

SUCCESS MASTERCLASS



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Introduction

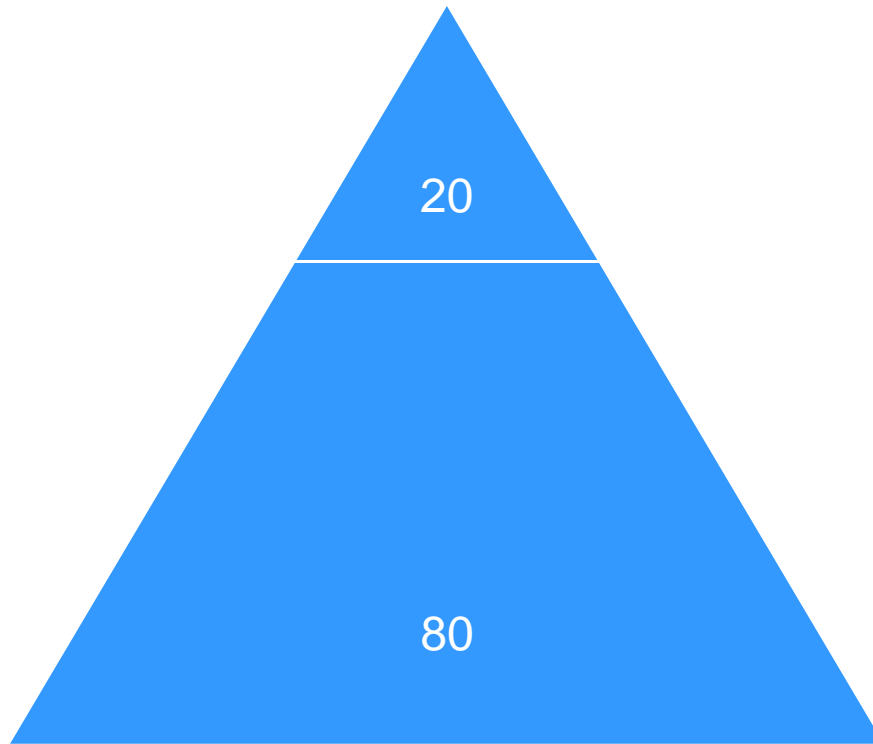
Notes

Rules For Success

Word Changes

Insurance	
Policy	
Appointment	
Referral	
Orphan	
Cost	
Earn	

The 80-20 Club



There's plenty of room at the top!

Success Masterclass Template

Mindset

Getting past the Gatekeeper

The Dynamic Phone Path

The Yellow Box Diary System

The Marketing Engine

MindChangers

7-Step Sales Model

MindChangers

The Science

NOTES

I can't believe how easier it is now to close good quality business

At last my business is growing and ABC Financial are acknowledging me constantly. It's embarrassing

A clear desk is a clear mind FOCUSED on producing stunning results. I love it!

I have been holding myself back all these years. I can achieve far more – by letting my true self have freedom

I love looking at my diary. Packed with quality people to see. All because I took action!

T
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My personal performance has leapt forward. ABC Financial are delighted.....

Fear of failure was the old enemy. Now without that nonsense....the coast is clear for unlimited success

I am happier than I have ever been in my career with ABC Financial.... and it's getting better all the time.....

YES!

The word they speak when I ask for the business.....

