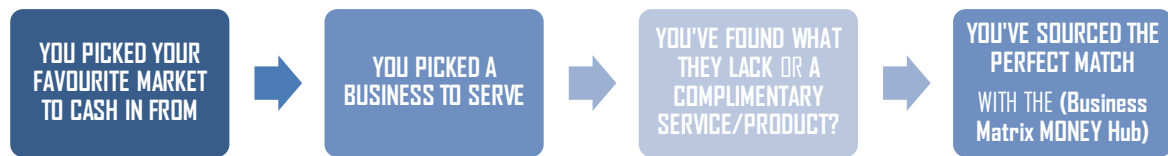


GETTING PAID (EXERCISES)

- I. FORM AN AGREEMENT
- II. COLLECT YOUR CASH
- III. RINSE & REPEAT (LAUGHING TO THE BANK)

SO YOU'VE MADE A MATCH CONGRATULATIONS!!



YOU'VE GOT IN TOUCH WITH YOUR FUTURE CLIENTS...



GETTING PAID...



What you're about to learn in this segment is literally going to be worth £10,000s - £100,000s over the years! MILLIONS to some! I'm going to show you how to create irresistible intrigue and eager excitement in your clients, and instead of you trying to convince them to do business with you, they will be trying to prove to you why you should take them on as client! This alone is worth x10 what you invested in this program! READY??? Let's get it ON...



FORM AN AGREEMENT

YOUR AGREEMENT IS ALL ABOUT HOW MUCH YOU'RE GONNA GET PAID!

WHEN IT COMES TO FORMING THE AGREEMENT WITH YOUR CLIENT... IT'S USUALLY DONE IN 2 STAGES... (UNLESS YOU CHOOSE TO DO IT DIFFERENTLY, IT'S COMPLETELY YOUR CHOICE, WHATEVER MAKES YOU COMFORTABLE).



FIRST: YOU WILL MENTION YOUR TERMS BY PHONE OR EMAIL AND/OR VIDEO (IF YOU'RE A **DELUXE** MEMBER)



SECOND: YOU SEND THEM A FORMAL AGREEMENT FOR THEM TO CONFIRM THEY AGREE TO PAY YOU

IT REALLY IS AS SIMPLE AS THAT.... SO AS YOU SAW IN PART 2 GETTING CLIENTS, YOUR EMAIL OR YOUR PHONE SCRIPT WILL INCLUDE HOW MUCH YOU WANT TO BE PAID. IF YOU SEND THEM A VIDEO ABOUT WHAT YOU DO, IT WILL DO A PHENOMINAL JOB OF BUILDING VALUE, INTRIGUE, EXCITEMENT AND IT TELL THEM HOW MUCH TO PAY YOU, **FOR YOU...**

BY THE END OF IT THEY WILL LIKELY BE QUITE ANXIOUS TO GIVE YOU THEIR MONEY AND YOU'LL FIND SOME CHASING YOU TO HURRY UP AND GET IT DONE (NO KIDDING!)

SO IF YOU DIDN'T NOTICE... THAT'S MY BLATENT SHAMELESS PLUG FOR UPGRADING TO BECOME A **DELUXE** MEMBER IF YOU'RE NOT ALREADY ;-)

ANYWHO!

SO, HOW DO YOU STATE HOW MUCH THEY SHOULD PAY YOU??? WELL IN SHORT THIS IS YOUR BUSINESS AND YOU'RE AT LIBERTY TO CHARGE WHATEVER YOU WANT! AS LONG AS YOUR CLIENT FEELS THAT WHAT YOU ARE OFFERING THEM IS WORTH MORE TO THEM THAN THE MONEY YOU ARE ASKING FOR!

THEY WILL WANT TO GET THE MONEY OUT OF THEIR POCKETS AS FAST AS HUMANLY POSSIBLE, BECAUSE THEY ARE CONFIDENT, WHAT THEY GIVE YOU WILL BRING THEM A RETURN. AND THEY MUCH RATHER PREFER HAVING THE RETURNS TO HAVING THE MONEY SITTING IN THE BANK!

