SamCart Implementation Day Part 2 Transcript - November 12, 2021

WEBVTT

1
00:00:00.000 --> 00:00:00.780
intro in here.

2
00:00:02.520 --> 00:00:13.080
Christie Miller: Welcome back everyone, we have just completed our first implementation session on creating freebies and now we're going into a little Q amp a before we dive into Thank you pages all right, James you are up.

3
00:00:14.670 --> 00:00:25.410
James Ellis: Thanks kristi really good ninja trick and it works quite well for me, one of the things the question that i've got is on the example that you showed us before.

4
00:00:26.010 --> 00:00:36.060
James Ellis: At the top on the image you've got a button is an urkel he said you've got your poets for the title of the freebie and the person, how do you make that sense and be down.

5
00:00:36.660 --> 00:00:39.570
James Ellis: To that for you just embedded at the bottom of the page.

6
00:00:40.200 --> 00:00:58.110
Christie Miller: yeah let me, let me show you I think I talked about it, but I might have got really fast, so let me just pull up the Sam cart page again, and let me get into the DEMO piece of that and I will show you.

7
00:01:02.400 --> 00:01:04.050
Christie Miller: i'm going to share my screen.

8

00:01:11.280 --> 00:01:14.280
Christie Miller: I don't know what is going on with zoom today, let me share it again.

9
00:01:15.900 --> 00:01:23.760
Christie Miller: I think i'm sharing but it's giving me errors, so I just do it again to make sure okay so you're talking about this green button correct.

10
00:01:24.090 --> 00:01:36.360
Christie Miller: Yes, Okay, so what you do is you go over to settings on the right, and you tell it to scroll to check out and when you do that.

11
00:01:36.510 --> 00:01:37.560
Christie Miller: It will.

12
00:01:39.750 --> 00:01:41.460
Christie Miller: Let me preview this page.

13
00:01:42.810 --> 00:01:46.590
Christie Miller: It will throw them all the way down to the form.

14
00:01:49.470 --> 00:01:51.090
James Ellis: Right okay.

15
00:01:51.900 --> 00:02:02.340
Christie Miller: yeah so same thing with this one, it should take out with arm and i'll show you how it's different in Facebook group magic that's on.

16
00:02:02.970 --> 00:02:24.720
Christie Miller: Lead pages in lead pages it actually brings in a pop up and there may be a way to do that if you go into active campaign or your email provider, I know a lot of them and allow you to create pop ups, but I figured, this is just the easiest way to show you.

17
00:02:25.980 --> 00:02:31.200

Christie Miller: And I don't I don't think it's going to make much of the difference so that's why I did this way does that help.

18
00:02:31.920 --> 00:02:36.690
James Ellis: yeah, the only thing that I was challenged with is because I had the i've got the.

19
00:02:37.710 --> 00:02:46.410
James Ellis: lower price version of active campaign, when you embed a form it comes back to campaign at the bottom, so you get some the branding in.

20
00:02:48.540 --> 00:02:51.360
James Ellis: level towns, let me move, aside from that it works fantastic.

21
00:02:51.720 --> 00:02:58.770
Christie Miller: Okay cool well for now I would I would do that anyway, and I don't think that's going to stop people from.

22
00:02:59.220 --> 00:03:07.380
Christie Miller: Your audience and anyway, I I personally don't like advertising for anyone unless they're paying me.

23
00:03:07.800 --> 00:03:20.790
Christie Miller: And I know when I started with a chimp I actually didn't start with the with the free version, because it had powered by mailchimp at the bottom, and I was like no i'd rather pay you to not tell people what i'm using.

24
00:03:21.810 --> 00:03:24.390
Christie Miller: But yeah I don't I don't think it really matters I was just being weird.

25
00:03:26.400 --> 00:03:26.970
James Ellis: Thank you.

26
00:03:27.300 --> 00:03:30.570
Christie Miller: You are welcome all right JESSICA, you are up.

27
00:03:32.280 --> 00:03:33.030
Christie Miller: And then Helen.

28
00:03:33.900 --> 00:03:36.390
Jessica Bowser: Okay, so I tried to do the embed from drupal.

29
00:03:37.740 --> 00:03:49.170
Jessica Bowser: itself super ugly, and so it tells me that in order to change, I guess CSS style or whatever, I have to do within the html I don't know.

30
00:03:49.710 --> 00:03:59.910
Jessica Bowser: html stuff like that, so I was trying to like play around with stuff as far as like margins, the only thing I was able to change this point um, but it still does look really bad.

31
00:04:00.330 --> 00:04:05.100
Christie Miller: Okay, let me share my screen and i'm going to do a direct one.

32
00:04:05.670 --> 00:04:07.110
Christie Miller: and see if we're getting.

33
00:04:07.170 --> 00:04:14.280
Christie Miller: The same issue okay so here, I am in the editor.

34
00:04:15.720 --> 00:04:22.620
Christie Miller: And i'm just going to put a custom html down here and I actually.

35
00:04:23.820 --> 00:04:25.920
Christie Miller: Have a Google Doc.

36
00:04:28.440 --> 00:04:36.210
Christie Miller: With my drip html that I pasted in last night so give me just one second to grab it or do that.

37
00:04:36.900 --> 00:04:45.450
Jessica Bowser: You you already make your opt in form or whatever like create your new form last night and then take this where you already had one like.

38
00:04:45.750 --> 00:04:50.580
Christie Miller: No, I literally just because we don't use drip anymore, I saw my account and they're still.

39
00:04:50.580 --> 00:04:51.780
Christie Miller: charged me a fortune.

40
00:04:52.530 --> 00:05:01.890
Christie Miller: But I I didn't do anything I just grabbed their code, so let me find it down here.

41
00:05:02.460 --> 00:05:09.570
Jessica Bowser: But i'm saying, but back when you did have drip this was a form that you had already created because they didn't have this OK.

42
00:05:10.170 --> 00:05:11.700
Christie Miller: This would have been something that.

43
00:05:13.560 --> 00:05:21.240
Christie Miller: That gets created when we set up a freebie so let me just see how this is going to look in here.

44
00:05:26.820 --> 00:05:28.020
Christie Miller: Ellis find me.

45
00:05:29.610 --> 00:05:31.650
Jessica Bowser: think that looks so wow.

46
00:05:33.510 --> 00:05:38.910

Christie Miller: Well, how do I mean what do you want it, it doesn't look too much different than this one.

47
00:05:40.200 --> 00:05:48.630
Jessica Bowser: I feel like that one looks better, and I know it's like simple like little things like the font and the the button, but yeah like this just looks.

48
00:05:50.010 --> 00:05:54.180
Christie Miller: mean I think it's good enough what I would do is I would go into.

49
00:05:57.840 --> 00:06:05.400
Christie Miller: And mean to click that button and so that is taken me into drip to see what the form actually looks like, but what I would do.

50
00:06:05.460 --> 00:06:06.360
Jessica Bowser: Is.

51
00:06:06.420 --> 00:06:08.010
Christie Miller: We try and get back to the editor.

52
00:06:09.810 --> 00:06:14.640
Christie Miller: Because i'm sweating over here is so darn high California what is wrong with Mother Nature.

53
00:06:15.840 --> 00:06:22.530
Christie Miller: Okay, so I would go here and go back into the html code.

54
00:06:24.180 --> 00:06:27.480
Christie Miller: Come on, let me back in, and I would just.

55
00:06:27.540 --> 00:06:32.520
Christie Miller: Look, for there's got to be something in here that says color.

56

00:06:36.030 --> 00:06:38.640
Christie Miller: yeah I don't see anything I would play around with it, if.

57
00:06:38.640 --> 00:06:40.470
Christie Miller: It really makes a difference.

58
00:06:40.650 --> 00:06:46.680
Christie Miller: Like you, I don't like the Gray, and so I would spend time researching.

59
00:06:49.890 --> 00:06:52.800
Christie Miller: input type submit value yeah I would just.

60
00:06:53.400 --> 00:06:58.770
Christie Miller: I would do some research if it really matters, and I would look for how to change that color.

61
00:06:59.790 --> 00:07:02.430
Jessica Bowser: That might be enough to just make me switch tech campaign.

62
00:07:04.380 --> 00:07:04.710
Jessica Bowser: Okay.

63
00:07:04.770 --> 00:07:05.190
Jessica Bowser: Thank you.

64
00:07:05.370 --> 00:07:07.980
Christie Miller: Evil laugh evil that they're.

65
00:07:09.180 --> 00:07:10.680
Christie Miller: Okay, you are welcome.

66
00:07:12.300 --> 00:07:15.000
Christie Miller: Okay um let's go to Helen.

67
00:07:17.880 --> 00:07:20.640
Christie Miller: Hello Helen go ahead and unmute yourself.

68
00:07:24.780 --> 00:07:25.620
Helen Holland: sorry about that.

69
00:07:25.920 --> 00:07:26.430
Christie Miller: No worries.

70
00:07:26.640 --> 00:07:27.120
Christie Miller: We all do.

71
00:07:28.410 --> 00:07:39.000
Helen Holland: Thank you so much it's brilliant so far is really enjoying it and learning a lot, so I just wanted to ask you i've got the URL with the name of the guide at the end of it.

72
00:07:39.420 --> 00:07:55.350
Helen Holland: And it's my store it's like my URL is my store that i've created beginning when I signed up for some car does not pull through when you have it on your URL that you sort of post places or or not.

73
00:07:57.360 --> 00:08:00.270
Christie Miller: Are you asking, let me, let me make sure I understand the question.

74
00:08:00.600 --> 00:08:01.860
Christie Miller: Are you asking.

75
00:08:01.980 --> 00:08:06.180
Christie Miller: How to share your free opt in page that's house didn't Sam cart.

76
00:08:07.080 --> 00:08:21.270

Helen Holland: No i'm asking well, I know how to do that I just the actual URL title, a part of it, obviously I have no control over because it's what I set up at the beginning, when I first went into some car.

77
00:08:21.630 --> 00:08:33.810
Helen Holland: But i'm not sure that it's what I should have bought now because it says, I have it as my store.com So do I need to change that is what i'm saying it's not going to pull through.

78
00:08:34.260 --> 00:08:35.010
Christie Miller: Yes, let me.

79
00:08:36.210 --> 00:08:40.110
Christie Miller: Let me look, let me pull mine up and.

80
00:08:40.770 --> 00:08:42.510
Helen Holland: Let me just get doesn't sound very good.

81
00:08:43.230 --> 00:08:59.610
Christie Miller: yeah I hear ya so let me just delete this extra thing and save this and preview it and i'll show you what our URL will look like and then and then we'll be able to decide if it needs to be changed.

82
00:09:05.100 --> 00:09:28.650
Christie Miller: Okay, so me share my screen, so this is now my freebie I can't make the URL any bigger but i'm here, it does say eat train when that Sam cart.com forward slash products forward slash DEMO hyphen hyphen hyphen Facebook group magic so.

83
00:09:30.150 --> 00:09:43.470
Christie Miller: yeah if I wanted to change my my name it's still eat train when that is my llc and it would involve doing a lot of changes in Sam cart Now you can.

84
00:09:44.070 --> 00:09:58.620
Christie Miller: set up a completely custom domain URL that doesn't have Sam cart in it at all, they have a training on how to do that I haven't done it, we are going to eventually do it.

85
00:09:59.850 --> 00:10:09.960
Christie Miller: But I will not do that, until we are not in an active sales period or not having a launch coming up.

86
00:10:10.440 --> 00:10:26.190
Christie Miller: So what I want to suggest to everyone, if you want a custom domain name for your Sam card that does not have Sam cart in it do the research and have that setup now because I can tell you, poor Jane.

87
00:10:27.360 --> 00:10:31.290
Christie Miller: Look at her face it's going to be a flippin.

88
00:10:32.670 --> 00:10:33.750
Christie Miller: not going to be a nightmare.

89
00:10:33.840 --> 00:10:45.660
Christie Miller: it's going to be a process, because we have so many products, and we have so many payment plans and we have so many everything else's.

90
00:10:46.110 --> 00:11:02.850
Christie Miller: And every one of those links is going to need to be changed we're talking at least 100 so for anyone that doesn't want Sam card in the name go get it changed now, and there is a process, and I know it's articulated.

91
00:11:04.290 --> 00:11:14.340
Christie Miller: And Ashley and says, can we ask God about custom URLs the tutorial didn't work for me, yes Ashley absolutely positively in fact I will send him.

92
00:11:15.630 --> 00:11:30.090
Christie Miller: A text, while we're on our implementation session because he's coming in, right after the next one breeze coming in at one o'clock so and our implementation session may get moved a little bit, but yes that's absolutely a great question for Scott.

93
00:11:30.720 --> 00:11:45.240

Helen Holland: And can I just say as well, active campaign, I think it was James mine pulled through the active campaign as well, but if you go back into active campaign there's a little slide thing that you just pull across and it doesn't take the branding through.

94
00:11:46.080 --> 00:12:01.560
Helen Holland: and also the other question about gdpr what happened with mine is it pulled it through on the original active campaign, so the tick box is still pulled through and everything from my gdpr form that i've made in active campaign.

95
00:12:02.340 --> 00:12:02.940
Christie Miller: Oh, that is.

96
00:12:03.150 --> 00:12:05.490
Helen Holland: na na na yeah.

97
00:12:05.940 --> 00:12:17.640
Christie Miller: That is awesome, and this is the power, ladies and gentlemen, of attracting cool people into your community who understand collaboration.

98
00:12:17.910 --> 00:12:34.560
Christie Miller: Over competition head when you have just won a prize send an email to Jay Jay why any at Christie Miller and Jane please write this down I didn't even know that we're going to be prizes today, but you have won a prize so.

99
00:12:34.590 --> 00:12:34.830
Christie Miller: Thank you.

100
00:12:34.890 --> 00:12:36.870
Helen Holland: So much for the time, thank you.

101
00:12:36.930 --> 00:12:50.340
Christie Miller: yeah Thank you and I know and I apologize to James I know when I was grabbing the html at active campaign, I saw the option to unclear.

102

00:12:51.030 --> 00:12:53.340
Christie Miller: With it, showing powered by active campaign.

103
00:12:54.420 --> 00:13:01.230
Christie Miller: But I assumed I had that because I have a higher version and still have to check in there, do you know where to look James.

104
00:13:05.670 --> 00:13:07.020
James Ellis: Yes, I do yes thanks.

105
00:13:07.050 --> 00:13:07.650
Christie Miller: yeah okay.

106
00:13:07.710 --> 00:13:19.950
James Ellis: So Helen thanks for that I forgot to mention that it did for my God yes that's true as well, so that was all good but that's a great ninja tip about the about the logo so appreciate that Thank you.

107
00:13:20.430 --> 00:13:30.510
Christie Miller: yeah go ahead and see if that works for you um I would love it if it did because, like I said I don't really advertise for anyone unless they're paying me.

108
00:13:32.070 --> 00:13:36.600
Christie Miller: And people are not knocking on my door asking me to advertise for them yeah.

109
00:13:37.140 --> 00:13:44.610
Christie Miller: something about when you quote only have 4000 followers on instagram ain't nobody thinking you're an influencer and that's a good thing.

110
00:13:45.210 --> 00:14:12.810
Christie Miller: Okay, so i'm Kareem you tossed in a question about the ninja trick of how to put a hyperlink in text and I have sent a message off to my ninja trick guy and to find out how, and I want to let me see if I can share my screen.

111

00:14:15.720 --> 00:14:17.370
Karim Kanawati: sounds beautiful.

112
00:14:19.860 --> 00:14:20.310
Christie Miller: yeah.

113
00:14:20.430 --> 00:14:22.680
Christie Miller: Let me, let me share.

114
00:14:22.740 --> 00:14:23.730
My.

115
00:14:24.900 --> 00:14:39.210
Christie Miller: desktop Okay, so what Kareem is asking about is here on the left is currently my sales page inside Sam cart.

116
00:14:40.440 --> 00:14:46.830
Christie Miller: Full disclosure Jane and I did not have the time to make.

117
00:14:47.910 --> 00:14:50.820
Christie Miller: recreated in our sales page in Sam cart priority.

118
00:14:51.840 --> 00:15:00.060
Christie Miller: So I hired an awesome amazing person to do it for me and what you can see, is on the left.

119
00:15:00.630 --> 00:15:08.430
Christie Miller: he's got this ugly link, which is exactly where the details of my money back guarantee are i'm like oh no, no, no, that don't work for me.

120
00:15:08.880 --> 00:15:24.390
Christie Miller: And so there is a custom ninja trick to make it look like here how it is on lead pages and I was going to go find the html to find out whatever he did.

121
00:15:24.840 --> 00:15:30.930
Christie Miller: And when I went to look at it today it's still said it's still like this, so I threw in a message to him.

122
00:15:31.320 --> 00:15:47.760
Christie Miller: he's fixing it, he said he doesn't know how to do it his sisters doing it for him and I said great once it's done all dissect it and i'll let my people know how to do it so cream We may not have an answer for that today, but I will definitely get you the answer.

123
00:15:48.060 --> 00:15:50.070
Karim Kanawati: Is that cool, thank you very much awesome.

124
00:15:50.970 --> 00:15:52.530
Christie Miller: and part of that is my.

125
00:15:52.560 --> 00:16:03.420
Christie Miller: own intense curiosity like I like to know how things work, and all I know is if he if he fixes it and I can look at the html.

126
00:16:04.800 --> 00:16:11.250
Christie Miller: it's just okay here's all the html and here's my link in the middle of it great I just need to copy from here to here.

127
00:16:11.550 --> 00:16:25.110
Christie Miller: And then tell you where to put your link and then you'll copy and paste it your way and we're all good and I don't need to understand what all the gobbledygook means other than you need all this stuff in some other computer language and you need all this and you need link.

128
00:16:26.100 --> 00:16:29.730
Karim Kanawati: So it's related to the html section as well.

129
00:16:30.270 --> 00:16:33.660
Karim Kanawati: yeah no other trick around.

130
00:16:34.890 --> 00:16:36.570
Christie Miller: No, not that I know of.

131
00:16:37.620 --> 00:16:45.480
Christie Miller: So we'll see and then we can also ask Scott, let me just say Oh, I have that already on the list.

132
00:16:45.540 --> 00:16:45.930
Karim Kanawati: course.

133
00:16:46.620 --> 00:16:54.180
Christie Miller: And it's interesting though these are the kind of things that sometimes when we ask the CEO they're like.

134
00:16:55.470 --> 00:16:58.020
Christie Miller: You know, because they have developers that are doing all this so it's.

135
00:16:58.290 --> 00:17:13.410
Christie Miller: it's always this fine line between like are we putting you on the spot, but we're going to ask the questions anyway, and this is a really good teaching point for all of you who are worried about doing a Facebook live or doing a coaching session and.

136
00:17:13.410 --> 00:17:16.410
Christie Miller: Not knowing the answers I walked.

137
00:17:16.440 --> 00:17:27.960
Christie Miller: In today 100% confident that I don't know all the answers and that's Okay, so you will get stumped I had people that I coached to lose.

138
00:17:28.950 --> 00:17:37.590
Christie Miller: 50 pounds 60 pounds 70 pounds and they actually had more nutrition knowledge than I will ever have but they weren't using it.

139
00:17:38.190 --> 00:17:55.200
Christie Miller: Part of coaching has helped people do what they know they need to do, but they're not doing it so don't be afraid of being stopped it's okay all right let's go on to how to create a upsell.

140
00:17:57.720 --> 00:18:06.810
Christie Miller: Even if you don't have the upsell option all right, and let me just check my notes and make sure that we are in the right place.

141
00:18:10.050 --> 00:18:11.100
and

142
00:18:12.450 --> 00:18:13.620
Christie Miller: We are so.

143
00:18:14.850 --> 00:18:16.530
Christie Miller: Let me share my screen.

144
00:18:19.320 --> 00:18:22.350
Christie Miller: And we're going to go back into.

145
00:18:24.060 --> 00:18:29.910
Christie Miller: them part products, I shared too soon, because I don't know what is on the screen just double check.

146
00:18:33.570 --> 00:18:37.320
Christie Miller: And let me share again sorry I hope i'm not making everyone dizzy.

147
00:18:39.990 --> 00:18:46.470
Christie Miller: So we're going back the same way that we did when we were creating a.

148
00:18:47.940 --> 00:18:54.120
Christie Miller: freebie so we're going to start again click on products click on new product.

149
00:18:55.170 --> 00:19:00.900
Christie Miller: And i'm going to call this DEMO freebie upsell.

150
00:19:07.170 --> 00:19:09.000
Christie Miller: and current implementation day.

151
00:19:13.080 --> 00:19:19.110
Christie Miller: And we're going to call this $450 and create a product.

152
00:19:22.800 --> 00:19:32.070
Christie Miller: So once again i'm going to go look here, to see if there's anything that I want to change so far and there's not so i'm going to go to check out design.

153
00:19:33.510 --> 00:19:34.830
Christie Miller: i'm going to grab.

154
00:19:36.090 --> 00:19:41.640
Christie Miller: And let's do one with a video i'm going to grab a video sales letter.

155
00:19:43.470 --> 00:19:48.660
Christie Miller: and save changes and i'm going to go to drag and drop.

156
00:19:52.410 --> 00:20:05.670
Christie Miller: So now what you're seeing is just a product with a different different template that I started, so what I would want to do here is say something like.

157
00:20:08.880 --> 00:20:13.410
Christie Miller: Thank you for your free download.

158
00:20:15.150 --> 00:20:16.080
Christie Miller: is on its way.

159
00:20:18.810 --> 00:20:31.950
Christie Miller: And then I would want to record a video video cells, and I would again thank them for downloading whatever it is that they downloaded and then something along the lines of.

160
00:20:33.120 --> 00:20:49.710
Christie Miller: Now that you have meal planning made simple, you may also be interested in our eat better recipe guide, you can grab this today, for only you know $7 whatever you're going to want a better script than that but i'm just giving you a quick one.

161
00:20:50.700 --> 00:21:01.110
Christie Miller: click the button below and it's yours, so, then I would put in here some of the benefits of that again, let me just delete this big section.

162
00:21:03.030 --> 00:21:04.020
Christie Miller: and

163
00:21:05.940 --> 00:21:14.370
Christie Miller: Think I picked a really long one we'll just pretend that this is all cool Okay, and then i'm going to publish this page.

164
00:21:17.640 --> 00:21:21.300
Christie Miller: And i'm going to save the changes.

165
00:21:22.440 --> 00:21:24.120
Christie Miller: i'm going to preview it.

166
00:21:26.550 --> 00:21:28.800
Christie Miller: And i'm going to grab the URL link.

167
00:21:29.880 --> 00:21:42.360
Christie Miller: Okay does everyone still with me, so what we've done is we want somebody that downloads are freebie to then be given an offer all right.

168
00:21:42.930 --> 00:21:57.660
Christie Miller: A low priced offer so, for example, we were testing for a while to see if somebody that downloaded Facebook group magic would then want to buy Facebook live boot camp.

169
00:21:58.650 --> 00:22:16.140
Christie Miller: And we got some sales, but it wasn't enough for me to justify hitting a new subscriber with an offer that quick because Facebook live boot camps regular price is $147 so that's that's a big ask.

170
00:22:16.590 --> 00:22:22.950
Christie Miller: Of you just came on to my list and now i'm asking you for your money it works best with.

171
00:22:23.760 --> 00:22:37.410
Christie Miller: Things that are under $50 So if I was willing to sell Facebook live boot camp for $47 on that Thank you page, it would most likely convert much better and we just haven't done the testing.

172
00:22:38.130 --> 00:22:47.970
Christie Miller: So what we've done is, we have created this page this quote up freebie upsell page we're grabbing the URL.

173
00:22:49.050 --> 00:23:01.650
Christie Miller: And then we're going to go back, they just make sure I saved it always hit save a million times, then we're going to go back to our original product our freebie product.