My mental state has changed enormously. At last I am in control, not life



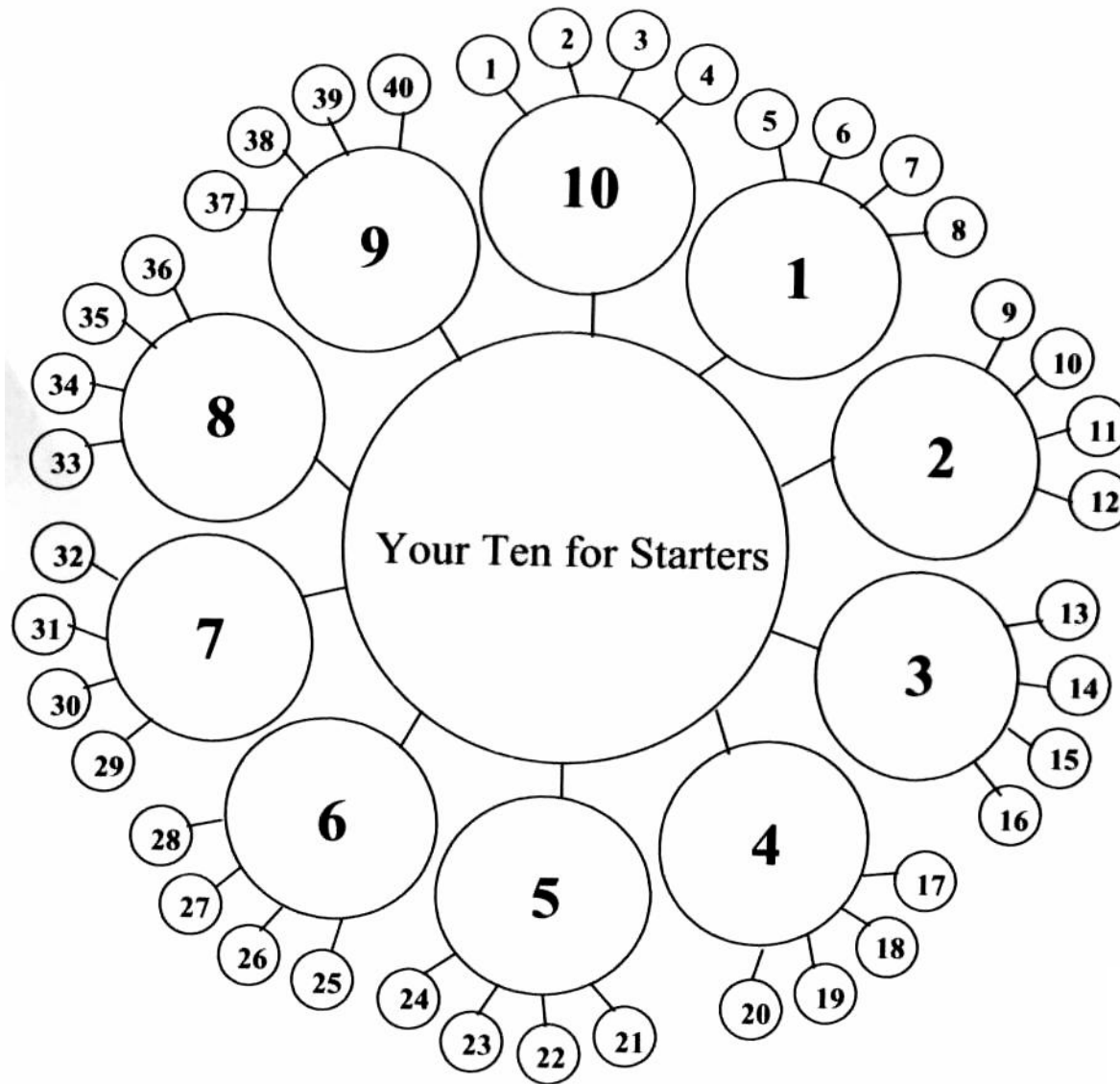
Time Tips



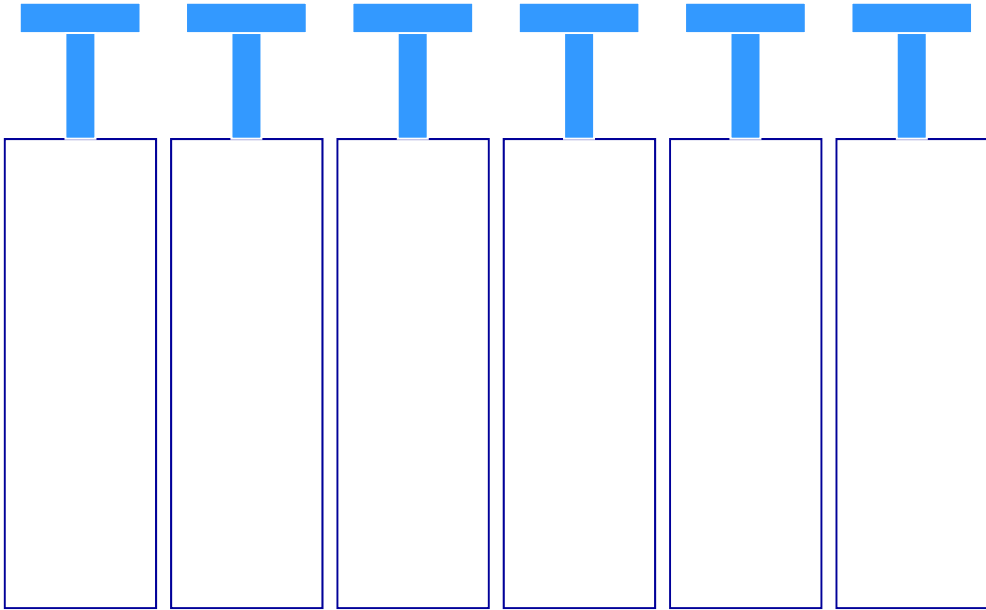
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			Date _____
_____		Only	[Signature Box]

Signed on behalf of ????			
