



Opportunity Meeting





Reframe the way you think

- How the world makes money?



Reframe the way you think

- How the world makes money?
- How do you make more money?



Reframe the way you think

- How the world makes money?
- How do you make more money?
- What's the cost of school?



Reframe the way you think

- How the world makes money?
- How do you make more money?
- What's the cost of school?
- How do millionaires make their money?



Running an office

- Sam's / BJ's / Costco / Energy - EDM
 - Pay Per Line?



Running an office

- Target / NDS / BJ's / Costco / Energy - EDM
 - Pay Per Line? \$137



Running an office

- Target / NDS / BJ's / Costco / Energy - EDM
 - Pay Per Line? \$137
 - Can we manage a team of 8?



Running an office

- Target / NDS / BJ's / Costco / Energy - EDM
 - Pay Per Line? \$137
 - Can we manage a team of 8?
 - Who's done 8 or more lines / Energy?



Running an office

- Target / NDS / BJ's / Costco / Energy - EDM
 - Pay Per Line? \$137
 - Can we manage a team of 8?
 - Who's done 8 or more lines / Energy?
 - \$70 Commission



Running an office

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 - Pay Per Line? \$137
 - Can we manage a team of 8?
 - Who's done 8 or more lines / Energy?
 - \$70 Commission
 - Profit after Payout?



Running an office

- Target / NDS / BJ's / Costco / Energy - EDM
 - Pay Per Line? \$137
 - Can we manage a team of 8?
 - Who's done 8 or more lines / Energy?
 - \$70 Commission
 - Profit after Payout? \$60



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 - \$70 Commission
 - Profit after Payout? \$60
 - Should the owner go out and sell?



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 - Should the owner go out and sell?
 - Can the owner do 8 Sales a week?



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 - Should the owner go out and sell?
 - Can the owner do 8 Sales a week? Yes
 - Team Sales $8 \times 8 = ?$



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 - Can the owner do 8 Sales a week? Yes
 - Team Sales $8 \times 8 = 64$ New lines / Energy's



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 - $64 \text{ NL's} \times \$60 \text{ profit} = ?$



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 - Can the owner do 8 Sales a week? Yes
 - Team Sales $8 \times 8 = 64$ New lines / Energy's
 - $64 \text{ NL's} \times \$60 \text{ profit} = \$3,840$



Running an office

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 - $64 \text{ NL's} \times \$60 \text{ profit} = \$3,840$
 - $8 \text{ NL's} \times \$137 = \$1,097$



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- $\$3,840 + \$1,097 = ?$



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 - Can we manage a team of 8?
 - Who's done 8 or more lines / Energy?
 - \$70 Commission
 - Profit after Payout? \$60
 - Should the owner go out and sell?
 - Can the owner do 8 Sales a week?
Yes
 - Team Sales 8 x 8 = 64 New lines / Energy's
 - 64 NL's x \$60 profit = \$3,840
 - 8 NL's x \$137 = \$1,097
- $\$3,840 + \$1,097 = \$4,937$ Gross Profit



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- Does a business have Expenses?



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- Does a business have Expenses? Yes
- What are some expenses, what's an average Expenses?



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- Does a business have Expenses? Yes
- What are some expenses, what's an average Expenses? \$1,500 a week



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- $\$3,840 + \$1,097 = \$4,937$ Gross Profit
- Does a business have Expenses? Yes
- What are some expenses, what's an average Expenses? \$1,500 a week
- $\$4,937 - \$1,500 = ?$



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- $\$3,840 + \$1,097 = \$4,937$ Gross Profit
- Does a business have Expenses? Yes
- What are some expenses, what's an average Expenses? \$1,500 a week
- $\$4,937 - \$1,500 = \$3,437$ Profit



Running an office

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- Does a business have Expenses? Yes
- What are some expenses, what's an average Expenses? \$1,500 a week
- $\$4,937 - \$1,500 = \$3,437$ Profit
- $\$3,437 \times 52$ weeks in a year = ?



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- $\$3,840 + \$1,097 = \$4,937$ Gross Profit
- Does a business have Expenses? Yes
- What are some expenses, what's an average Expenses? \$1,500 a week
- $\$4,937 - \$1,500 = \$3,437$ Profit
- $\$3,437 \times 52 \text{ weeks in a year} = \$178,724$



Promoting outside deals!

- Why would I promote outside deals?



Promoting outside deals!

- Why would I promote outside deals? OVERRIDES!!!



Promoting outside deals!

- Why would I promote outside deals? OVERRIDES!!!
- Average pay increase in America?



Promoting outside deals!

- Why would I promote outside deals? OVERRIDES!!!
- Average pay increase in America? 3%



Promoting outside deals!

- Why would I promote outside deals? OVERRIDES!!!
- Average pay increase in America? 3%
 - Average individual income in America?



Promoting outside deals!

- Why would I promote outside deals? OVERRIDES!!!
- Average pay increase in America? 3%
 - Average individual income in America? 50k



Promoting outside deals!

- Why would I promote outside deals? OVERRIDES!!!
- Average pay increase in America? 3%
 - Average individual income in America? 50k
 - 3% Pay Increase is: \$1,500 yearly



Promoting outside deals!

- Why would I promote outside deals? OVERRIDES!!!
- Average pay increase in America? 3%
 - Average individual income in America? 50k
 - 3% Payincrease is: \$1,500 yearly
 - 3% Pay increase weekly?



Promoting outside deals!