174
00:23:02.490 --> 00:23:09.180
Christie Miller: i'm going to do it on Facebook group magic because I forgot to put a star by that other product and I don't want to take time to go find it.

175
00:23:10.350 --> 00:23:15.120
Christie Miller: And you look here order redirect settings.

176
00:23:16.500 --> 00:23:22.170

Christie Miller: And if we go here, let me just make sure i'm i'm yet DEMO OK.

177
00:23:24.600 --> 00:23:27.930
Christie Miller: Now i'm going to save.

178
00:23:29.940 --> 00:23:32.190
Christie Miller: And glitz go test this.

179
00:23:35.160 --> 00:23:40.770
Christie Miller: let's pretend that I asked for Facebook or magic and i'm going to type in my name here.

180
00:23:42.420 --> 00:23:48.360
Christie Miller: And Christina Christina Miller download now fingers crossed.

181
00:23:50.850 --> 00:24:03.480
Christie Miller: I have some other URL in there, maybe I didn't save i'll have to go check and see what happened, but what you see is Facebook live boot camp came up so maybe I just needed a refresh let's go see.

182
00:24:09.150 --> 00:24:17.940
Christie Miller: I have the right thing in here, let me hit save changes again maybe that was the problem so i'm going to go back to Facebook group magic.

183
00:24:19.560 --> 00:24:21.180
Christie Miller: And I put my name in here again.

184
00:24:24.630 --> 00:24:26.490
Christie Miller: When I hit download now.

185
00:24:28.770 --> 00:24:33.210
Christie Miller: hmm I may need to clear my cache because.

186

00:24:36.510 --> 00:24:40.650
Christie Miller: When I look at this I am in the right place.

187
00:24:42.630 --> 00:24:47.370
Christie Miller: So let's go do it on the product that we created this morning.

188
00:24:49.200 --> 00:24:50.280
Christie Miller: I mean look the fruit DEMO.

189
00:24:51.360 --> 00:24:54.360
Christie Miller: Actually, like it when weird things like this happen.

190
00:24:55.770 --> 00:25:14.610
Christie Miller: Because it just shows you that you're not going crazy okay so i've gone back to the product that we created this morning DEMO freebie number two, let me just make sure that we are on the right one yep, this is the one we created and we're going to go down to order redirect.

191
00:25:15.840 --> 00:25:17.250
Christie Miller: custom URL.

192
00:25:19.980 --> 00:25:21.720
Christie Miller: Order redirect settings.

193
00:25:25.950 --> 00:25:27.870
Christie Miller: And we're going to save changes.

194
00:25:31.980 --> 00:25:37.290
Christie Miller: And we're going to try this again send me the guide going to put my information in here.

195
00:25:44.520 --> 00:25:48.510
Christie Miller: Okay i'm good i'm doing something way wrong.

196
00:25:49.710 --> 00:25:51.090
Christie Miller: Order redirect.

197
00:25:52.590 --> 00:25:56.310
Christie Miller: redirect your customers to link after their order is complete.

198
00:25:57.720 --> 00:25:59.340
Christie Miller: This is the way to do it.

199
00:25:59.580 --> 00:26:02.700
Jayne Hood: It looks right to me christy I think it's your cash.

200
00:26:03.390 --> 00:26:04.170
Christie Miller: yeah.

201
00:26:04.350 --> 00:26:05.010
Jayne Hood: I don't know.

202
00:26:05.760 --> 00:26:12.480
Christie Miller: yeah that is weird Okay, let me stop sharing and I will clear my cache.

203
00:26:13.440 --> 00:26:14.760
Christie Miller: chain, how do I clear my cache.

204
00:26:14.760 --> 00:26:15.090
again.

205
00:26:16.500 --> 00:26:21.150
Jayne Hood: Go to the three dots at the very top right.

206
00:26:21.840 --> 00:26:22.740
Christie Miller: I yes.

207
00:26:22.920 --> 00:26:23.670
settings.

208
00:26:25.380 --> 00:26:26.880
Christie Miller: Is what everyone needs a day.

209
00:26:28.320 --> 00:26:29.190
Christie Miller: That aims.

210
00:26:30.240 --> 00:26:30.660
Christie Miller: And then it's.

211
00:26:30.750 --> 00:26:32.250
Under.

212
00:26:35.790 --> 00:26:36.840
Jayne Hood: privacy and security.

213
00:26:44.220 --> 00:26:45.600
Christie Miller: Oh you're.

214
00:26:46.590 --> 00:26:49.050
browsing data yes.

215
00:26:52.980 --> 00:26:53.220
Okay.

216
00:26:54.480 --> 00:26:57.090
Christie Miller: Now let's try this again thank you Jane.

217
00:26:59.430 --> 00:27:01.290

Christie Miller: I love computers.

218
00:27:04.560 --> 00:27:06.570
Christie Miller: Now let's go into.

219
00:27:08.100 --> 00:27:09.720
Christie Miller: Get rid of all of these.

220
00:27:11.760 --> 00:27:13.710
Christie Miller: me share my screen again.

221
00:27:18.240 --> 00:27:19.860
Christie Miller: And we're going to go back to.

222
00:27:21.900 --> 00:27:27.330
Christie Miller: i'm going to close this i'm going to close a whole bunch of things I don't want any of it here.

223
00:27:29.070 --> 00:27:41.250
Christie Miller: Okay, we are back at the dashboard on the product of DEMO freebie I have the second product, this is where I want people to go.

224
00:27:42.030 --> 00:27:57.870
Christie Miller: Oh, you know what it may be a link and active campaign also I think that's what's happening so if that's the case i'm really happy, this is happening because you may not figured this out for hours, but let me finish this save.

225
00:28:00.210 --> 00:28:02.310
Christie Miller: And I can see my Internet is working really well.

226
00:28:10.350 --> 00:28:15.780
Christie Miller: Give me this i'm gonna give it a second because i'm way too impatient for that.

227

00:28:16.920 --> 00:28:18.180
Christie Miller: You log back in.

228
00:28:20.190 --> 00:28:20.580
Christie Miller: here.

229
00:28:21.660 --> 00:28:22.770
Jayne Hood: Stop sharing Christie.

230
00:28:22.860 --> 00:28:23.430
Christie Miller: i'm going to.

231
00:28:23.820 --> 00:28:25.320
Christie Miller: Okay yeah like.

232
00:28:25.680 --> 00:28:27.960
Christie Miller: Okay um.

233
00:28:30.690 --> 00:28:41.700
Christie Miller: I love computers I love clearing my cash, even though I didn't have the checkbox checked it has decided one zoom give me my controls back.

234
00:28:47.910 --> 00:28:50.580
Christie Miller: All right, let me get back in active campaign.

235
00:29:03.840 --> 00:29:11.730
Christie Miller: And if this is the case, I will show you where you change it, I suspect, this is it because I was in their plane.

236
00:29:13.890 --> 00:29:18.480
Christie Miller: And I was worried that I was going to be breaking things and I was worried that Jamie was gonna kill me so.

237

00:29:18.750 --> 00:29:19.770
Jayne Hood: Very possible.

238
00:29:20.190 --> 00:29:20.340
yeah.

239
00:29:21.600 --> 00:29:24.120
Christie Miller: Okay, let me get back into Sam cart.

240
00:29:32.550 --> 00:29:35.190
Christie Miller: being kicked out of everything, since I cleared my gosh.

241
00:29:51.090 --> 00:29:55.140
Christie Miller: Save changes, let me plug active campaign form.

242
00:30:06.930 --> 00:30:08.220
Christie Miller: And let me share my screen.

243
00:30:16.260 --> 00:30:23.220
Christie Miller: When you are in active campaign now I don't remember, which form, I use but let's just go here and look.

244
00:30:24.750 --> 00:30:30.600
Christie Miller: There is an option over on the right that says on submit.

245
00:30:31.770 --> 00:30:33.450
Christie Miller: Where do you want them to go.

246
00:30:34.560 --> 00:30:45.780
Christie Miller: And, last night, when I was playing around with this, I put a link in there, so let me just get rid of that and put it back to what it was it said it said show Thank you.

247
00:30:47.160 --> 00:30:51.180

Christie Miller: And James here's that little checkmark box.

248
00:30:52.230 --> 00:30:53.280
Christie Miller: Again, to.

249
00:30:56.640 --> 00:31:05.250
Christie Miller: Now that's not it nevermind scratch that okay let's go back into Sam cart now and we're going to save changes.

250
00:31:06.960 --> 00:31:10.530
Christie Miller: We are going to close that out.

251
00:31:13.980 --> 00:31:14.910
Christie Miller: and

252
00:31:16.800 --> 00:31:17.730
you're going to.

253
00:31:19.350 --> 00:31:24.570
Christie Miller: Do this chain you're gonna have some active campaign cleaning out cuz i'm gonna be in there a.

254
00:31:24.570 --> 00:31:25.560
Christie Miller: million times.

255
00:31:26.910 --> 00:31:28.080
Christie Miller: St.

256
00:31:28.560 --> 00:31:29.820
Jayne Hood: telling us anything live.

257
00:31:31.980 --> 00:31:32.280
Christie Miller: know.

258
00:31:34.980 --> 00:31:36.390
Christie Miller: I don't know why it's not working.

259
00:31:45.630 --> 00:31:48.390
Christie Miller: This will be a question for Scott, because.

260
00:31:49.980 --> 00:31:58.860
Christie Miller: When I did this yesterday, and I was testing it, it was working Jane will you create a fake form for me an active campaign.

261
00:31:59.940 --> 00:32:04.710
Christie Miller: Since I was using something live and then we'll show.

262
00:32:05.760 --> 00:32:06.510
Christie Miller: how to do it.

263
00:32:06.720 --> 00:32:08.580
Christie Miller: At stations has republished it.

264
00:32:08.700 --> 00:32:09.630
Christie Miller: Okay, let me.

265
00:32:11.910 --> 00:32:12.690
Christie Miller: Try this again.

266
00:32:13.950 --> 00:32:17.100
Christie Miller: I think it's something in active campaign that is overriding it.

267
00:32:25.980 --> 00:32:27.240
Christie Miller: themselves have done their own place.

268

00:32:36.180 --> 00:32:41.070
Christie Miller: yeah it's it's definitely active campaign is doing something, because.

269
00:32:42.630 --> 00:32:58.950
Christie Miller: Otherwise, this should at least go to a generic Thank you page within Sam cart, so we will wait for Jane to create a new claim form and then Jane what i'd like you to do and I will slack you this link.

270
00:32:59.970 --> 00:33:00.930
Christie Miller: Is.

271
00:33:02.550 --> 00:33:08.520
Christie Miller: Let me stop sharing my screen and active campaign click this link in.

272
00:33:12.030 --> 00:33:28.020
Christie Miller: For the Thank you page okay let's open it up to questions, while i'm just confused everyone on that essentially what you're going to do is you're going to create, if you want to do an upsell you're going to create another page.

273
00:33:28.890 --> 00:33:38.100
Christie Miller: Which is a sales page it's a product and then you're going to put the URL in the order redirect.

274
00:33:38.550 --> 00:33:47.430
Christie Miller: And you're going to make sure that inside of your email provider, if there is something that asks what you want to happen afterwards.

275
00:33:47.910 --> 00:33:59.310
Christie Miller: You make sure that link is in there and now i'm just wondering if in lead pages if i've totally screwed up everything If anyone was using any of our forums.

276
00:34:00.450 --> 00:34:02.850
Christie Miller: Jane that look on your face is priceless.

277

00:34:05.550 --> 00:34:08.400
Christie Miller: Okay who's got questions go ahead and raise your hand.

278
00:34:08.970 --> 00:34:10.590
Jayne Hood: And i'll send you send me that link.

279
00:34:11.310 --> 00:34:12.390
Christie Miller: yeah I did slack.

280
00:34:12.870 --> 00:34:13.320
it's.

281
00:34:15.570 --> 00:34:16.080
Jayne Hood: Not there.

282
00:34:18.420 --> 00:34:21.870
Christie Miller: And that's because I sent it to Scott.

283
00:34:36.150 --> 00:34:36.930
Christie Miller: Oh fine.

284
00:34:39.660 --> 00:34:40.770
Christie Miller: Okay there it is.

285
00:34:42.660 --> 00:34:43.380
Christie Miller: yeah.

286
00:34:45.480 --> 00:34:48.150
Christie Miller: Okay, Kate let's get you unmuted.

287
00:34:49.200 --> 00:34:50.970
Christie Miller: intelligently answer a question.

288
00:34:51.090 --> 00:34:58.170
Kate Houston: Okay, so this this hack for the upsell only works if the first landing page is a freebie not a buy and then an upsell.

289
00:34:59.040 --> 00:35:00.450
Kate Houston: And then you do either.

290
00:35:00.930 --> 00:35:08.550
Christie Miller: You can you can do either you can always in Sam cart tell it where you want to redirect people to.

291
00:35:08.850 --> 00:35:23.280
Kate Houston: OK, so the page, the main page it's still have the low end $7 thing or it could be upgrade to VIP click here, and then it just adds the dollar you just make it a whole dollar like the seven plus whatever they upgrade in the cart.

292
00:35:24.090 --> 00:35:25.170
Christie Miller: Okay, say that again.

293
00:35:25.410 --> 00:35:28.140
Kate Houston: Okay, so the second page would be the upsell.

294
00:35:29.190 --> 00:35:37.950
Kate Houston: But you would just make it that you would you would create the custom that you wouldn't have a do the automation in Sam cart because you don't have the upsell I don't have that.

295
00:35:38.430 --> 00:35:46.140
Kate Houston: So I would just have the 47 plus seven just be the total instead of automating in the background and Sam cart universe of.

296
00:35:46.200 --> 00:35:46.620
yeah.

297
00:35:47.700 --> 00:35:51.360
Christie Miller: When I don't understand the part of the question is the 47 plus seven.

298
00:35:51.390 --> 00:35:54.420
Kate Houston: Well, if the first page of the $7 per class.

299
00:35:54.510 --> 00:35:56.880
Christie Miller: got it okay so here's what would happen.

300
00:35:57.000 --> 00:35:57.840
Christie Miller: Okay, is.

301
00:35:58.290 --> 00:36:08.010
Christie Miller: In Sam cart when you have the upsell So if you have was it the growth plan the middle plan that's where you get these the one click upsell.

302
00:36:09.240 --> 00:36:15.960
Christie Miller: You don't have that, so what would happen instead is they will pay the $7 they will completely check out.

303
00:36:16.380 --> 00:36:20.490
Christie Miller: Okay, and then instead of seeing a thank you page.

304
00:36:20.640 --> 00:36:21.630
Kate Houston: I see.

305
00:36:21.840 --> 00:36:24.900
Christie Miller: they're going to get another sales page.

306
00:36:24.990 --> 00:36:31.500
Kate Houston: So the custom your area would be the either the Thank you page or the hey, this is the upgrade and it has the timer and the video.

307
00:36:31.980 --> 00:36:32.520
Christie Miller: yeah.

308
00:36:33.120 --> 00:36:38.760
Kate Houston: And there's a little more tricky there to do a little more work, but for free it's worth a try yeah and then.

309
00:36:38.880 --> 00:36:50.220
Christie Miller: And then, what happens is that's a brand new sales page it says, if they got they're just walking in off the street so they're gonna have to put in all their information and their credit card again.

310
00:36:50.250 --> 00:36:54.390
Kate Houston: yeah but it might be auto filled anyway, like most people have their auto fill on.

311
00:36:54.420 --> 00:37:01.200
Christie Miller: yeah I mean I we use last pass, and so I just click a button and five spent $9 million without.

312
00:37:01.260 --> 00:37:01.710
Okay.

313
00:37:02.820 --> 00:37:03.090
Christie Miller: Okay.

314
00:37:03.150 --> 00:37:09.210
Kate Houston: I like that we just have to complete leave they're like it's just the the redirect is separate.

315
00:37:10.080 --> 00:37:18.090
Kate Houston: Yes, so so we don't say anything about VIP on the first page or you might just say there's an option or you just let it pop up.

316

00:37:18.510 --> 00:37:23.040
Christie Miller: No, I wouldn't say anything I would just keep people completely focused.

317
00:37:23.130 --> 00:37:24.390
Kate Houston: On please complete yeah.

318
00:37:25.170 --> 00:37:29.580
Christie Miller: freebies freebies or $7 product $7 product $7 product.

319
00:37:29.790 --> 00:37:44.310
Christie Miller: And then option yeah, and this is also a really good way to get to the point where you're like yes my people that are buying this also want that it makes sense for me to now upgrade to grow.

320
00:37:45.120 --> 00:37:45.450
Kate Houston: yeah.

321
00:37:45.840 --> 00:37:49.410
Kate Houston: yeah yeah I want to test it out a little bit and just don't do enough.

322
00:37:49.830 --> 00:37:54.450
Kate Houston: regularly to offset the cost, but like for black Friday I cannot play with that.

323
00:37:55.620 --> 00:38:02.040
Kate Houston: $7 class and then this add on group coaching laser coaching thing for like ridiculous.

324
00:38:02.430 --> 00:38:03.360
Kate Houston: yeah okay.

325
00:38:03.690 --> 00:38:11.100
Christie Miller: Now you brought up a really good thing that I forgot to mention also is you had said, thank you, page.

326
00:38:11.460 --> 00:38:28.950
Christie Miller: So for any of you that are wondering when what what kind of Thank you page do I give do I have do I set up so that my people get a nice, thank you, you can create your Thank you page in Sam cart exactly the same way.

327
00:38:29.490 --> 00:38:41.370
Christie Miller: That we just created the freebie so you're going to create another product you're going to call it, you know Facebook group magic, thank you, or whatever you don't want to make sure that you know these are connected.

328
00:38:41.850 --> 00:38:49.350
Christie Miller: And you're going to redirect people to that after they have requested your download okay or after they have.

329
00:38:49.800 --> 00:39:05.910
Christie Miller: done whatever it is that you're wanting them to do you're going to hide that checkout box again and then you're you're set to go, so that way you don't need another website you don't need lead pages, you can do it all within damn card.

330
00:39:06.420 --> 00:39:17.310
Kate Houston: So I have a follow up with that one is if they choose not to VIP they don't get the Thank you page, so you just have to have a triggering in email to send them whatever you need to send them.

331
00:39:17.580 --> 00:39:22.680
Christie Miller: yeah Okay, what I would do, though, when you're using it like that.

332
00:39:23.910 --> 00:39:27.300
Christie Miller: I would, at the top of the page say.

333
00:39:28.260 --> 00:39:34.980
Christie Miller: Combine that congratulations on purchasing you know the xyz product.

334
00:39:36.030 --> 00:39:47.400

Christie Miller: So, thank them right away so that it's not like they feel like they thought slammed in the face with another offer so even like on our.

335
00:39:49.200 --> 00:39:55.560
Christie Miller: Let me pull up one of our upsell pages that this is a true upsell page, so let me.

336
00:39:56.610 --> 00:39:58.170
Christie Miller: grab it.

337
00:40:00.270 --> 00:40:02.310
Christie Miller: And then I will share my screen.

338
00:40:18.330 --> 00:40:30.300
Christie Miller: Okay, so this is our upsell page for tia mio are taken and make it your own sale that's going on right now.

339
00:40:30.750 --> 00:40:45.330
Christie Miller: As soon as somebody selects whatever level of tmi Oh, and adds in some order bumps whatever they do this is what they will see, because I do have the upsell feature so at the top, I do thank them.

340
00:40:45.780 --> 00:40:54.720
Christie Miller: congrats on your TMC investment and then they're going to get offered our camera confidence workshop at a very low price.

341
00:40:55.230 --> 00:40:59.910
Christie Miller: And then, they have to click down here at the bottom and it looks funky because i'm.

342
00:41:00.540 --> 00:41:08.910
Christie Miller: If i'm not actually there is a person who has just bought the button will look differently if I had just by but then they have to click either.

343
00:41:09.270 --> 00:41:22.500

Christie Miller: Add to my order or no thanks, and at that point they're going to get a true Thank you page, but until they do that all they're seeing is congrats on your.

344
00:41:23.040 --> 00:41:38.670
Christie Miller: Investment, but at least i'm thanking them, you know i'm not just punching them in the face and then they'll get the official Thank you after they're out of here but that's because I have the upsell feature does that make sense.

345
00:41:42.930 --> 00:42:02.850
Christie Miller: Okay cool and and I got a message from Scott that he is already logged in here and so when he's ready, we may do it before one o'clock we can start asking them some of the questions we don't we don't need to wait until one o'clock or four o'clock, but let me go to.

346
00:42:02.910 --> 00:42:06.060
Jayne Hood: See the form is created that's called Sam cart DEMO.

347
00:42:06.600 --> 00:42:10.560
Jayne Hood: Okay, tried to slack you the embed code this way too long slack.

348
00:42:10.590 --> 00:42:16.320
Christie Miller: out at me alright, so let me go into active campaign and get that.

349
00:42:17.850 --> 00:42:21.120
Christie Miller: Oh yeah it would be, it would be very long wooden yeah.

350
00:42:22.260 --> 00:42:24.420
Christie Miller: Okay, so forms.

351
00:42:26.610 --> 00:42:27.630
Christie Miller: i'm card DEMO.

352
00:42:29.010 --> 00:42:30.570
Christie Miller: Okay i'm gonna go grab it.

353
00:42:38.790 --> 00:42:39.960
Christie Miller: Oh yeah that's a doozy.

354
00:42:47.370 --> 00:42:48.690
Jayne Hood: Okay, and let me.

355
00:42:48.720 --> 00:42:50.760
Christie Miller: Go and share my screen.

356
00:42:57.600 --> 00:42:58.920
Christie Miller: i'm on zoom.

357
00:43:03.120 --> 00:43:15.000
Christie Miller: It would be great if there was a way on zoom to like keep your controls always right on top, so you can see everything always okay so let's go back to.

358
00:43:16.680 --> 00:43:17.580
Christie Miller: DEMO.

359
00:43:18.930 --> 00:43:22.170
Christie Miller: And it was freebie number two, this is the one that I created today.

360
00:43:24.270 --> 00:43:26.190
Christie Miller: we're going to go into design.

361
00:43:28.830 --> 00:43:37.770
Christie Miller: And i'm going to change this box down here to something that is not already active and connected to something else in our system.

362
00:43:40.200 --> 00:43:42.840
Christie Miller: Okay, so i'm going to bring the html over.

363

00:43:44.310 --> 00:43:47.970
Christie Miller: And then I am going to copy and paste the html in here.

364
00:43:51.720 --> 00:44:04.710
Christie Miller: Now, you will see, we didn't take the time to change all this language, but I think everyone is cool with that, for now, for purposes of the DEMO and now i'm going to publish.

365
00:44:08.820 --> 00:44:25.110
Christie Miller: And we are going to preview and we are going to keep our fingers crossed that this works plugin send the guide, I am still Christie and i'm still Christina Christina Miller we're going to push this button.

366
00:44:31.830 --> 00:44:34.770
Christie Miller: Let me go into Sam cart.

367
00:44:35.790 --> 00:44:38.850
Christie Miller: and find out it's trying to go to the right place.

368
00:44:42.060 --> 00:44:44.850
Christie Miller: And let me look for my episode.

369
00:44:47.370 --> 00:44:48.270
mo.

370
00:44:52.710 --> 00:44:56.160
Christie Miller: I may have copied the URL wrong it's probably what happened.

371
00:44:59.640 --> 00:45:00.720
Christie Miller: Ah, I did.

372
00:45:08.250 --> 00:45:12.900
Christie Miller: And now we are going back to our freebie.

373

00:45:14.070 --> 00:45:16.320
Jayne Hood: where you have to go to active campaign for us right.

374
00:45:16.890 --> 00:45:18.900
Christie Miller: Now, because I think I gave you have the right.