Cheque No.	Bank Code	Account No.	
•□□□□□• □□-□□□□: □□□□□□□□•□□			

The Time Cheque Book

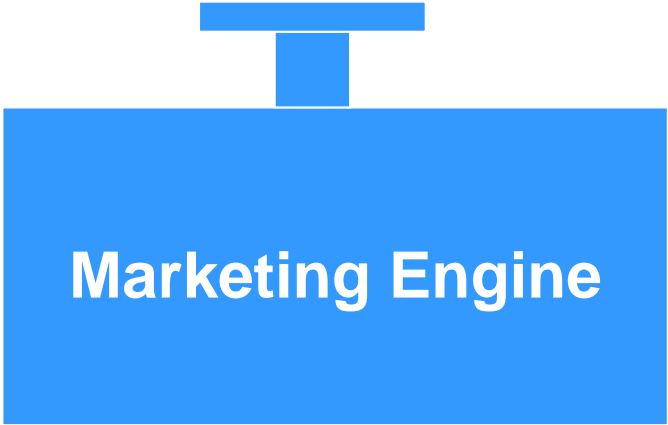


'Plan 100'



- 1
- 2
- 3
- 4
- 5
- 6

NOTES



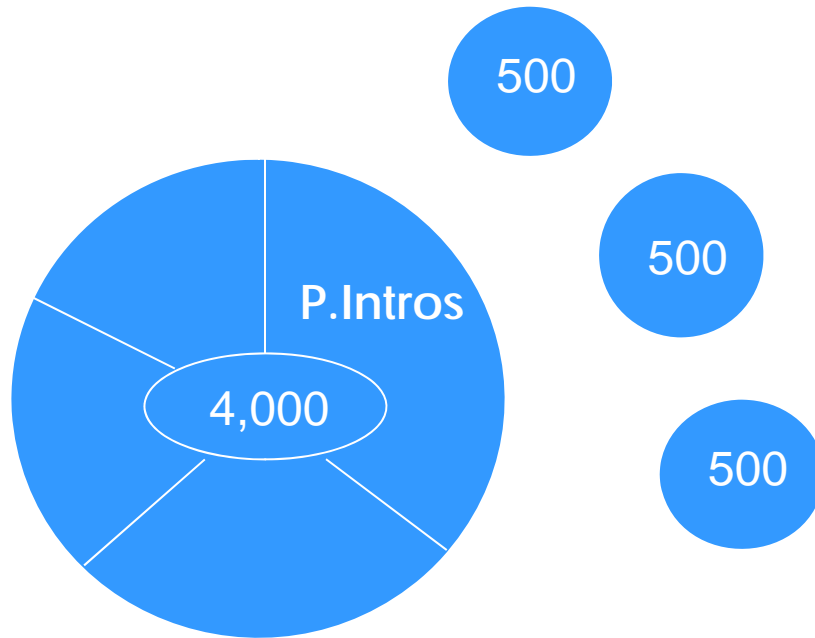
7 WORLD-CLASS PROSPECTING IDEAS
1
2
3
4
5
6
7