THINK ABOUT IT, THAT'S HOW YOU GOT HERE!

SO HOW YOU ACCOMPLISH THIS IS, YOU DO A BIT OF WHAT WE IN THE BUSINESS CALL "TAKE AWAY SELLING" IT'S THE MOST EFFECTIVE METHOD OF CREATING INTRIGUE I KNOW. TO LET YOU IN ON AN INSIDERS SECRET, YOU ACTUALLY SAW AN EXAMPLE OF THIS WHEN YOU INVESTED IN THIS PROGRAM...

SO IN ORDER GET £0,000'S-£00,000'S UP FRONT BEFORE YOU EVEN DO A LICK OF WORK HERE'S WHAT YOU DO...

AFTER YOU RECEIVE A RESPONSE TO YOUR FIRST... EMAIL (FROM 2. GETTING CLIENTS) YOU REPLY:

DEAR (NAME),

THANK YOU FOR YOU FOR COMING BACK TO ME.

JUST TO PUT YOU ON NOTICE WE ARE INTERVIEWING SEVERAL (TYPES OF COMPANIES) RIGHT NOW, WE WILL PICK 20 COMPANIES INITIALLY WHICH WE WILL WORK WITH EXCLUSIVELY WHO ARE GONNA HAVE ACCESS TO OUR SERVICE...

I DON'T KNOW RIGHT NOW WHO WE WILL PICK, WE WILL CHOOSE THE COMPANY WE THINK WILL BENEFIT BEST AND WHO WE CAN ENJOY A HAVING A LONG TERM WORKING RELATIONSHIP WITH; WHO WILL WORK WITH US TO GET THE BEST RESULTS POSSIBLE.

I DON'T KNOW IF THIS IS GONNA WORK FOR YOU OR NOT, IT MAY OR IT MAY NOT. SO WE ARE CONDUCTING INTERVIEWS TO SEE WHO'S GONNA FIT THE PROJECT THE BEST. (IF NOT THAT'S FINE, IF SO WELL THEN WE TAKE THE NEXT STEP).

WE HAVE A SIMPLE STANDARD FOR THE TYPE OF COMPANIES WE WILL ACCEPT AS CLIENTS:

1. ARE YOU COMMITTED TO OUTSTANDING CUSTOMER SATISFACTION?
2. ARE YOU SERIOUS AND PREPARED TO INVEST £1,997 TO PARTICIPATE, FOR US TO GO TO WORK ON YOUR BEHALF, SETTING UP LUCRATIVE AND FULLFILLING RELATIONSHIPS, WHICH YOU AND YOUR CLIENTS WILL BENEFIT FROM?
3. ARE YOU PREPARED TO SHARE 10PENCE FOR EVERY DOLLAR/POUND OUR RELATIONSHIP BRINGS FOR YOUR BUSINESS?
4. WHY DO YOU THINK YOUR COMPANY WOULD BE THE BEST TO WORK WITH?

IF YOUR ANSWER TO THE FIRST 3 QUESTIONS IS YES WE WILL REVIEW YOUR ANSWERS AND INFORM YOU WITHIN 48 HOURS IF WE FEEL YOU ARE THE PERFECT MATCH FOR OUR SERVICE!

BEST OF LUCK,

(YOUR NAME)

P.S. GET DISCOUNT ON YOUR PARTICIPATION FEE WHEN YOU INTRODUCE US TO SOMEONE YOU KNOW WOULD BENEFIT FROM OUR SERVICE!

OR...

**IF YOU CALLED USING A SCRIPT... (FROM 2. GETTING CLIENTS)
THEN AFTER YOU HAVE TOLD THEM THE GOOD NEWS AND MADE YOUR
PROPOSAL...**

RIGHT AT THE END YOU SAY:

(NAME)

JUST TO PUT YOU ON NOTICE WE ARE INTERVIEWING SEVERAL (TYPES OF COMPANIES) RIGHT NOW, WE WILL PICK 20 COMPANIES INITIALLY WHICH WE WILL WORK WITH EXCLUSIVELY WHO ARE GONNA HAVE ACCESS TO OUR SERVICE...

