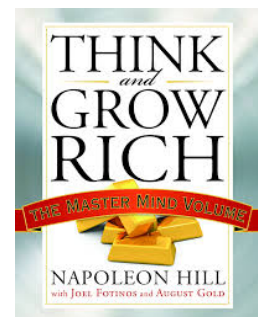
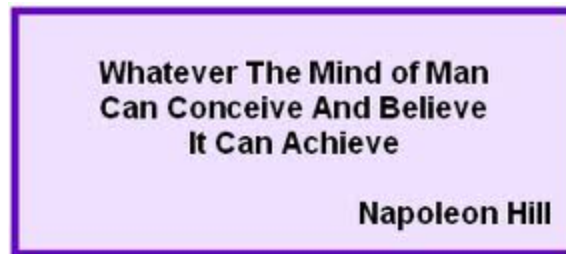


Welcome!

You are about to enter into a journey that has changed the lives of others and can change your life as well . . . if you allow it to.



Introduction & Workbook

Name: _____

Date I was Introduced: ____/____/____

Individual who introduced me: _____

My Personal Mentor: _____ Phone: _____

If you don't build your **dream**
Someone will hire you to help
build theirs.

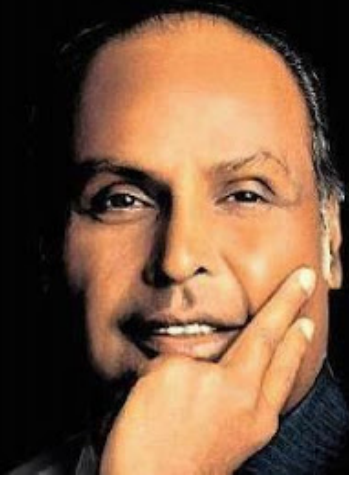


Table Of Contents

[The BIG Picture . . .](#)

[The OPPORTUNITY!](#)

[Assignment 1: Get a “D 3-Ring Binder”](#)

[Assignment 2: Get A Hard Bound Journal](#)

[Assignment 3: Charlie and the Chocolate Factory](#)

[Assignment 4: Setting Goals](#)

[DISCIPLINE TRACKING SCHEDULE . . .](#)

[Goal Setting - Tracking and Accountability . . .](#)

[Assignment 5: Starting E-VA Training](#)

[Assignment 6: Learning From Others](#)

[Seizing The OPPORTUNITY!](#)

[TEST #1 \[Initial Please \]](#)

[Welcome](#)

[How Are We Doing? - Step 1 - Overview](#)

[TEST #2](#)

[Are You Feeling Great Yet? - Step 2 - Quick Start](#)

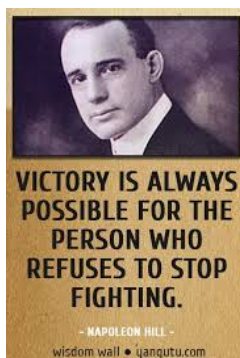
[TEST #3](#)

[BILLABLE Phone Calls](#)

[Why People Fail](#)

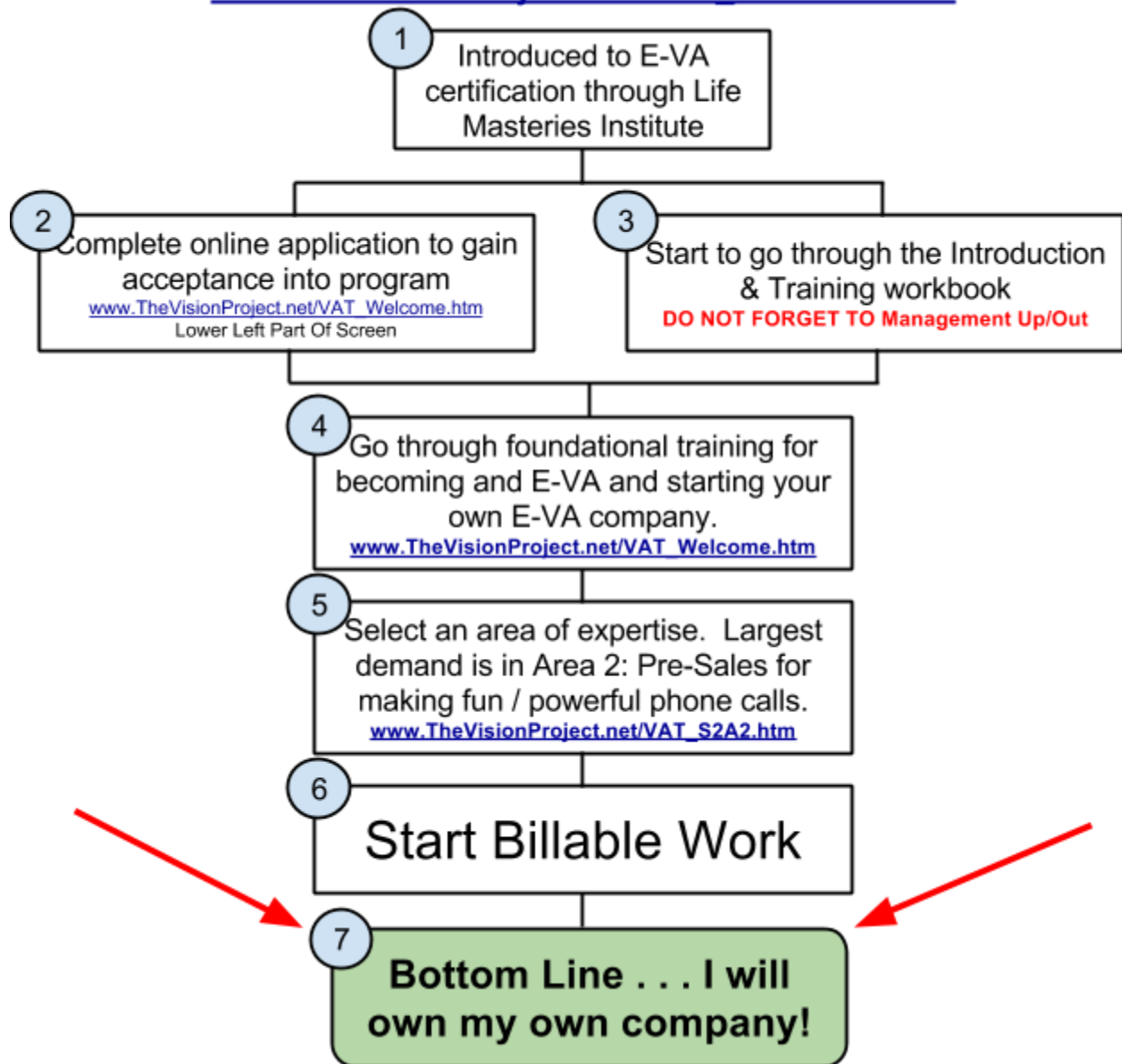
- E-VA Program Overview -

http://www.synergytools.net/includes/mtr/training/flash.asp?filename=140717_Thu_17_00_EVA.swf