- Why would I promote outside deals? OVERRIDES!!!
- Average pay increase in America? 3%
 - Average individual income in America? 50k
 - 3% Payincrease is: \$1,500 yearly
 - 3% Pay increase weekly? \$28.84



Promoting outside deals!

- Why would I promote outside deals? OVERRIDES!!!
- Average pay increase in America? 3%
 - Average individual income in America? 50k
 - 3% Payincrease is: \$1,500 yearly
 - 3% Pay increase weekly? \$28.84
 - You Excited?



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 - You Excited? NO.....



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- Average pay increase in America? 3%
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 - You Excited? NO.....
- What are overrides?



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 - You Excited? NO.....
- What are overrides?
 - Money you make from the client, for teaching, developing, training talent.



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- How much do we make?



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- How much do we make? 5% of total Direct Deposit / Wire



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 - Example: 72 NL's x \$137 = \$9, 864 Direct Deposit



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 - Money you make from the client, for teaching, developing, training talent.
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 - Example: 72 NL's x \$137 = \$9,864 Direct Deposit
 - \$9,864 x 5% = \$494.2 Weekly



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 - You Excited? NO.....
- What are overrides?
 - Money you make from the client, for teaching, developing, training talent.
- How much do we make? 5% of total Direct Deposit / Wire
 - Example: 72 NL's x \$137 = \$9,864 Direct Deposit
 - $\$9,864 \times 5\% = \494.2 Weekly
 - $\$494.2 \times 52 = \$40,442$ (Pay increase)



4 Year Gameplan

- 6 outside Deals, 1st gens, averaging \$10,000 weekly



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 - Year 1: Organization = 2 / 20k org wire



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- Promotion to Regional Consultant?



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- Promotion to Regional Consultant?
 - 5 healthy, 1st Gen Outside Deals



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 - 100k Org wire +



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- Promotion to Regional Consultant?
 - 5 healthy, 1st Gen Outside Deals
 - 100k Org wire +
 - Good Compliance



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 - Good Compliance
 - Financial sound org



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 - 5 healthy, 1st Gen Outside Deals
 - 100k Org wire +
 - Good Compliance
 - Financial sound org
 - 1st 3 outsideal deals need healthy outside deals.



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 - Good Compliance
 - Financial sound org
 - 1st 3 outside deal deals need healthy outside deals.
- 1% Pay increase, on whole org!



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 - 5 healthy, 1st Gen Outside Deals
 - 100k Org wire +
 - Good Compliance
 - Financial sound org
 - 1st 3 outsideal deals need healthy outside deals.
- 1% Pay increase, on whole org!
 - $190k \times 1\% = \$1,900 \times 52 = \$98,800$



Income being made now?



Income being made now?

- Regional consultant Money = \$98,800



Income being made now?

- Regional consultant Money = \$98,800
- 1st Gen Over ride money = \$156,600



Income being made now?

- Regional consultant Money = \$98,800
- 1st Gen Over ride money = \$156,600
- Local Office Money = \$178,724



Income being made now?

- Regional consultant Money = \$98,800
- 1st Gen Over ride money = \$156,600
- Local Office Money = \$178,724
- Total = \$434,124



National Consultant

- 7, 1st gen outside deals



National Consultant

- 7, 1st gen outside deals
- 200k Org wire



National Consultant

- 7, 1st gen outside deals
- 200k Org wire
- Everything else stays the same



National Consultant

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- 200k Org wire
- Everything else stays the same
- An extra 1% !!!!!



National Consultant

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- 200k Org wire
- Everything else stays the same
- An extra 1% !!!!!
- Year 5: Organization 38 / 380k



National Consultant

- 7, 1st gen outside deals
- 200k Org wire
- Everything else stays the same
- An extra 1% !!!!!
- Year 5: Organization 38 / 380k
 - National Consultant Income = $380k \times 1\% = \$3,800 \times 52 = \$197,600$



National Consultant Income

- National Consultant Money = \$197,600



National Consultant Income

- National Consultant Money = \$197,600
- Regional consultant Money = \$197,600



National Consultant Income

- National Consultant Money = \$197,600
- Regional consultant Money = \$197,600
- 1st Gen Over ride money = \$182,200



National Consultant Income

- National Consultant Money = \$197,600
- Regional consultant Money = \$197,600
- 1st Gen Over ride money = \$182,200
- Local Office Money = \$178,724



National Consultant Income

- National Consultant Money = \$197,600
- Regional consultant Money = \$197,600
- 1st Gen Over ride money = \$182,200
- Local Office Money = \$178,724
- Total = \$756,124



What are we looking for promoting people?

- Emotionally stable



What are we looking for promoting people?

- Emotionally stable
- Accountable



What are we looking for promoting people?

- Emotionally stable
- Accountable
- Financially Responsible



What are we looking for promoting people?

- Emotionally stable
- Accountable
- Financially Responsible
- Prioritize your future



What are we looking for promoting people?

- Emotionally stable
- Accountable
- Financially Responsible
- Prioritize your future
- Character & integrity



What are we looking for promoting people?

- Emotionally stable
- Accountable
- Financially Responsible
- Prioritize your future
- Character & integrity
- Coachable



What are we looking for promoting people?

- Emotionally stable
- Accountable
- Financially Responsible
- Prioritize your future
- Character & integrity
- Coachable
- Appreciative



What are we looking for promoting people?

- Emotionally stable
- Accountable
- Financially Responsible
- Prioritize your future
- Character & integrity
- Coachable
- Appreciative
- Work Ethic