375
00:45:19.020 --> 00:45:23.670
Christie Miller: The right link there, but I didn't have the right link in here so let's just try this again.

376
00:45:27.330 --> 00:45:30.090
Christie Miller: i'm a freebie me take a look at this.

377
00:45:42.120 --> 00:45:42.810
Christie Miller: Okay.

378
00:45:46.170 --> 00:45:46.800
Jayne Hood: It works.

379
00:45:46.830 --> 00:46:00.660
Christie Miller: The way it was supposed to work, so let me just refresh everyone's teaching on this here's what's interesting Jane, though, is this page keeps going back.

380
00:46:01.890 --> 00:46:03.690
Christie Miller: Of this, is the freebie we're good we're good.

381
00:46:05.340 --> 00:46:07.170
Christie Miller: Let me take a breath.

382
00:46:09.930 --> 00:46:26.280
Christie Miller: New redirect after somebody has logged in for your freebie to redirect them to your sales page or your upsell page or a thank you page that you have created in Sam cart.

383

00:46:26.880 --> 00:46:43.650
Christie Miller: Because you don't have the upsell feature, you are going to go to order direct all this right here, and you are going to put in the URL of that Sam cart sales page.

384
00:46:44.460 --> 00:47:02.520
Christie Miller: upsell page or if you just want to have a plain Thank you page, because you don't want to sell them anything after they have opted in for freebie you're going to put that URL right here, you also may need to go into your form.

385
00:47:03.780 --> 00:47:13.440
Christie Miller: In your email provider and Sam cart DEMO and make sure that.

386
00:47:14.670 --> 00:47:36.480
Christie Miller: over here on options it tells them where you want to send them okay if you're using another email provider that may not be necessary, but what we just saw was that it was required so make sure you put it in both places.

387
00:47:38.730 --> 00:47:49.020
Christie Miller: Everybody got that I hope I haven't just made everyone's heads explode, so let me stop sharing again and see okay Jonathan go ahead and unmute yourself.

388
00:47:51.600 --> 00:47:52.230
Jhonnatan Ramirez: um hey.

389
00:47:53.970 --> 00:48:03.720
Jhonnatan Ramirez: um I would use i'm raising my hand because I thought I knew what was going on with your with your own URL because I was thinking, if you weren't using the checkout feature and same car.

390
00:48:04.170 --> 00:48:10.710
Jhonnatan Ramirez: Why would you want imagery directory within Sam car rather than doing it from active campaign that's what I was that was as much kind of thought.

391
00:48:11.340 --> 00:48:13.530
Christie Miller: Ah, that could have been it.

392
00:48:14.880 --> 00:48:26.100
Christie Miller: You know what that could have been it yeah so maybe it the redirect after checkout doesn't actually override anything.

393
00:48:26.190 --> 00:48:31.800
Christie Miller: right because they haven't technically checked out because we hit the checkout page.

394
00:48:32.610 --> 00:48:35.970
Christie Miller: Correct you're a smart man, Mr Jonathan romero's.

395
00:48:36.450 --> 00:48:37.530
Jhonnatan Ramirez: that's what I wanted to say.

396
00:48:38.850 --> 00:48:51.570
Christie Miller: yeah that is probably why so make sure you go into your email provider and where it's asking you what you want to do after they fill out this form, make sure you put it in there.

397
00:48:52.350 --> 00:48:53.520
Christie Miller: Now for.

398
00:48:53.550 --> 00:48:55.770
Christie Miller: US we do everything and lead pages.

399
00:48:55.830 --> 00:48:57.840
Christie Miller: And there's a thing right in lead pages that.

400
00:48:57.840 --> 00:49:15.600
Christie Miller: says, where do you want to send them after this and lead pages overrides, whatever our email provider says, like the email provider is sitting in the passenger seat, but lead pages is is driving and but you did solve the mystery Jonathan so thank you.

401
00:49:16.470 --> 00:49:16.800
Jhonnatan Ramirez: What makes.

402
00:49:17.550 --> 00:49:18.780
Christie Miller: perfect sense now.

403
00:49:19.440 --> 00:49:35.160
Christie Miller: Okay, who else has questions about Thank you page upsell page, let me have them and i'm going to send a slack to Scott and say if he wants to start early, we are ready for him.

404
00:49:36.450 --> 00:49:39.510
Scott Moran: would I like to start early Christie what's up.

405
00:49:41.070 --> 00:49:42.090
Christie Miller: Where are we aligned.

406
00:49:42.120 --> 00:49:47.670
Scott Moran: I was actually that's really opportune timing, I was literally just sitting back down so that's very, very good timing, give me one second.

407
00:49:47.970 --> 00:49:51.540
Scott Moran: Okay kick into into my video and stuff here but i'm certainly.

408
00:49:51.570 --> 00:49:52.140
Christie Miller: happy to.

409
00:49:52.260 --> 00:49:54.900
Scott Moran: answer your current questions, right now, if anybody has one.

410
00:49:56.070 --> 00:50:00.030
Christie Miller: Yes, we've had a couple come in, and let me tell you what we've done.

411
00:50:00.060 --> 00:50:03.150
Scott Moran: So far, awesome yeah I was gonna say catch me up on what's going on.

412
00:50:03.180 --> 00:50:10.950
Christie Miller: yeah so we started this morning with me showing them how to create a freebie an opt in page.

413
00:50:11.310 --> 00:50:12.210
Scott Moran: He is.

414
00:50:12.510 --> 00:50:14.220
Scott Moran: happy and you guys got going on, I dig it.

415
00:50:14.790 --> 00:50:16.560
Scott Moran: yeah okay well let's see.

416
00:50:16.590 --> 00:50:17.850
Scott Moran: it's my video up right now oh.

417
00:50:17.910 --> 00:50:19.980
Christie Miller: My oh yeah that's what i'm like Where are you buddy.

418
00:50:20.070 --> 00:50:27.870
Scott Moran: I think, am I coming up now, I think I mean no I didn't get it Hello everyone what's going on, and you guys are seeing this is Home Office here at this point so you can definitely tell.

419
00:50:28.230 --> 00:50:37.050
Scott Moran: Our three year old daughter's little gentle gym thing going on to this as a as a very behind the scenes look but Hello very, very cool to see our names to some faces there's some names I absolutely recognize here so.

420
00:50:37.440 --> 00:50:49.590

Scott Moran: yeah so yeah Rachel whoo hoo for the home playroom, let me tell you yeah we finest home gym for a three year old or three three year old that Amazon combined so nice okay so christy what were you guys building.

421
00:50:49.830 --> 00:50:57.510
Christie Miller: yeah so we we built a freebie page yes and and and then everyone went off and implemented that so I was.

422
00:50:57.510 --> 00:51:02.010
Christie Miller: Showing people how to get the html code from their email provider, so that they can.

423
00:51:02.010 --> 00:51:02.460
Scott Moran: return.

424
00:51:02.580 --> 00:51:03.450
Christie Miller: And and have a form.

425
00:51:03.960 --> 00:51:07.680
Christie Miller: Your question for you, and this is something I don't know if you'll be able to answer.

426
00:51:08.790 --> 00:51:15.180
Christie Miller: it's my understanding the little bird told me that there may be a freebie page option coming in, Sam cart.

427
00:51:18.150 --> 00:51:18.750
Christie Miller: Does that little.

428
00:51:20.040 --> 00:51:24.930
Christie Miller: know when like should might people like work on it, and do it this way.

429
00:51:24.990 --> 00:51:34.380

Scott Moran: Or is this Friday for black Friday, right now, I assume, probably a lot of you guys are thinking about your black Friday, sale and building a waitlist and things like that, yes, you should use sort of the hacky way that we're talking about right now.

430
00:51:34.920 --> 00:51:42.420
Scott Moran: The little birdie has very, very good sources inside of our office because that's absolutely something that we're working on, so is you know again it's not.

431
00:51:43.020 --> 00:51:53.070
Scott Moran: We are not in the business of recreating what other companies do have spend all their time doing you mean, but we will have a very nice very simple way to sort of like you know collect a lead essentially right.

432
00:51:53.550 --> 00:52:05.100
Scott Moran: On Sam card, and then you know I get really very swiftly move back into sort of what we do in the E commerce side of things so um yes we're going to make that a lot easier on you guys what christie's sort of like hacking and helping you guys kind of put together.

433
00:52:06.270 --> 00:52:14.940
Scott Moran: We like what you're currently doing right now, like hacky makes it sound like it's not reliable or like it will work or something that's not at all the case like what you guys are building with sort of.

434
00:52:15.390 --> 00:52:24.360
Scott Moran: Taking your embed code and throwing it on a Sim card page and hiding the checkout form that's how it's designed we sort of built this little weird kind of backdoor thing I don't know, maybe six or eight months ago, something like that.

435
00:52:24.600 --> 00:52:33.780
Scott Moran: But the idea is you guys will be able to do that right inside of Sam cart very, very shortly, I know a lot of people who sell services and things like that are just really excited to sort of like bring.

436
00:52:34.470 --> 00:52:40.620
Scott Moran: If you're willing to keep it simple which most people are at that point, you know I mean it's going to be really, really nice thing for you, if you like, really care about.

437
00:52:40.920 --> 00:52:50.370
Scott Moran: The little bits and designs and something that you can kind of keep doing you know any sort of lead capture that you might be doing somewhere else, but we will have a simplified option for you to do instead of Sam card probably.

438
00:52:51.360 --> 00:53:00.810
Scott Moran: I want to say before Christmas is probably the right time for him, I don't want to like over promise it'll say like first week in December, but the turtle we're shooting for we're shooting for like early December.

439
00:53:01.140 --> 00:53:18.570
Christie Miller: Okay, and we appreciate that, like I didn't want to put you on the spot, so I said I don't know if we'll have an answer, I do want to show you let me share my screen, this is, this is a freebie page that I have created in Sam cart so.

440
00:53:18.900 --> 00:53:20.460
Christie Miller: yeah this super simple.

441
00:53:20.910 --> 00:53:22.860
Scott Moran: i'm krista your active campaign correct.

442
00:53:23.220 --> 00:53:36.090
Scott Moran: Yes, Nice yeah so um you know the design and stuff of the form how that looks obviously you guys would take care of that in whatever email tool, you might be using but whatever you're using for email, you can do exactly what Chris is showing you here right just grab the embed code.

443
00:53:36.360 --> 00:53:39.510
Scott Moran: plop it outside of San Kurt widget there on the page right that's yeah.

444
00:53:39.540 --> 00:53:40.920
Scott Moran: For sure yep I love it.

445

00:53:41.280 --> 00:53:49.950
Christie Miller: And we, we did a DEMO with grabbing it from the chimp grabbing it from that D company that I don't like to say, their work, because they kicked.

446
00:53:49.980 --> 00:53:50.400
Christie Miller: me out.

447
00:53:51.630 --> 00:53:53.670
Christie Miller: So duly noted.

448
00:53:54.690 --> 00:54:07.620
Christie Miller: yeah we shouldn't three different ways to email programs that I have access to because i've used them at one point, so we know it works and for people that are using something else they get to go Google it and figure out how to do that.

449
00:54:08.130 --> 00:54:17.730
Christie Miller: Okay, and another question that came up was so we've created this freebie page and then I was showing everyone.

450
00:54:19.290 --> 00:54:20.400
Christie Miller: To do, and I said.

451
00:54:24.900 --> 00:54:30.210
Christie Miller: sell something on there, thank you, page when they don't have the upsell option.

452
00:54:30.540 --> 00:54:31.980
Christie Miller: And from what I was.

453
00:54:32.010 --> 00:54:35.790
Christie Miller: trying to do was create another product.

454
00:54:36.030 --> 00:54:39.660
Scott Moran: A paid product or ahead and put that URL.

455
00:54:39.720 --> 00:54:42.840
Christie Miller: inside a Sam cart where it says redirect upon checkout.

456
00:54:44.040 --> 00:54:49.500
Christie Miller: And it wasn't working wasn't working wasn't working so I went into my email provider and in the.

457
00:54:49.920 --> 00:55:01.590
Christie Miller: latter I put it over there and Jonathan ramirez one of our really brilliant game changer Members said well it's probably because they haven't checked out so you can't redirect after check out if there's been no checkout.

458
00:55:02.010 --> 00:55:06.360
Scott Moran: Exactly, yes, certainly yeah Jonathan on top of the ball there for sure, so you guys are on.

459
00:55:06.810 --> 00:55:14.370
Scott Moran: The form that you put on there right that's you're going to control where someone goes after that SIM cards got nothing to do with that form right we're just sort of showcasing and and putting on the page.

460
00:55:14.730 --> 00:55:22.950
Scott Moran: But that form then decides, where does someone go after that and so absolutely every time someone joins your email list becomes grabs a lead magnet or grabs whatever right.

461
00:55:23.220 --> 00:55:37.590
Scott Moran: make an offer from the next page and so yeah you're going to want to go create another page on Sam cart right go make another product make a quick offer there you know and and absolutely 100% use that as the Thank you page after someone joins your list yeah.

462
00:55:38.100 --> 00:55:45.930
Christie Miller: Okay cool and so whether we're doing just a plain Thank you page as a product and hiding the checkout page or we're doing an.

463

00:55:45.990 --> 00:55:48.480
Christie Miller: offer we just do it the same way cool.

464
00:55:48.510 --> 00:55:49.290
Scott Moran: awesome so again.

465
00:55:50.100 --> 00:56:02.370
Christie Miller: Jonathan who did that another question that came up is Julie was noticing that there's product tags in part.

466
00:56:03.030 --> 00:56:11.040
Christie Miller: Can you tell it what is the I don't I don't think we use us and what is the purpose of those because we were telling me.

467
00:56:11.160 --> 00:56:12.150
Scott Moran: share my screen with a quick.

468
00:56:12.390 --> 00:56:13.260
Scott Moran: yeah we were.

469
00:56:14.340 --> 00:56:19.440
Christie Miller: tag in your email system, and then I just don't know what the product tags are.

470
00:56:19.920 --> 00:56:30.420
Scott Moran: yeah for sure yeah can really see this right now and should have like a sample product page okay cool um yeah know your product tabs are basically just for your own like I don't have any this account, but let me just show you really quick.

471
00:56:30.870 --> 00:56:38.670
Scott Moran: it's basically just to keep track your own stuff I mean we have Sim card sellers that have hundreds of products created right and anytime whatever it just it can get very unruly.

472
00:56:38.880 --> 00:56:45.360

Scott Moran: And so obviously I could go ahead and search anytime just using like really quick, you know what we call elastic search that kind of narrow things down really quickly.

473
00:56:45.660 --> 00:56:50.040
Scott Moran: We can have tags, you know if I went into our Sim card account we use Sam cart to sell Sam cart.

474
00:56:50.280 --> 00:56:55.320
Scott Moran: Right, we have product tags based on someone's plan so if I clicked on launch it would show me everything we've tagged to sort of launch.

475
00:56:55.590 --> 00:57:04.110
Scott Moran: So it's it's it has nothing to do don't get confused with what you're doing inside of your email, you know platform if you're using converted, a lot of them use tags now, at this point right.

476
00:57:04.440 --> 00:57:11.580
Scott Moran: i'm tags over there is sort of it's the same idea right you basically showing show me all your contacts all my contacts that have the tag.

477
00:57:12.060 --> 00:57:16.980
Scott Moran: You know customer this product right or or you know have canceled subscription whatever tags you're kind of using.

478
00:57:17.520 --> 00:57:30.540
Scott Moran: But the product tags we're talking about here, instead of Sam cart is just for your own use, you know it's just for your own sort of like make your life simpler and so you can really quickly find products that you need if you have a bunch created yeah.

479
00:57:31.260 --> 00:57:36.060
Christie Miller: awesome I love that question how to Jane Jane do we do that.

480
00:57:38.070 --> 00:57:38.340
Jayne Hood: know.

481
00:57:40.560 --> 00:57:41.040
Scott Moran: what's going on.

482
00:57:41.730 --> 00:57:42.120
Jayne Hood: Are you.

483
00:57:42.810 --> 00:57:47.370
Scott Moran: doing good, are you coming to Miami or no i'm sorry but we're both you guys can make it ah that's the worst.

484
00:57:48.390 --> 00:57:49.080
Jayne Hood: Toronto and.

485
00:57:50.070 --> 00:57:52.290
Scott Moran: Go to Cabo and say oh you poor things.

486
00:57:53.250 --> 00:57:55.380
Christie Miller: That we didn't get to meet you in San Diego we'll catch.

487
00:57:55.380 --> 00:57:57.810
Scott Moran: You very true, it was great to be person yeah yeah.

488
00:57:58.230 --> 00:58:05.760
Christie Miller: Okay, so another question that's come out in is James is asking, can I upload custom fonts to the checkout builder.

489
00:58:06.120 --> 00:58:10.680
Scott Moran: yeah Unfortunately, you cannot, so we are pretty limited there in terms of and that's kind of like.

490
00:58:12.030 --> 00:58:19.590

Scott Moran: it's not really like a Sam cart thing it's like it's like an Internet thing you know I mean like what's really, really common right is that when you when you have tools that you're using.

491
00:58:19.890 --> 00:58:27.270
Scott Moran: You know web services and Santa something like ours right that you're limited what Google uses in Google fonts right you basically have to.

492
00:58:27.690 --> 00:58:36.000
Scott Moran: We have to make sure that the fonts work in every browser on every device, and all that kind of stuff and so, for us to allow you to upload your own custom ones would basically be like.

493
00:58:36.840 --> 00:58:43.470
Scott Moran: It might work for like this really small percentage of people that visit, your stuff so it's it's a lot easier on everyone for us to not let you do that.

494
00:58:43.770 --> 00:58:53.640
Scott Moran: um and and it's it's more of a fail safe than sort of like we don't want to take the time to do it kind of thing so um we're looking into it, you know we're looking into how can we add more.

495
00:58:54.300 --> 00:58:59.940
Scott Moran: Because there are a lot of other tools and stuff like that that, let us use their libraries and let us use their fonts and stuff.

496
00:59:00.630 --> 00:59:10.410
Scott Moran: That are cropping up all the time, so we definitely have an eye on that we want to add more um certainly more customization there is always great, but in terms of yeah like uploading your own custom fonts unfortunately not.

497
00:59:11.430 --> 00:59:22.410
Christie Miller: yeah which we probably wouldn't want to do, because if they're not already on that list it's most likely because they don't work for everyone on all different computers.

498

00:59:22.410 --> 00:59:32.580
Scott Moran: exactly why yeah I mean it 100% so I you know I would say i'm I love, how many custom fonts we have now, I mean there's a ton in there right so certainly go in and scroll and just kind of mess with those kind of things.

499
00:59:32.910 --> 00:59:38.040
Scott Moran: And the one thing a lot of people kind of miss is you can set your own favorites right, and you can set sort of like.

500
00:59:38.520 --> 00:59:45.600
Scott Moran: pick it one time for the whole page, and you know that kind of stuffs good and then of course anytime you go design a page, you can save it as a template to be used later on.

501
00:59:46.020 --> 00:59:52.470
Scott Moran: So there's a lot of really quick kind of shortcuts you know a lot of people miss those things, and they spend i'm spending all this time recreating pages from scratch.

502
00:59:53.340 --> 00:59:58.860
Scott Moran: So we tried to make it as quick and easy, as we can to sort of pick what are your favorites and let you guys, you know shortcut that kind of stuff but.

503
00:59:59.160 --> 01:00:08.310
Scott Moran: um yeah adding a custom fun is shockingly complex in a way that I didn't appreciate until one of our really sharp you know developer folks was like yeah it's not that easy.

504
01:00:09.510 --> 01:00:15.780
Christie Miller: Beginning of developer folks and can you show us, I know it's not about the question that was a lame segue.

505
01:00:16.440 --> 01:00:21.720
Christie Miller: You just mentioned templates can you show us I haven't gotten to that yet, can you show us how.

506
01:00:21.870 --> 01:00:26.670
Christie Miller: Once they create cool page how to save it in their account as a template.

507
01:00:27.060 --> 01:00:33.570
Scott Moran: yeah awesome can you guys see when i'm working with you cool okay awesome, so this is just you know my own kind of like dummy account right so.

508
01:00:33.900 --> 01:00:41.040
Scott Moran: i'm open up a product i'm going to go to design right and we're saying i've already kind of customized something, and now I want to save it and use it later right.

509
01:00:41.400 --> 01:00:48.780
Scott Moran: um so let me just say you know, save this template and we will you know we'll do this whole kind of thing i'm going to go.

510
01:00:49.170 --> 01:00:59.100
Scott Moran: back over here i'm going to click on settings in the top right okay so settings This is where you change your checkout form this is where you choose fonts for the page, this is where you, you know do constantly that.

511
01:00:59.400 --> 01:01:06.990
Scott Moran: And then I would click save this design as template okay so nice big button right here, and so i'll just say you know christie's awesome template.

512
01:01:07.560 --> 01:01:15.510
Scott Moran: And they'll show you kind of how you would you know deploy this later right so now cool we've been saved as a template I can go ahead, actually, and just let me.

513
01:01:15.960 --> 01:01:30.690
Scott Moran: Go back and go back to products and if I wanted to I could go to one of my other products, I could create something from scratch, let me just do you know, see the template i'll make a new product here right now, one time payment, we will call it $1,000.

514
01:01:31.830 --> 01:01:33.930
Scott Moran: Oh that's funny I was forgot you can't do commerce.

515

01:01:35.220 --> 01:01:35.670
Christie Miller: thing.

516
01:01:35.760 --> 01:01:43.110
Scott Moran: I always do this I didn't say I literally this is so, if I, like you think if there was someone that doesn't make those kind of you know, things like I would know but it's not true.

517
01:01:43.590 --> 01:01:48.570
Scott Moran: i'm cool so then i'm just going to open up the design page I don't need to pick a template I don't need to do any of that stuff.

518
01:01:48.840 --> 01:01:54.270
Scott Moran: it's blank there's nothing here right, this is like as generic as a checkout form gets you go back to settings.

519
01:01:54.810 --> 01:02:06.930
Scott Moran: and go to save templates right and then i'm going to go ahead and say you I can use template you can use that template I could preview it in a new page, so I could get a sense of okay cool, this is what I went and saved last time.

520
01:02:08.040 --> 01:02:13.260
Scott Moran: And then yeah I mean if I just want us to help let it go do that you can rename it, you can delete it but i'll just click use template.

521
01:02:14.250 --> 01:02:26.190
Scott Moran: Basically, this is just saying, if I did have something on this page, am I okay with deleting everything and loading up with the templates right so obviously that's what I want so i'll click save template for change template rather than.

522
01:02:26.970 --> 01:02:34.920
Scott Moran: Ever right, I was gonna say it's it's a it's a thing I mean i've done the same thing myself anyway so um I have a different.

523
01:02:36.570 --> 01:02:46.290

Scott Moran: template chosen here so like Basically, this was saved as a template as full width right and i'll kind of explain what i'll go back and let me hit going to publish device kind of see this thing.

524
01:02:48.120 --> 01:02:54.060
Scott Moran: If I go back to shout out design if you're wondering why it might look a little bit different right the template that I say was our full width template.

525
01:02:54.300 --> 01:02:59.490
Scott Moran: And i'm currently have this template chosen that sort of like a container it's like a little skinnier and leave some space on the sides.

526
01:03:00.270 --> 01:03:09.090
Scott Moran: But basically we're going to load whatever content, you have that template into sort of the layout you have now so like probably the most stark example would be if I chose our two column.

527
01:03:09.360 --> 01:03:14.550
Scott Moran: And click save you're going to see when I opened up the builder that it's into column right.

528
01:03:14.850 --> 01:03:20.370
Scott Moran: But it's all that stuff from my template over there on the far left you can see what I mean right So if you ever wondering.