The BIG Picture . . .

www.TheVisionProject.net/VAT_Welcome.htm

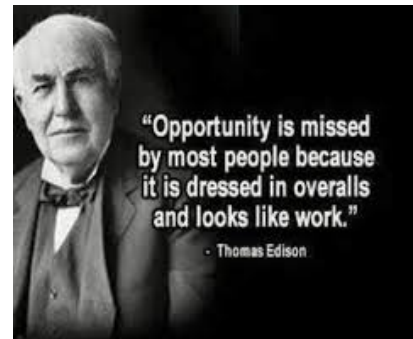


NOTE: [] [Initial Please] - Please make sure that you have a gmail email account and that it is professional to share with prospects and clients. Very important that this is done right away as your email will get out to a larger number of people and business very quickly and once you give an email to others hard and time consuming on everyone's part to change it.

The OPPORTUNITY!

Allow me . . . if you would, a chance you ask you the following question.

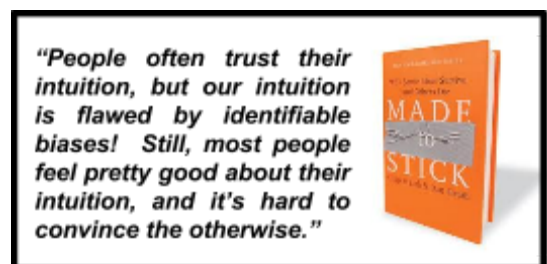
If someone were to offer you an opportunity to work the hours you wanted to work, earn the money you wanted to work with how you wanted to work with, when you wanted to work and work anywhere in the world, what would you do with that opportunity?



People tend to say one of two things . . . "Where do I sign up?" or "What's the catch, I don't believe there is any opportunity out there like that?" Actually . . . the second is true. There is no position out there like that . . . but there is an opportunity that you can create for yourself.

First off . . . it is important to understand that, to our knowledge there has never been another opportunity like this anywhere in the world so if you think you may have had some experience like this, probably pretty important that you put it out of your mind.

We do NOT have the experience or the intuition to determine if this is a good experience for us or not. This is what makes it such a difficult decision of if / how we should get involved.



Why do people invest over \$300,000 in cash into McDonald's and then do precisely as they are told to do. You would think that if you invested \$300,000 that McDonald's would at least allow you to determine how much salt to put on your fries . . . but they do not!



In starting your own E-VA company you do not have to come up with \$300,000 or at this time any financial investment. That will probably change in the future. It's one of the benefits of getting started right now. You do have to invest time and energy and passion to learn what is needed to be able to start / run your own E-VA / Distributorship company.

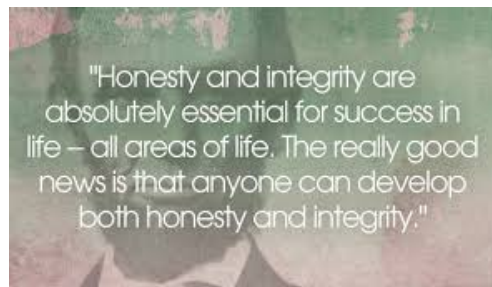
According to [Bloomberg, 80% of all entrepreneurs](#) will fail within the first 18 months. Being an E-VA, certified through Life Masteries Institute, you have a huge advantage. You have a proven system for success . . . as long as you follow the system. The challenge is that most individuals who 81% of those who enter into the system / process network do not follow the system so only 19% of those who enter will actually end up owning their own E-VA company.

There are already systems, marketing, tools, technology, referrals and in many cases clients who are looking for certified E-VA's so you have a huge advantage in starting your own E-VA company through certification.



We will work very hard in this white paper to share with you concrete, absolute things you **MUST** do, in order to build your own amazing company to provide you with the freedom you desire to fully pursue your Life Vision. We will use the special symbol on the left, to show when something should not be deviated from.

WARNING: There will be things that you are given that do not make sense to you but there is a very intentional reason as to why we do this. If you **TRUST THE INTEGRITY OF THE SYSTEM** then you will follow the system and gain the benefit . . . and if you do not, then you will not gain the benefits from the system.



That is one of the benefits of owning your own company rather than being an employee. When you own your own company (have the opportunity for freedom) then you have the freedom to fail. As a business owner, your failure may cost you your company / your freedom . . . which is why those who tend to succeed find “Trusting the integrity of the system” to be something they continue to remind themselves each and every day.

[] - I will choose to trust the integrity of the system.

[] - I will choose NOT to trust the integrity of the system.

[Initial Please] ___/___/___

Quick Start

The quick start will help you to move very quickly into billable time.

- www.TheVisionProject.net/VAT_Step2.htm

Start Date: ____/____/____

Number of hours in Quick Start training: + or - 30 hours

Number of hours you commit to daily: _____

Number of days it will take to get through Quick Start: _____

Date To Be Finished: ____/____/____

If we want to start generating income from our E-VA business ASAP, we need to managing / communicating Up/Out three things on daily basis the following two %'s.

xx% - 1. Graduation Status

(Start Date - Target Date = TDT - Total number of days to graduate from core training)

(Days in training / TDT = Graduation Status in a %)

xx% - 2. Hours Invested Status

(Hours I have invested / Total Number of Hours I need to invest to graduate.)

NOTE: If the above % do not match then we know we're not on track and something needs to change. Most people want all the benefits that come from owning one's own company but few people have the discipline to have that freedom. Setting goals and tracking progress, knowing when we are behind and being a Disciplined Person, Disciplined Thinker and Disciplined in Doing is what will great success.

www.TheVisionProject.net/VAT_Welcome.htm

Google Resources Training - ____ - Number of Hours Needed

http://thevisionproject.net/VAT_Step2.htm

MCAT Training - ____ - Number of Hours Needed

http://thevisionproject.net/VAT_MCATBasic.htm

Area 2: Pre-Sale Training - ____ - Number of Hours Needed

http://thevisionproject.net/VAT_S2A2.htm

=====

Welcome

____ - Number of Hours Needed

Step 1 - Overview

____ - Number of Hours Needed

Step 2 - Quick Start

____ - Number of Hours Needed

Step 3 - Solid Foundation

____ - Number of Hours Needed

NOTE: The hours needed may depend on a number of different factors. Do the best you can to guess and come up with the best number based on reviewing over the web pages. Again, do the best you can.



