

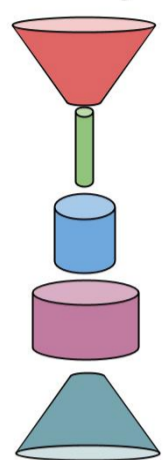
DNA... People 

Business + 

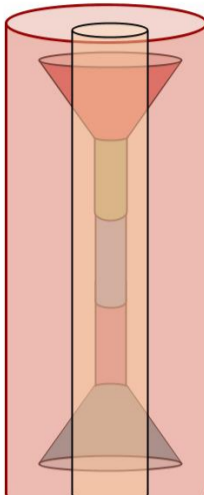
Life + 

= 

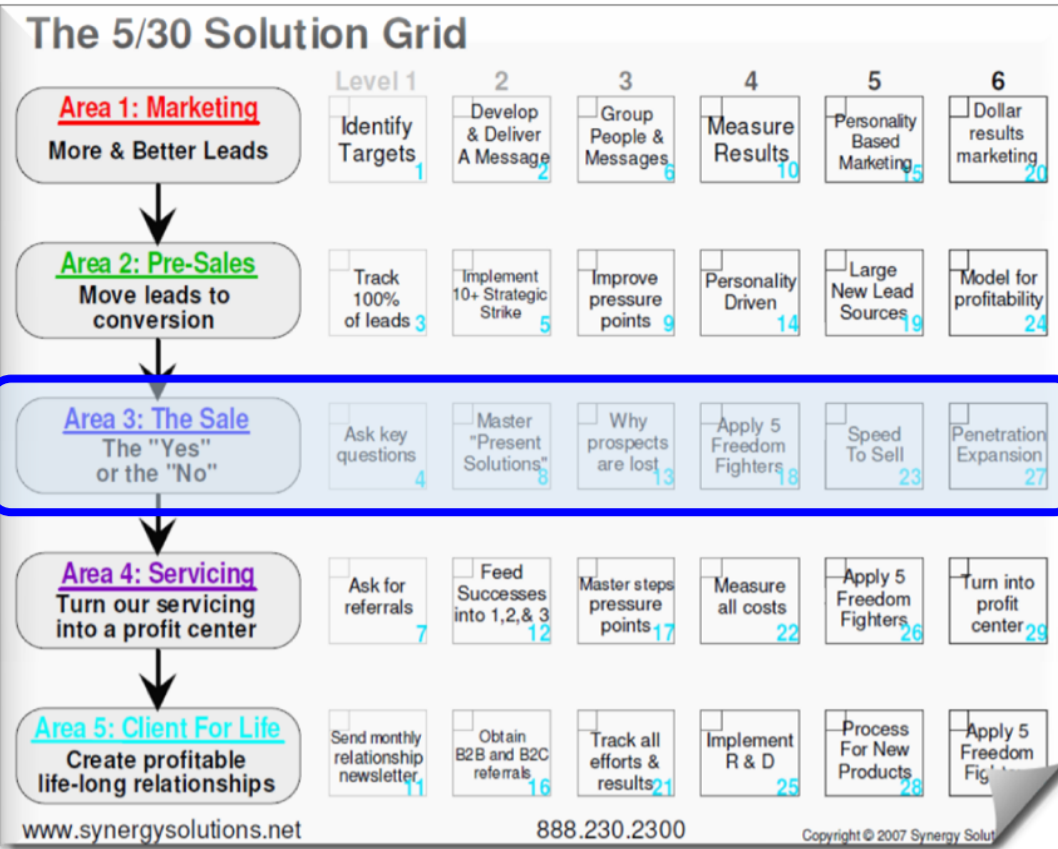
Often The Reality



The Ideal



# Presenters Outline - Event #4



## Topic #1

# Belief & Knowledge

**Leadership**  
Excellence In Leadership & Success

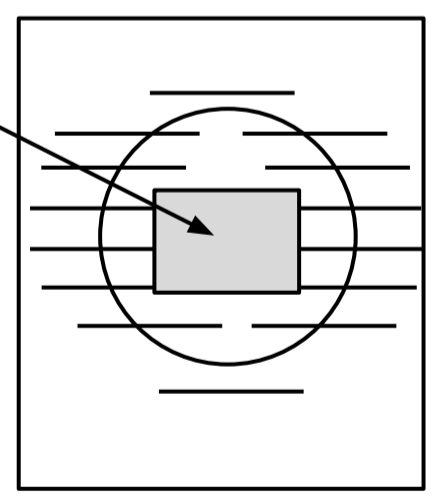


**Objective**  
For each participant to have a DEEP understanding about the concepts of "Belief & Knowledge."

**KEY POINTS**  
1. Napoleon Hill "Whatever the MIND can CONCEIVE and BELIEVE it can ACHIEVE."  
QUESTIONS:  
- What does everyone think about this concept?  
- Do we really believe this at a very deep level?  
- Are we practicing this?  
2. What belief am I and those around me lacking and what knowledge?

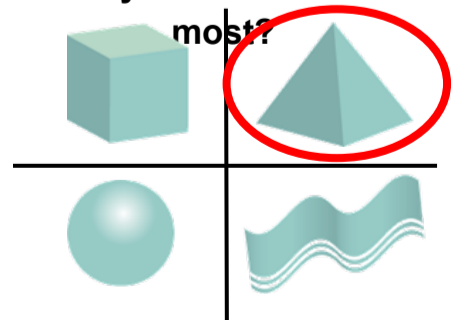
**Last Month's Assignment**  
Status Update: Bring your Vision Circle back with you next month.

**This Month's Assignment**  
Write out your Life Vision (The reason you were put on this planet) as a result of our passions.

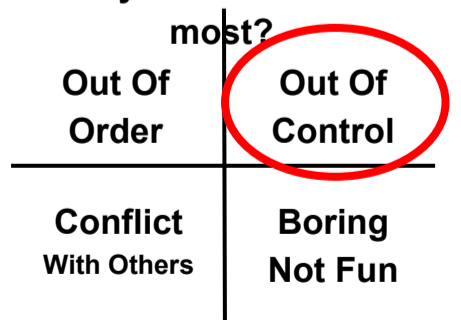


**Next Month**  
Learning to "DO" faster!

Which of these four shapes would you tend to like the most?



Which of these four shapes would you tend to like the most?

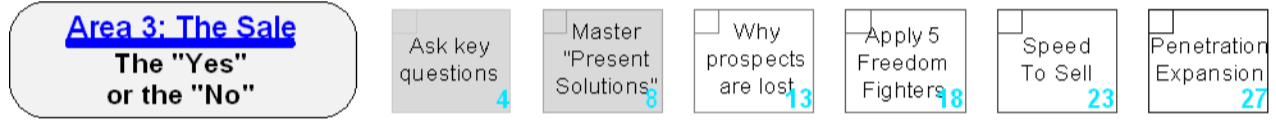


**Driver - Strengths / Weaknesses**  
- Driver, assertiveness, make things happen  
- Like to have things under control  
