



## **“Booking Profitable Parties in a Weak Economy” Study Guide**

Welcome everyone to “Booking Profitable Parties in a Weak Economy” webinar. Yes, during this webinar, you'll learn the blueprint that I coach and train thousands of members in my Million Dollar Protégé Gold Program on how to continually keep their calendar full of live parties, virtual parties and one on one personal appointments. The irony is that these principles and best practices aren't modeled in our industry and you'll soon learn what to avoid, how to do it differently than the masses and how to stay focused in an industry where most people are extremely distracted, going in many directions and obtaining flat results.

During our webinar you'll receive my entire blueprint on how to keep your calendar full with your ideal events whether it's live parties, virtual parties or one on one appointment.

Let's talk about what this training isn't...

- NO *“Do nothing, get paid”* results! What you'll learn today, is a system that my members have practiced over and over again and mastered that has transformed how they think, how they approach others and the exact steps on how they keep their calendar full with their ideal numbers of live parties, virtual parties or one on one appointments. It's just like a teenager learning basketball, or how to play an instrument or master some craft. You must practice what you learn!
- NO *“I'll just try this one thing”* and think you'll get great results. What you'll learn today is a puzzle and GUARANTEED—BUT if you dispose of some of the pieces you're puzzle will never come together. What you'll learn during our webinar will build a foundation that will create momentum if you take action on the material. Our objective is to learn proven practices and systems that generate consistent, substantial results that creates momentum.
- NO *“I want to sell, but don't want to do parties!”* Over the last three years many direct sales companies have exploded their recruiting but to their surprise the longevity is short lived and the sales averages of individual reps are so low. Listen carefully! The quickest, most effective and greatest environments to connect are through live and virtual events. Whatever product