Assignment 1: Get a “D 3-Ring Binder”

Use slip sheets in the front and the spine. Print, color or do whatever you want to the binder / spine so you set up a personal training binder.



Date Read: ___/___/___ Goal Date: ___/___/___ Completed: ___/___/___

[Initial Please]

Reasoning . . .

We will do something with this first assignment that we normally will not do. We will explain the science behind this assignment. The reason we won't explain the reasoning for most assignments is that we desire to teach you to “Trust the integrity of the system” and / or to learn to figure things out without asking.

Listen to your
elder's advice.
not because they
are always right
but because they
have more
experiences
of being wrong...

Trust is not needed until there is a disagreement. If we give you direction you understand and agree with there is no trust needed. There will come a point in time, in the future where you will either desire to quit, do something on your own, outside of the system or think you have a better way.

While you very well may have a better way this system has been developed and perfected over the last thirty years so chances are it's pretty well thought out. Always be willing to provide suggestions for improvement and be willing to follow the system even if you disagree.

These are the benefits of Assignment #1 - [Initial Please]

- Develop disciplines to follow the system.
- Develop organizational skills.
- Test to see if you do “just what is required” or will you go the extra mile.
- Test to see if you learn things that were not pointed out to you.
- Learn how strong organizational skills will benefit you personally, save you more time, give you more bandwidth, help you help your clients to earn more money / produce better results.
- Develop personal disciplines to set your own goals and then meet them.
- Do you follow through on things quickly?
- Learn how to do these types of things without being told.
- Learn how to see into the future and be proactive rather than reactive.
- Do you manage Up/Out on things . . . email communications to key people.
 1. What did I learn
 2. What action will I take from what I learn
 3. What is the next thing I think I need to learn

Anywhere there is an “[Initial Please]” please initial that you have read and understand what has been shared up to that point.

Assignment 2: Get A Hard Bound Journal



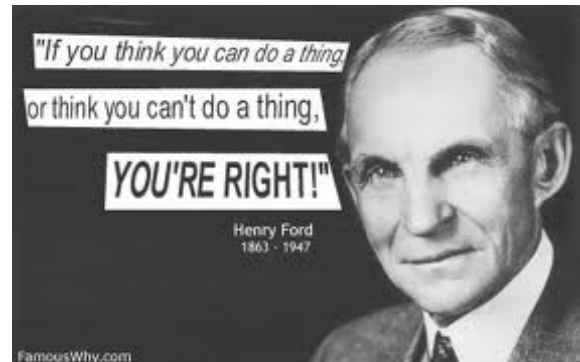
Learning To THINK - The most important thing that we need to teach you in starting / running your own successful company is how to think in a very different way than you do now.



The only difference between being an owner and employing other people to help you achieve YOUR life dreams and goals is that an employer / owner thinks in a very different way than an employee. The most important tool / resource you have is your hard bound journal that you will start to bring with you most everywhere you go.

[Initial Please] Goal Date: ___/___/___ Completed: ___/___/___

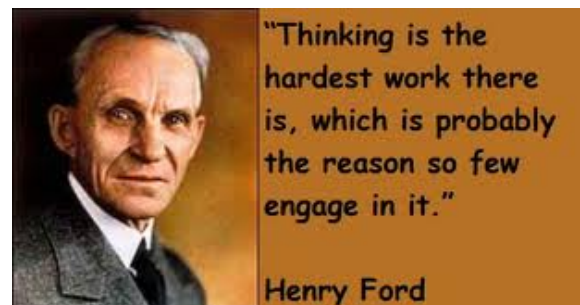
Learning how to question things, SEE things, DO things and UNDERSTAND things in a way that you do not now see, do or understand is critical to your overall success. Your journal will help you to document, map out, diagram and help you to accomplish things that you have never dreamed possible.



Question - What is the difference between the 3-Ring Binder and your Journal.

Answer - The 3 ring binder will be for helping E-VA's keep track of the massive amount of information they will be learning in the E-VA certification program. The Journal will be something people will carry with them their whole life. Usually the deeper insights and thoughts.

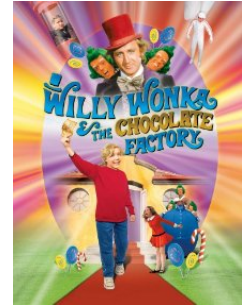
NOTES / QUESTIONS





Assignment 3: Charlie and the Chocolate Factory

Now we'll test you :-) on how well you trust the integrity of the system. Go to your local library and check out Charlie And The Chocolate Factory (the first one).



Take your journal and watch the movie with friends, family and especially children. Tell them that you are starting your own company and tell them that this is one of your assignments. Share with them that you / they are suppose to watch the movie through a different set of eyes, through the eyes of Willy Wonka, the owner of a company, and to write down all the things you that you now see that you have never seen before. See how many things you as a group come up with to see that move, to think in a different way, than most people who watch the movie.

Write all these things in your journal. Leave the first 10 pages blank please.

[Initial Please] Goal Date: ___/___/___ Completed: ___/___/___

NOTES / QUESTIONS



Assignment 4: Setting Goals

I will **COMMIT** to invest ___ hours a day,
___ days a week to build my business.
My **GOAL** is to invest ___ hours a day,
___ days a week to build my business.



- Income / Revenue Goals: \$_____ for next three months.
- Income / Revenue Goals: \$_____ for next six months.
- Income / Revenue Goals: \$_____ for next twelve months.
- Income / Revenue Goals: \$_____ earning yearly in three years

Set very reasonable commitments, which are vows, which short of death you will hit. :-) If we do not follow through with our commitments, we lack integrity. While this may seem harsh you will learn there are [different dimensions](http://www.TheVisionProject.net/CS5_03.htm) (www.TheVisionProject.net/CS5_03.htm) in all areas of our lives and we live in and understand our current dimension.

[Initial Please] Goal Date: ___/___/___ Completed: ___/___/___

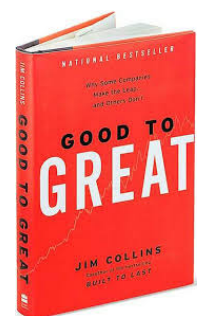
We would all tend to say “I have integrity” and that is true in the dimension we are currently living in. In a higher dimension we will have even greater integrity. The higher dimension we are in the more we will set our own goals, without any assignment, we will break down the actions required to achieve those goals, without being directed to do so and we will do whatever is needed to achieve those goals.

