennii Love: @emily Moon in Virgo opposing Jupiter in Pisces
- 12:36:12 From Jennii Love: OMG haha yess
- 12:36:18 From Jennii Love: @Rhianna <3
- 12:36:24 From Rhianna Basore: (Jinx @Jennii)
- 12:36:26 From Rhianna Basore: <3
- 12:36:36 From Jennii Love: ^ _____ ^
- 12:38:06 From Constance Zaytoun: @Rhi -- thank you for your comment above. reminds me of what Slem said -- we meet ourselves in all that we do!
- 12:38:27 From Rhianna Basore: Yes, my Beauty! <3 You are IN the work. Trust it.
- 12:38:50 From Rhianna Basore: Visionary genius?
- 12:40:50 From Constance Zaytoun: to my mind, that sounds like the subtitle.
- 12:41:26 From Rhianna Basore: I agree, @Constance. Love the images of the copy
- 12:41:42 From Rhianna Basore: A subtitle makes sense to me for all those yummy ideas
- 12:42:12 From Constance Zaytoun: we were famous for subtitles in PhD-land!
- 12:42:30 From Rhianna Basore: Hahahah! I wanna see that on your biz cards!
- 12:44:10 From Constance Zaytoun: i dig it "how to love yourself"
- 12:44:27 From Rhianna Basore: I learned the hard way to be clear in the title and creative in the subtitle
- 12:44:45 From kathi carey: Or "Learn to Love Yourself, Even if you Have no Idea How to Start"
- 12:44:58 From Constance Zaytoun: i like that Rhianna!
- 12:45:16 From Rhianna Basore: That was Kathi's brilliance @Constance, but thank you!
- 12:45:25 From Tanya Perez: Really good title
- 12:45:32 From Isabelle Pierre: That hit home
- 12:45:33 From Constance Zaytoun: Bonnie with the title!
- 12:46:01 From Isabelle Pierre: Self-love/care/healing is hardworking....requires great tenacity
- 12:46:16 From Constance Zaytoun: tenacity & courage
- 12:47:14 From Rhianna Basore: Tenacious Love: a field guide to love yourself with radiance and grit (even you have no idea how to start)
- 12:47:30 From Tanya Perez: to drink Drano
- 12:48:55 From kathi carey: Tenacious Self-Love: A field guide to loving your self, even if you have no idea how to start
- 12:49:11 From Rhianna Basore: I dig that too! @Kathi

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Bonnie Gillespie

- 12:50:00 From kathi carey: *yourself*
- 12:53:50 From Rhianna Basore: Yeah, you are, @Lenka, all is coming!
- 12:54:39 From Constance Zaytoun: look at those packages! it's like insurance!
amazing & clear!
- 12:54:47 From Tanya Perez: This is already impressive. damn!
- 12:54:53 From Bonnie Gillespie (she|her): So next-level!!
- 12:55:12 From Constance Zaytoun: 150%
- 12:55:44 From Jennii Love: YESs!! this is so clear
- 12:55:59 From Rhianna Basore: This is wonderful. I can't wait to catch it in replay,
got another meeting!
- 12:56:06 From Constance Zaytoun: i can't wait to hire Lenka to handle my SM!!
- 12:56:15 From Emily Kindred: I love this because it's clearly mapped out and they
can upsell themselves
- 12:56:17 From Tanya Perez: I want to design like Lenka when I grow up
- 12:56:42 From Constance Zaytoun: can i be Lenka when i grow up?
- 12:57:01 From Tanya Perez: Yes
- 12:57:26 From Constance Zaytoun: so you customize according to their platforms
- 12:57:41 From Bonnie Gillespie (she|her): What I love about Lenka's details here is
it PREVENTS (or greatly reduces) scope-creep.
- 12:58:03 From Bonnie Gillespie (she|her): Scope-creep = you hired me to do X and
you keep asking me to do Y. Yes, I can do Y... for \$.
- 12:58:11 From Constance Zaytoun: ahhhhhh!!!
- 12:58:31 From Tanya Perez: mind blown
- 12:58:39 From Constance Zaytoun: what's the thing?
- 12:58:47 From Emily Kindred: I just keep yelling LENKA!!!
- 12:59:03 From kathi carey: So cool!!
- 12:59:06 From Jennii Love: I like how you explained scope-creep...good to have a
name for it!! that's totally a thing
- 12:59:22 From Constance Zaytoun: it's so much about expectations!!
- 12:59:32 From Jennii Love: that was so awesome Lenka!!
- 12:59:36 From Lenka Silhanova: Ok, this is the thing
<https://docs.google.com/presentation/d/1qiW0dyrPm6G-8fhr8CeaUGjq9wTc9xx9Rt83tDV9pDA/edit?usp=sharing>
- 13:00:10 From Constance Zaytoun: that's why you have a recording!!
- 13:00:21 From Constance Zaytoun: oh! oops!
- 13:00:27 From Constance Zaytoun: i take notes anyway!
- 13:00:57 From kathi carey: Dave — you SO NEED this!!
- 13:01:17 From kathi carey: Dave gets calls ALL HOURS OF THE DAY

- 13:01:36 From Constance Zaytoun: expectations and project management
- 13:02:16 From David Manship: Everybody today wants a quote before I edit. And they don't provide all the information I need to accurately quote. They ALWAYS MOVE THE GOAL LINE
- 13:02:30 From Jennii Love: "the most loving" <3
- 13:02:31 From Constance Zaytoun: all about relationship & communication!!
- 13:02:54 From Constance Zaytoun: thank you, Lenka!!
- 13:02:58 From Jennii Love: THANK YOU LENKA!!!
- 13:03:08 From Emily Kindred: THAAAAANK YOUUUUU!!!!!!!
- 13:03:26 From Constance Zaytoun: @tanya - i miss the hat!
- 13:03:45 From Emily Kindred: How do you clone this?
- 13:03:52 From Lenka Silhanova: My pleasure! If you have any questions or issues with this, here is my email hello@lenkasilhanova.com
- 13:04:40 From Tanya Perez: so good!!!
- 13:04:50 From Jennii Love: YAAY!! CONGRATULATIONS!!