



Event Workbook

What you need:

1. To print out this workbook
2. Your camera turned ON at all times please
3. Your **Positioning Statement** and **Hell and Paradise Story** so that you can paste it into a chat box when required
4. Your **Appointment To Enrol** script
5. Whatever you need to take notes – this event is LIVE... and no recordings are provided

DAY 1



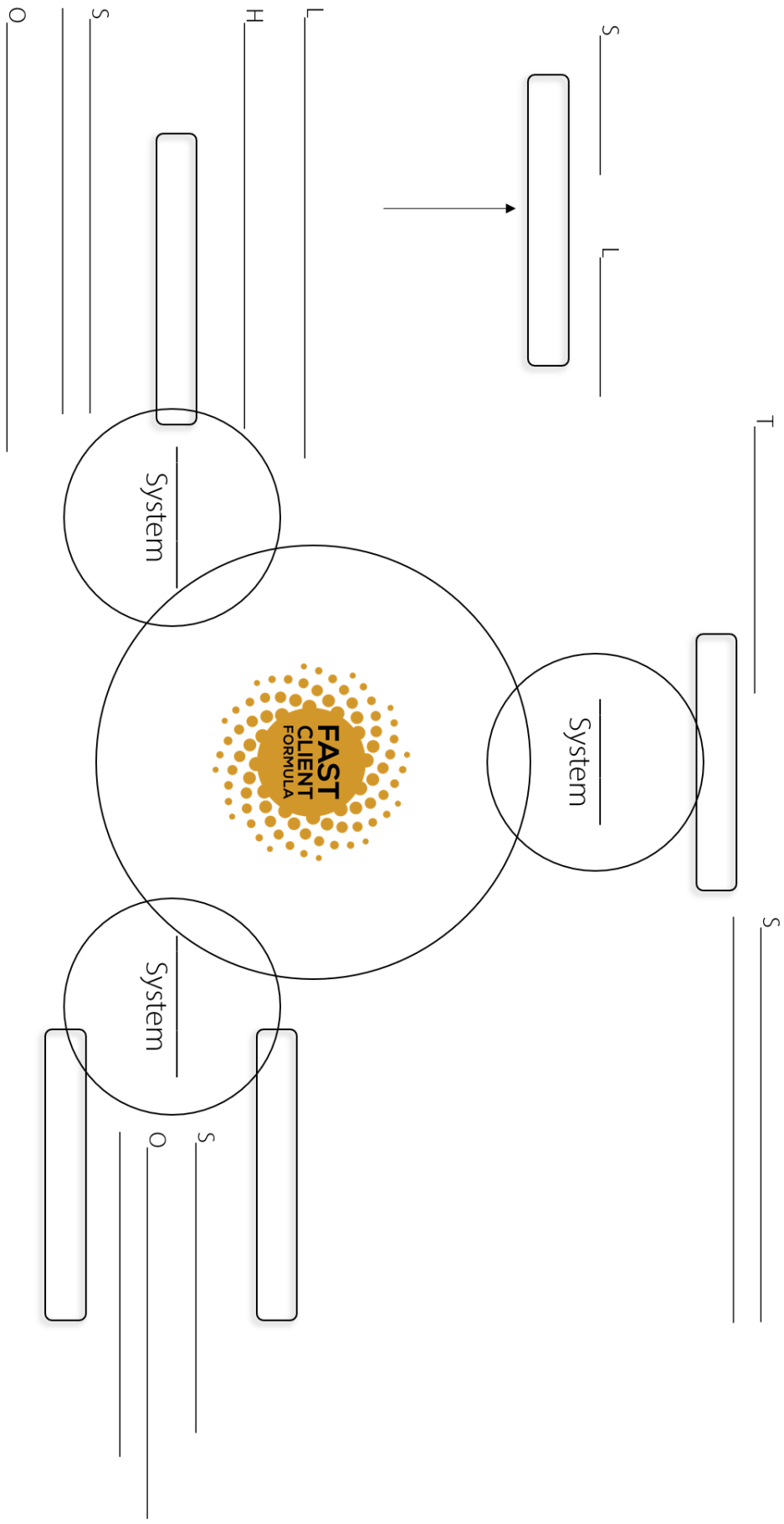
AEST	PDT	TOPIC
8:45am	3:45pm	Get set
9am	4pm	What this event is all about
9:10am	4:10pm	The psychologically-sound process for selling your asset... FAST
9:50am	4:50pm	Break Out Room
10:05am	5:05pm	5-Minute Game
10:10am	5:10pm	The Secret To Standing Out In Your Market
10:50am	5:50pm	Break Out Room
11:05am	6:05pm	5-Minute Stretch
11:10am	6:10pm	Hell & Paradise Secrets
11:50am	6:50pm	Break Out Room (10-mins)
12pm	7pm	Special Homework Assignment

