

Be Connected for Success

This is a business, <<Firstname>>... and just like any kind of business you understand that there is learning involved. So we're going to work and learn at the same time... it's going to be on the job training.

And that's how you're going to get good at the business!

What we're going to do...I'm going to show you how to do your business by you following my lead. Then I'm going to let you go do it... alright.

So initially, this week, what we're gonna do is... we're going to put together a presentation for you... and basically it's way for you to get your feet wet.

What we're going to do is put together a series of presentations... and that's you're going to learn the business, that's how you're going to learn the process, that's how you're going to learn the language. You know, in your other jobs... when you first got started... you didn't really understand the language of that job. Have you ever noticed that every job that you've ever had has a different language? So does that make sense that you need to learn the language of this business?

You're going to learn the language by watching the process and doing with me as we go.

What we're going to do is: do our very first presentation and I'm going to do the whole thing for you. I'll do all of the first presentation. The second presentation you're going to do half and I'm going to do the second half.

On that first presentation, you'll just take a lot of notes and follow my lead. The important thing for you <<Firstname>> is...during that interview, you don't interrupt me. Save your questions for when you and I are alone together and we're done with the prospect.

So in that first presentation, you're going to see the whole thing again and begin to learn the language of what it is.

Basically all we need is: someone to practice on.

I want you to think of three people right now who could rip this thing up better than you... and write their names down. Three people that you know... I didn't say three that *want to*...I said three people that you know *that could!*

So that we can help you:

- Get out of debt... like you said you wanted to... and or
- Travel to those beautiful places you said you wanted to... and
- Etc...etc