I DON'T KNOW RIGHT NOW WHO WE WILL PICK, WE WILL CHOOSE THE COMPANY WE THINK WILL BENEFIT BEST AND WHO WE CAN ENJOY A HAVING A LONG TERM WORKING RELATIONSHIP WITH; WHO WILL WORK WITH US TO GET THE BEST RESULTS POSSIBLE.

I DON'T KNOW IF THIS IS GONNA WORK FOR YOU OR NOT, IT MAY OR IT MAY NOT. SO WE ARE CONDUCTING INTERVIEWS TO SEE WHO'S GONNA FIT THE PROJECT THE BEST. (IF NOT THAT'S FINE, IF SO WELL THEN WE TAKE THE NEXT STEP).

WE HAVE A SIMPLE STANDARD FOR THE TYPE OF COMPANIES WE WILL ACCEPT AS CLIENTS, SO I JUST HAVE 4 QUICK QUESTIONS TO ASK YOU, IF YOUR ANSWER TO THE FIRST 3 QUESTIONS IS YES WE WILL INFORM YOU WITHIN 48 HOURS IF WE FEEL YOU ARE THE PERFECT MATCH FOR OUR SERVICE! SO (NAME)

1. ARE YOU COMMITTED TO OUTSTANDING CUSTOMER SATISFACTION?
2. ARE YOU SERIOUS AND PREPARED TO INVEST UP TO £2,000 TO PARTICIPATE, FOR US TO GO TO WORK ON YOUR BEHALF, SETTING UP LUCRATIVE AND FULLFILLING RELATIONSHIPS, WHICH YOU AND YOUR CLIENTS WILL BENEFIT FROM?
3. ARE YOU PREPARED TO SHARE 10PENCE FOR EVERY DOLLAR/POUND OUR RELATIONSHIP BRINGS FOR YOUR BUSINESS?
4. WHY DO YOU THINK YOUR COMPANY WOULD BE THE BEST TO WORK WITH?

OK GREAT I APPRECIATE YOU SPENDING THE TIME TO DISCUSS THIS WITH ME I'LL BE IN TOUCH WITHIN THE NEXT 2 DAYS AND LET YOU KNOW, IF WE'LL BE TAKING THE NEXT STEP...

ALRIGHT YOU HAVE A FANTASTIC DAY, ALL THE BEST!

IF YOU ARE A DELUXE MEMBER AND YOU HAVE THE VIDEO, THEN YOU SEND THEM THE VIDEO LINK AND THIS WILL EXPLAIN ALL THIS FOR THEM! THEN USE THE FOLLOW UP SCRIPT TO CLOSE THE DEAL!

As I mentioned you CAN charge whatever fee you like...
As a guideline: In order for clients to take you seriously;
I recommend you get a retainer (up front fee) of at least £1,000
and/OR percentage of the profits...

HERE ARE SOME OPTIONS YOU CAN EXPERIMENT WITH:

- CHOOSE A RETAINER FEE BETWEEN £1,000 - £25,000
- COMMISSION 10% OF GROSS SALES (AS A GUIDELINE)
- SOME PEOPLE JUST CHARGE A LARGE RETAINER
- SOME PEOPLE JUST CHARGE A 10% COMMISSION (CALLED A PARTICIPATION FEE)
- SOME PEOPLE CHARGE 25% WITH A £25,000 RETAINER. (THIS SHOULD BE YOUR AIM, WHEN YOU GET REALLY GOOD AT THIS!)

NOW WE ARE ABOUT TO GET INTO THE AGREEMENT BETWEEN YOU AND YOUR CLIENT... AS YOU WILL HAVE ALREADY ESTABLISHED BY EMAIL/PHONE WITH YOUR CLIENT WHAT YOUR CLIENT WILL PAY YOU. THE OFFICIAL AGREEMENT (BELOW) IS MERELY CONFIRMING WHAT YOU HAVE ALREADY DISCUSSED.

