



SUN.	MON.	TUE.	WED.	THUR.	FRI.	SAT.
Always feature next week - ask guest to bring three biz owners or professionals THEY know and help us GROW "THEIR" Club -						
			Ask guests to grow their cooperative networking club which helps all members....return next week...before call to action - nothing comes after call to action			

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ASKING FOR THE ORDER – Stress money back WARRANTY.

How do we make something happen?
 If money is an issue can I enroll you in fund busting right now – we'll solve that item?
 Can I price protect you tonight?
 How would you like to take care of the details...
 Nothing makes money until YOU make a decision – invest in a lifetime golden goose that keeps laying the golden eggs for you – high return on investment

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WRITE CLOSE

Keep it Powerful & SHORT....

8

Don't Talk Over Call TO Action
 NNN

Rehearse your Close
 – end with THANK YOU

9

Imagine – would you enroll on your close

Best Close for YOU – Keep It – rate it by the numbers

Open – Middle – Close – All Close
 Previews – Don't Change the Model

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CHANGE THE PARTY THEME

USE A PARTY STORE

KEEP YOUR MODEL

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OPEN

- On how we network at opening and end
- This is your Cooperative networking club
- Come to give back and attend weekly
- Bring Guests to grow the club for everyone else
- We expect you all to become Full Members
- Grow your business using the SUPER BOWL of business TRADE SHOWS

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FULL MEMBERSHIP BRINGS YOU

- Unlimited customer base growth
- Unlimited expert help and team
- Unlimited mentorship you can't afford
- You invest in a 50/50 partner you never pay for
- You invest once and have a lifetime of help
- Members here – raise hands – will confirm this – they are here for you

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I EXPECT

**EVERY GRAD TO RETURN AND ALL
GUESTS TO ENROLL – FOR THE PROFIT**

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Close At End

- Let me tell you HOW to join us in the next trade show for profit
- Both grads and new members complete your paper work tonight
- Your mind does things differently when your planning to grow faster with CEO SPACE
- You complete the form- you review the pre class prep work on line – you return to network here – you grow faster when your IN

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I WANT YOU ALL TO GROW FASTER

I want you all to GROW FASTER – I
WANT YOU ALL ENROLLED – NOTHING
IMPROVES UNTIL “YOU” MAKE
YOUR DECISION – THANK YOU

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PREVIEW FORMAT

- Welcome table and networking
- Testimonial film – half lights in party room
- Film off – you own – over view CEOSPACE
- Grad shares- rehearsed – new members too
- Introduce film – make it important and big
- Introduce speaker or Be the speaker
- Close – ask them to bring guests and return as members – ask all grads and members to make next trade show decision –hand out forms – call to action and STOP – thank YOU

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DEFEATING “NO SHOWS”

- Invite guests
- Invite guest referrals
- Reconfirm their attendance – ask if you can send them four color map – reconfirm day of meeting by phone and text....and email
- Work day of meeting to reconfirm
- Always let them know your relying on them
- Sense of obligation phone call – is key

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MANAGE THE MONEY

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Don't WING Previews

- Don't last minute Previews
- Always take an Hour to Plan Preview
- Work from notes and outlines
- Stay on your plan
- Frame each preview with Preview Plan not's
- Manage your money
- Don't get distracted by non revenue AT previews – have a habit to manage time

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Qualify Previews

- Previews are for development space firms
- More successful members and Professionals use our larger Trade shows and our Previews to mentor and give back more infrequently
- We work with more successful members privately one on one in weekly meal meetings
- We hook them up with one another
- Keep coaching circles – qualified- isolate wealthier individuals – you don't really need coaching –we'll do yours by video call.....

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BE VERY CAREFUL

- Don't mix cream and water at Previews
- Manage what you know about back grounds
- Tell them individually – just stay for the film and when we do coaching enroll and take off – we'll do YOUR COACHING with our higher end executives by Video Call

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CHAIRMAN CALLS

- Keep higher end qualified guests for private calls –one on one – set them up daily
- Chairman Calls are for average client mix
- Professionals and higher end clients require DIFFERENT MANAGEMENT
- THINK ABOUT who you invite to Open Calls versus set up for private calls
- Manage your levels and manage your money

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DEVELOP A PROFESSIONAL MIND SET

LEARN EARN & RETURN TO OTHER CP'S

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OUR FORMAT ALWAYS WORKS DEVIATION IS A RISK

- Please don't mentor others to go off format
- Encourage others to follow proven models
- Be united – not deviations
- Cooperating we grow competition we SLOW
- You earn more using a proven model
- We've done all the things that don't work
- Lets stay with what does work

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Don't Listen to Minority Grads as you Grow – Develop Professional EARS

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YOU PAY BILLS

- By enrolling
- Previews and Video calls are enrolling engines
- You can have more Previews
- You can have daily video calls
- You can predict and control your income
- Prospecting is your fuel – previews and video calls are your gas pedal – related to income speed

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WE WANT YOU CEO SPACE SAFE WITH RESERVES IN THE BANK

- Work hard and work smart
- Manage your time- stay on revenue
- Study two hours a day – become PROFESSIONAL – life long learners win
- Learn Earn and RETURN to others
- Do previews and calls for other CP's
- Give back as you GROW
- Help one another MORE

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YOUR COMMUNITY IS YOUR BLESSING

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FIVE WEEKS TO CLASS

WORK WITH THOSE WHO DESERVE
YOU

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