

LISTING DOMINATION 5-DAY CHALLENGE

HOW TO TAKE LISTINGS IN TODAY'S MARKET WITHOUT
COLD CALLING, DOOR KNOCKING, OR BEGGING



Take more listings.



Earn more money

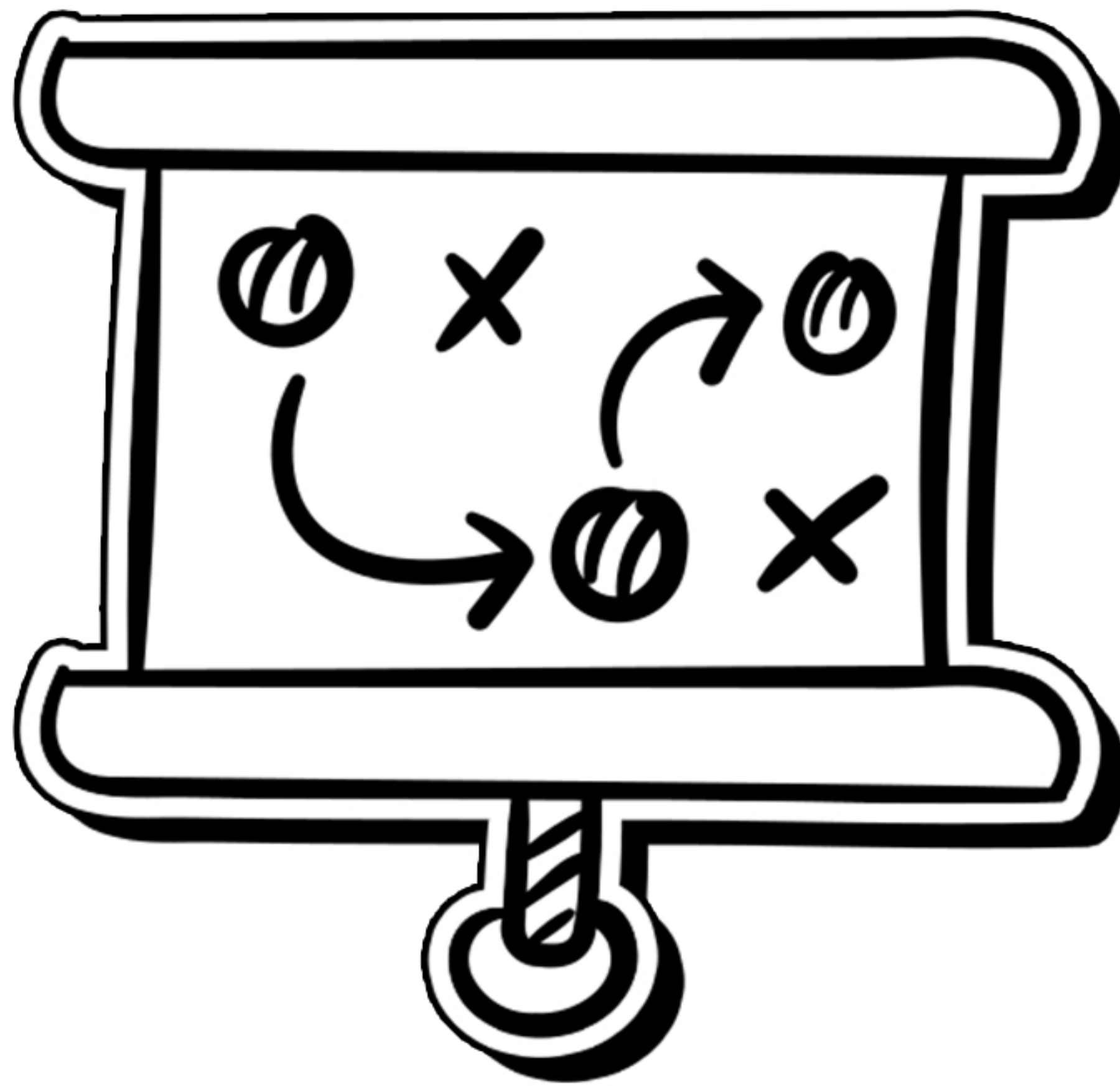


Enjoy more freedom

DAN ROCHON

WWW.THECPICOMMUNITY.COM

LISTING DOMINATION WORKBOOK



The Listing Domination Workbook is a simple action plan to follow to discover **YOUR Way** to take listings and make monthly sales.