Developing Your Marketing Engine

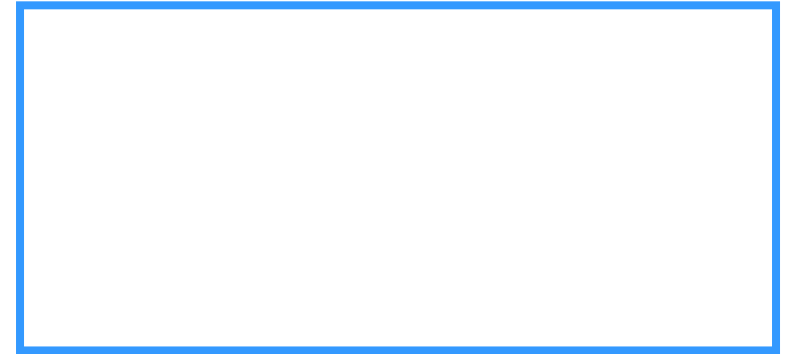
Other Prospecting Ideas.....



Business Map Planning



How it works



Categories

Personal intros
Established clients
Already in process
Breakfast club
Different prospecting
methods e.g. seminars
By product;
Investment business
Pension business
Savings
Protection

1. Highlight successes
2. Replace 'no sales'
3. Do this at beginning of each month
4. Look at daily and think up 'back-up categories'

The Yellow Box Diary System

How to use it.....

- Works on a 2 meeting basis
- Week at a glance page
- Use 2-3 weeks ahead
- Pencil in 10 boxes where you want them to be
- Highlight in yellow
- Fill in spaces
- **PLAY BINGO!**

Summary

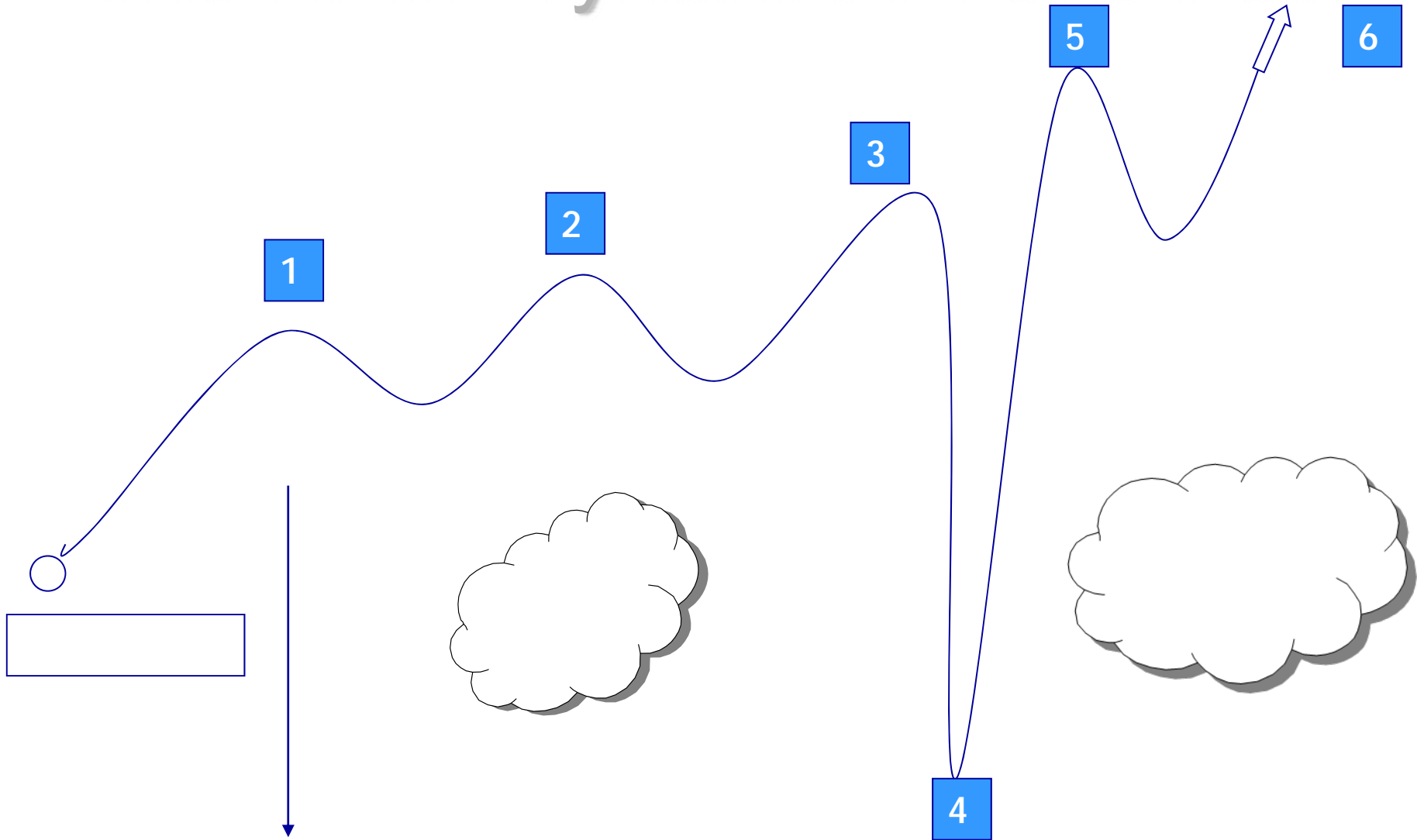
1. *More activity*
2. *A full diary - weeks ahead*
3. *Motivation*
4. *Shows you how many meetings you DON'T HAVE - and focuses you to get more*

