

Reminder -

All recordings and notes get posted on your private site

<https://quantumleapcrew.com/>

You have your own userid/pw for this

Grab any back ones you need as well

Action Plan

- DO IT

Visit FB Page daily - WEEKLY at a minimum

innercircleaccess.com - FB private page

Drew Hunthausen

> Speaking gig - Corporate Retreat - \$300

- 45 min - talk -

Attitude Gratitude No Excuses

This year, I and two of my colleagues here in the office, will embark on our first ever “corporate” retreat!

Catherine J. Quinn, PG, CHG

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--- Great to get on the site - Corporate Retreat

— need an ‘exercise’ something for them to do that sticks with them

- like Having them write down - create a 1 page fill out they take with them but share with the group -

3 Things you are Grateful for

3 things you need to change their attitude about to increase positivity
3 things you need to do to create a No Excuses Life

- you talk - give story - do the exercise - they share -
20 - 15 - 10
- thank them for sharing - now what want you to do is keep those
with you, and hold each other accountable
- give a handout at the end to each person (referral)
Feedback -
- 2 brochures - 1 for you 1 to give away
- Get a testimonial from each person (3)

what made you book drew - and what you got - and would you
recommend

I booked Drew for my corporate retreat -

— — —

Friday fb lives. made calls and e-mails to media in Canada for
upcoming visit.

If not as much as you expected, why?

Between my sister and myself the follow up should have been
better with media.

What do you want to accomplish this upcoming month

I have last minute speaking opp with small company on Feb 3.
Leverage this for more opps and testimonies.

- get testimonials from each attendee (3 core ones) and to
leverage it for more opps - add corp retreats to the profile and add
their logo on site

Also have couple of tri/ running events to get media coverage

from in furthering my visability.

- yes - start this now as they are hard to reach

What specific things do you need help or guidance with to achieve what you wish to accomplish

Any advice you have for speaking engagement on the 3rd.

Talk about speaking engagement coming up. Also touch on web site status.

Mary Stevenson

Based on last month Alumni action planning - what did you accomplish?

I have been working on my packages for people and getting my vision clear for going forward this year. I am talking to my current clients about working with me over a longer period of time. I just sold another family package of three sessions for a dog and one for the owner. I will be talking to the owner about doing more work with me when she comes in for her first session. I am working on eliminating my old way of thinking.

If not as much as you expected, why?

I was busy around the holidays (doing sessions) and I was in my old pattern of doing sessions and working in my business but not so much on my business. Then Eric's grandfather died and we went back home for the funeral and I had a difficult time thinking about work. However, when travelling I read the book 'The War of Art'. This book was excellent as it talked about resistance and how it shows up (procrastination, etc.). I recognized myself in this book and will be proactive going forward to do what I can to stop this resistance from getting in the way of my accomplishing my goals.

What do you want to accomplish this upcoming month

Finalize my people packages (for now anyway), get them up on my website to make it concrete and sell some. Get myself booked into more speaking gigs in the near future (have one coming up in Feb). Work consistently on my speeches and continue to write my new book (Confessions of an Animal Communicator). Get a flyer/advertisement together for a course I will offer online.

What do you want to earn from those activities? If there are no earning activities - what could you do to focus on that first.

I would like to make \$4000 this month.

What specific things do you need help or guidance with to achieve what you wish to accomplish

I would like to reach more people in different communities to advertise my distance healing sessions and the program that I will be offering. I have joined a variety of FB groups but find this is not helpful. People on FB don't

want to pay for sessions. I would like some ideas on how to reach new/different people.

For your call time this month we have enough time to focus on 1 element - what do you want that to be?

I would like help in reaching more people in my target market. I have looked up what pet owners spend on their animals and it is billions in Canada every year.....let alone all of North America. I should be able to reach some of these owners. Thank you!

Packages - \$595 - \$2000 - don't negotiate - handle objection

Event - Edmonton - 2 hours - 1 hour - \$300 - \$500

Action:

1. Phone and say yes - what is your budget for something \$350
- normally I'm \$500 - is there anything can do to help offset my expenses

AGREED -

- present your terms - talk, readings from the stage -
- Offer sheet - packages -

Time - analysis - stick to your discovery

Year End Planning - financial plan - ROI - \$25,000

- how many units would you need sell - Goal - Plan - How
\$2000 per month - \$2000 per month

Decision Making Chart - Contribute/Contaminate

- not business related

Speaking gigs - \$500

What is your budget? Zero \$200 - \$400 - break even - \$300
\$200

If I do events for no cost - that means I need to recover it somewhere - which means I need to have an opportunity to present my services

No selling -

- age ?? - new area -

- Talk

- readings from stage

- Flyer - well crafted - services \$597 - 3 pack reading program

we craft the flyer -

>>

I got this email and wondered if maybe I should do this. I could practice a speech and do 'mini-readings' afterwards? I just would need to get paid appropriately.

What do you think? People moved in to this residence probably because they could have their animals.....

Thanks,
Mary

Begin forwarded message:

From: Michelle Calloway <MichelleCalloway@rhapsodyliving.ca>

Subject: Event at The Hendrix

Date: January 22, 2018 at 11:19:28 AM MST

To: "info@maryestevenson.com" <info@maryestevenson.com>

Cc: The Hendrix <TheHendrix@RhapsodyLiving.ca>

Hi Mary,

I wanted to reach out to see if you would be available to host an event for us sometime in the next couple of months. We operate a pet friendly 260 suite luxury rental building in the Oliver community of Edmonton. Each month we host a free event for the residents and we believe they would enjoy readings for their furry loved ones. Here are a few of the pets who reside in the building:

https://m.facebook.com/hendrixliving/photos/?tab=album&album_id=2036830429880938

We look forward to hearing back from you!

Thank you,
Michelle

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Precious Wilson

Find 10 Low Hanging Fruit

- comfort zone activities
 - ADDED issue - of perfectionism

SELLING - SPEED UP

DELIVER in abundance, high quality program -

HAPPEN - 10 people who are paying you to build it

NOT DOING ANYTHING UNTIL YOU SOLD IT

Module 5 - SELLING to provide a SERVICE

SERVICE - can't deliver

360 Viewpoint -

> GUIDE = TALK = PROGRAM = BOOK

> Testimonial

- book chapter interview
Next time -

- FB - 350 VT
- FB Personal -
- FB Fan - i wish i was you -

I help Helping Aspiring Singers
to create a Path to your success in the music industry
so benefit 1 ben 2 ben 3

so you can reach your full potential
book bigger and better stages and
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and finally start to profit from your passion

Helping Aspiring Singers to rise into their Passion, Power
and Purpose, by creating a Path to your success in the
music industry, so you can reach your full potential for your
voice, stage performance, and finally start to profit from
your passion

Drew - FLYER

LOGO

ATTITUDE

GRATITUDE

NO EXCUSES