The **CPI (Consistent and Predictable Income)** method is the only system that teaches you how to make sales **YOUR Way** resulting in **NO BROKE MONTHS**.

WELCOME TO LISTING DOMINATION

Your mission — should you choose to accept it — is to learn YOUR Way to take a listing and to take steps to do so within five days so that you have faith in your ability to list and sell homes.

My name is Dan Rochon, and I will be your coach and facilitator during the next five days. I am an active real estate agent - just like you in today's market.

As an agent, I set up, convert, and attend listing consultations each week, and I understand what you are experiencing.

As your real estate agent coach, my goal is to help you discover YOUR Way to make sales so that you make sales every month.

And for that to happen, you will have to take action every day of the event and stay current on your **Daily CPI Mission** steps that you will learn more about later.

Other students who have reported the most success spent an hour a day doing the activities you will receive this week. I ask that you do the same.

I know you might think that an hour a day is a big ask from me to you. Maybe you are thinking,

"An hour!?!? How the #\$@!% do I find another hour in the day?"

I understand, and I reassure you that when you spend a small amount of time doing the activities this week, you will have more time than before. In addition, students who take daily action also receive more freedom and money.

When you attend the classes during the next five days, you will notice that I will speak about strategies and mindset at the live sessions. Online, you will learn about tactics. I teach in this manner for two reasons:

- 1) Mindset is the foundation to your success
- 2) Our time together is limited (*I dive more deeply into the tactics during the **3-Day 'No Broke Months' Bootcamp** that the most successful students take after this class*)

At the end of the five days, you will understand HOW to Take Listings in today's market. I am grateful to be your guide!

The **CPI (Consistent and Predictable Income)** method is the only system that teaches you how to make sales YOUR Way resulting in **NO BROKE MONTHS**.

LISTING DOMINATION DAY 1

Dan Rochon's CPI Thought of the Day:

*Finding Genuine Leads Is Hard For Many Salespeople - It Does Not
Need To Be And You Can Easily Find Qualified Prospects Today!*

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LISTING DOMINATION

DAY 1

Before we start, I have a request from you.

I ask you to...

Take charge of your success across all areas of your life...

Because who you are as an individual will impact every aspect of your business.

So, I ask you to choose to flourish – in all areas of your life.

Choose to be the best mom or dad possible, niece, nephew, sister, brother, daughter, or son.

Commit to living the best possible version of your life and embody that life every day.

If you want to be a successful real estate agent, take the same actions as those who have become self-made successes.

Do the work. Dream bigger. Decide who you want to be and take action.

Whether you're a newer agent, seasoned agent, or top producer, I encourage you to understand that you can be a successful real estate agent!

Commit to living the best possible version of your life and embody that life every day.

Do the work. Dream bigger. Decide who you want to be and take action.

If you desire to be a profitable and successful real estate agent, make that decision today!

After you decide, I will guide you.

The **CPI (Consistent and Predictable Income)** method is the only system that teaches you how to make sales **YOUR Way** resulting in **NO BROKE MONTHS**.

LISTING DOMINATION DAY 1



The **CPI (Consistent and Predictable Income)** method is the only system that teaches you how to make sales YOUR Way resulting in **NO BROKE MONTHS**.