529
01:03:20.610 --> 01:03:28.830
Scott Moran: This isn't exactly the template I save it's likely that you're just loading up the content that you saved as a template and you might need to just click back and kind of you know.

530
01:03:29.160 --> 01:03:37.080
Scott Moran: pick whichever one of those sort of like layouts was yours, so I chose full width was the last one so i'll go ahead hits full with hit save right.

531
01:03:37.380 --> 01:03:45.930

Scott Moran: And now, if I preview this page, it will look identical exactly right to the original template that I can see so that's a good one to remember these are here.

532
01:03:45.990 --> 01:03:46.230
Christie Miller: Let me.

533
01:03:46.890 --> 01:03:50.670
Christie Miller: Go ahead, let me just refresh everyone like if that went too fast.

534
01:03:51.480 --> 01:03:51.720
Company.

535
01:03:53.250 --> 01:04:01.980
Christie Miller: That you've chosen here on this page is giving you the container and that's like driving the bus.

536
01:04:02.370 --> 01:04:16.440
Christie Miller: So if you are using one of your own templates and this one is fighting with it, you need to go here and tell it hey go full with and my suggestion to everyone is always go full with it just looks better.

537
01:04:16.950 --> 01:04:27.180
Scott Moran: yeah the fourth ones are really, really nice um you know definitely like the two column ones are good for anybody who's doing like really quick stuff you know we generally speaking, we see the two column one used a lot when it's like.

538
01:04:27.690 --> 01:04:34.410
Scott Moran: you've been on the phone with a client, you know or somebody who's brand new to you and you want to send them something really quick and just bullet points about what it is that they can buy right there.

539
01:04:34.710 --> 01:04:39.990
Scott Moran: You know the full width is definitely sort of like to go to and I don't know if you guys received this but it looks like my screens being weird.

540
01:04:41.520 --> 01:04:50.010
Scott Moran: yeah I know what that was anyway, and then we have like the the pop up template you know we've got stuff that's in like skinny containers and can be really long, I mean you know, anyway, all of our templates are.

541
01:04:51.240 --> 01:04:57.810
Scott Moran: You can move from one to the other very, very easily right just be aware of that, if you ever feel like something like this doesn't look a little bit right.

542
01:04:58.140 --> 01:05:05.430
Scott Moran: Come back to the checkout design, you know spot these top eight sort of empty layout you know templates or whatever, if you if you.

543
01:05:05.790 --> 01:05:16.380
Scott Moran: click and move around like it'll keep the content, you have on the page but sort of change the layout of the page a little bit um and you'll i'm sure you'll end up finding the one that that was what you were shooting for so.

544
01:05:17.070 --> 01:05:25.230
Christie Miller: yeah yeah cool, let me just make sure that there aren't any questions or hands up about that.

545
01:05:26.850 --> 01:05:31.890
Christie Miller: I am not seeing any, but I am again in a different view.

546
01:05:33.000 --> 01:05:35.460
Christie Miller: yeah I don't see any hands up Jan you see any.

547
01:05:37.620 --> 01:05:41.730
Jayne Hood: No, but I actually had a question about the custom URLs.

548
01:05:44.610 --> 01:05:46.410
Christie Miller: That was actually next on my list.

549
01:05:46.860 --> 01:05:52.980
Scott Moran: Of subdomains yeah let's do it um So what is, is there a specific question, or just sort of like, how do we do it.

550
01:05:53.340 --> 01:05:56.190
Christie Miller: yeah Ashley you want to unmute yourself and.

551
01:05:58.470 --> 01:06:03.840
Christie Miller: Ellis I think Ashley had said earlier that she tried it and it didn't work so let's see what's going on.

552
01:06:03.990 --> 01:06:04.230
Scott Moran: You know.

553
01:06:07.170 --> 01:06:10.230
Christie Miller: Actually, may have stepped away um.

554
01:06:11.250 --> 01:06:21.270
Scott Moran: yeah so i'll just kind of run over the quick thing like obviously does anybody here not know what custom domain is right, a lot of this terminology can be really, really similar right.

555
01:06:21.900 --> 01:06:31.380
Scott Moran: But basically a custom domain says that I can have I can add a custom domain to your Sam card account, and you can actually add multiple custom domains.

556
01:06:31.650 --> 01:06:44.130
Scott Moran: But basically, you go to go Daddy you go to name cheap you go to anywhere, you would buy your URL online and you buy something like this is 10 step hitting systems COM, this is one of our like baseball things from way back when you can take that domain.

557
01:06:44.760 --> 01:06:54.120
Scott Moran: You can add it to Sam cart and say these products i'm creating on Sam cart I want to quote live under this domain, so instead of you know, by default, right.

558
01:06:54.390 --> 01:07:04.800
Scott Moran: um you know this example kind of like thing right here is called potent portables dot Sim card calm and we don't have any custom domains on this account right So if I open up any one of these products.

559
01:07:05.280 --> 01:07:10.950
Scott Moran: you're going to see the URL bar starts with potent portables dot Sam card comm slash products.

560
01:07:11.250 --> 01:07:19.710
Scott Moran: You know, whatever if I wanted that to be scott's products COM slash something right you add a custom domain I go somewhere else I buy scott's products COM, the rights to it.

561
01:07:20.040 --> 01:07:25.560
Scott Moran: Right and then you're just going to walk through, we have a whole health vertical and everything Unfortunately, at this particular juncture.

562
01:07:26.220 --> 01:07:30.420
Scott Moran: It requires the use of an ex of a third party tool called cloud flair.

563
01:07:30.630 --> 01:07:41.850
Scott Moran: And there's no reason that anybody on this call needs to know what i'm about to say and trust me if you get lost in it do not worry go to help article okay click on this help button inside of your account okay come here.

564
01:07:42.150 --> 01:07:48.150
Scott Moran: This is where all of our help articles live, this is where everything is and just type in custom domain or domain i'm sure you'll find it.

565
01:07:48.540 --> 01:07:58.110
Scott Moran: we've got a full awesome help article here, step by step, any questions along the way, ask our team Okay, but basically what you have to do cloud flair because you know you don't.

566

01:07:58.380 --> 01:08:02.220
Scott Moran: see him part is it doesn't own your domain you do right you basically have to give.

567
01:08:02.460 --> 01:08:11.490
Scott Moran: Your domain name better directions is kind of the the metaphor that i'll use there right, so you have to go to cloud flair and change what is called your DNS settings.

568
01:08:11.790 --> 01:08:19.860
Scott Moran: Right, but if you think of the Internet is just a big roadmap I type in 10 step hitting system calm and the Internet sort of decides, where does that go right.

569
01:08:20.130 --> 01:08:25.080
Scott Moran: You basically have to say hey domain name point to these Sam cart pages right that's right amy so.

570
01:08:25.590 --> 01:08:33.480
Scott Moran: We don't need to go any deeper than that if you guys have any questions reach out to our team likes take screenshots of what you're trying to do if you're trying to replicate what's in this help article.

571
01:08:34.260 --> 01:08:41.790
Scott Moran: And our team can help you actually better than I can when I have questions about custom domains, because I had some from time to time I go to our team okay.

572
01:08:42.420 --> 01:08:51.930
Scott Moran: The good news is the good news is, we will be eliminating the use of that third party tool probably sometime right after two years, so we're already kind of working on that it's going to be a heck of a lot easier to add your own domains.

573
01:08:52.530 --> 01:09:00.810
Scott Moran: But it's a really big benefit a lot of people like having you know the pages that you go and create on Sam cart where are we here, here we go so pull up like this one.

574
01:09:01.650 --> 01:09:07.290

Scott Moran: A lot of people like having these pages on their own URLs so they want to say go to scotts products COM not.

575
01:09:07.830 --> 01:09:14.010
Scott Moran: Putting portables that's it, you know everyone likes a big long URL and so um yeah adding custom domain, you can add unlimited.

576
01:09:14.340 --> 01:09:21.270
Scott Moran: Okay, so if you want, you know, three products to live under this domain and five products live under another domain, you can do that and Sam her.

577
01:09:21.870 --> 01:09:26.970
Scott Moran: But, again, I would, I would not even attempt to demonstrate how to do this right now.

578
01:09:27.300 --> 01:09:39.180
Scott Moran: As I am not very good at it and every time I go to do it, I just opened up our help article and follow the steps that's literally what I do as well, so for James who said, you know i'm pretty good at the same card stuff which I am pretty good at the Sim card stuff.

579
01:09:39.480 --> 01:09:39.990
Scott Moran: i'm like.

580
01:09:40.380 --> 01:09:53.730
Scott Moran: i'm probably like the 30th best person at Sam card in our office now, at this point we have way more talented people to me who do this all day, every day, and believe it or not, I I touch Sam cart very little now, at this point in my career, which is kind of funny but.

581
01:09:54.150 --> 01:10:06.930
Christie Miller: yeah and I actually said that earlier, I said when we ask Scott some technical questions he's you know we're talking CEO level I don't know your official you're at the top of this organization.

582
01:10:07.350 --> 01:10:10.650

Scott Moran: ever see there at the beginning, I don't even know if I have an official title but there's a.

583
01:10:10.650 --> 01:10:11.850
Scott Moran: Seed to start there somewhere.

584
01:10:11.880 --> 01:10:13.830
Christie Miller: yeah you're Mr bigwig.

585
01:10:13.920 --> 01:10:16.290
Christie Miller: You may not know how to do all these things.

586
01:10:16.290 --> 01:10:19.500
Christie Miller: Because you have a you have a development team and.

587
01:10:19.560 --> 01:10:21.510
Christie Miller: it's your expertise and the people.

588
01:10:21.870 --> 01:10:22.650
Christie Miller: That help desk.

589
01:10:23.010 --> 01:10:26.520
Christie Miller: they're the ones that really know how to do this there's a lot of.

590
01:10:26.520 --> 01:10:27.270
Scott Moran: stuff very good.

591
01:10:28.080 --> 01:10:32.460
Christie Miller: That Jane and I know how to do there's less of the changes that I have no clue how to do.

592
01:10:34.230 --> 01:10:37.500
Christie Miller: Together, we will all make it happen.

593
01:10:38.850 --> 01:10:44.520
Christie Miller: And I do have another question for you, because I somehow yesterday I stumbled upon.

594
01:10:45.810 --> 01:10:48.930
Christie Miller: A Sam cart feedback page.

595
01:10:50.430 --> 01:10:53.940
Christie Miller: About like one question different features and stuff.

596
01:10:54.210 --> 01:10:57.390
Scott Moran: You could just literally feedback dot Sam cart COM.

597
01:10:57.960 --> 01:11:06.270
Scott Moran: yep here, it is, I encourage absolutely anyone bookmark this URL you're not going to find it from right inside of your account but we live it every day we mentioned it in like some.

598
01:11:06.660 --> 01:11:17.580
Scott Moran: Some email footers and things like that, but this is where this is our hub for when customers have feedback, this is where we want you to put it, you can vote on other things people have already submitted right.

599
01:11:18.060 --> 01:11:28.050
Scott Moran: You can submit your own idea, using the button here at the top right, but we, we take a lot of pride in in really truly listening to our users, I mean you know what when we go to.

600
01:11:28.470 --> 01:11:37.440
Scott Moran: We have um we build new features in a six week cadence Okay, so we sort of just started a new six week cadence and so basically what that means is two weeks ago.

601
01:11:38.070 --> 01:11:48.690

Scott Moran: We had our product managers submit eight or 10 different ideas for What could we build in this next six weeks cycle and the first place, they start is here is feedback that Sim card.com so.

602
01:11:49.200 --> 01:11:58.710
Scott Moran: that's a big piece here, I certainly would encourage anyone to bookmark this URL go look at some stuff throw some votes around at some stuff that you like, but anyway krista you were saying, where you were here and what happened.

603
01:11:59.460 --> 01:12:10.410
Christie Miller: yeah I was here, and then I was, I was just amazed I didn't know this page existed, I was actually googling something of how to do something on Sam cart and.

604
01:12:10.470 --> 01:12:13.680
Christie Miller: right here, I was like whoa that's a great page.

605
01:12:14.130 --> 01:12:19.260
Christie Miller: One of the things that I noticed, if you scroll down is terms.

606
01:12:20.340 --> 01:12:21.300
Christie Miller: and

607
01:12:21.330 --> 01:12:23.010
Christie Miller: Like one of the search.

608
01:12:23.430 --> 01:12:24.000
Scott Moran: term in.

609
01:12:24.150 --> 01:12:26.790
Christie Miller: terms and conditions page.

610
01:12:27.360 --> 01:12:27.900
Scott Moran: And that.

611
01:12:27.960 --> 01:12:31.500
Christie Miller: got me thinking it might be called skin Steve in here.

612
01:12:31.530 --> 01:12:32.310
Because I know I saw.

613
01:12:33.600 --> 01:12:36.420
Scott Moran: T and it's gonna be any.

614
01:12:36.480 --> 01:12:38.460
Scott Moran: Other is build your own team, here we go.

615
01:12:39.060 --> 01:12:46.710
Christie Miller: Okay, so I saw this and then I thought okay for my clients who don't have lead pages.

616
01:12:47.130 --> 01:12:51.180
Christie Miller: And they want to create their own tea and sees your.

617
01:12:52.890 --> 01:13:13.380
Christie Miller: Sim card what are going to be the options and here's a couple things that I came up with one was can we put our t's and c's in the course platform as an unprotected page and and just link to their.

618
01:13:14.430 --> 01:13:20.970
Scott Moran: yeah I don't hate that at all actually yeah I mean what what we recommend for some people who want to keep it really short as you go make another product.

619
01:13:21.300 --> 01:13:30.090
Scott Moran: You know, do the same thing and go go do the product and just drag and drop into the builder you could absolutely do the same thing with a course that's sort of just like free and that's fine too.

620

01:13:30.450 --> 01:13:34.560
Scott Moran: i'm that you do it there, we have some people that do it on Google docs or Google pages.

621
01:13:34.890 --> 01:13:41.250
Scott Moran: um you know there's there's a lot of different ways to kind of get that done essentially some people put it on sub stack you know that they have.

622
01:13:41.610 --> 01:13:45.810
Scott Moran: A medium account or they have something like that right and they'll just drop their their terms and conditions there.

623
01:13:46.230 --> 01:13:52.440
Scott Moran: um yeah kitty kitty sets right hurts or other website and she links to it, obviously, if you have a website, if you have wordpress or something.

624
01:13:52.860 --> 01:14:04.020
Scott Moran: super simple go make that happen if you want to be like Christie and you want to be the new website, you know person that's that's that's crushing it and that's like you know you've got that on your on your office you know, whatever on your door to your office.

625
01:14:04.770 --> 01:14:11.820
Scott Moran: Then yeah there are a lot of other options to kind of get that stuff done but yes, certainly, I would I would love this as a feature, I mean I would love every feature on here it's awesome.

626
01:14:13.110 --> 01:14:17.280
Scott Moran: But something where you're just sort of copying and pasting it into a box and then Sim card sort of.

627
01:14:17.700 --> 01:14:31.080
Scott Moran: takes care of for you right um would be really, really, really fun, especially you know if we could help generate those kind of things we've sort of been talking about this one What would it look like and so yeah this would be a really fun one to get done for sure and.

628

01:14:31.290 --> 01:14:39.630
Christie Miller: yeah, and so the options now are let's pretend, you have no website, the options are create a new product.

629
01:14:39.690 --> 01:14:42.750
Christie Miller: Just like freebie where you're hiding the checkout page.

630
01:14:42.780 --> 01:14:43.680
Scott Moran: Again sure.

631
01:14:43.980 --> 01:14:47.160
Christie Miller: or put it in the courses that we haven't even started.

632
01:14:47.160 --> 01:15:00.840
Christie Miller: Talking about horses out yet put it in that as i'm protected document and protect course and then the other option which I also did last night was I pasted mine into a Google document and then save this yes.

633
01:15:01.230 --> 01:15:14.670
Christie Miller: And yes, use that link the reason why I don't like that idea, yes, and you kind of have no proof as to what was really in that documents you know because I know.

634
01:15:15.240 --> 01:15:23.790
Christie Miller: times when we're in a dispute, there was something that showed up like when that website when that page was last edited.

635
01:15:24.180 --> 01:15:27.930
Christie Miller: And so, if I ever needed to I can prove it never gets that deep.

636
01:15:28.380 --> 01:15:30.120
Scott Moran: Yes, for sure yeah yeah.

637
01:15:30.690 --> 01:15:31.410
Christie Miller: yeah but.

638
01:15:32.250 --> 01:15:41.520
Scott Moran: Terms conditions are really they're really important, especially for anybody who's doing if you're doing service type stuff you know I mean you want to make sure that you're you're sort of like locked in on that contract type stuff.

639
01:15:42.480 --> 01:15:49.470
Scott Moran: is definitely really important most I mean let's just be honest most people's terms and conditions are not written by a lawyer, most people are.

640
01:15:49.950 --> 01:15:54.600
Scott Moran: Most people aren't Christie who literally was a sheriff and you know, like that was something you did for a living.

641
01:15:54.990 --> 01:15:59.580
Scott Moran: You know, most people you're copying and pasting from other places and that's you know, we find that kind of stuff a lot and that's fine.

642
01:16:00.180 --> 01:16:05.220
Scott Moran: Generally speaking, your terms conditions, you should I should think of them as more of like a.

643
01:16:06.180 --> 01:16:16.980
Scott Moran: More of like a a a fallback option for when things get kind of nasty you know I mean if that happens and it's really you know, generally speaking, unless you are intentionally.

644
01:16:17.460 --> 01:16:28.470
Scott Moran: doing some weird shady stuff in your business that very, very rarely happens christy how many times have you really hasn't gotten to a point where like you really needed your terms conditions to like back something up.

645
01:16:28.950 --> 01:16:32.820
Christie Miller: yeah and it just came up recently and.

646

01:16:34.170 --> 01:16:35.280
Christie Miller: typically happens.

647
01:16:35.310 --> 01:16:37.950
Christie Miller: is somebody wants a refund and we say.

648
01:16:38.010 --> 01:16:47.460
Christie Miller: Okay here's the conditions here's the homework that you need to turn in and then it's easy it's data over drama okay we're using the term.

649
01:16:48.150 --> 01:16:48.990
Christie Miller: That you agree to.

650
01:16:49.470 --> 01:16:49.920
Christie Miller: and

651
01:16:50.100 --> 01:16:59.160
Christie Miller: Of course we can always make our own exceptions we did have an issue come up recently where the person just got really nasty and it was.

652
01:16:59.580 --> 01:17:11.730
Christie Miller: A $97 product it said no refunds due to the nature of this you're getting everything at once, you know, do not buy this unless you are acknowledging that there are no refunds and.

653
01:17:12.600 --> 01:17:20.700
Christie Miller: She got nasty nasty nasty fought it with the credit card company, and this was totally not worth our time to fight it.

654
01:17:20.910 --> 01:17:23.100
Christie Miller: i'm just gonna say that but exactly.

655
01:17:24.300 --> 01:17:25.260
Christie Miller: Sometimes.

656
01:17:25.530 --> 01:17:34.770
Christie Miller: You know the principle that thing just gets me, and so we bought it and we won it doesn't make me feel like a good person, it would have been.

657
01:17:34.770 --> 01:17:35.220
Christie Miller: Better just.

658
01:17:35.340 --> 01:17:39.150
Christie Miller: Like whatever, but she got so nasty.

659
01:17:39.480 --> 01:17:45.330
Christie Miller: yeah that i'm like, no, no, no, no, no, no, no, you want to attract these to track them with funny not with.

660
01:17:45.810 --> 01:17:53.640
Scott Moran: What is a very, very good way to put that yeah so you know, to give you guys some context, I mean you know Sim card at this point is I don't know we're going to do.

661
01:17:54.270 --> 01:18:08.280
Scott Moran: I don't know something in the low 20s and in millions in revenue this year right, and you know we've been doing this for a long time I legitimately think we've only really ever had to pull out our terms and conditions, maybe single digit occasions you know so when it comes to.

662
01:18:09.390 --> 01:18:17.370
Scott Moran: You know i'm a big person of simplicity and getting things out into the world, you know I mean you can always fall back on things later, you know I mean like that kind of stuff so.

663
01:18:17.820 --> 01:18:29.340
Scott Moran: You know Jen nesta question right so i'm new to coaching I don't have a commercial kitchens, where, can you go get one i'm not a lawyer Christie is a lawyer so maybe Christie can you be a better advice or maybe I could call my wife down here who's in the.

664

01:18:29.340 --> 01:18:30.210
Scott Moran: trend that's.

665
01:18:30.480 --> 01:18:38.190
Scott Moran: that's not necessarily her area of expertise, but there are a lot of different terms of conditions generators out there, you can do use I I recommend.

666
01:18:38.760 --> 01:18:45.000
Scott Moran: Using some of these ones right from somewhere that's reputable there's kind of a lot out here, but you know there's some really big companies that create these kind of things for you.

667
01:18:45.300 --> 01:18:49.530
Scott Moran: And then you can even you know if you really, really, really want to get serious with it, you know go to.

668
01:18:50.670 --> 01:18:55.710
Scott Moran: Oh Christie i'm blanking on the name, what is the what is the like fiber legal services legal.

669
01:18:56.490 --> 01:18:57.390
Scott Moran: Legal right.

670
01:18:58.770 --> 01:19:04.740
Christie Miller: yeah but Jen you're in courses made easy and we've given you a link.

671
01:19:04.830 --> 01:19:05.580
Christie Miller: to your.

672
01:19:05.880 --> 01:19:06.960
Christie Miller: terms and conditions.

673
01:19:06.960 --> 01:19:09.450
Scott Moran: So even better chance yeah.

674
01:19:09.900 --> 01:19:10.200
Scott Moran: yeah.

675
01:19:10.290 --> 01:19:13.710
Christie Miller: For sure yeah I was trying to see if it was in our work, but I know there's a link.

676
01:19:13.710 --> 01:19:23.370
Scott Moran: Nice yeah and to backtrack to one other question James James asked about can you assign one product to one custom domain, the good answer is no.

677
01:19:23.910 --> 01:19:32.340
Scott Moran: You can assign multiple products to a single custom domain so again, if I had this is 10 step heating system calm right, we have one product to this one domain.

678
01:19:32.610 --> 01:19:38.880
Scott Moran: Right, but if I wanted to add a second one, and have a variation of the sales page or sell something else under the same domain, I could have.

679
01:19:39.180 --> 01:19:54.210
Scott Moran: 34567 products under this one domain and then have seven different products under a second domain under a third and kind of keep going like that in any direction you see fit um so yeah that's a nice flexibility feature that's available to you guys.

680
01:19:54.570 --> 01:20:02.460
Christie Miller: mm hmm mm hmm and then also thank you creams said to Jen check out Bobby clink.

681
01:20:03.180 --> 01:20:15.570
Christie Miller: Bobby clink I met him in a year long mastermind he's a great guy Harvard trained lawyer and he does have some free things on his website term I don't know if it's terms and conditions that are free.

682
01:20:15.960 --> 01:20:21.540

Christie Miller: And I think it's maybe his privacy policy but go look for Bobby clink because he is amazing.

683
01:20:22.920 --> 01:20:29.880
Christie Miller: Alright, so Dan is saying, can you require that the person agrees that terms and conditions as part of the purchase yes.

684
01:20:30.060 --> 01:20:31.650
Scott Moran: And I show you that one.

685
01:20:31.800 --> 01:20:35.070
Scott Moran: Every single product yeah i'm still sharing my screen right.

686
01:20:35.970 --> 01:20:37.650
Scott Moran: Okay cool I was like yes i'm not like.

687
01:20:37.710 --> 01:20:47.310
Scott Moran: Checking Twitter like jumping into something else, so you go into the product to require terms conditions, you actually have a couple different options so go to settings Okay, and then you're going to go to.