- Very focused on the tasks  
- Faster decision maker  
- Likes to take action quickly  
- To Sell: Big Picture  
- Profit - speed  
- Getting ahead  
- Can push hard  
- Will buy to help them reach their goals

View Of Life: Fire - Aim and then "Were we all ready for that?"

## Topic #2

# Area 3: The Sale



**Objective** - When we learn to install a powerful Sales System within our business we will not only earn a lot more money but will work less hours, have less stress, and have greater life balance.

**KEY POINTS**  
1. If we've done well in setting up Area 2: Pre-Sales sales is so much easier.  
2. Step 1: Examination // Step 2: Solutions // Step 3: Implementation  
- The examination is really where the sales happens.  
3. Learn to sell based on Personality Masteries and we can increase our business by 2x, 3x or more.  
4. Learn the value of the 4 Q's - (Q1) Quantity of Leads // (Q2) Quality of Lead // (Q3) Quantity of Efforts and (Q4) Quality of Efforts

**Last Month's Assignment**  
Status Update: Start tracking 100% of your leads and bring a list of all your leads to the event next month along with one other person.

**This Months Assignment**  
Develop three levels of powerful questions which will help you convert more of your prospects to clients.

**Next Month**  
We will learn Area 4: Servicing - How to generate more and better referrals from current clients.

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