SO ONCE THEY EMAIL BACK AND SAY "YES!" TO YOUR QUESTIONS OR THEY ANSWER "YES!" TO YOUR QUESTIONS ON THE PHONE... YOU GET BACK TO THEM BY EMAIL AND LET THEM KNOW:

DEAR (NAME),

WE HAVE REVIEWED YOUR APPLICATION AND WE ARE PLEASED TO INFORM YOU AFTER CAREFUL CONSIDERATION THAT WE FEEL YOU AND YOUR BUSINESS ARE A GREAT MATCH FOR OUR SERVICE.

WE HAVE ONE OF OUR 20 AVAILABLE SPOTS RESERVED FOR YOU,

WE'RE LOOKING FORWARD TO GETTING THE BALL ROLLING, ATTACHED IS SIMPLE 1 PAGE DOCUMENT CONFIRMING YOU AGREE WITH OUR TERMS, IF YOU WOULD BE SO KIND TO AUTOGRAPH AND DATE IT FOR ME AT YOUR EARLIEST CONVENIENCE AND SEND IT BACK, WE'LL GET GOING"

**KIND REGARDS,
(YOUR NAME)**

***IF YOU WANT THE RETAINER UP FRONT AND NOT AFTER THE DEAL IS DONE...**
THEN YOU CAN ASK FOR THAT AS WELL IN THE ABOVE EMAIL) IF SO REMEMBER TO GIVE THEM INSTRUCTIONS ON
HOW TO PAY YOU! YOU WILL SEE DETAILS BELOW ON SOME OPTIONS!

This Is The Document Which You Will Attach To The Email (On page 5)

YOU WILL FIND THIS DOCUMENT IN YOUR MEMBERS AREA

EXAMPLE PURPOSES ONLY

TERMS OF JOINT VENTURE AGREEMENT

Between Mr John Smith & Mr Joe Bloggs

As of 12/12/2013

I JOE BLOGGS of JOE BLOGGS ENTERPRISES hereby agree to pay MR JOHN SMITH

£1,000 retainer fee and 10% of the proceeds from the sale of JOE BLOGGS BLUEPRINT from any sales aided by any joint venture partners MR JOHN SMITH introduces me to.

Signed: _____ Date: ____/____/____

Please fill in as appropriate and email back to MRJOHNSMITH@hotmail.com

PLEASE NOTE: IM NOT A LAWYER, SO YOU ARE WELCOME TO PERSUE PROFESSIONAL ADVICE ON DRAFTING A LEGAL DOCUMENT (IF YOU FEEL UNEASY). HOWEVER THIS FRIENDLY AGREEMENT SHOULD WORK JUST FINE.

ONCE YOUR CLIENT AGREES AND SENDS THIS AGREEMENT SIGNED... IT'S KICK OFF!!! BEGIN GETTING THE BALL ROLLING...

What do you do once you have both parties on board?

THE REST WILL FLOW NATURALLY. THE PEOPLE YOU HAVE APPROACHED KNOW THE INS AND OUTS OF THEIR BUSINESS. THEY KNOW THE PRODUCT BEST AND THEY HAVE ALREADY BEEN SELLING IT, SO THEY WILL KNOW WHAT WORKS BEST. YOU JUST SET THE RELATIONSHIP UP. THEY TAKE CARE OF THE REST...

KEY THINGS TO REMEMBER

CC: PEOPLE AND KEEP THEM IN THE LOOP OF WHAT'S HAPPENING

MAKE SURE PERSON WITH LIST GETS AFFILIATE LINK AND THEN RECOMMENDS PRODUCT

SUGGEST TO THE PERSON WITH THE PRODUCT, TO ALLOW THE PERSON WITH THE LIST TO USE/SAMPLE THE PRODUCT SO THEY CAN REVIEW AND RECOMMEND IT TO THEIR LIST



COLLECT YOUR CASH

In part 2 I TOLD YOU I'D show you...

"How to follow up with YOUR CLIENTS and make SURE you get paid, in a seamlessly polite, non-threatening yet professionally **firm** approach:-)"

- This is how you protect yourself against the bad apples, who will think twice before taking advantage of you helping them.
- What to do if you notice you've been taken advantage of... and how to make it inevitable it never happens again, while making a profit in the process

THIS IS WHAT YOU DO...