	Monday	Tuesday	Wednesday	Thursday	Friday
9					
10					
11					
12					?
1					
2					
3					
4					
5					
6					
7					
8					

Time and location

RED BOX

The NEW Dynamic Phone Path



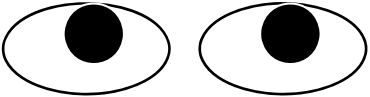
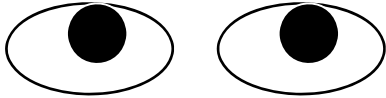
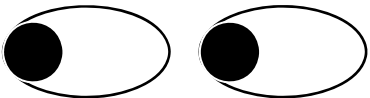
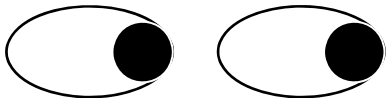
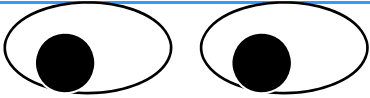
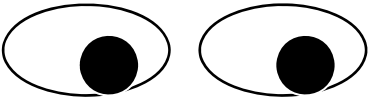
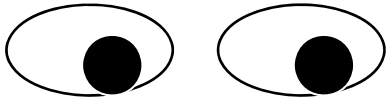
HIGH RAPPORT TACTICS

The Human Mind **THINKS & COMMUNICATES** using a preference system.....
It's referred to as NLP or
N.....L.....P.....

THE THREE MAIN SYSTEMS OF HUMAN COMMUNICATION

- 1
- 2
- 3

**HOW TO FIND OUT
WHAT SYSTEM
SOMEONE USES:**

	<p><u>Visuals</u> Look up</p>		<p>They also stare into space to create a picture</p>
	<p><u>Auditories</u> Look to their ears</p>		 They also.....down to their left
	<p><u>Visuals</u> Look down right!</p>		

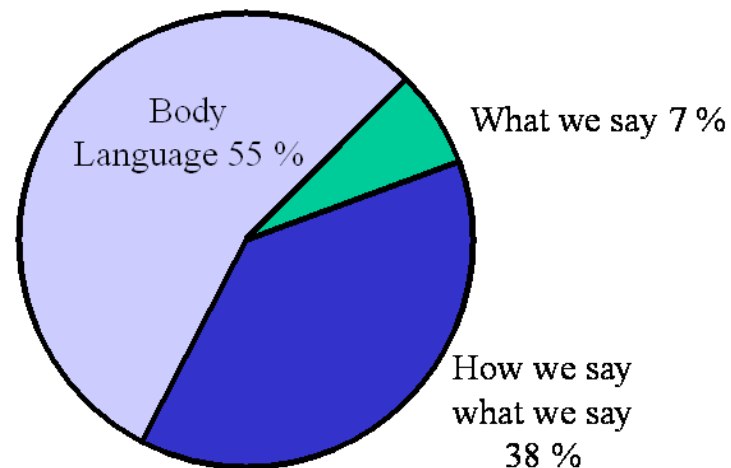
Lies all lies.....