For additional information on how to do this on your own check out 4 Steps To Great Leadership. www.youtube.com/watch?v=2EhkLLZoOcY

The commitment you set is the minimum you will do. If you are unwilling to do the minimum . . . if you come up with excuses, even good ones as to why you aren’t able to do the minimum then you probably will never own your own company and will always be required to work for someone else, helping them pursue their Life Vision rather than pursuing your own. We choose to give up our freedom.

In the book “Good To Great” by Jim Collins, he shares the three things great company all have in common. [Initial Please]

1. Discipline PEOPLE
2. Disciplined THINKERS
3. Disciplined DOING



DISCIPLINE TRACKING SCHEDULE . . .

Being disciplined takes work. Most people believe they are more disciplined than they really are. When we are employees we usually have a lot of structure around us where we come to work, work, have others around us work, people check up on us, etc. When we own our own company that is not the case. Building discipline is one of the most challenging things we can do. The following schedule will help us to realize, one how hard it is to be disciplined on a consistent basis and the value / importance of doing so. On the last three rate 1 to 10 with 10 being the best.

<u>Day</u>	<u>Date</u>	<u>Hours</u>	<u>Manage Up/Out</u>	<u>Journalled</u>	<u>Trusted System</u>
1.	___/___	_____	_____	_____	_____
2.	___/___	_____	_____	_____	_____
3.	___/___	_____	_____	_____	_____
4.	___/___	_____	_____	_____	_____
5.	___/___	_____	_____	_____	_____
6.	___/___	_____	_____	_____	_____
7.	___/___	_____	_____	_____	_____
8.	___/___	_____	_____	_____	_____
9.	___/___	_____	_____	_____	_____
10.	___/___	_____	_____	_____	_____
11.	___/___	_____	_____	_____	_____
12.	___/___	_____	_____	_____	_____
13.	___/___	_____	_____	_____	_____
14.	___/___	_____	_____	_____	_____
15.	___/___	_____	_____	_____	_____
16.	___/___	_____	_____	_____	_____
17.	___/___	_____	_____	_____	_____
18.	___/___	_____	_____	_____	_____
19.	___/___	_____	_____	_____	_____
20.	___/___	_____	_____	_____	_____
21.	___/___	_____	_____	_____	_____
22.	___/___	_____	_____	_____	_____
23.	___/___	_____	_____	_____	_____
24.	___/___	_____	_____	_____	_____
25.	___/___	_____	_____	_____	_____
26.	___/___	_____	_____	_____	_____
27.	___/___	_____	_____	_____	_____
28.	___/___	_____	_____	_____	_____
29.	___/___	_____	_____	_____	_____
30.	___/___	_____	_____	_____	_____

Goal Setting - Tracking and Accountability . . .

Believe it or not, many E-VA's say they want to invest, let's say 20 hours of work but then take months to get through the training / certification. If we aren't COMMITTED enough to investing the time into getting trained then we won't be CONSISTENT enough to see success to gain the income and freedom we desire. **COMMITMENT = CONSISTENT**

<u>Task</u>	<u>Time=>Estimate - Actual</u>	<u>Goal Date</u>
Completed Date		
1. Quick read through document	30/min _____	___/___/___
2. 3 Ring Binder	15/min _____	___/___/___
3. Hard bound journal	10/min _____	___/___/___
4. Charlie and the Chocolate Factory	180/min _____	___/___/___
5. Setting Time Goals	30/min _____	___/___/___

Stage 1: Total Time: 4 hours & 25 minutes

Welcome

www.TheVisionProject.net/VAT_Welcome.htm

6. E-VA Training - Overview	60/min _____	___/___/___
7. E-VA Training - Application	45/min _____	___/___/___
8. E-VA - Network Vision	20/min _____	___/___/___
8. E-VA - Discover My Vision	90/min _____	___/___/___
10. E-VA - Welcome	10/min _____	___/___/___
11. E-VA - How To Learn	5/min _____	___/___/___

Stage 2: Total Time: 3 hours & 50 minutes

Step 1 - Overview

www.TheVisionProject.net/VAT_Step1.htm

12. E-VA - Read through page	20/min _____	___/___/___
13. E-VA - Step 1 Overview	3/min _____	___/___/___
14. E-VA - Tracking Training	25/min _____	___/___/___
15. E-VA - Up/Out	-/min _____	___/___/___
16. E-VA - ??? Questions ???	25/min _____	___/___/___
17. E-VA - If I want to be great		
a. 7 Foundational Lessons	120/min _____	___/___/___
b. Career Success	10/min/day _____	___/___/___
c. The Secret About Time	9/min/day _____	___/___/___

Stage 3: Total Time: 5 hours & 13 minutes

Step 2 - Quick Startwww.TheVisionProject.net/VAT_Step2.htm

18. E-VA - Google Calendar	35/min	_____	___/___	___/___
19. E-VA - MCAT - Basic	11/min	_____	___/___	___/___
20. E-VA - MCAT - Quick Start	32/min	_____	___/___	___/___
21. E-VA - Advanced	Depends	_____	___/___	___/___

Stage 4: Total Time: 3 hours & 18 minutes**[Area 2]** www.TheVisionProject.net/VAT_S2A2.htm

22. E-VA - Step 1 - Who Am I Calling	1 to 3 hours	_____	___/___	___/___
23. E-VA - Step 2 - What Am I Saying	1 to 3 hours	_____	___/___	___/___
24. E-VA - Step 3 - Manage Up/Out	15/min	_____	___/___	___/___
25. E-VA - Directions From Mark	45/min	_____	___/___	___/___
26. E-VA - After 1st Day Calling	33/min	_____	___/___	___/___
27. E-VA - 3 Generations	58/min	_____	___/___	___/___
28. E-VA - Getting Compensated	26/min	_____	___/___	___/___
29. E-VA - Powerful Life . . .	15/min	_____	___/___	___/___

Stage 5: Total Time: 5 to 9 hours**Total Hours To Get Through Initial Level 1 E-VA Certification: 22 to 24 hours**

Let's say it will take us 25 hours to get through the above training . . . what is my goal date for completing this training? ___/___/___

To accomplish this goal date how many hours will I need to commit daily to accomplish my goal? _____ hour



Assignment 5: Starting E-VA Training

Now that you successfully complete five assignments you're ready to start to dive into the E-VA introduction / training.

www.TheVisionProject.net/VAT_Welcome.htm

Take 30 minutes and dive in, go through everything you can, as fast as you can and see what you see from a 30,000 foot view. DO NOT get caught up in the small details!