688
01:20:47.790 --> 01:20:59.760
Scott Moran: I believe checkout form yeah check out for him so check out a form is where you this is where you determine how long the checkout form is you can add the billing address and shipping address add an email confirmation, to avoid typos or something that right.

689
01:21:00.180 --> 01:21:00.510
Scott Moran: and

690
01:21:00.930 --> 01:21:02.850
Christie Miller: You don't hear about what I got it.

691
01:21:02.880 --> 01:21:03.600
Scott Moran: I got it yeah.

692
01:21:03.690 --> 01:21:05.730
Christie Miller: always do that one.

693
01:21:06.690 --> 01:21:08.370
Scott Moran: that's what people, and we really like a lot.

694
01:21:08.880 --> 01:21:22.860
Scott Moran: So now down here at the bottom and if I scroll down to the very bottom, you can see, I have terms conditions checkbox on right I haven't on I have put in San par.com, of course, if this was a real thing I would have you know, Sam card COM slash terms and conditions or you know, whatever.

695
01:21:24.510 --> 01:21:34.890
Scott Moran: And you can see there's a checkbox right here that says, I agree to our terms conditions, right now, if I enter in the URL but actually remove terms and conditions and just turn this off when we show you what happens that right.

696
01:21:35.370 --> 01:21:43.530
Scott Moran: Now it's not a checkbox but it's still there, placing an order you agree to our terms of conditions right so it's sort of like implied you you agree to this.

697
01:21:44.400 --> 01:21:47.730
Scott Moran: The Nice part is, if you really want it to be required right you turn this on.

698
01:21:48.030 --> 01:21:58.620
Scott Moran: And then everyone who buys right if they buy, and of course the terms conditions checkbox be checked as it would be let me hit go back, I want to go back and see if I have an order.

699
01:21:58.980 --> 01:22:07.590
Scott Moran: That will show this, but if you go to your orders Sam cart stores that information with each customer's order so you have that curse that customers IP address.

700

01:22:07.800 --> 01:22:16.500
Scott Moran: You have that they agreed your terms conditions at a specific time and date, it will even store the URL you linked to at that point in time.

701
01:22:16.740 --> 01:22:25.800
Scott Moran: Right um and and showcase that so again, this is a test account, so let me see, but if I open an order and then click on view full time it takes me to like this thing right here.

702
01:22:26.250 --> 01:22:34.530
Scott Moran: This one did not, but basically would be something right here, right, it would basically say this person is great in terms of conditions here's the URL here's their IP address here's when they agreed to it.

703
01:22:34.980 --> 01:22:41.250
Scott Moran: So if you ever need that information again Sim card stores it for you guys, which is a really nice benefit or anyone who's out there, using it.

704
01:22:41.520 --> 01:22:53.190
Scott Moran: that's why you have it right, so if you ever need it it's there, and you know that information can be offered to PayPal or stripe or something should dispute arises, and anyway, you can do there with it, but very nice flexible feature.

705
01:22:54.420 --> 01:22:54.720
Christie Miller: So.

706
01:22:55.740 --> 01:22:59.040
Christie Miller: What do you do if because you said.

707
01:23:00.390 --> 01:23:02.460
Christie Miller: If you don't have it required.

708
01:23:03.690 --> 01:23:10.350
Christie Miller: It will show the other thing, what if you don't have terms and conditions, is it still going to say you're a green door terms and conditions.

709
01:23:10.560 --> 01:23:16.050
Scott Moran: No that's the Nice part you just would have that be completely empty right so i'll jump back into the product right.

710
01:23:16.530 --> 01:23:21.660
Scott Moran: And so, if I go back design hit the settings tab checkout form right, one more time and scroll down to the bottom.

711
01:23:22.290 --> 01:23:33.720
Scott Moran: Right now right terms conditions checkboxes on if I turned it off right but it's off with something still in the URL bar that's when you see this if I turn it back on, and then I empty the terms of conditions field.

712
01:23:35.010 --> 01:23:36.060
Scott Moran: Then now we're good.

713
01:23:36.120 --> 01:23:37.410
Scott Moran: Right turn out and it would just.

714
01:23:37.650 --> 01:23:38.880
Scott Moran: It would just be blank if that's.

715
01:23:38.910 --> 01:23:45.870
Christie Miller: Nothing that's fine with you okay thanks for showing that because that's one of those things that it can drive us crazy we're like wait, how do I get it it's.

716
01:23:45.870 --> 01:23:47.970
Scott Moran: Just definitely yeah sure.

717
01:23:48.390 --> 01:23:54.600
Christie Miller: Okay, and then Rachel is asking she wants clarity on the custom URLs.

718
01:23:54.810 --> 01:23:59.550

Christie Miller: Yes, so if you have three products at a custom URL.

719
01:23:59.790 --> 01:24:05.040
Christie Miller: How do you decide what the slug is after right yeah so let me see.

720
01:24:05.400 --> 01:24:09.090
Scott Moran: If I have a custom domain, but you have a custom newbie here actually hold on, let me show you my.

721
01:24:09.420 --> 01:24:13.290
Scott Moran: So custom domains are managed in like your account settings right so i'll click on account.

722
01:24:13.620 --> 01:24:24.930
Scott Moran: And kind of come over here and custom domains, and again this is available on any plans, whether you guys are on launch pro scale enterprise whatever you have these things, and so this is one that I have for Connor cares his organization that my wife and I run.

723
01:24:26.340 --> 01:24:36.990
Scott Moran: Basically, you decide what product lives at Connor cares COM or actually it's technically co write one product exists at just that URL and there's no slug right.

724
01:24:37.350 --> 01:24:44.310
Scott Moran: um and then every other product that you add, you have a chance to it would be something like Connor cares co slash whatever.

725
01:24:44.550 --> 01:24:52.620
Scott Moran: And you can choose what that's logins at the product level so i'll go to this one product here is just open up one right, and I can decide.

726
01:24:52.950 --> 01:25:02.340
Scott Moran: You can see right here, right so Connor cares.co.com slash products if I wanted to add it to a custom domain right that's done I go to advanced settings.

727

01:25:02.700 --> 01:25:07.350
Scott Moran: And I scroll down again, this is one of those ones that don't do very often So here we go let's explore this together.

728
01:25:08.220 --> 01:25:14.250
Scott Moran: But I would say okay cool I want this product to live under this domain right Connor care of stucco it see changes just.

729
01:25:14.610 --> 01:25:22.560
Scott Moran: Make sure that says, and now, when I go back to product details right it's Connor tears co slash products slash whatever I have there right.

730
01:25:22.860 --> 01:25:28.080
Scott Moran: And so, this is where you can change the URL so technically Rachel to answer your question right, it would be.

731
01:25:28.950 --> 01:25:40.380
Scott Moran: 10 stepping systems COM slash products slash whatever you want to put after that is up to your this box over here on the right is where you're going to decide what the URL actually is.

732
01:25:41.550 --> 01:25:41.940
Christie Miller: That is.

733
01:25:42.300 --> 01:25:42.720
Scott Moran: All of it.

734
01:25:42.900 --> 01:25:49.080
Scott Moran: All of that outlined in that custom domains help article I promise like it's all right there, so I highly recommend going through that.

735
01:25:49.290 --> 01:25:56.340
Scott Moran: You know, step by step, and you do at one time it's going to want to things you're going to know it better than I do, because clearly I don't do that too, too often, at this point.

736
01:25:57.600 --> 01:26:02.760
Christie Miller: yeah now that is great, so I do have a question, going back to the custom URLs, you said that it.

737
01:26:02.760 --> 01:26:04.110
Christie Miller: is easier.

738
01:26:04.680 --> 01:26:05.100
Scott Moran: yeah.

739
01:26:05.280 --> 01:26:14.130
Christie Miller: Maybe after the New Year, do you suggest, for any of us, or what is your suggestion, should we just wait.

740
01:26:14.910 --> 01:26:22.110
Scott Moran: I mean, so let me, let me give you an idea if I go to see him cartel calm right and I go to our pricing right i'm going to pull up.

741
01:26:22.650 --> 01:26:28.950
Scott Moran: let's just do try it free good our pricing page, and let me just pull up launch you know just as a as an example.

742
01:26:29.190 --> 01:26:34.410
Scott Moran: You guys can see now granted where Sam cart and the name Sam carts in the title right but.

743
01:26:34.680 --> 01:26:44.550
Scott Moran: We have never used custom domains, I mean really ever even like in our in our other brands and things like that that we ran sort of you know at that, when we first started Sam cart we still were kind of selling stuff online.

744
01:26:45.270 --> 01:26:56.280
Scott Moran: You know we've never really used them so it's it's it's I would say it's as important as you want it to be right, is what I would say in terms of shouldn't stop you from.

745
01:26:56.760 --> 01:27:03.630
Scott Moran: Launching something should stop you from running your black Friday sale, if you don't have a custom domain setup no absolutely not you don't need to get something out there.

746
01:27:03.960 --> 01:27:13.050
Scott Moran: The last thing that really matters is like you know the rest of the page should look like you and have your branding and you know it's you, you do have control over what your sub domain is right so.

747
01:27:13.320 --> 01:27:20.070
Scott Moran: In this example, you know, whatever comes before dot Sam cart calm is totally up to you, you know I mean you can decide those kind of things so.

748
01:27:20.310 --> 01:27:25.800
Scott Moran: it's not as if your your people are going to be sitting there scratching your head going where did I just go, you know they should know.

749
01:27:26.310 --> 01:27:33.930
Scott Moran: pretty well your your branding all that kind of good stuff so no I, we do not have any data to suggest that custom domains are.

750
01:27:34.560 --> 01:27:47.700
Scott Moran: are better for conversions than non we have like the I have not seen a single scrap of data to suggest that actually in brings up a great point right that that custom domains is great for Facebook ad verification and so.

751
01:27:48.240 --> 01:27:52.140
Scott Moran: that's a newer ish kind of thing and Facebook ads right, it is not.

752
01:27:52.680 --> 01:28:02.490
Scott Moran: You don't need a custom domain and to get it verified with Facebook, in order to run Facebook ads but it helps right, it certainly makes it a little bit easier now, at this point to track your sales and.

753
01:28:02.880 --> 01:28:07.170
Scott Moran: All that kind of stuff we again we have a ton of awesome training about that as well anybody who's interested.

754
01:28:08.550 --> 01:28:13.200
Scott Moran: So great stuff on our YouTube channel, and again in the help articles, we can kind of talk about that kind of stuff.

755
01:28:13.200 --> 01:28:15.660
Scott Moran: So yeah actually brings up a good point there for sure.

756
01:28:15.750 --> 01:28:20.160
Christie Miller: yeah and my Sam cart page says eat train when, which was.

757
01:28:20.250 --> 01:28:21.570
Christie Miller: My guess when.

758
01:28:21.660 --> 01:28:25.920
Scott Moran: I literally using an old brand name on your own checkout stuff it hasn't harm you at all i'll tell you.

759
01:28:26.520 --> 01:28:30.540
Christie Miller: can hear me, but my question wasn't wasn't should we use custom.

760
01:28:30.540 --> 01:28:36.510
Christie Miller: domains was okay for somebody who wants to use custom domains, should we just wait.

761
01:28:36.600 --> 01:28:42.450
Scott Moran: Until just wait sure um I mean that's up to you, I would say it's up to you guys it's sort of like.

762
01:28:42.840 --> 01:28:50.580

Scott Moran: how badly, do you want to have a custom domain if somebody really wants to have this this is using our current setup I mean you can be done in 15 minutes right.

763
01:28:51.450 --> 01:28:59.040
Scott Moran: If you get hung up on something you whatever you want our help right are our teams help maybe wait a couple more hours for reply and you're you're all set there.

764
01:28:59.340 --> 01:29:09.150
Scott Moran: This is not something that should take anyone like a week, you know it's not this big arduous long setup process it's something you probably haven't ever done before, in your life, which is mess, with a website's DNS settings.

765
01:29:10.200 --> 01:29:25.410
Scott Moran: But no, I mean I certainly wouldn't say like wait for the newer easier custom doing feature that's coming, even though that will be very fun and hopefully avoid any third party craziness with that all that jazz so we're excited about that I would not tell anyone to eat.

766
01:29:25.770 --> 01:29:33.000
Christie Miller: Okay, would we would we need to undo anything we've already done, though, if we set it up now under this current.

767
01:29:33.000 --> 01:29:37.800
Scott Moran: process really good question, I wonder if that's true because you'll have already added the custom domain to Sim.

768
01:29:37.800 --> 01:29:45.840
Scott Moran: card, you have only had I don't know that's a really good question honestly I have never thought about that I should probably I will ask i'll find out.

769
01:29:46.260 --> 01:29:46.470
Christie Miller: Okay.

770
01:29:46.680 --> 01:29:47.490
Scott Moran: i'll find out right now.

771
01:29:47.940 --> 01:29:49.320
Christie Miller: I will tell you what we're doing.

772
01:29:49.980 --> 01:29:51.270
Christie Miller: yeah you're gonna wait.

773
01:29:52.620 --> 01:29:58.440
Scott Moran: we're gonna wait that's right i'm literally i'm going to ask our i'm gonna ask one of the heads of where to go there, right now, and just see um.

774
01:29:59.760 --> 01:30:07.440
Christie Miller: yeah Jane how happy, are you every now and then I do my best to make Jane super out.

775
01:30:08.820 --> 01:30:13.110
Scott Moran: You know what I I wake up every morning, I think I would love to make jane's life easier.

776
01:30:15.090 --> 01:30:15.660
Christie Miller: yeah.

777
01:30:18.030 --> 01:30:22.260
Christie Miller: yeah for Jane won't answer her phone after a certain time of day anymore.

778
01:30:24.480 --> 01:30:25.980
Christie Miller: I think dave's ignoring us.

779
01:30:28.650 --> 01:30:32.190
Christie Miller: yeah she's watching some soap opera on or can work computer and now.

780
01:30:33.810 --> 01:30:35.370
Christie Miller: Tell the person show.

781
01:30:36.990 --> 01:30:49.170
Christie Miller: And then ashlyn we had called on you earlier, with your question about custom URLs because you had said that yours wasn't working so now that I see that you're here.

782
01:30:49.560 --> 01:30:57.630
Christie Miller: Go ahead and unmute and it may be something that's that Scott can answer most likely it's not going to be let's but let's give it a shot yeah.

783
01:30:59.250 --> 01:31:04.020
Christie Miller: cuz actually instead ashlyn said she tried it and there was something that wasn't working.

784
01:31:04.410 --> 01:31:06.300
Christie Miller: And then we'll get to Kim who has her hand up.

785
01:31:06.720 --> 01:31:07.560
Scott Moran: Okay, great.

786
01:31:08.190 --> 01:31:19.740
Ashlene Korcek: Sorry, I was in the middle of can drop off I very what he said, I think that pretty much answers my question I have an onboarding call because I upgraded for the year, can you to schedule.

787
01:31:19.950 --> 01:31:20.550
Ashlene Korcek: So if I have a.

788
01:31:20.580 --> 01:31:21.540
Scott Moran: Ring yeah I.

789
01:31:22.050 --> 01:31:32.790
Ashlene Korcek: asked them yeah i've worked i've done a work around I have it verified for Facebook ads and that's all I really cared about, but I was just wondering if he had other insights into it, so I think i'm good.

790
01:31:33.420 --> 01:31:43.680
Scott Moran: yeah no I mean definitely upgrading it get it getting it verified for Facebook, is a very nice piece of course if anyone out there is already running Facebook ads and things like that anybody who's not don't worry about what we just said it's not.

791
01:31:43.740 --> 01:31:46.770
Scott Moran: That important if you're not running Facebook ads is not a huge deal.

792
01:31:47.160 --> 01:31:56.670
Scott Moran: um but yeah no That would be a great thing to run through on your onboarding call those people know this stuff like the back of their hand in a much better, faster way than I could possibly offer it even live right now so.

793
01:31:57.150 --> 01:32:00.510
Scott Moran: yeah definitely 100% come ready as those folks that are there awesome.

794
01:32:01.320 --> 01:32:02.580
Ashlene Korcek: awesome Thank you very much.

795
01:32:02.940 --> 01:32:03.360
Scott Moran: yeah you bet.

796
01:32:04.020 --> 01:32:14.190
Christie Miller: Thanks Ashley and and keep rocking it actually was one of our oh my gosh Jane we today's the day, we have to do the wheel of names for the winners right.

797
01:32:14.610 --> 01:32:16.290
Scott Moran: yeah names.

798
01:32:17.640 --> 01:32:30.120
Christie Miller: We do a wheel of names when we're giving away prizes and ash saline during I think our courses made easy launch last year, she was the winner of.

799

01:32:31.290 --> 01:32:32.370
Christie Miller: Sam cart for the year.

800
01:32:32.700 --> 01:32:33.150
Scott Moran: So that's.

801
01:32:33.960 --> 01:32:35.190
Scott Moran: awesome that's great.

802
01:32:35.760 --> 01:32:41.400
Christie Miller: And then in this last launch she upgraded to the annual plan and he's brought.

803
01:32:41.430 --> 01:32:43.020
Scott Moran: awesome awesome awesome.

804
01:32:43.560 --> 01:32:55.590
Christie Miller: Totally rocking it so what we're giving away today, and this is again, thanks to your generosity you donated during the launch you donated another full year of.

805
01:32:56.820 --> 01:32:57.750
Christie Miller: grow.

806
01:32:58.170 --> 01:33:06.180
Scott Moran: I believe so yeah so as a full year grow our most popular plan with tons of awesome features over that that and plus you guys get access to a.

807
01:33:07.350 --> 01:33:11.970
Scott Moran: ton of bonus training content and all kinds of awesome stuff that's sort of like.

808
01:33:12.510 --> 01:33:19.500
Scott Moran: You know, will teach how to use Sam cart but, of course, all this bonus content is sort of like, how can I make you a more dangerous business owner right, how can make you a better marketer.

809
01:33:19.950 --> 01:33:30.180
Scott Moran: Better and advertising, like all this, this sort of suite of bonuses, that is just kind of like me downloading as much as I know about running businesses into your guy's brain so yeah a lot to love there.

810
01:33:30.270 --> 01:33:50.340
Christie Miller: yeah so thank you for your generosity what I said to our group is what i'm gonna do and Jay and I forgot, we got to get the wheel setup is I said i'm going to spin the wheel and if if the person that comes up has bought launch we're going to give them a free year of launch and then.

811
01:33:50.430 --> 01:34:04.680
Christie Miller: or i'm sorry yeah launch the early one, but if the person comes up its row you're going to get a free or grow, so if the first winner is launch i'm gonna spin again.

812
01:34:06.330 --> 01:34:20.010
Christie Miller: If the second person is grow they're going to get grow and we are done spinning if the second person is lunch i'm still only given away 700 bucks on it again.

813
01:34:20.100 --> 01:34:21.450
Scott Moran: let's go.

814
01:34:21.690 --> 01:34:24.720
Christie Miller: At this point, i'm going to be hoping to God the visit grow person because.

815
01:34:27.150 --> 01:34:30.240
Scott Moran: I think we can help out either way but yeah that's I love that let's do it.

816
01:34:30.660 --> 01:34:32.040
Scott Moran: yeah yeah.

817
01:34:32.670 --> 01:34:37.080
Jayne Hood: So just slap to you the link for the wheel, that is, you know.

818
01:34:37.980 --> 01:34:39.360
Christie Miller: we've got it can I do it right.

819
01:34:39.720 --> 01:34:40.770
Jayne Hood: Well, of course, we have.

820
01:34:40.890 --> 01:34:42.900
Scott Moran: I was doing I gotta stop sharing my screen.

821
01:34:42.960 --> 01:34:44.460
Christie Miller: yeah you stop sharing.

822
01:34:44.760 --> 01:34:44.940
let's.

823
01:34:45.960 --> 01:34:48.360
Christie Miller: let's give away some prizes.

824
01:34:48.720 --> 01:34:49.890
Christie Miller: Again I don't know how you.

825
01:34:49.890 --> 01:34:51.300
Christie Miller: Did that so fast.

826
01:34:52.050 --> 01:34:53.130
Scott Moran: Stop sharing screen.

827
01:34:54.420 --> 01:34:55.650
Jayne Hood: Because I did it last week.

828
01:34:56.130 --> 01:34:57.390
Scott Moran: Oh, the wheel name it's okay don't.

829
01:34:59.370 --> 01:35:01.050
Christie Miller: And Jane you are just.

830
01:35:02.250 --> 01:35:03.090
Scott Moran: Change rockstar.

831
01:35:04.200 --> 01:35:07.560
Christie Miller: Jane every time I click on it it's asking me to log into a sauna.

832
01:35:07.830 --> 01:35:11.850
Jayne Hood: Alright, because it hold on it's, let me just give you the link to the wheel.

833
01:35:12.390 --> 01:35:12.840
Okay.

834
01:35:13.860 --> 01:35:14.370
Christie Miller: And, of course.

835
01:35:16.530 --> 01:35:24.030
Scott Moran: i'll take this short opportunity Helen asked can she changed the URL you create on Sam card that goes at the beginning of all your URL so.

836
01:35:24.510 --> 01:35:30.510
Scott Moran: We call it your custom subdomain like an example that I had on screech something like Connor cares Sam card COM or.

837
01:35:31.470 --> 01:35:44.460
Scott Moran: dot Sam card.com and some of you guys got the celebrity jeopardy reference I like that, yes, you can change that you need our team to change that so right into our team, we can open up a support ticket and help you kind of get that changed up awesome.

838
01:35:44.640 --> 01:35:46.770

Christie Miller: Okay, this is.

839
01:35:46.890 --> 01:35:49.470
Christie Miller: no fun alright.

840
01:35:50.850 --> 01:35:56.700
Christie Miller: So a question for you Scott, if the person isn't here live how am I going to know which plan, they have.

841
01:35:57.210 --> 01:35:57.870
Scott Moran: I can look it up.

842
01:35:58.380 --> 01:36:00.210
Christie Miller: cool i'm so glad you're here.

843
01:36:00.240 --> 01:36:01.620
Scott Moran: You got it you got an inside guy.

844
01:36:01.890 --> 01:36:06.450
Christie Miller: All right, let's go full screen and if you are here, please tell us what you got.

845
01:36:06.840 --> 01:36:07.170
Christie Miller: All right.

846
01:36:07.230 --> 01:36:10.410
Christie Miller: you're spinning the wheel, good luck everyone.

847
01:36:13.020 --> 01:36:13.770
Scott Moran: To to to to to.

848
01:36:19.440 --> 01:36:22.230
Scott Moran: The next Nessa that is a very early.

849
01:36:23.190 --> 01:36:25.710
Vanessa Ynzunza: In that so.

850
01:36:25.980 --> 01:36:27.240
Scott Moran: I said enza.

851
01:36:27.450 --> 01:36:29.430
Vanessa Ynzunza: yeah just pretend the wise and I.

852
01:36:29.940 --> 01:36:32.520
Scott Moran: I like it, I like it well, congratulations.

853
01:36:33.660 --> 01:36:34.260
Christie Miller: Thank you.

854
01:36:35.310 --> 01:36:37.020
Christie Miller: Vanessa which plan you currently have.

855
01:36:37.200 --> 01:36:38.340
Vanessa Ynzunza: I have lunch.

856
01:36:39.600 --> 01:36:47.220
Christie Miller: Okay, so we're going to spin again congratulate you and Jane keep track of these names, because we got to get them over to Scott.

857
01:36:47.850 --> 01:36:55.800
Christie Miller: Okay i'm going to remove you from the wheel can't win twice and i'm going to a.

858
01:36:55.890 --> 01:36:59.430
Scott Moran: that's gonna pay for Sam card till 2027 yeah.

859
01:36:59.490 --> 01:37:02.010

Christie Miller: yeah i'm going to go over here and i'm going to click.