Rapport

The process which allows you to communicate and bond with your audience

The state in which your audience will less critically accept suggestions that are offered

When people are like each other they like each other



Perfect
Personal
Introductions
every time!

The Watch technique

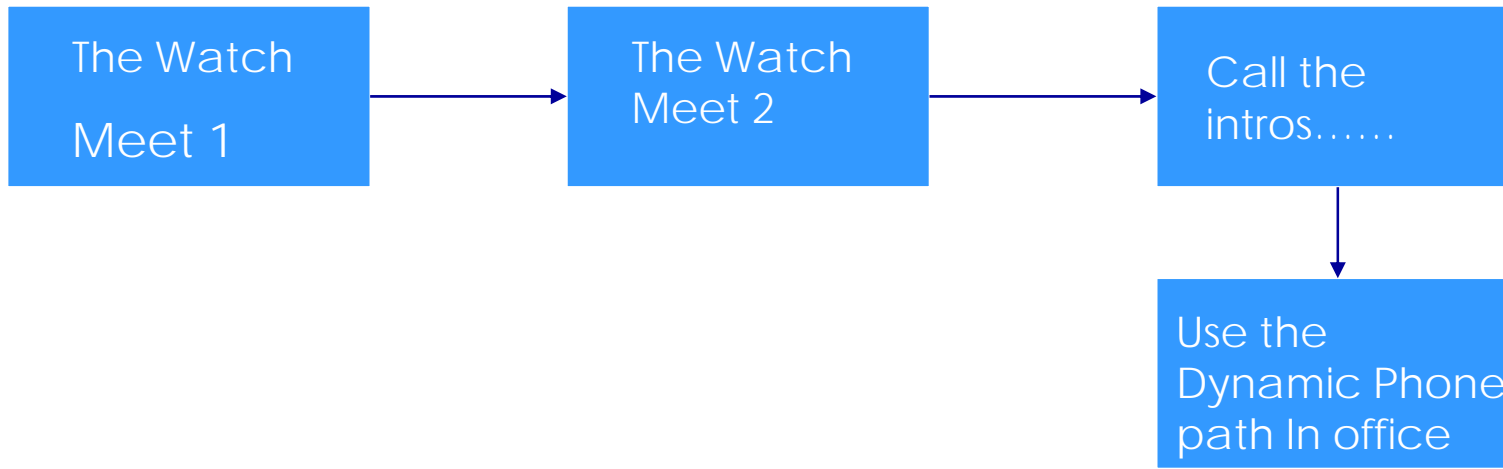
Works because

- 1
- 2
- 3
- 4

? How long do you leave it to contact the introductions?

? Should you wait until your client rings first? Why?

? What if there's no reply/they're engaged?