[Initial Please] Goal Date: ___/___/___ Completed: ___/___/___

Document in your journal, your thoughts, insights, questions . . .

NOTES / QUESTIONS

Assignment 6: Learning From Others



Teresa Lekan was one of the early E-VA's prior to all these wonderful training systems being put in place. One of those things that she said helped her to be very successful was going through all seven lessons in the **"7 Free Life Vision Lessons."**

www.TheVisionProject.net/7lessons.html

Is this a great use of your time? Should you trust Teresa? Do I need to do all seven of the lessons or just one or two?

[Initial Please] Goal Date: ___/___/___ Completed: ___/___/___

Often we expect too much out of other people and the system. We become lazy with people and a system in thinking that there is one perfect path and if we learn something that we don't apply immediately then the person or system has failed us. Another mistake we make is that we often do not learn what we should learn and we blame that on others / the system.

We become overconfident in things we shouldn't be and underconfident in things that we should have confidence. This is another reason for Manage Up/Out as that helps to lock things in for us and helps others to know what we're thinking, picking up and not picking up. If we don't pick up the things we should . . . it can cost us our business.

Document in your journal, your thoughts, insights, questions . . .

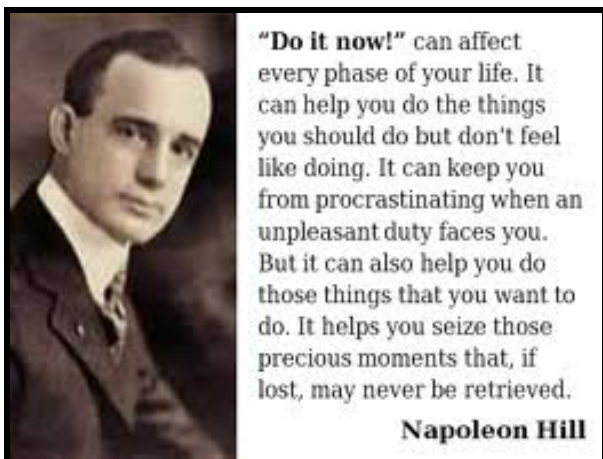
NOTES / QUESTIONS

Seizing The OPPORTUNITY!

If starting one's own company was easy, everyone would be doing it. If gaining freedom that business owners have were easy, simple and didn't take a lot of work, effort, sacrifice then everyone would be doing it.

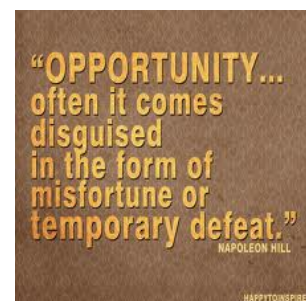
It takes a massive amount of work! The great thing for E-VA's is that most of that work has been done. The bad thing is that you probably will not realize how much work others, going before you have done to "set the table" for your success.

Just like most teenagers believe their parents have unreasonable expectations and their lives are so hard, the same thing is true for most E-VA's. You most likely will not be appreciative or even see the tens of thousands of hours of work that have been invested on your behalf, the millions of dollars invested to build the infrastructure and the decades of work required to fine tune the system it has become for you.



For the most part, to get where we want to go, where are dreams and goals are, where we are doing those things we are passionate about each and every day . . . we need to do a lot of things that we do not like to do, we're not good at doing, it seems like we're failing . . . to get where we want to be.

The journey you have started, is not an easy one, but you're a pioneer, not an explorer. The explorers are those who have gone before you and blazed the trails. They are the ones who took massive risks, sacrificed much like new immigrant parents do for their children.



Do not be whiners to those who have gone before you as your journey will not be nearly as tough as their journey was and if they really care for you, AND you are mature enough to handle the truth, they will tell you to stop being a wimp, toughen up, work harder, work smarter, focus on helping others and gain perspective.

Here is a test of your ability to SEE things that others do not see, UNDERSTAND things that others do not understand and then DO things that others do not do . . .

TEST #1 [Initial Please]

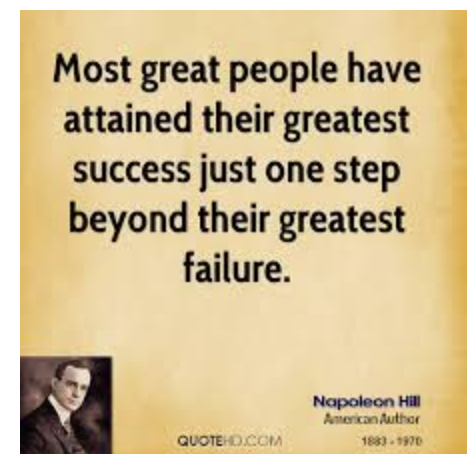
“In assignment #4 - when you committed to invest a certain number of hours, did you have the insights and the disciplines to insure that you actually followed through with that commitment?”



Most people aren't use to making very many commitments and even fewer are good at keeping those commitments they set. **If you did not time block on your calendar the actual time you committed to AND the time you set out as a goal, there is a very large percentage chance that you will NOT follow through on your commitment. In your current world / dimension that may not be a huge issue but in the new world you are entering into, it could cost you your business.**

When you fail a test in school the teacher lets you know. When you fail a test in your own business there is a very large chance that no one will let you know. It is also probably true that it won't be revealed to you right away but will come at some later point which will make it almost impossible for you to know the pain / consequence to your poor choices.

The tests we give you and even the assignments we do not follow up with you as it's your business and you need to develop the personal disciplines to do what needs to be done to see success. Yes . . . the training / certification you gain in the E-VA certification program will help you to gain the knowledge, disciplines and skills to create success in any business you own.



Welcome

The online training system is actually pretty easy. Start at the top and then work down. Top to bottom. :-)

Make sure you manage Up/Out to all those you should be.

Question - Others have had ... “How deep do I go into each button?”