860
01:37:04.980 --> 01:37:11.430
Christie Miller: And i'm going to go full screen again except they can't see Okay, and here we go.

861
01:37:13.260 --> 01:37:18.120
Christie Miller: next person to win a free year of Sam cart is.

862
01:37:19.110 --> 01:37:20.640
Scott Moran: The wheel of fortune sunshine.

863
01:37:21.090 --> 01:37:21.600
wow.

864
01:37:22.830 --> 01:37:25.230
Christie Miller: Ashley and I thought you're gonna win again.

865
01:37:28.110 --> 01:37:33.960
Christie Miller: A Jill isn't here with us, I believe she has grow.

866
01:37:34.170 --> 01:37:45.900
Scott Moran: i'm looking right now Jill upgraded to Sim card grow in like last she had she she got launched, about a year ago and upgrade the Sim card grow just a couple weeks ago.

867
01:37:46.680 --> 01:37:54.930
Christie Miller: Okay, so full year of grow and we are done spinning right so cool.

868
01:37:55.410 --> 01:38:01.860
Scott Moran: congrats you guys, we will go ahead and take your billing dates, we will check them out 365 days very, very, very happy.

869
01:38:02.040 --> 01:38:10.410

Scott Moran: To to have well you know the whole Community, of course, but certainly very, very happy to to provide some free months since, for years, and everything that so yeah love that.

870
01:38:10.800 --> 01:38:20.760
Christie Miller: yeah so um I have to stay in integrity, I think I might have said they would get a refund but i'll go back and check.

871
01:38:21.330 --> 01:38:25.020
Scott Moran: Oh either one yeah we'll figure it out, whichever one at once we'll figure it out yeah okay.

872
01:38:25.110 --> 01:38:32.040
Scott Moran: I don't remember like was choose honestly I think if you would rather like have a refund on your one or I could just move your billing and get out another year, and you could.

873
01:38:32.100 --> 01:38:35.340
Scott Moran: avoid paying but i'll let you guys choose that would be all either one is fine with us.

874
01:38:35.670 --> 01:38:40.350
Christie Miller: Okay, so congratulations to Vanessa, who is here live with us and to.

875
01:38:40.800 --> 01:38:52.740
Christie Miller: Jill this is so exciting and this is what happens in launches i'm like pig pen and i'm running around and i'm throwing stuff everywhere, all these surprises and delights and James going what.

876
01:38:53.220 --> 01:39:01.080
Christie Miller: I can't keep track What did you just give so we'll we'll go back and check them will let them decide ashlyn I thought you were going to win another year, you were there.

877
01:39:01.470 --> 01:39:12.570
Christie Miller: It was almost there on your name that would have been hilarious okay kim's got her hand up let's see what what we can help Kim with, and then I think we might be done with you Scott.

878
01:39:13.260 --> 01:39:14.400
Scott Moran: will see heaven hill.

879
01:39:15.870 --> 01:39:22.230
Kim Rice: i'm actually my My questions are probably more for Christie then Scott, because I know I can cut it on his step.

880
01:39:25.620 --> 01:39:26.910
Kim Rice: When he's not in his office.

881
01:39:28.050 --> 01:39:40.530
Kim Rice: But when would we I already have my sub URL obviously when would we use our domain names Christie should every challenge should every course be under.

882
01:39:41.670 --> 01:39:44.730
Kim Rice: The domain name and not under our brand name.

883
01:39:45.060 --> 01:39:54.900
Christie Miller: Okay, so here's the thing i'm going to answer this with the understanding that I am a collector of domain names so it's.

884
01:39:54.900 --> 01:40:04.350
Christie Miller: Just it's when Jane was asking godaddy a question they looked at all the domain names that I own and they said she should probably sell some of these.

885
01:40:04.800 --> 01:40:20.160
Christie Miller: yeah so I like using domain names and I call vanity URLs in a challenge, so that somebody can go to the registration page quickly so, for example, our workshop that we're doing now, if they go to.

886
01:40:21.330 --> 01:40:44.430
Christie Miller: Content solution that's going to redirect them to where our signup page really lives, which is christy Miller calm forward slash EC s Ford or hyphen workshop that's just too long for someone to remember, so I do the vanity URL is it necessary, no.

887
01:40:45.480 --> 01:40:47.430
Christie Miller: Do I do it, yes.

888
01:40:48.480 --> 01:40:52.470
Christie Miller: And so you just get to decide what you want to do.

889
01:40:52.890 --> 01:40:53.430
Christie Miller: And I.

890
01:40:54.000 --> 01:41:04.560
Christie Miller: One thing that we could do is I could just make our when we take lead pages and we tell it to publish this on Christina Miller calm the website that doesn't really exist.

891
01:41:05.730 --> 01:41:22.770
Christie Miller: We could just say Christina Miller calm workshop and then people would remember that, except that christy can be spelled 900 different ways, you have a very simple to spell name I don't know if that's what your URL is but it's I mean.

892
01:41:24.030 --> 01:41:24.360
Kim Rice: it's.

893
01:41:24.690 --> 01:41:32.700
Kim Rice: it's all under wellness by Kim at this point, and since I knew we had URLs for every challenge and every course.

894
01:41:34.170 --> 01:41:41.580
Kim Rice: The question was it's all coming out under wellness by cam, but do we really need to change all that.

895
01:41:42.900 --> 01:41:43.290
Kim Rice: Maybe not.

896

01:41:44.160 --> 01:41:52.260
Christie Miller: Do you have to no absolutely not and Scott i'm just curious did you get a response back from.

897
01:41:52.770 --> 01:41:59.880
Scott Moran: I have not just yet, I have not just yet i'm waiting on away I when I find out, I will definitely pass it along and you can let me know.

898
01:42:00.210 --> 01:42:02.520
Scott Moran: Okay, but I think there might be in a meeting or something here at the other day.

899
01:42:02.550 --> 01:42:09.180
Kim Rice: yeah I wouldn't and I certainly wouldn't want to change them and then all of a sudden everything's going to go crazy so yeah.

900
01:42:09.240 --> 01:42:10.140
Kim Rice: I imagine it.

901
01:42:10.200 --> 01:42:13.410
Scott Moran: Imagine when we roll that feature out it's going to be awfully.

902
01:42:14.100 --> 01:42:21.030
Scott Moran: awfully easy for people who already have custom domain setup I like that's gonna be a big piece, for us, obviously, because that's a ton of people so.

903
01:42:21.360 --> 01:42:25.860
Scott Moran: You know I I can't imagine it would be a difficult thing to sort of transition to.

904
01:42:26.460 --> 01:42:31.710
Scott Moran: But if at all, maybe not like, we need to I don't know but that'll be that'll be something we clearly give a lot of thought to so.

905
01:42:32.130 --> 01:42:40.290

Scott Moran: And for what it's worth you know, from what I see on Sim card for just all of our sellers, you know um we see very few people that sort of add like.

906
01:42:40.800 --> 01:42:50.640
Scott Moran: A custom domain per product, you know, like but um which is funny because that's something we actually used to do, I did a lot of that right, we had a pretty much one URL for every product that we sort of sold.

907
01:42:51.720 --> 01:42:57.600
Scott Moran: And then, if we made an event or something you know, like we we even kind of still do some of that stuff Sim card black Friday calm it's like.

908
01:42:57.960 --> 01:43:03.150
Scott Moran: You know the big one that we have coming up that we've rolled out once a year, and you know that sort of changes every year for whatever it is.

909
01:43:03.510 --> 01:43:11.700
Scott Moran: um you know we normally we what's way way way more common is someone has a URL they added to Sim card and all their products just kind of live on that URL.

910
01:43:12.060 --> 01:43:21.630
Scott Moran: um but you know again it I think christy spot on it's definitely sort of a personal preference thing and However complicated you feel like making it, you know is is I think it's the right answer.

911
01:43:22.350 --> 01:43:23.880
Kim Rice: Yes, I want to keep it simple.

912
01:43:24.600 --> 01:43:32.070
Christie Miller: yeah and you've already got it Nice and simple, the reason why I love Sam cart and we talked about this during the lunch is.

913
01:43:32.310 --> 01:43:37.560
Christie Miller: Regardless of what ever your URL says, and again mine says eat train when Sam cart.

914
01:43:38.070 --> 01:43:54.150
Christie Miller: And the joy is wherever people have gotten to that URL from it's going to match all of your branding and the look and feel so you're already good it's already seamless, so I would not worry about it at this point okay.

915
01:43:54.750 --> 01:43:55.380
Kim Rice: Thanks guys.

916
01:43:55.920 --> 01:43:57.480
Christie Miller: data so that.

917
01:43:58.680 --> 01:44:02.910
Christie Miller: All right, Julie, who it's now probably 3am in Europe is up.

918
01:44:04.980 --> 01:44:05.190
Christie Miller: So I.

919
01:44:05.370 --> 01:44:11.490
Juli A Madacey: Think, I think I think my question is very simple, yes 1030 at night it's past my bedtime but it's all.

920
01:44:13.290 --> 01:44:13.710
Juli A Madacey: um.

921
01:44:14.760 --> 01:44:26.130
Juli A Madacey: As far as like our branding I understand like i've chosen fonts that are pretty universal so that isn't an issue for me, but as far as keeping branding kind of in one little neat place.

922
01:44:26.610 --> 01:44:42.780
Juli A Madacey: I see I don't even remember how I got my colors to come up again, but I can never remember the numbers and so i'm back and forth with my brand kit and Canada, but is there a place to save that in Sam card or is it just kind of always remembered.

923
01:44:43.500 --> 01:44:45.900
Christie Miller: Oh no, you can save them ours are in there.

924
01:44:45.930 --> 01:44:46.350
Juli A Madacey: Can you.

925
01:44:46.710 --> 01:44:51.330
Scott Moran: Definitely save them yeah so let me i'll just go ahead and show you i'm.

926
01:44:51.900 --> 01:44:59.250
Scott Moran: Actually back like in our own our own account here so um yeah if you go into the design tab right and i'll just pull up.

927
01:44:59.700 --> 01:45:07.470
Scott Moran: I don't even know what am I gonna here i'll just pull up on these things so here's texts that this looks a lot better because anyway there's a background design anyway doesn't matter.

928
01:45:07.680 --> 01:45:14.850
Scott Moran: But if I pull up a highlight text I choose a background color anywhere that you can choose a color inside of Sam cards builder right i'm going to choose this color.

929
01:45:15.120 --> 01:45:22.050
Scott Moran: And here, you can see our pre designed once right so i'm going to choose it, you know just sort of hot switch between our favorites.

930
01:45:22.350 --> 01:45:27.450
Scott Moran: And so, if you ever plug one in and you want to save it as a thing you just hit this plus button right here.

931
01:45:27.810 --> 01:45:35.940
Scott Moran: And so that's already saved, but you know you see if I changed it and brought it up to like some weird kind of random off color I hit plus and all sudden now it's saved on here.

932
01:45:36.600 --> 01:45:45.690
Scott Moran: Okay, so save things again, you can use this anywhere on Sam or you can choose a color like click on that button, you know I mean you'll find this exact same than you whether it's.

933
01:45:46.050 --> 01:45:55.590
Scott Moran: A background color it's text it's you know, whatever but yeah 100% you can save your colors, it is a massive time saver and one thing that I know our team is very thankful for.

934
01:45:55.890 --> 01:46:05.100
Scott Moran: Because this is a huge pain to have to remember and keep them on a notepad somewhere else and copy paste cockpit you know, like so ya know it's you can you can save those things for yourself.

935
01:46:05.760 --> 01:46:08.070
Juli A Madacey: yeah Thank you I didn't realize.

936
01:46:08.130 --> 01:46:10.320
Juli A Madacey: That I didn't realize that but I.

937
01:46:10.350 --> 01:46:16.350
Scott Moran: There are a lot I it's funny there are a lot of things, instead of seeing a lot of different buttons to find you don't need an inevitably it's I.

938
01:46:16.650 --> 01:46:23.100
Scott Moran: You know there's always more to find I guarantee it even me I log everyone's while I find new stuff I haven't seen before, so yeah that's great.

939
01:46:23.130 --> 01:46:26.940
Juli A Madacey: Most of it, I find by accident but it's it's it's good it's good yeah.

940
01:46:27.030 --> 01:46:27.630
Juli A Madacey: that's great.

941
01:46:28.050 --> 01:46:30.300
Scott Moran: that's awesome yeah you bet we're in we're in Europe, are you right now.

942
01:46:31.410 --> 01:46:32.820
Juli A Madacey: i'm i'm in northern Italy.

943
01:46:33.570 --> 01:46:35.460
Juli A Madacey: wonderfully Garda yeah.

944
01:46:35.520 --> 01:46:37.920
Scott Moran: Beautiful that's great yeah vacation or home.

945
01:46:38.640 --> 01:46:39.360
Juli A Madacey: I live here.

946
01:46:39.870 --> 01:46:42.150
Scott Moran: Nice oh beautiful nice all right good time.

947
01:46:43.170 --> 01:46:54.030
Christie Miller: All right, it's it's all those little time savers, whether they're in Sam cart or they're in other places that are just miracle workers.

948
01:46:54.870 --> 01:47:03.270
Christie Miller: side note we even have a template a Google Doc template that has all our colors stored in it so anytime I start a new Google document.

949
01:47:03.840 --> 01:47:19.500
Christie Miller: I start with that template and then my colors are all there so yeah because nobody wants to try and remember those six digit codes, especially if you have, I think we have seven brand colors and nobody wants to know all remember all those all right Ashley you are up.

950

01:47:22.950 --> 01:47:23.310
Ashlene Korcek: and

951
01:47:24.390 --> 01:47:33.900
Ashlene Korcek: I had a question about order bumps versus up sells yeah it's a good question so if I need to ask this on the onboarding call that's fine.

952
01:47:34.380 --> 01:47:55.590
Ashlene Korcek: Sure, but yeah no problem where I have it sort of as an order bump on my checkout page and with integrating with wishlist Member um so in Sam cart under the integrations I have it set to upsell purchased add to the Member level but it's not adding.

953
01:47:56.460 --> 01:47:57.660
Scott Moran: it's not adding OK cool.

954
01:47:57.810 --> 01:48:00.450
Scott Moran: So um yeah.

955
01:48:00.630 --> 01:48:01.080
Ashlene Korcek: Basically.

956
01:48:01.800 --> 01:48:03.900
Ashlene Korcek: it's an order bump is not my problem or.

957
01:48:04.020 --> 01:48:12.540
Scott Moran: Right at that would be Problem number one yeah is the idea that um and hold on you know what I just pulled up a different product give me one second because i'd love to just sort of showcase this for.

958
01:48:12.540 --> 01:48:22.020
Scott Moran: So um yeah so you know, Sam crothers a lot of different features that keeping them all straight like you guys don't like the names.

959
01:48:23.370 --> 01:48:31.410

Scott Moran: it'd be shocked, if anyone on this call knew exactly what the difference was between an order bump one click upsell payment option like we have a lot of these different things there right, so it can definitely get.

960
01:48:31.740 --> 01:48:36.480
Scott Moran: there's a terminology sort of like roadblock there, but basically what you're saying is.

961
01:48:37.410 --> 01:48:43.290
Scott Moran: You have your main product here you have order bumps like these, each one of them is sort of their own unique product as well that's how SIM cards bill.

962
01:48:43.590 --> 01:48:51.090
Scott Moran: And then you also have one click upsell around the next page right or after someone sort of leaves this page, you can show someone one click upsell.

963
01:48:51.330 --> 01:49:00.780
Scott Moran: And let them by using their credit card PayPal account on file right, you are trying to add someone to a wish list lever level wishlist Member level wow that is a lot of bells.

964
01:49:02.070 --> 01:49:09.300
Scott Moran: When they buy something as an order bump but you're setting an integration action that says when this is bought as an upsell right and so.

965
01:49:09.570 --> 01:49:17.190
Scott Moran: yeah I would default I would get rid of when bought as an upsell and it would default to product purchased as the integration action when that fires.

966
01:49:17.490 --> 01:49:21.420
Scott Moran: Because then it's sort of agnostic of when it gets bought or where it gets bought.

967
01:49:21.690 --> 01:49:26.850
Scott Moran: You know I mean you don't have to worry about if it's bought as an order bump if it's bought on its own page if it's bought as an upsell.

968
01:49:27.150 --> 01:49:37.470
Scott Moran: You will just have that customer get added like whenever that product is a part of an order, and in that way sort of just like a catch all and make sure that your customers get added to the right levels or.

969
01:49:37.740 --> 01:49:39.420
Ashlene Korcek: Whatever else you might need to do there.

970
01:49:39.870 --> 01:49:54.960
Ashlene Korcek: But they're so they already have one product purchased they're added to the main sales page products Member level, but then being a order bump it's a separate level.

971
01:49:56.280 --> 01:50:00.900
Scott Moran: Exactly yeah so here's what I would do you're talking about someone buying two different products right.

972
01:50:01.080 --> 01:50:11.190
Scott Moran: The brain sort of checkout pages product and then this product that's an order pump right and so make sure that in each one of those products, open up the first one go to integration settings right and create.

973
01:50:11.640 --> 01:50:16.470
Scott Moran: When this product purchase add the wish list and then do the same thing, on the other products.

974
01:50:17.190 --> 01:50:19.590
Ashlene Korcek: That i've linked into the first product.

975
01:50:20.010 --> 01:50:31.350
Scott Moran: Bingo yes and Sam cart will know that when they buy this thing they finished this order that this customer should get access to both levels essentially right, and then you know your settings and wish list can kind of take over from there.

976
01:50:32.040 --> 01:50:37.890

Scott Moran: But yeah that's simple sort of smart enough to make sure, and say hey listen we're going to run the actions for.

977
01:50:38.130 --> 01:50:46.740
Scott Moran: whatever's in this order right and if it's two different levels if it's five different levels and wish list whatever like Sim card knows to sort of take care of all of that in one go.

978
01:50:47.460 --> 01:50:49.590
Christie Miller: yeah I want to add something ashlyn.

979
01:50:49.920 --> 01:51:02.160
Christie Miller: I know for a fact this works, because in our current tmi oh promotion, we have they're buying tmi Oh, we have three order bumps and we have an upsell.

980
01:51:02.550 --> 01:51:13.410
Christie Miller: And Jane has set it up and tested it a million times so it does work and, if you have any additional questions I let's get Jane to show you like.

981
01:51:13.710 --> 01:51:18.390
Ashlene Korcek: How does it just it makes total sense I know exactly what to do now, I think i'll be golden.

982
01:51:19.020 --> 01:51:28.620
Scott Moran: i'm sure it's another one of those things the the integration engine, as I call it right like creating those integration rules and Sam card is crazy flexible, I mean you can do so many things.

983
01:51:28.920 --> 01:51:33.510
Scott Moran: And there's a really like there's a really specific reason why we sort of have like there's different triggers.

984
01:51:33.870 --> 01:51:43.170
Scott Moran: Product purchase versus purchase as an upsell like you know what I mean like and it can kind of trip some people up like clearly like that terminology trips you up and I totally understand why.

985
01:51:43.860 --> 01:51:53.730
Scott Moran: You don't need to be using like the purchase has an upsell one because that was built for like a really specific purpose for like a totally different kind of situation and it's a lot simpler.

986
01:51:54.150 --> 01:52:04.650
Scott Moran: than that for you, you don't mean you can just use use product purchased and then it doesn't matter where the product was purchased whether it was as an order bumper one click upsell anytime Sam cart will fire that rule for you.

987
01:52:05.430 --> 01:52:22.110
Ashlene Korcek: Okay, now I think I think that'll be great can you explain like you said I don't have a clear understanding order right it's below the checkout page you set up the order bump But then what is the difference between an upsell and a one click upsell.

988
01:52:22.230 --> 01:52:22.950
Ashlene Korcek: Is that right.

989
01:52:24.750 --> 01:52:26.250
Ashlene Korcek: How does it yeah can you.

990
01:52:26.280 --> 01:52:29.310
Scott Moran: explain that 100% absolutely no that's a completely fair question so.

991
01:52:29.670 --> 01:52:39.750
Scott Moran: um if I backed out on this page really, really, really far right you guys kind of see, and this is going to be tough for everyone to see him, but you know i'm i'm currently on a Sam cart sales page for product, a okay.

992
01:52:40.170 --> 01:52:44.460
Scott Moran: i'm your goal as a business owner every single person on this call right.

993
01:52:44.730 --> 01:52:51.390

Scott Moran: um if you guys are just starting out your own Sim card launch no big deal, you know I mean you're you're in a different place in your business but anybody who is on grow or above.

994
01:52:51.750 --> 01:52:59.760
Scott Moran: Right your goal is to help people buy more stuff you will never be a better opportunity for someone to say hey I want to grab product B, C and D.

995
01:53:00.030 --> 01:53:04.200
Scott Moran: That when they're buying they're buying right same thing and go to target you go wherever right, and you can just.

996
01:53:04.650 --> 01:53:09.240
Scott Moran: You never walk out with one thing right so an order bump specifically okay.

997
01:53:09.510 --> 01:53:15.990
Scott Moran: Is these at the bottom of the page where someone is clicking a single checkbox it's like grabbing a Snickers on the way out of the grocery store right.

998
01:53:16.200 --> 01:53:22.230
Scott Moran: I want to add this to my order, I want to add this to my order I want this right and you get these little mini buying sprees.

999
01:53:22.470 --> 01:53:33.390
Scott Moran: Where you know, adding one order bump to a page right increases your average order value by 38% Okay, is the Stat from Sam Chris database it's crazy numbers humongous changes.

1000
01:53:33.690 --> 01:53:36.750
Scott Moran: And if you had a second one, it gets higher at a third when it gets higher it's wild.

1001
01:53:37.680 --> 01:53:43.620
Scott Moran: And those are just like baseline that's an average right most people are doubling what that customer is worth anyway doesn't matter so.

1002
01:53:44.160 --> 01:53:49.170
Scott Moran: Someone is going to complete their order they're going to click submit right any one click upsell.

1003
01:53:49.470 --> 01:53:56.310
Scott Moran: Is what happens on the next page, and let me go ahead i'll just preview an upsell because I don't think I have an upsell on this page right, but if I preview this.

1004
01:53:57.270 --> 01:54:05.760
Scott Moran: And that's, not even a good one, I gotta find one it's like God actually has some stuff on it, because you kind of showcase what we're looking at here okay cool so let's do a preview this one.

1005
01:54:07.140 --> 01:54:19.590
Scott Moran: So a one click there is no difference between a upsell and a one click upsell they're describing the same thing okay inside of Sam cart an upsell is just something that happens, right after someone buys.

1006
01:54:19.830 --> 01:54:27.390
Scott Moran: Okay, so they have submitted their first order, maybe it has some order bumps on it right, but they have said, I am buying this their credit card has run and PayPal account is run.

1007
01:54:27.600 --> 01:54:33.120
Scott Moran: And then on the next page you get a chance, and let me kind of back out again because I can show you guys what you did.

1008
01:54:33.600 --> 01:54:35.940
Scott Moran: Because you didn't see this is kind of a video yeah um.

1009
01:54:36.330 --> 01:54:46.830
Scott Moran: But then what Sam cart does right we call them one click up sales, because we have the technology built in the background that on these pages.

1010
01:54:47.100 --> 01:54:56.460

Scott Moran: These buttons down here are one click buys so their credit card information their PayPal account information is saved on file and they can buy using one click.

1011
01:54:56.790 --> 01:55:02.550
Scott Moran: OK, some other tools that stuff out there, I mean you guys will find there's some other places that say hey we can do upsell some of that but.

1012
01:55:02.940 --> 01:55:09.600
Scott Moran: it's really limited to what you can sell you can only really show maybe one and then like they're not one click one click is.