AFTER your client has offered their product/service to the joint partner's subscribers/customers you then follow up and say;

"HEY (NAME) HOW'S IT GOING? (HAVE A BIT OF SMALL TALK)

SO TELL ME HOW DID WE DO WITH (PARTNER YOU RECRUITED NAME)?

OH BY THE WAY GUESS WHAT?! I'VE GOT GOOD NEWS, I'VE GOT SOME MORE POTENTIAL PARTNERS LINED UP...

(LET THEM RESPOND: OH REALLY)

YEAH SO WHEN WE SETTLE ON OUR AGREEMENT WE'LL GET GOING ON THE NEXT ONE."

THIS WORKS LIKE A CHARM... IT'S POLITE, NON-THREATENING YET FIRM AND PROFESSIONAL...

IF YOU SAY THIS TO YOUR CLIENT THEY WILL WANT TO KEEP YOU SWEET BECAUSE YOU HAVE THE CARROT OF THE NEXT DEAL WAITING IN LINE... AND THEY'LL SETTLE WITH YOU QUICKLY BECAUSE THEY WANT TO SERVE MORE CUSTOMERS AND THE CASH FROM THE NEXT DEAL YOU'VE GOT. SO THEY'LL MAKE EVERY EFFORT TO KEEP YOU SWEET AND PAY HONESTLY!

(SOME OF YOUR CLIENTS MIGHT WANT TO WAIT UNTIL THEIR GUARANTEE REFUND PERIOD HAS PASSED BEFORE PAY OUT)

WHEN IT COMES TO COLLECTING PAYMENT YOU CAN ASK THEM TO SEND YOU:

- A CHEQUE
- MAKE A ONLINE TRANSFER TO YOU
- YOU CAN SET UP A PAYPAL ACCOUNT (IT'S QUICK AND IT'S FREE) SIMPLY SEND YOUR CLIENT TO PAYPAL AND THEY CAN SEND PAYMENT TO YOUR EMAIL ADDRESS...

***IF YOU ARE COLLECTING THE CASH UP FRONT AND NOT AFTER YOU'VE DONE BUSINESS GIVE THEM THESE INSTRUCTIONS IN THE EMAIL WHERE YOU INFORMED THEM THAT THEY HAD BEEN APPROVED.**



RINSE & REPEAT (LAUGHING TO THE BANK)