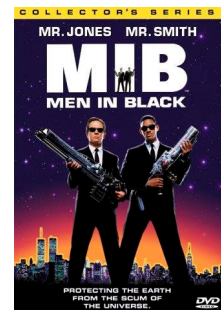
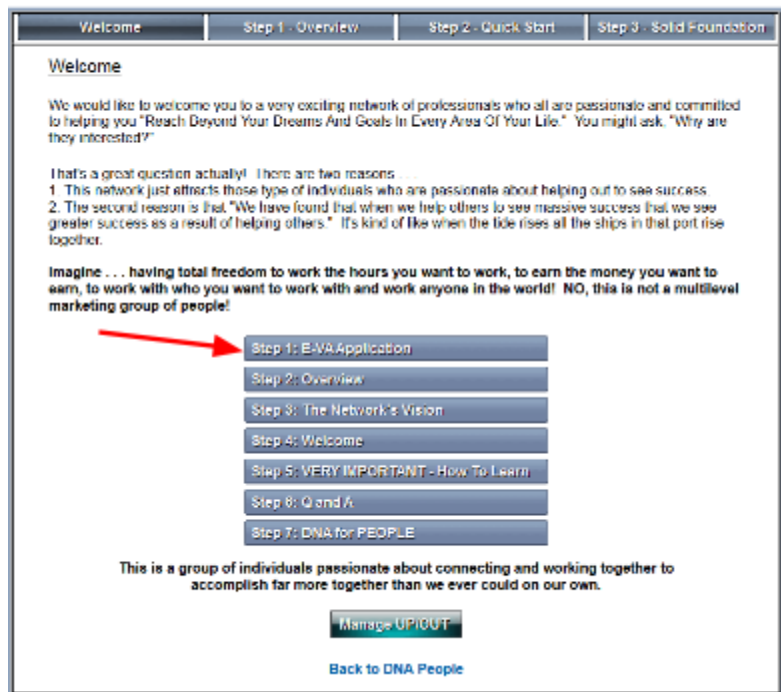
Answer - As a business owner you will have all kinds of questions like this where there isn't a black or white answer.

Often in business you'll need to learn to use your intuition. Is this giving me value now, will I need it in the near future. If we invest too much time drilling deeper we may lose opportunity, invest time that we should not be investing, which will all hurt our business. If we invest too little time we will hurt ourselves and our business.

An employee's mindset is . . . “It's someone else's responsibility to give me very direct, black and white instructions.” Sorry . . . owning one's own company is very different than that so part of the training is learning how to go deep enough and not too deep.

Really . . . because the situations are all different there is no black and white, right or wrong. Each situation is different and often it is through learning by doing too much and wasting time or doing too little and missing key opportunities that we learn to perfect our instincts and intuition. [Initial Please]

DO NOT FORGET TO MANAGE UP & OUT with every video, key piece of learning that you do. Yes, there are subtle tests that we have built into this system to help you unlearning many things you've learned to be turn in your formal education. If you want to see the secret as to where we learned to do this check out the Men In Black movie and see if you can spot it. Very few can! :-)



How Are We Doing? - Step 1 - Overview

The reason we ask this is that often . . . by now individuals are struggling some. They'll say or at least think to themselves . . . "I'm so confused, I don't understand this, I won't be good at this, this is stupid, it doesn't make sense . . . " or other things in that frequency.

If you're thinking any of the above that's alright . . . actually it's pretty cool that the system is so strong it actually knows what you're thinking and feeling. :-) Cool that we can trust the integrity of the system.

If you aren't thinking that . . . then . . . two things:

1. Congratulations, you're above average and keeping up. Nice work!
2. DO NOT become overconfident! You'll probably hit that point and maybe sooner than later. :-) To help you from being overconfident check out [Teenage Principle](http://www.TheVisionProject.net/CS_11.htm). www.TheVisionProject.net/CS_11.htm

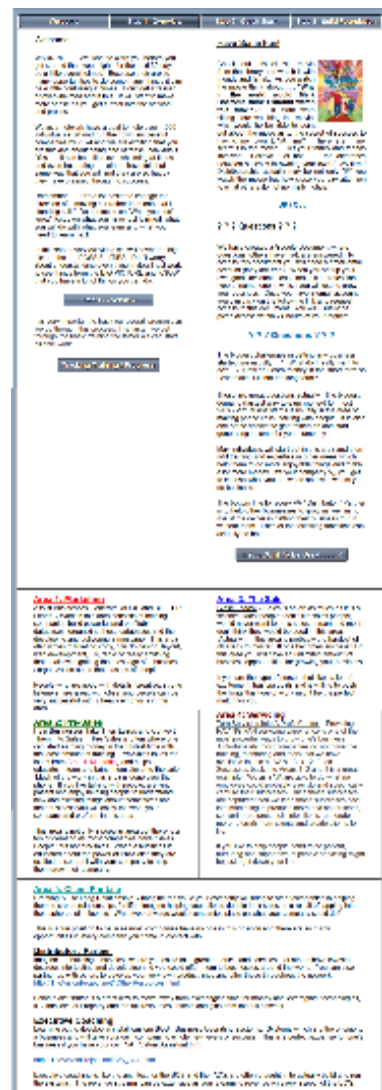
www.TheVisionProject.net/VAT_Step1.htm

Ok . . . now that you've finished up the "Welcome" page you now naturally, guessing that you move on to Step 1: Overview. The "Welcome" page was probably like getting into the wading pool and now Step 1 we go into the deep end very quickly.

There is a lot that is thrown at us very quickly and it will probably be very hard to sort it all out. This will build our endurance, our ability to overcome challenges, how well we take notes and a lot of other challenges.

If you're struggling with this then plug into The Natural Laws and they will give you relief. Check out the 12 Principles To Life Masteries and specifically Principle #1. Walls Of Opportunities - It really is learning to think in a very different way. www.TheVisionProject.net/CS_06.htm

Special Note: Pretty cool that you already when through the Willy Wonka movie, isn't it? It's cool when you've worked ahead and are out in front. Keep up the great work! [Initial Please]



TEST #2

So . . . do you trust the integrity of the system yet? People often tend to be either more trusting or less. If you're less trusting that's alright. :-)



In formal education, which again does not train you in how to start your own company, and actually trains you against it, you can't give someone a test question that wasn't covered in the material . . . but . . . in the life of owning your own company you get this every day.

Also . . . if you didn't give someone a specific assignment, in your formal education, you can't test someone on something that wasn't specifically directed to do. NOW . . . in this dimension we can and will do that for you.

Please give yourself a grade on rate yourself on how well you did on watching the video Men In Black and then studying the Teenage Principle. My grade is: _____

Now you might be thinking, this isn't fair, I wasn't given an assignment to do this it was just thrown out there as a suggestion. See . . . formal education doesn't do a great job on teaching people how to take initiative or learning just for the sake of learning. Trust us . . . a client will often give you a suggestion and if you are not listening very carefully you'll miss it and lose that client.

Now . . . heads up . . . If you think the above was frustrating then wait until we give you a suggestion to do something and then you get "whacked upside the head" for following the suggestion and say . . . "Am I suppose to follow the suggestion or am I now?" One day you're telling me to do something and then next day you're telling me to not do it? I hate this training!