DAY 2

AUS	USA	TOPIC
8:45am	3:45pm	Homework Check-In
9am	4pm	Webinar Secrets
9:50am	4:50pm	Break Out Room
10:05am	5:05pm	5-Minute Game
10:10am	5:10pm	MATT TAYLOR: The 3 Secrets To Marketing On Facebook
11am	6pm	5-Minute Stretch
11:05am	6:05pm	Appointment To Enrol Secrets
11:45am	6:45pm	Break Out Room
12pm	7pm	Special Homework Assignment

DAY 3

AUS	USA	TOPIC
8:45am	3:45pm	Homework Check-In
9:00am	4:00pm	LIVE Exercise: Appointment To Enrol (20-mins per ATE)
9:55am	4:55pm	Break Out Room
10:10am	5:10pm	<u>Something NEW for those that are ready...</u>
10:20am	5:20pm	JASON BUCKNER: The REAL Secret To 50K Per Month... On Autopilot
11:10am	6:10pm	5-Minute Stretch
11:15am	6:15pm	Your Magnificent Plan
12pm	7pm	LIVE Q&A



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DAY 1 – SESSION 2 – BREAK OUT ROOM

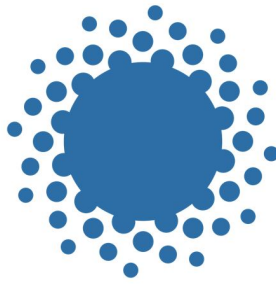
“The Secret To Standing Out In Your Market”

3 things you will do in order to _____

1.

2.

3.



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DAY 1 – SESSION 3 – BREAK OUT ROOM

“Hell and Paradise Secrets”

Describe 3 things which are _____ in your ideal client’s life

1.

2.

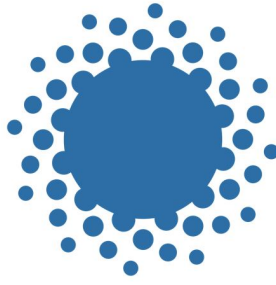
3.

Describe 3 things which are _____ in your ideal client’s life

1.

2.

3.



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DAY 1 – SPECIAL HOMEWORK

50 _____ as a coach



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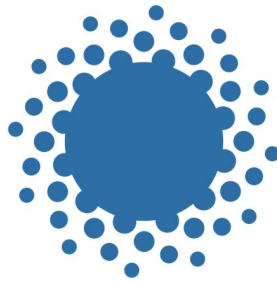
DAY 2 – SESSION 1 – BREAK OUT ROOM

“Webinar Secrets”

- What is 1 way you might use the “Before and After” concept to improve a “Story” section of your webinar?

- What is 1 way you might use the “Chocolate Cake Recipe” concept to improve a “lesson” section of your webinar?

- What is 1 way you might use to “Everything Old Is New Again” concept to improve an “example” section?



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DAY 2 – SESSION 3 – BREAK OUT ROOM

“Appointment To Enrol Secrets”

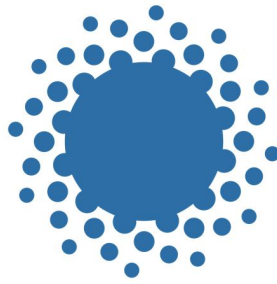
- What are 3 things you learnt in this lesson that you will implement in your **Appointment To Enrol**



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DAY 2 – SPECIAL HOMEWORK

50 _____ as a coach



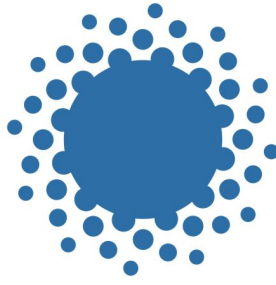
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DAY 3 – SESSION 1 – BREAK OUT ROOM

“LIVE EXERCISE: Appointment To Enrol”

- What was the most important thing you learnt by playing the **coach’s** role?

- What was the most important thing you learnt by playing the **prospect’s** role



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DAY 3 – SESSION 3

“Your Magnificent Plan”

1. What number of _____ are you committed to getting before the year is out?
2. How much will this be _____?
3. What are you prepared to _____ in order to receive this?
4. How will this _____?
5. How many times will you _____ in the next 7 days?
6. Why is this _____?
7. How will you _____ when you reach your goal before year end?