1013
01:55:10.110 --> 01:55:16.560
Scott Moran: Our secret sauce and what makes them so powerful is like when you go to Amazon and it's like cool I want to buy some stuff and like buy with one click and you're like.

1014
01:55:16.890 --> 01:55:27.750
Scott Moran: yeah that sounds sweet, you know it's like when they're that simple ours convert like three or four times higher than people who like yeah I tried using up cells and other places, or I use some plugins on shopify or you know.

1015
01:55:28.110 --> 01:55:35.220
Scott Moran: This kind of stuff but you know we our technology behind it is one click and that's why we call them one click upsell.

1016
01:55:35.430 --> 01:55:45.720
Scott Moran: is something you really don't get in different places, but the term the term upsell right one click upsell versus upsell is we're talking about same thing right it's not a different feature it's the same thing right so but.

1017
01:55:45.990 --> 01:55:57.060
Scott Moran: Then it gets really weird when you when you start talking about down cells and stuff too right like like down cells can get kind of funny basically think of it in terms of someone's going to leave this checkout page right here, right.

1018
01:55:57.510 --> 01:56:07.710

Scott Moran: they'll going to have bought something from me anything that I show them any additional offers I show them after that are known as up cells right basically a down cell is like.

1019
01:56:08.040 --> 01:56:18.360
Scott Moran: i'm going to show them this one, and if they say no, I can I can take them to a different offer than if they say yes, and that is what's known as like a down sell they say no to my upsell what I show them after that call it down so.

1020
01:56:18.750 --> 01:56:21.150
Scott Moran: it's confusing it's just it's the kind of thing that.

1021
01:56:21.570 --> 01:56:26.640
Scott Moran: You you get out there you kind of experiment with it, you kind of wrestle with it and you'll you'll get the hang of it really quickly.

1022
01:56:26.880 --> 01:56:34.980
Scott Moran: But for people who have never done it before you mean like get it's legitimately there's some new terminology to learn, you know what I mean so sorry, did you have another question in there no.

1023
01:56:35.040 --> 01:56:35.730
Ashlene Korcek: That was it.

1024
01:56:35.790 --> 01:56:36.600
Scott Moran: was just the two.

1025
01:56:37.020 --> 01:56:39.630
Ashlene Korcek: there's just a third terminology thrown in so that makes.

1026
01:56:39.840 --> 01:56:47.670
Scott Moran: Sure absolutely yeah and so christie's one of christie's sort of famous videos that we don't Sam cart right, as you know, she was talking about, I mean foreign key with our website and.

1027

01:56:48.120 --> 01:56:54.180
Scott Moran: talked about how specifically in one promotion and she did finally she added Christie what you had to order bumps.

1028
01:56:54.570 --> 01:56:56.340
Scott Moran: Any include up phil.

1029
01:56:56.760 --> 01:57:04.770
Christie Miller: yeah and like it added $13,000 to the launch, which was substantial.

1030
01:57:06.300 --> 01:57:28.830
Christie Miller: And we can show after Scott goes, we can we can show you our current order bump and upsell for tmi Oh, this is the first time that we're testing the re order bumps and I do have a question for you Scott, do you have any data yeah on having testimonials on the order bumps.

1031
01:57:29.130 --> 01:57:34.410
Scott Moran: On the order bounce no we don't have any data on that, but only because we don't really know when people do that.

1032
01:57:34.920 --> 01:57:35.970
Scott Moran: You know it's not like we're like.

1033
01:57:36.210 --> 01:57:43.980
Scott Moran: People are dragging a testimonial widget on to a bump, at least not yet I mean we want, we want to get to a place where or bumps or even more customizable in there now.

1034
01:57:44.880 --> 01:57:54.870
Scott Moran: Right now, if you add a testimonial there we don't know that so it'd be tough for us to pull that data in like kind of reliably give that but on a micro level i'd be very interested to see how that goes.

1035
01:57:55.170 --> 01:57:57.150
Christie Miller: Okay, do you want me to show you our.

1036
01:57:57.660 --> 01:57:59.340
Scott Moran: showcase yeah let's see it yeah for sure.

1037
01:57:59.850 --> 01:58:07.620
Christie Miller: Jane can you slack me the the link for tmi oh thanks for those questions Ashley.

1038
01:58:08.070 --> 01:58:09.570
Scott Moran: yeah it was great for sure yeah.

1039
01:58:09.630 --> 01:58:10.770
Christie Miller: Really really beneficial so.

1040
01:58:10.770 --> 01:58:11.550
Christie Miller: Anybody.

1041
01:58:12.030 --> 01:58:21.780
Scott Moran: Anybody who's thinking about using an order bump are using one click upsell and you're wondering hey what do I, what do I put there, what is it is it better, as an order bumper betters and as an upsell you know I mean.

1042
01:58:22.620 --> 01:58:30.570
Scott Moran: That my sort of rule of thumb right is that order bumps things that work really well as order bumps are the kinds of things that you can sell into sentences or fewer.

1043
01:58:30.990 --> 01:58:37.080
Scott Moran: Are things that you want to sell as a upsell as a one click upsell or things that need a little bit more time to sell.

1044
01:58:37.410 --> 01:58:48.030
Scott Moran: IE more expensive stuff right um and always think in terms of what is someone buying first, because if you sell if you're sending someone to a page and they're buying something that's really expensive from you.

1045

01:58:48.300 --> 01:58:55.860
Scott Moran: Then, like Okay, maybe if that's what they're buying then maybe the order bumps might be a little bit different than something that's really, really cheap, you know if i'm buying something $10.

1046
01:58:56.160 --> 01:59:01.680
Scott Moran: You know, an order don't that works with that you know always think like what's going to work with what i'm already asking someone to buy.

1047
01:59:02.370 --> 01:59:14.280
Scott Moran: But generally speaking that's my rule of thumb things that you can sell in two sentences or fewer work great as order bumps things that you need some more real estate some more time, you know, whatever use of cells and cells from there.

1048
01:59:14.610 --> 01:59:18.480
Christie Miller: Okay, so i'm going to show you and Scott we're just testing this.

1049
01:59:18.810 --> 01:59:21.180
Jayne Hood: mistake, do you want me to put the product in test mode.

1050
01:59:21.750 --> 01:59:22.890
Jayne Hood: So you can get to the upsell.

1051
01:59:23.700 --> 01:59:24.510
Christie Miller: Oh, that would.

1052
01:59:24.840 --> 01:59:35.460
Christie Miller: Be her to send me the link to send me the link to be to the upsell page oh yeah that'd be fine okay so here is our.

1053
01:59:37.380 --> 01:59:38.580
Christie Miller: Here, my own page.

1054
01:59:39.690 --> 01:59:41.730

Christie Miller: And we have.

1055
01:59:43.170 --> 01:59:51.930
Christie Miller: Three order bumps one and I made a really big so you guys can see it, one is you can get 100 blogs, for only.

1056
01:59:51.930 --> 01:59:55.650
Christie Miller: $47 and looky here here's.

1057
01:59:55.650 --> 01:59:58.320
Scott Moran: Ashley can see what's up ashley's.

1058
01:59:59.010 --> 01:59:59.970
Scott Moran: yeah well.

1059
02:00:01.080 --> 02:00:01.920
Scott Moran: So Cassandra.

1060
02:00:02.460 --> 02:00:06.720
Christie Miller: So this is just another image that we have popped in here.

1061
02:00:07.260 --> 02:00:07.860
Christie Miller: And then.

1062
02:00:07.920 --> 02:00:19.800
Christie Miller: We have our Facebook live boot camp and I threw some testimonials in here, I know sheree is here with us fan and she's still here, and then the quick cash infusion system.

1063
02:00:20.160 --> 02:00:35.850
Christie Miller: We and here's Val is here with us today, we have put some testimonials and we've never done this before and I think for the blog bundle last time we just had ashley's testimonial about it, saving her so much time.

1064

02:00:36.690 --> 02:00:46.290
Christie Miller: But yes we decided, this is the first time they're hearing about any of this so let's just see and we'll let you know how it goes.

1065
02:00:46.530 --> 02:00:52.410
Scott Moran: love that i'm very excited definitely got to keep you posted on that for sure I mean this is the kind of stuff that you know when.

1066
02:00:53.220 --> 02:01:00.750
Scott Moran: We love I love the idea that we just get to put more tools into your hands, you know I mean like that's basically what i'm trying to do every day.

1067
02:01:01.020 --> 02:01:09.510
Scott Moran: Is i'm trying to give all of you more tools better weapons to go out there and and make more sales and it's great to see like that's such a cool sort of take on.

1068
02:01:09.840 --> 02:01:15.840
Scott Moran: here's a feature we've given you as an order bumping to see you sort of like keep taking it to the next level i'm very curious how that works so.

1069
02:01:16.560 --> 02:01:27.990
Scott Moran: Just as a note actually did put in there on the sidebar she edited a cookbook of recipes related to coaching offer for $15 as a bump and 69% of her customers are also buying that.

1070
02:01:28.350 --> 02:01:36.600
Scott Moran: 69% seven out of 10 people are saying yeah i'd love to spend an extra 15 bucks that is enormous that's absolute enormous yeah.

1071
02:01:36.630 --> 02:01:37.170
Christie Miller: That is.

1072
02:01:37.620 --> 02:01:45.330
Christie Miller: So amazing Ashley and let me just show now the upsell page yeah.

1073
02:01:45.690 --> 02:01:52.560
Scott Moran: And while you're pulling that up shelley asked a question do customers become frustrated and cancel the sale, if there are too many upsell.

1074
02:01:53.250 --> 02:02:02.490
Scott Moran: shelley, the answer is yes, that can happen, I would say almost no one is in danger of that happening, the only time i've ever really seen that happen is when people show.

1075
02:02:02.790 --> 02:02:09.420
Scott Moran: Like four or more upsell in a row that's when people we start seeing numbers drop off and people just sort of cancel out.

1076
02:02:09.690 --> 02:02:19.200
Scott Moran: But the good news is right, because of how Sam cart works, no revenue, even if that does happen to you, which I can't imagine any of you guys on this call are probably gonna do it's very, very rare.

1077
02:02:20.040 --> 02:02:31.380
Scott Moran: Even if someone is on one christie's upsell pages and clicks X and leaves the page the rest of the order is still captured so you never lose money you literally cannot lose a sale that's not how that works.

1078
02:02:32.190 --> 02:02:41.760
Scott Moran: It doesn't work that way in some other places, but like that's how same car works you capture that money the moment people sort of moved from one page to the next, so that you never lose that customer, but I think.

1079
02:02:42.090 --> 02:02:53.880
Christie Miller: That yeah yeah so what could happen, and this is where we're just the first time we've ever tested three order bumps on the checkout page we're testing it it's fun i'm.

1080
02:02:54.240 --> 02:03:02.250
Christie Miller: I let I just like being creative and testing it, this is now our upsell so at this point, the person is already checked out.

1081
02:03:02.700 --> 02:03:20.790
Christie Miller: there's no way for them to cancel that order if they get upset that here, I am yay you did it and i'm now offering a kamba confidence workshop, so this is our upsell page where there's a short video a minute and 15 seconds.

1082
02:03:21.300 --> 02:03:29.970
Christie Miller: And what happens is a lot of people get to this page while i'm on a live webinar so this time we added closed captions.

1083
02:03:30.390 --> 02:03:45.270
Christie Miller: And we added text below it so that they could read it if they don't want to play the video with sound because they're still on a webinar with me and they they want to be listening to what i'm saying and then these buttons would look differently if this was live and.

1084
02:03:45.960 --> 02:03:47.580
Scott Moran: If I have a clickable yeah.

1085
02:03:48.930 --> 02:03:49.410
Scott Moran: But this is.

1086
02:03:51.090 --> 02:03:53.490
Christie Miller: Our upsell page looks like and.

1087
02:03:53.670 --> 02:03:58.140
Scott Moran: I love that one i'm one of my favorite things to call out here right is how short this video is.

1088
02:03:58.440 --> 02:04:08.670
Scott Moran: Right when you're asking someone when you're in this context right and someone has already bought from you, you i'm telling you, it is the easiest time in the world to sell them other stuff.

1089
02:04:08.970 --> 02:04:17.610

Scott Moran: Right and you do not need some big long sales page, you do not need some big long video that scripted, and all this kind of stuff the best sales, I see are literally like.

1090
02:04:17.940 --> 02:04:27.240
Scott Moran: grab your cell phone turn it around and talk for 30 seconds and put it on a page right hey thanks congrats you just bought this thing hey i've got this other thing that a lot of my customers love.

1091
02:04:27.510 --> 02:04:33.510
Scott Moran: You know it's called xyz and here's what you get right click the button down below to get it, and like that's all it takes right we have.

1092
02:04:33.870 --> 02:04:38.970
Scott Moran: We have some great training, most of you guys if well I everybody on this call likely joined us last month right.

1093
02:04:39.450 --> 02:04:43.860
Scott Moran: You guys have some training about how to create an upsell and things like that, like inside of.

1094
02:04:44.310 --> 02:04:56.580
Scott Moran: Inside of some of the training that you have in the in the same current training library, including some stuff about you know, like some really easy kind of scripts to follow for upsell videos and just you know, like it is so simple it is not.

1095
02:04:57.630 --> 02:05:05.670
Scott Moran: overly complex in terms of you know needing big copywriting expertise, or anything right just turn the camera on go record something takes two seconds.

1096
02:05:05.940 --> 02:05:12.990
Scott Moran: Right and watch what happens again our database is crazy Okay, if you add one of these pages christy is showing you right now, just one.

1097
02:05:13.320 --> 02:05:26.760

Scott Moran: All right, it takes your average order value up by 68% 68% so one order bump is actually I think I said 38 before it's 32 32% with an order bump at a one click upsell On top of that.

1098
02:05:27.000 --> 02:05:34.020
Scott Moran: And you've basically just doubled what every customer is worth right and that's again, those are like baseline numbers from our database right, that is.

1099
02:05:34.290 --> 02:05:43.440
Scott Moran: We see customers all the time, constantly who are tripling quadrupling what every customer spending by using sample order bumps and using up sells like this and.

1100
02:05:45.030 --> 02:05:56.430
Christie Miller: And it's just a book coolest thing right now we have we're in our launch and 25% I was able to do the math really quickly have chosen the upsell.

1101
02:05:57.120 --> 02:06:00.090
Christie Miller: awesome and the upsell is $97 so.

1102
02:06:00.150 --> 02:06:02.160
Scott Moran: Outstanding and what's the original price point.

1103
02:06:02.700 --> 02:06:08.550
Christie Miller: I either 497 or 697 so they bought awesome.

1104
02:06:08.610 --> 02:06:13.740
Scott Moran: So you're taking I mean you're adding another 20% to every single customer well you know, whatever the people who are taking.

1105
02:06:13.980 --> 02:06:19.140
Scott Moran: I mean yeah that's that's a no brainer but that's the kind of thing you know, and this isn't just for.

1106
02:06:19.380 --> 02:06:26.880

Scott Moran: It the really, really cool part is we see this working for whatever you guys are selling like seriously put down whatever you guys are selling in the chat and let me see it like are you selling.

1107
02:06:27.390 --> 02:06:33.390
Scott Moran: Digital content are you a coach consultant, are you doing services for clients physical products, you know i'd love to see that.

1108
02:06:34.290 --> 02:06:46.440
Scott Moran: Because you know, this is the sort of thing that is sort of universal to whatever it is that you might be selling you can be using and should be using these features and just blowing it out of the water in terms of how much revenue you're actually bringing in.

1109
02:06:47.310 --> 02:06:53.280
Scott Moran: Because that's yeah coaching coaching coaching with some digital content and i'm sure there's a lot of like overlap there right, you know you.

1110
02:06:53.550 --> 02:07:01.980
Scott Moran: Most people shouldn't just be selling one thing if you're selling coaching you should have services, you know if you're selling coaching you should sell digital content that doesn't require your time right so.

1111
02:07:02.790 --> 02:07:09.780
Scott Moran: And that's the coolest part you can use, you can use these features to sell whatever it is that you need to write and and it's just they are.

1112
02:07:09.960 --> 02:07:17.100
Scott Moran: So powerful it is awesome so very excited to see i'd love to know how you guys ended up using this stuff so she'll be messages find us on Facebook right.

1113
02:07:17.430 --> 02:07:21.570
Scott Moran: tag us in the in the in the customer group i'd love to kind of see how this stuff's working for you yeah.

1114
02:07:21.840 --> 02:07:24.480

Christie Miller: Well Scott Thank you so much.

1115
02:07:24.510 --> 02:07:26.220
Scott Moran: For just absolutely.

1116
02:07:26.880 --> 02:07:35.130
Christie Miller: A pleasure when note before you go and the know website girl got called out on a Facebook ad so.

1117
02:07:35.430 --> 02:07:37.200
Christie Miller: Some dude out there, like.

1118
02:07:37.350 --> 02:07:46.740
Christie Miller: has seen your Facebook ad with me website girl and i'm advertising, a free workshop.

1119
02:07:47.310 --> 02:07:53.520
Christie Miller: And the URL is christy miller.com forward slash you know or something sure yeah right.

1120
02:07:53.880 --> 02:07:58.710
Christie Miller: He calls me and he's like the no work the know website girl has a website that's.

1121
02:07:58.770 --> 02:08:02.940
Scott Moran: Out of teams like an awful smell technicality for someone who really doesn't have a website that's fine.

1122
02:08:03.120 --> 02:08:13.140
Scott Moran: And you know it's been it was part of the best part about, that is if that guy had watched the video rather than maybe just seen the headline he would hear you explain exactly what you just said, like that you know, like I think that's an awfully small technicality, I think.

1123
02:08:13.140 --> 02:08:14.130
Christie Miller: Without goes so.

1124
02:08:14.430 --> 02:08:15.960
Scott Moran: yeah that's pretty good I enjoyed that so.

1125
02:08:16.320 --> 02:08:19.440
Christie Miller: Oh yeah she saw that call out, and let me.

1126
02:08:20.940 --> 02:08:25.230
Christie Miller: Page it's not and then he's like on a website i'm like.

1127
02:08:25.290 --> 02:08:32.100
Scott Moran: Okay Okay, the guy all right yeah fun stuff i'm sure that guy's a blast at parties i'll say that actually is a really fun so.

1128
02:08:32.550 --> 02:08:42.360
Scott Moran: that's great we get a lot of that, but he spent a lot of advertising, you know you find the you find the folks for sure they find the guys that are professional Facebook or so that's fine, we can all get that one roll off to the side.

1129
02:08:42.750 --> 02:08:49.620
Scott Moran: But no, certainly thank you christy for letting me know that this was the I was happening today certainly I would be very, very happy to be a part of it.

1130
02:08:49.950 --> 02:08:56.010
Scott Moran: um any of you guys you guys have any questions, please feel free the Facebook group is there a tag me, you know i'm that's not like.

1131
02:08:56.280 --> 02:09:03.450
Scott Moran: The fastest way to get hell, you know if you're like needs support or something our teams there, but certainly I would love to i'd love to see what you guys create I love to answer more questions.

1132
02:09:03.930 --> 02:09:08.100

Scott Moran: Certainly, always feel free to ask christy you know christy, of course, has like a direct line to be plenty.

1133
02:09:08.700 --> 02:09:21.120
Scott Moran: But very, very, very happy to to have so many of you guys in our Community, it is awesome love seeing you guys go and create so keep keep cranking at it, let me know how we can help me and i'm super excited very, very excited to see you guys go make.

1134
02:09:21.420 --> 02:09:30.090
Christie Miller: yeah awesome Thank you so much Scott for such an amazing product that I just can't stop talking about and for being here on a Friday evening.

1135
02:09:30.510 --> 02:09:37.200
Scott Moran: Absolutely, we are going to go a can go take over from from a sitter here in a little bit for a little one and yeah make sure, by the way.

1136
02:09:37.470 --> 02:09:45.480
Scott Moran: Christie handout feedback out Sim card account make sure everything goes and bookmarks that one because i'd love to to hear what anybody has to say as well that's an underrated thing to share for sure.

1137
02:09:46.080 --> 02:09:49.890
Christie Miller: Okay Jane did you hear that okay God I love Jane.

1138
02:09:51.810 --> 02:09:52.170
Scott Moran: Jane.

1139
02:09:53.130 --> 02:09:53.790
Scott Moran: awesome.

1140
02:09:54.420 --> 02:09:56.040
Scott Moran: guys Thank you guys so much we'll see you all soon.

1141
02:09:57.090 --> 02:10:11.280

Christie Miller: awesome yay how cool was that Scott, just the coolest dude I actually don't know Brian I think i've slept with him brother his brother brand but I know Scott very well from all these years so.

1142
02:10:11.670 --> 02:10:23.670
Christie Miller: Totally cool and the way that we that this relationship was started was they were asking for testimonials on Sam cart and I was like hey I have to say something, and now he's just someone I really look up to and he's a good buddy.

1143
02:10:24.120 --> 02:10:30.750
Christie Miller: Okay, so if anyone needs a bathroom break go take it, we are going to move into.

1144
02:10:31.830 --> 02:10:43.170
Christie Miller: um two related questions so somebody was asking how to use Sam cart to sell their private coaching.

1145
02:10:43.800 --> 02:10:54.420
Christie Miller: i'm going to show an example of that and again it's it's everything that we've shown you so far you're going to start by clicking products clicking new product.

1146
02:10:54.810 --> 02:11:11.940
Christie Miller: And going through the same thing of designing your page but i'm going to show you an example of one of ours, and then I want to show you how to customize your seats, so if anyone needs a break run and come back, but we're going to keep moving okay.

1147
02:11:13.050 --> 02:11:25.050
Christie Miller: So let me and Jane I love that you're here can you send me a link to one of our like a VIP day.

1148
02:11:25.800 --> 02:11:28.710
Christie Miller: Okay, with me, that would be great.

1149
02:11:30.360 --> 02:11:35.880
Christie Miller: And this on some other things.

1150
02:11:37.110 --> 02:11:38.460
Christie Miller: And the receipts.

1151
02:11:52.860 --> 02:11:55.110
Christie Miller: So well Jane is doing that.

1152
02:11:56.160 --> 02:11:58.080
Christie Miller: Let me get to.

1153
02:12:00.900 --> 02:12:04.440
Christie Miller: Make sure that it could hide my homepage again.

1154
02:12:06.360 --> 02:12:08.820
Christie Miller: let's go to receipt first.

1155
02:12:10.530 --> 02:12:28.110
Christie Miller: thing Okay, in order to customize customize the receipt that's all that gets automatically sent from Sam cart to your clients you go over here to this little gear box and you are going to click on it.

1156
02:12:30.000 --> 02:12:36.210
Christie Miller: And then you are going to go over to the left and you are going to click on email.

1157
02:12:41.010 --> 02:12:48.210
Christie Miller: Then you are going to scroll down, and you will go to order receipt and click.

1158
02:12:50.850 --> 02:13:07.320
Christie Miller: And this is an example of one of ours, so all of our order receipts look the same just like this congratulations you're in I created this graphic in Canada.

1159
02:13:07.830 --> 02:13:19.380

Christie Miller: So we've just pasted it in here as an image and then I just wrote thanks for your order if you have any questions or problems with your order, please send an email to Jane at Christie Miller calm.

1160
02:13:20.280 --> 02:13:29.250
Christie Miller: Our client we engineer that's not really good English, I should say Jane is our client engineer, and she will take great care of you.

1161
02:13:30.210 --> 02:13:45.810
Christie Miller: And there you have it, that is, it now, you can get super complicated and start adding like these different short codes that are down here that will put in more information, so that it could say.

1162
02:13:47.070 --> 02:14:05.280
Christie Miller: Thank you, with your order of X, Y Z I just figured this is nice enough, this is branded and smiling and saying congrats and let's just see if anyone has any questions about.