Sandro's Six Top Tips

1

2

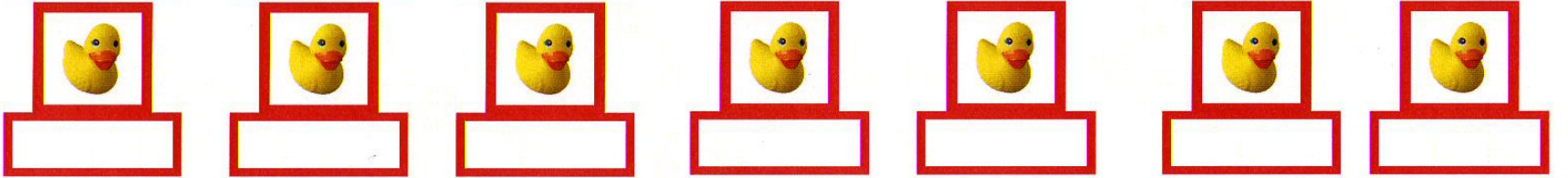
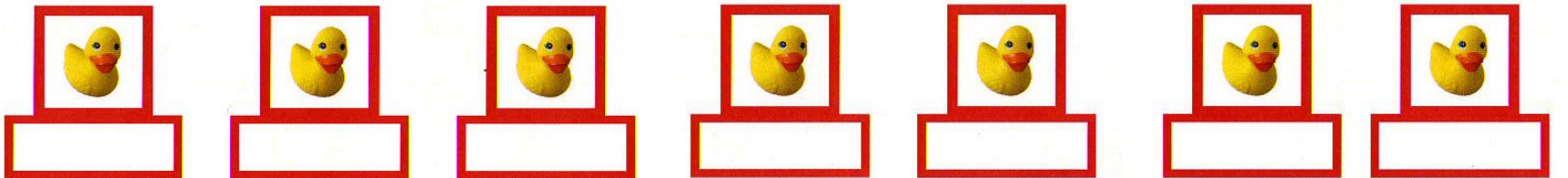
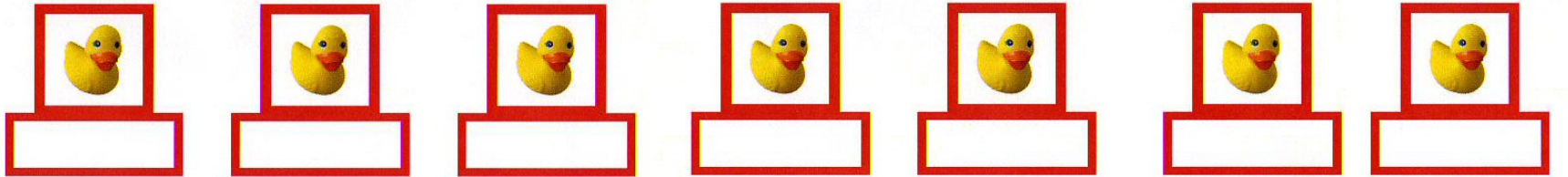
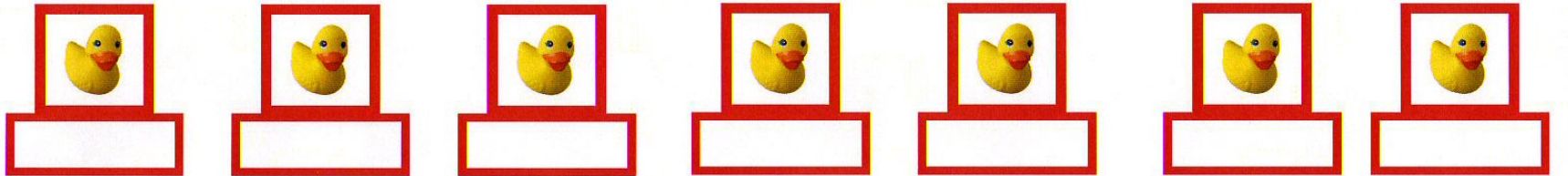
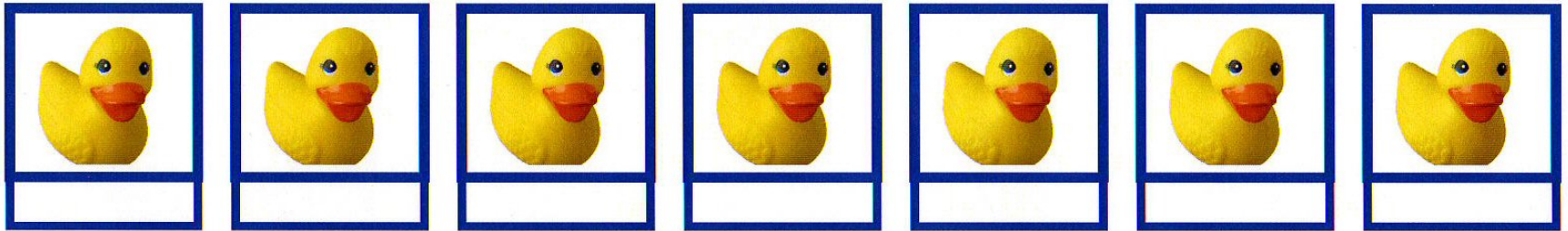
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6

7-4-1



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