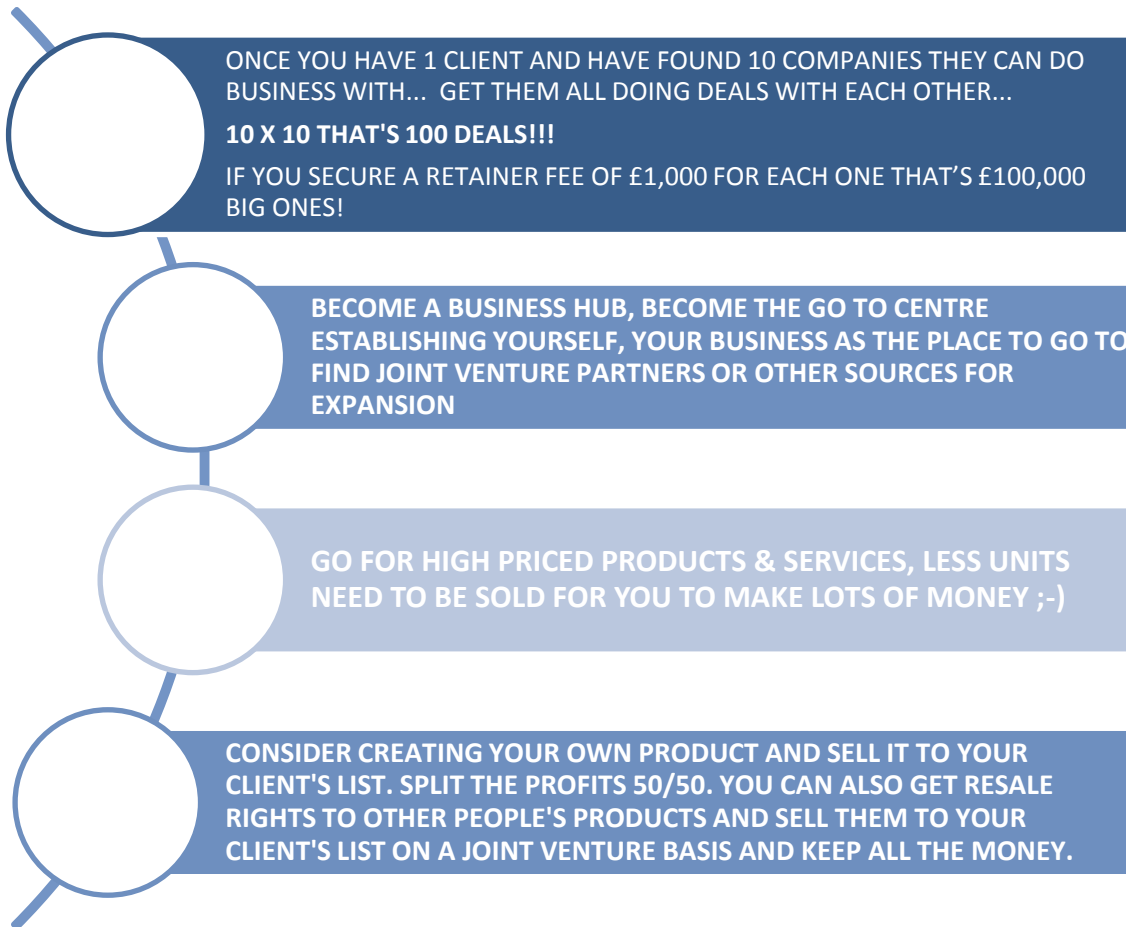
GO BACK TO STEP 1. MAKING A MATCH AND REPEAT THE PROCESS.....

FOCUS ON
1
CLIENT

ONCE YOU HAVE A CLIENT, NUTURE THE RELATIONSHIP WITH THEM, BECOME A SOURCE OF REVENUE FOR THEM, FIND THEM MORE DEALS, BECOME THEIR BROKER, BRING THEM PRODUCTS OR INTRODUCE THEM TO OTHER PEOPLE WITH SUBSCIBER/CUSTOMER LISTS.
FIND 10 COMPANIES THEY CAN DO BUSINESS WITH...

KEY POINT		
GO DEEP NOT WIDE		
MASTER 1 STRATEGY	MASTER 1 INDUSTRY	FOCUS ON 1 CLIENT

EXTRA PROFIT ANYONE???



Want MORE People SAYING YES to Taking You Up On Your Offer?
and Paying You MORE!

IF YOU WANNA MAKE THIS REALLY FLY FOR YOU AND YOU WANT TO BE ABLE TO DELIVER THE PERFECT PRESENTATION FOR WHAT YOU DO EVERY TIME... IF YOU WANT TO HAVE PEOPLE INTRIGUED AND EXCITED ABOUT TAKING YOU UP ON YOUR OFFER... AND IF YOU WANT THE ABILITY TO HAVE THEM EAGER TO PAY YOU PREMIUM FEES FOR YOUR SERVICES

JOIN OUR **DELUXE** AND **ULTRA DELUXE** MEMBERS ALREADY MAKING HEADWAYS...
MAKE YOUR WAY OVER TO THE DASHBOARD IN THE MEMBER'S PORTAL AND UPGRADE!

	STANDARD	DELUX	ULTRA DELUX
INVESTMENT	N/A	£1,130	£2,000
THE BACKROOM EXPERIENCE: £9.97/mo	1 MONTH FREE	3 MONTHS FREE	6 MONTHS FREE
LISCENSED VIDEO: TO GET CLIENTS NOW	✗	✓	✓
VIDEO TRAINING: ON HOW TO GET CLIENTS EAGERLY PAYING YOU PREMIUM FEES	✗	✓	✓
WE'LL MAKE YOU YOUR OWN CUSTOMISED VIDEO TO GET CLIENTS NOW	✗	✗	✓