Actually parents are far more effective in teaching this than formal education. Side note . . . that's kind of funny. There was a university professor who received their masters degree and we asked them "What was the number one thing you learn from your masters degree?" Do you know what they said? "I learned that I could think for myself and pursue things that were outside the box.

REALLY! Wow, what about all those who didn't get to the masters degree level? Are they not smart enough to think outside the box and think on their own? :-)

Getting back to the parents. As children we learned that we were not to go in the street for any reason without our parents. Then we were learned that we could actually cross the street if we looked both ways AND there were no cars coming.

See, really what we're doing in this training is bringing back a lot of things that, in a way, are common sense but we need to unlearn a lot of the things we've been taught or learned that are holding us back. Check out [The *NEXT* Dimension Principle](#).

www.TheVisionProject.net/3f1ND.htm [Initial Please]

Are You Feeling Great Yet? - Step 2 - Quick Start

If you aren't then you should be? If you viewed The *NEXT* Dimension Principle and took great notes you'll probably know what we're doing with you right now. We're giving you a Cheerleader coaching strategy as you've probably just broken through to a new dimension and that's what you do when people break through to a new dimension.

There are so many dimensions that we need to break through to start and run a successful business that we're going to need to pick up the pace some for you, with your permission? :-)

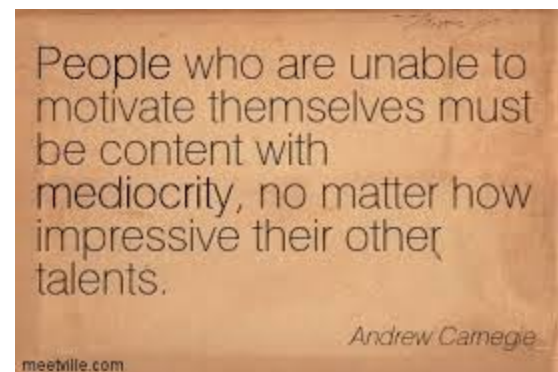
Do a quick read of the white paper - The *NEXT* Dimension Principle and you'll learn some of the most intriguing things. Have you ever played the board game RISK? Are you any good at it? In the game RISK you decide if you should invest resources into new technology advancements. Once you make the decision to do so you roll the dice and if you win you gain the benefit of new technology that can help you win the game, and if you lose the roll of the dice, you can lose the game.

- www.TheVisionProject.net/TheNEXTDimension.htm



There are many areas of expertise you can become certified in. Some you will like more than others and some you might not like at all. The tricky thing is that often, in our own businesses, we have to learn to become good at the things we are not good at and actually don't even like to do.

The good part about this exercise is that it builds discipline. If you ever find yourself lacking motivation to do the things the system says you need to do to see success always remember... the great thing about lacking motivation is that it gives us a chance to build our self discipline.



The area of greatest need, opportunity for quickly earning money as an E-VA is in the area of picking up the phone and making phone calls.

This seems to be very hard for most people to do . . . hmmm, maybe that's why there is so much demand for it in the marketing place?

Actually being successful in our owning our own

business, in many ways, is not that hard and doesn't require being smart. It does require though, SEE'ing things that others do not see, DOing things that others will not do, and UNDERSTANDING things that others do not understand.

Here is a warning . . . "You probably will not get the support of many people around you in starting your own company." As a matter of fact many will say "You will not succeed!"

What's interesting as to how these same people will respond when you do succeed.

People are uncomfortable when others around them are not the same as they are . . . and the are attracted to them and fear them at the same time. Check out the X-Men movie to gain a perspective of how people will respond to you.

[Initial Please]

The screenshot shows a web page with a navigation bar at the top containing 'Welcome', 'Step 1 - Overview', 'Step 2 - Quick Start', and 'Step 3 - Solid Foundation'. The main content area is titled 'Step 2 - Quick Start' and includes a sub-header 'Step 1: Learn core business tools and systems.' with a list of resources: 'a. Google Resources' (Gmail, Google Calendar, Google Spreadsheet, Google iCnd, Google Draw, Google Form / Survey) and 'b. MCAT' (Basic Overview). A '5/30 grid' is also visible. Below this is 'Step 2: Determine where you will start to focus your business services on.' with a table of five areas: Marketing, Pre-Sales, The Sale, Servicing, and Client For Life. 'Step 3: Identify Work Project' follows, along with 'Step 4: Getting Compensated'. A blue button labeled 'Powerful Life Changing Success Stories' is at the bottom. Red arrows point from the text on the left to various parts of the page, including the Google Resources list, the table of areas, the 'Additional Information' link, and the success stories button.



TEST #3

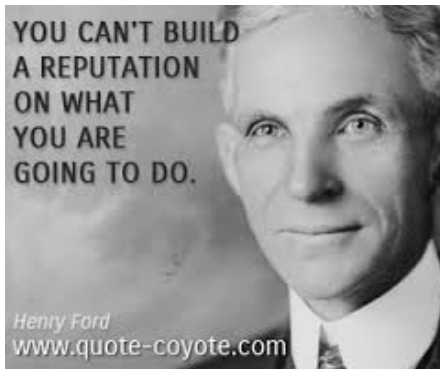
We can actually learn to be unusual . . . if we want to. We can train and discipline ourselves to be mutants, so to speak to SEE, DO and UNDERSTAND things that others are not able to see, do and understand.



To do this we MUST have a passion to achieve our Life Vision and we must know clearly what that is. There is something that was changed from Pages 12 in going forward.

What was that change? Why did we change our process? Why did we change it and never overtly share that we were changing our approach?

[Initial Please]