1163
02:14:08.490 --> 02:14:24.960
Christie Miller: So stage, I know that was your question I don't know if you're here I mean I know you're here here, but I don't know if you're still here with us live Thank you might have gone on to say, better going off to the kitchen or somewhere the mailbox okay does that help.

1164
02:14:27.780 --> 02:14:28.500
Christie Miller: or you're muted.

1165
02:14:36.210 --> 02:14:36.450
Stasia E Peters: yeah.

1166
02:14:37.860 --> 02:14:38.730
Stasia E Peters: Christian I just.

1167
02:14:39.900 --> 02:14:42.240
Stasia E Peters: I just wanted to be able to copy like the template.

1168

02:14:43.290 --> 02:14:44.460
Stasia E Peters: Created once.

1169
02:14:44.730 --> 02:14:46.350
Stasia E Peters: yeah you all the time.

1170
02:14:47.190 --> 02:14:53.520
Christie Miller: yeah and that's exactly it, so let me go back because there were a couple of people that had gotten up, so let me get out of here.

1171
02:14:53.850 --> 02:15:00.960
Christie Miller: So the way that we got here is you're going to click the little gear up on the right, the settings.

1172
02:15:01.650 --> 02:15:11.550
Christie Miller: And when you do that it's going to bring you to this page that gear is at the top of your menu all the time and then you're going to click on email.

1173
02:15:12.480 --> 02:15:25.260
Christie Miller: And you're going to scroll down to order receipt and Edit and then we'll bring this up and again we created this image, right here in Canada.

1174
02:15:26.100 --> 02:15:26.550
Christie Miller: And then just.

1175
02:15:26.670 --> 02:15:35.970
Christie Miller: uploaded it here, and then I just have a very simple thanks for your order, please send an email to Jane at Christie Miller calm and i'm going to correct this.

1176
02:15:36.570 --> 02:15:52.530
Christie Miller: Jane is our client we engineer, and she will take great care of you, and now I will save it so now, I have some proper English if I was to go back in and Edit it again, you can see that it's all been saved.

1177

02:15:54.090 --> 02:15:54.600
Christie Miller: cool.

1178
02:15:57.060 --> 02:16:04.020
Christie Miller: And let me stop sharing because I like zoom has been weird with me today and you're good station.

1179
02:16:04.530 --> 02:16:05.640
Stasia E Peters: Yes, thank you Grossman.

1180
02:16:06.150 --> 02:16:09.570
Christie Miller: awesome you are welcome and then kitty has her hand up.

1181
02:16:10.290 --> 02:16:25.410
Kitty Broihier: I just had a quick question so does the receipt come out for every product like if they had a bump or upsell or does it come from all the orders on at one you know what I mean yeah i'm not expressing it well, but.

1182
02:16:25.530 --> 02:16:28.440
Kitty Broihier: I get for receipts if they bought four things.

1183
02:16:28.500 --> 02:16:38.640
Christie Miller: Okay, go they're going to get one received from your regular checkout page, even if they bought five order bumps on that checkout page.

1184
02:16:38.970 --> 02:16:51.180
Christie Miller: They get one receipt then if they buy an upsell if you have the one click upsell if your grow or higher and they'll get a second receipt, for that is that correct chain or no.

1185
02:16:52.770 --> 02:16:54.540
Jayne Hood: No, I think it's on the original receipt.

1186
02:16:58.650 --> 02:16:59.730
Kitty Broihier: Okay, please.

1187
02:16:59.820 --> 02:17:02.340
Christie Miller: yeah because that would be really annoying.

1188
02:17:02.520 --> 02:17:03.540
Kitty Broihier: yeah it is.

1189
02:17:04.200 --> 02:17:13.140
Christie Miller: If they got a million receipts but Jane isn't there something with upsell that they get a second email or heard.

1190
02:17:13.950 --> 02:17:16.320
Jayne Hood: That would be if we integrate with active campaign.

1191
02:17:17.370 --> 02:17:17.820
Jayne Hood: don't get a.

1192
02:17:17.880 --> 02:17:18.810
Jayne Hood: Maximum campaign.

1193
02:17:20.040 --> 02:17:23.310
Christie Miller: Okay okay so we're good.

1194
02:17:23.850 --> 02:17:27.330
Christie Miller: All right, let's me now go Jane has slapped.

1195
02:17:27.330 --> 02:17:34.650
Christie Miller: me, and let me show you how you can sell private coaching.

1196
02:17:37.860 --> 02:17:42.510
Christie Miller: Just using a very simple checkout page share my screen again.

1197

02:17:43.800 --> 02:17:49.620
Christie Miller: This is our I do a VIP Day, which starts.

1198
02:17:50.790 --> 02:17:57.660
Christie Miller: If somebody is flying into my home to do a VIP day pre coven remember those days.

1199
02:17:58.560 --> 02:18:10.290
Christie Miller: They they come in the day before they actually stay with me take them out to dinner we do a little bit of work, the night before, and then we do a full VIP day the next day, and when we're done they go.

1200
02:18:11.280 --> 02:18:23.040
Christie Miller: No second night here a vago, so this is just a very simple essentially a checkout page i'm not, this is not a full blown sales page because.

1201
02:18:23.370 --> 02:18:44.370
Christie Miller: The person that wants to do a VIP day with me they already know it so it's just me saying Okay, let me put it in the calendar you're going to need to make it official by clicking here, and so this is just again a super simple checkout page and 40 $500 terms and conditions go VIP now.

1202
02:18:45.660 --> 02:19:05.040
Christie Miller: If you want to do something for private coaching you can also do it the same way and, again, this is all an image this thing at the top it's an image that I created in Canada and just brought it in here.

1203
02:19:06.240 --> 02:19:11.220
Christie Miller: And let's see if there are any questions.

1204
02:19:12.450 --> 02:19:13.260
Christie Miller: about this.

1205
02:19:17.460 --> 02:19:19.110
And let me.

1206
02:19:20.340 --> 02:19:32.040
Christie Miller: zoom is driving me crazy right now and in your stop share okay never had this problem where I can't see the people clarissa.

1207
02:19:35.100 --> 02:19:44.130
Clarissa Cabbage: hi can you hear me, yes, all right, I guess, I was just wondering, can you have them book right from this page, for your coaching or.

1208
02:19:45.090 --> 02:19:59.610
Christie Miller: You could, but I would and here's why and you want them at that point to do one thing, and that is commit and close the sale.

1209
02:20:01.410 --> 02:20:12.720
Christie Miller: not do that what you could do is you could after that purchase is complete, you can redirect them to a thank you page that has the button to bug.

1210
02:20:13.380 --> 02:20:28.320
Christie Miller: Now if it's something like a VIP day we're going to talk in advance, like we're gonna we're going to select the date I don't just have blacked out days like that someone random to go into acuity and be like Oh, I want to VIP day click.

1211
02:20:28.740 --> 02:20:34.170
Christie Miller: Right now works, I will I tend to move things around to make it happen.

1212
02:20:35.490 --> 02:20:43.950
Christie Miller: So that's number one if it's a private coaches let's say that you are selling well you tell me what What would you be selling.

1213
02:20:45.060 --> 02:20:47.490
Clarissa Cabbage: um well I guess i'm wondering.

1214
02:20:48.600 --> 02:21:01.200

Clarissa Cabbage: So, probably you're going to be selling on the phone right, so I don't know like, how do you do it if you're going to fill out with them like do you do that through Sim card or do you send this to them and then.

1215
02:21:01.950 --> 02:21:09.930
Christie Miller: here's what I do now and I I very rarely do an enrollment call anymore so i'm going to take you back to the days when I did.

1216
02:21:11.070 --> 02:21:17.130
Christie Miller: What I would be saying is great let's make it happen i'm going to put a link here in the chat.

1217
02:21:17.460 --> 02:21:26.130
Christie Miller: for you to pull up, so I would be sending them to checkout page and yes shelley asked that was a sales pitch correct, yes, and I will show it again.

1218
02:21:26.910 --> 02:21:33.750
Christie Miller: So I would say i'm going to i'm going to give you the link I used to do this, one I did enrollment calls for field for life.

1219
02:21:34.080 --> 02:21:42.840
Christie Miller: So I used to do enrollment calls to get women into our group program I don't do that anymore now all my courses it's it's master class.

1220
02:21:43.350 --> 02:21:52.140
Christie Miller: So I would say i'm going to give you the link and then they would go to that checkout page, and I would just say go ahead and fill it out.

1221
02:21:52.440 --> 02:22:02.820
Christie Miller: If you have any questions, let me know i'm going to stay on the i'm staying right here on zoom with you, or if you're doing it on the phone so they can congratulate you and tell you what the next step is.

1222
02:22:02.910 --> 02:22:03.750
Clarissa Cabbage: Okay.

1223
02:22:03.810 --> 02:22:13.770
Christie Miller: yeah, and so I it's just about walking them through it's also if they've said yes and they get off the phone without making the commitment.

1224
02:22:14.430 --> 02:22:28.830
Christie Miller: As soon as they get off the phone or get off zoom guess what's going to happen their inner critic is going to come in with 9 million reasons why this is a bad idea right nobody gets off the phone or off zoom.

1225
02:22:29.520 --> 02:22:42.090
Christie Miller: Without buying and then gets their inner coach or inner cheer they're saying yeah this is good if their voices in the head, they are the negative ones.

1226
02:22:42.330 --> 02:22:54.150
Clarissa Cabbage: Totally totally Okay, thank you yeah that makes a lot of sense I just wasn't sure if, like there was some way I should be doing it for them, but I guess if you're on zoom with them, you can just have them do it, while you're there yeah.

1227
02:22:54.210 --> 02:22:58.170
Christie Miller: yeah and here's why you want them to do it themselves.

1228
02:22:59.340 --> 02:23:09.240
Christie Miller: I do not ever want to get in a discussion where I have to say you agreed to the terms and conditions well no actually you didn't because I checked the box for you.

1229
02:23:10.620 --> 02:23:11.130
Christie Miller: Go.

1230
02:23:11.370 --> 02:23:26.100
Christie Miller: yeah Oh, I like and it's also giving empowering our clients to go through it and you will have a case where they started doing it and they and they're just like.

1231
02:23:27.870 --> 02:23:29.790

Christie Miller: I had a 90 minute enrollment call.

1232
02:23:31.200 --> 02:23:44.640
Christie Miller: With jack canfield at jack canfield group or event last week is my very last call it went way too long, if it was my own enrollment call I would have cut it off, but it went 90 minutes and literally.

1233
02:23:45.390 --> 02:24:03.120
Christie Miller: Five minutes before she would put her last name into their checkout page and then another five minutes before she would add part of her address and it finally got down to putting in the code for her credit card, and she just said no, and I celebrated with her so hard.

1234
02:24:04.200 --> 02:24:10.380
Christie Miller: Like congratulations you're off the fence great, and I can go the bathroom now.

1235
02:24:12.120 --> 02:24:26.670
Christie Miller: So you will have people that even on zoom or on the phone with you they're going to change your mind and that's great we are there to empower them to get to a yes or a no and and just be done with it because there's nothing more uncomfortable than being on the fence.

1236
02:24:26.940 --> 02:24:27.990
Clarissa Cabbage: yeah anything.

1237
02:24:28.350 --> 02:24:31.110
Christie Miller: in life, there is no place more.

1238
02:24:32.670 --> 02:24:33.000
Christie Miller: Better.

1239
02:24:33.330 --> 02:24:34.200
Christie Miller: yeah good.

1240
02:24:34.560 --> 02:24:51.870

Christie Miller: Whenever you're doing an enrollment call have your Sam cart checkout page or sales page already, and if it's something like you're you're selling private coaching even if you're selling into a course.

1241
02:24:53.160 --> 02:25:00.450
Christie Miller: Of a shorter checkout page where they get there and it's just boom boom boom boom boom and they're done.

1242
02:25:01.710 --> 02:25:02.160
Christie Miller: cool.

1243
02:25:02.400 --> 02:25:04.050
Clarissa Cabbage: Perfect Thank you christy.

1244
02:25:04.380 --> 02:25:05.280
Christie Miller: You are.

1245
02:25:05.310 --> 02:25:08.070
Christie Miller: Welcome alright so.

1246
02:25:08.130 --> 02:25:10.440
Christie Miller: Jane can we bring up.

1247
02:25:12.240 --> 02:25:13.860
Christie Miller: I do we have.

1248
02:25:14.970 --> 02:25:19.590
Christie Miller: It yeah check out page sales page for punch cards.

1249
02:25:20.070 --> 02:25:21.780
Christie Miller: Yes, that look like.

1250
02:25:22.260 --> 02:25:22.590

Oh.

1251
02:25:24.120 --> 02:25:33.780
Christie Miller: I love having Jane here everybody needs a Jane and I know you might be thinking I don't have the funds for a Jane yet.

1252
02:25:34.500 --> 02:25:53.070
Christie Miller: just keep thinking about the future and getting a J yeah Dan and Lisa are smiling, yes, I now to the point where I don't know how I possibly function without her, and I did, and I must have been even crazier than I am now.

1253
02:25:53.160 --> 02:25:54.510
Jayne Hood: Because not possible.

1254
02:25:55.470 --> 02:25:58.380
Christie Miller: For a good point all right, let me pull up.

1255
02:25:59.970 --> 02:26:00.480
Jayne Hood: A.

1256
02:26:00.990 --> 02:26:02.910
Christie Miller: punch card and let's just see.

1257
02:26:04.470 --> 02:26:07.890
Christie Miller: yeah this is pretty similar but i'm just i'll just share it.

1258
02:26:10.920 --> 02:26:24.570
Christie Miller: Have you can you go back yeah I don't think we've ever put a lot of detail um can you look and see if we have like a 90 day coaching package.

1259
02:26:25.710 --> 02:26:26.430
Christie Miller: or.

1260

02:26:28.890 --> 02:26:36.780
Christie Miller: privates 90 day private kitchen I don't think there's really that much extra that I put in, but i'll share this one.

1261
02:26:37.470 --> 02:26:41.820
Jayne Hood: One has the two different products attached to each other so that might be a good one, to show.

1262
02:26:42.180 --> 02:26:45.090
Christie Miller: Up cool Okay, let me share my screen.

1263
02:26:46.950 --> 02:26:54.540
Christie Miller: cream says, I might need to James oh man, if I could clone Jane and if I could clone mark.

1264
02:26:56.100 --> 02:27:10.020
Christie Miller: And I could sell them in I could clone them in different ages sexes, sexual orientation, gender colors heights i'd be a kazoo Yun air.

1265
02:27:10.740 --> 02:27:24.930
Christie Miller: Okay, let me share my screen, and I mean major because billionaire okay so here is an example, and this is something that is only possible if you have grow or higher.

1266
02:27:25.680 --> 02:27:32.550
Christie Miller: This is where you can show two different payment options or two different.

1267
02:27:33.390 --> 02:27:49.290
Christie Miller: Products on one checkout page, so our game changers have the option I don't I don't offer this to anyone that's not a game changer but they have the option to add private coaching sessions with me and.

1268
02:27:49.770 --> 02:27:56.310
Christie Miller: Some want to buy a package of six because there's a little bit of a discount and others want to buy a package of three.

1269
02:27:56.730 --> 02:28:20.130
Christie Miller: But again it's it looks so similar to the other thing we've created the image up here in Canada there's just a little bit of tax and then boom I wish we could change this word that says check out but we can't so it, it is what it is and There you have it.

1270
02:28:21.150 --> 02:28:27.000
Christie Miller: Okay Jane is showing me a 90 minute session oh i'm sorry Jane what I meant was a 90 day.

1271
02:28:29.220 --> 02:28:29.850
Christie Miller: yeah.

1272
02:28:30.060 --> 02:28:30.630
Christie Miller: You have.

1273
02:28:32.130 --> 02:28:47.010
Christie Miller: yeah there might be something there, we can show that Okay, let me stop sharing for a moment does anybody have any questions about this and i'm getting so hot, because now, the sun is on my back.

1274
02:28:49.020 --> 02:29:07.410
Christie Miller: And then, what we're going to go to next is, I want to take questions that are coming in, about the courses APP and we'll see how far we can get yeah Vanessa first stuff unmute yourself and congratulations on your win girl.

1275
02:29:07.530 --> 02:29:10.320
Vanessa Ynzunza: Thank you, we appreciate that a lot.

1276
02:29:10.710 --> 02:29:18.930
Vanessa Ynzunza: yeah um did you say that it wasn't it's only on the growth plan and above the two payment options.

1277
02:29:19.440 --> 02:29:23.370
Christie Miller: yeah so what you can do.

1278
02:29:24.360 --> 02:29:28.680
Vanessa Ynzunza: I I i've actually done it where i've gotten to payment.

1279
02:29:29.160 --> 02:29:31.500
Vanessa Ynzunza: Really launch yeah.

1280
02:29:31.890 --> 02:29:38.280
Vanessa Ynzunza: Oh, I don't know if that wasn't a feature before but they now have it at lunch.

1281
02:29:38.400 --> 02:29:41.820
Christie Miller: And you can have it on on the one sales page, the one check.

1282
02:29:43.710 --> 02:29:50.940
Vanessa Ynzunza: Yes, yeah I have one that's well what I did was I did a one time payment and then like a subscription payment underneath.

1283
02:29:51.150 --> 02:29:54.900
Vanessa Ynzunza: yeah yeah so I was able to get both on the same sales page.

1284
02:29:55.230 --> 02:30:00.090
Christie Miller: Oh, I am so happy to hear that, because that is such a valuable.

1285
02:30:00.360 --> 02:30:06.690
Christie Miller: feature oh i'm so happy to hear that Oh, that is great that is awesome.

1286
02:30:08.580 --> 02:30:15.390
Christie Miller: I mean there's there's obviously some things that are only in grow or I think i'm now on scale.

1287
02:30:16.380 --> 02:30:30.750

Christie Miller: But that's that's fantastic, because what we what we were having some of our clients do, and this must be a recent change we were having them if they were doing their sales pages and lead pages before they got Sam cart.

1288
02:30:31.410 --> 02:30:37.470
Christie Miller: we're having them put one button That said, you know payment plan and one button pay in full.

1289
02:30:37.650 --> 02:30:49.890
Christie Miller: yeah great to know that both are there and we even on our 14 mile on our sales page, we do have different buttons.

1290
02:30:51.180 --> 02:31:05.550
Christie Miller: No, we don't we say that a payment plan is available we're having them make the choice, do you want tmi tmi holidays and then, when they click on whichever one they're clicking on that it gives them the option to pay in full, or to do the payment plan.

1291
02:31:05.670 --> 02:31:16.290
Christie Miller: Yes, ma'am I give too many options at once, because then it's a confused mind never buys as i'm, thank you for letting us know and congratulations.

1292
02:31:17.310 --> 02:31:24.510
Christie Miller: shoot it shoot a message to Jane and the chat about whether you want a refund or, if you want.

1293
02:31:25.740 --> 02:31:28.680
Christie Miller: Additional free year extended out.

1294
02:31:29.190 --> 02:31:30.180
Vanessa Ynzunza: Okay i'll do that.

1295
02:31:30.750 --> 02:31:33.900
Christie Miller: Well awesome alrighty.

1296

02:31:36.420 --> 02:31:41.850
Christie Miller: And Julie says, I have watched it up that way to good else's come to Canada cold wind blowing air.

1297
02:31:42.300 --> 02:31:44.970
Christie Miller: i'm dying dying here.

1298
02:31:45.300 --> 02:32:00.930
Christie Miller: Okay, so Terry says, for the short checkout page would this be a separate page from the full sales page, I assume, yes, if so, is that a hidden URL that we only give out as necessary and.

1299
02:32:02.370 --> 02:32:07.950
Christie Miller: It could be so let me, let me go back to a scenario so let's say.

1300
02:32:08.850 --> 02:32:21.720
Christie Miller: You have a full blown sales page, for your course and you're you're generally not doing enrollment calls you're getting people in via sales emails or a masterclass.

1301
02:32:22.440 --> 02:32:34.320
Christie Miller: And then somebody wants to talk to you, so you actually do an enrollment call I would have a separate short checkout page, that is.

1302
02:32:35.370 --> 02:32:47.580
Christie Miller: Literally like just what i've shown you so that they don't get to the super duper duper duper long sales page very does that help.

1303
02:32:51.660 --> 02:32:57.630
Christie Miller: And I don't know if your camera is on, so let me let's see where's Terry.

1304
02:32:57.660 --> 02:32:58.410
Jayne Hood: Here you're muted.

1305
02:32:58.710 --> 02:33:06.780

Terri Tracey: camera but I muted Thank you so much, so thank you yeah Thank you christy so it got me thinking, though.

1306
02:33:08.400 --> 02:33:12.420
Terri Tracey: When you're on say you're on an enrollment call do you.

1307
02:33:14.340 --> 02:33:27.480
Terri Tracey: sit there and do they fill it out, or do you fill it out Okay, so they fill it out can use, and then they hit submit, and then you get your message that somebody paid you money or whatever, but.

1308
02:33:27.540 --> 02:33:31.110
Christie Miller: yeah you can have you can have your Sam cart.

1309
02:33:31.560 --> 02:33:36.180
Christie Miller: dashboard open and as soon as it goes through you'll see that you've had a sale.

1310
02:33:36.900 --> 02:33:38.190
Terri Tracey: Okay perfect.

1311
02:33:38.430 --> 02:33:38.880
Christie Miller: And then.

1312
02:33:39.210 --> 02:33:39.660
Christie Miller: And then.

1313
02:33:39.690 --> 02:33:42.390
Christie Miller: yeah celebrating.

1314
02:33:42.630 --> 02:33:53.640
Christie Miller: The decision because it's a big deal to step up and say and Jane can can talk about this to step up and say I need help.

1315

02:33:54.720 --> 02:33:58.800
Christie Miller: And not only have they said I need help, but also.

1316
02:34:00.090 --> 02:34:05.220
Christie Miller: And I want you to help and i'm going to invest money in you, because I believe in you and I believe in me.

1317
02:34:06.780 --> 02:34:09.240
Christie Miller: Jane you want to unmute yourself and give us a little bit of.

1318
02:34:10.980 --> 02:34:12.510
Christie Miller: Feedback with that are some.

1319
02:34:12.720 --> 02:34:25.410
Jayne Hood: yeah it was it was really hard for me to ask for help, I was 57 and I had been on every diet, there is for pretty much all my life I was born a fat kid and it was kind of my life.

1320
02:34:27.810 --> 02:34:35.040
Jayne Hood: And I basically said, Christine like a five word email I could use help and oh my God I hit send.

1321
02:34:36.420 --> 02:34:39.570
Jayne Hood: But I knew I needed to do something and.

1322
02:34:40.590 --> 02:34:48.150
Jayne Hood: This this program just seem different than every other one that I had failed on so I had to do it so.

1323
02:34:49.770 --> 02:34:49.920
Jayne Hood: yeah.

1324
02:34:52.050 --> 02:35:00.060
Christie Miller: Alright, so thank you Jane i'm so glad you did by now you're probably regretting that decision, because now you're in the Chris kibler web and you can't get out.

1325
02:35:01.260 --> 02:35:06.630
Christie Miller: Right so here's what we're gonna do I think we all need a break let's take a 15 minute break.

1326
02:35:07.170 --> 02:35:17.100
Christie Miller: And i'm going to go get more water I don't need any more coffee and then we're going to come back and we're going to go into the courses APP and i'm going to see.

1327
02:35:18.030 --> 02:35:28.590
Christie Miller: Whatever questions you have like throw them at me and we'll see how far we can get I can't believe that we only have 90 minutes left this has gone by, so fast.

1328
02:35:28.860 --> 02:35:43.020
Christie Miller: So 15 minute break let's come back at 45 it's actually going to be a 17 minute right now 16 let's come back at 45 past the hour and then we're just going to crank Okay, a SIA all in a bit.