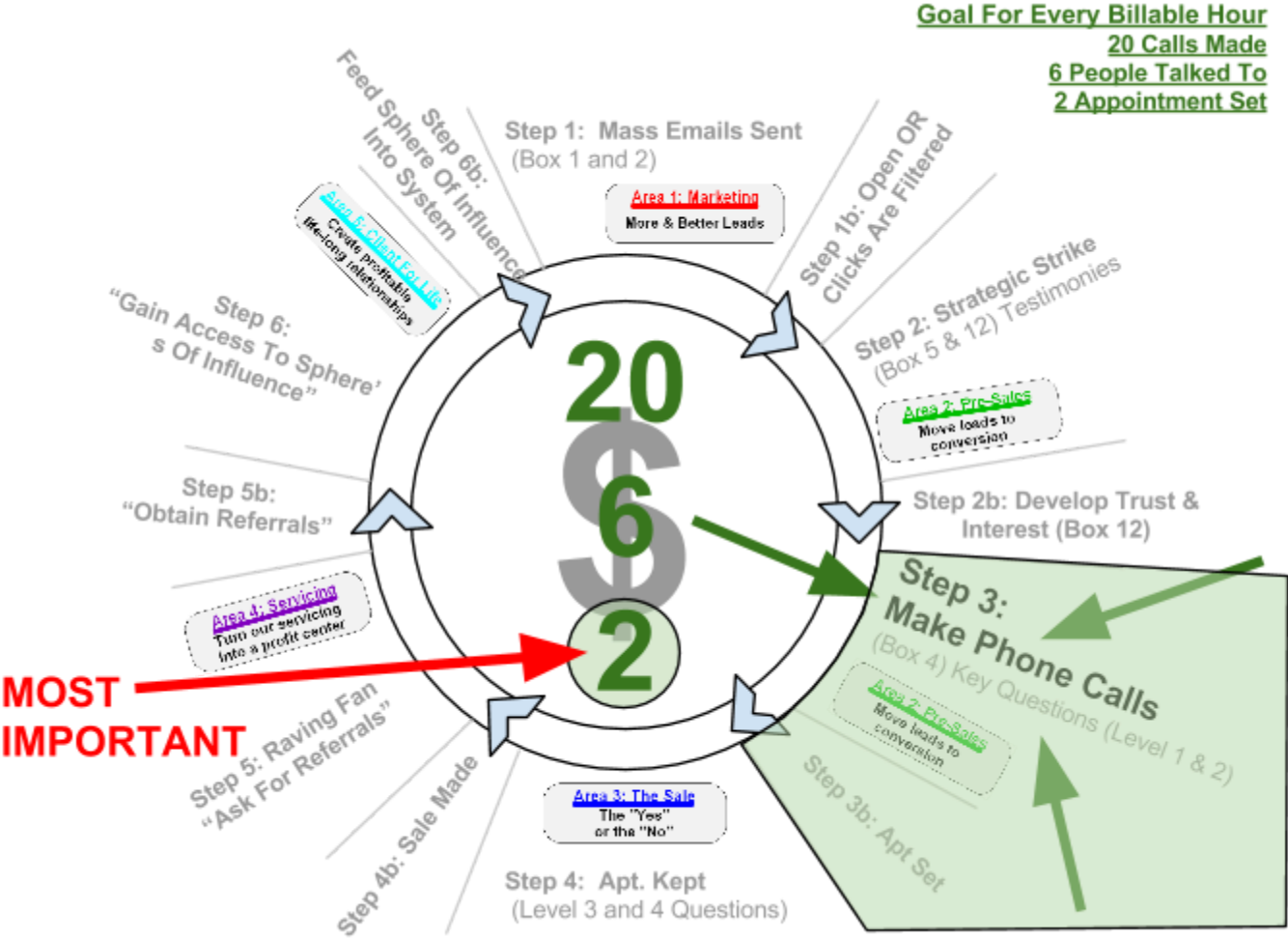
"Everyone faces defeat. It may be a stepping-stone or a stumbling block, depending on the mental attitude with which it is faced."

~Napoleon Hill

BILLABLE Phone Calls

Gaining the skills and discipline to **make phone calls** is one of the most powerful things any business owners / E-VA can learn to do. What's interesting, is that most business owners struggled with getting on the phone and making phone calls to build their business.

Once we overcome our initial fears of making phone calls and gain some skills confidence most E-VA's prefer the phones to other types of efforts as the phone efforts is one of the most valuable skills and E-VA can acquire.



Making phone calls is A LOT EASIER than what most people think . . . and it's a lot harder! How can it be easier and harder all at the same time? Great question. It's easy to pick up the phone, dial a number, ask the person, say something simple and then ask before hanging up **“So what would you say the biggest challenge you're facing in any area of your business / life?”**

It's pretty easy to pick up the phone, talk to people and ask a question or two. It's often hard emotionally for people but really a very easy thing to do.

The hard part is learning how to identify someone's personality based on how they say “Hello,” how to strike up a conversation, how to take notes while talking, how to draw people out, mirror your tone voice to get them to like you and then get them to fall in love with you based on how you control your voice, tone and words. That will take a lifetime and the better you get, the more we know, the more we know we don't know.

The general rule in phone calling is to set a goal, plan and prep to make 20 phone calls an hour, talk to 6 people and set 2 appointments or **20/6/2**. This will not come overnight and will not be easy to do but can be done over time as we gain discipline, knowledge and skills.

The bottom line is . . . we in **Area 2: Pre-Sales** need to work closely with **Area 1: Marketing** to help us get the best leads, work with those in **Area 2: Pre-Sales** in sending out testimonies to soften people up, work with **Area 3: Sales** to make sure the appointment stick and how to obtain more appointments from those people we talk. We also need to work closely with **Area 4: Servicing** to get the best success stories (Box 12) to feed back into touching the warmer prospects to create better and more open calls.

We need to also work closely with **Area 5: Client For Life** to open up their sphere of influence which produces a much higher quality lead and take the 20/6/2 to a whole new dimension.

There are different types of phone calls to make. The easiest phone call to make are those how have registered to attend a webinar. In the simplest efforts we call them and remind them of the event and encourage them to attend. As we gain more skills we will learn to ask them more questions, (Level 1 & 2 Questions) drill deeper into their responses and then schedule an appointment.

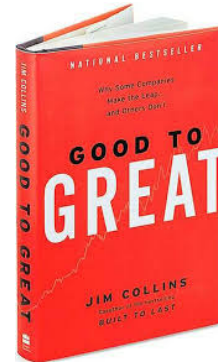
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Why People Fail

There are a number of reasons individuals fail in building a successful business. WE think that all the reasons can be summed up in from the book “Good To Great” A lack of being a disciplined PERSON, disciplined in how we THINK, and/or in how we DO, i.e. TAKE ACTION, is what creates failure OR what’s even more fatal is NOT TAKING PERSONAL OWNERSHIP.

[Initial Please]

1. Discipline PEOPLE
2. Disciplined THINKERS
3. Disciplined DOING



If you were to ask more people “Are you a disciplined person?” most would probably think they are. Why? It’s because people tend to cluster around other people who are in a similar dimension as they are so people tend to think “I’m disciplined.”

When we understand The *NEXT* Dimension Principle we learn that we can always be more disciplined than we are and really . . . the more discipline we are . . . the more we should realize we’re not. We have tried to represent ten levels or dimensions of discipline.

Level Of Disciplined . . . PERSON - THINKER - DOER

1. Unemployed
2. Entry Level Employee
3. Normal Employee
4. High Level Employee
5. E-VA
6. Franchise Owner
7. Distributor
8. Independent Business Owner
9. Innovative Business Owner
10. Business Runs Without Us