LISTING DOMINATION DAY 1

As a CPI Agent,

- ✓ I am a professional.
- ✓ I do the activity each day that produces the results I seek.
- ✓ I believe that each transaction should be a win-win.
- ✓ I value each client and other agents with high care.
- ✓ I achieve success through people, lead generation, and systems.
- ✓ I do the right thing every time.
- ✓ I serve others.
- ✓ I learn, take action, observe the results, make adjustments, and repeat.
- ✓ I treat my sales career as a business owner. As a result, I make sound business decisions and get the help I need to succeed.
- ✓ As a part of the CPI Community, I know that we can achieve more together. We can alter destinies and our legacy. We will impact the world in a significant way.

I AM A CPI AGENT.

My name is _____ and **I AM A CPI AGENT!**

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LISTING DOMINATION DAY 1



Today, your **DAILY CPI MISSION** is to do the following:

STEP 1: Grab a pen and paper and answer the following question from the lowest human need perspective:

“Why did you get into real estate sales?”


I encourage you to be authentic while answering the above question. For example, instead of stating that you are in real estate sales to 'save the world,' consider answering such as to,


- *Pay your bills*
- *Take a vacation.*
- *Buy a gift for someone you care about (or yourself).*



As you answer the question above, stop to reflect deeply.

Recall the moment you decided to get your license.

Remember the exact moment you pressed submit on the last question of your real estate licensing exam.

 *What were you feeling?*

 *What were your thoughts?*

Were you scared  / excited  ?

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LISTING DOMINATION DAY 1

STEP 2: Grab a sticky note and write about the recollections you contemplated above in a concise manner.

Place the sticky note in a place (such as your computer keyboard where you will see it daily. Your sticky note will become the guiding light for you in the future when you struggle to do a task, or you have a hard day.

Keep this reminder note in a visual spot to remind you WHY you are doing what you are doing.

It will carry you through the tough times.



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LISTING DOMINATION DAY 1

WHAT STOPS YOU?

Here are some examples of how what happens to you can shape your world, causing cycles to repeat.

In general:

- Growing up, if you struggled in school or your parents did not support you, you might not feel competent or worthy of success.
- If you had a bad relationship or a partner cheated or lied to you, maybe you formed a belief that you can't trust in a relationship because you will get hurt.
- If you tried to live healthier, get happy, or lose weight and struggle, you might believe that you cannot change.

What have you experienced in general that caused a belief that does not serve you?

1. _____
2. _____
3. _____

What did having that experience makes you believe?

1. _____
2. _____
3. _____

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LISTING DOMINATION DAY 1

In real estate:

- If you had a bad experience with a lead generation source, maybe you decide they all do not work.
- Maybe you had a great month or two in real estate sales and then celebrated your success and then two months later had no closings and felt a pit at the bottom of your stomach, resulting in you deciding that real estate sales are hard.
- If you had to take a phone call in the evening when you would instead have been with your family or others, you might have decided that a life in real estate sales does not allow for a balanced life.

What have you experienced in general that caused a belief that does not serve you?

1. _____
2. _____
3. _____

What did having that experience makes you believe?

1. _____
2. _____
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LISTING DOMINATION DAY 1

Discipline Leads to Habit, Which Leads to Success

Here's a secret I never shared. **SUCCESS IS NOT A SIGN OF INTELLIGENCE; IT RESULTS FROM IMPLEMENTING HABITS one SMALL STEP AT A TIME.**

The foundation of a habit is deciding who you will be.

I currently sit in a Dunkin' as I write this. That in of itself is not a problem.

The challenge I have experienced is that I tend to get fat when I visit the donut shop each day.

Luckily, I also enjoy the habit of working out each day. But unfortunately, due to my paradoxical relationship between exercise and pastries, I teeter between fitness and fatness.

When I embrace the discipline to say "No" to sweets, avoiding donuts, cakes, and pies becomes a habit. When I develop the practice consistently, I will succeed that I so desire.

I choose to be healthy, physically fit, and a responsible eater.

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LISTING DOMINATION DAY 1

Here are some other examples of who I choose to be:

Be:

- Loving
 - Take a stand for the greatness in others
- A servant leader
- Approachable
- Charismatic
 - Engage and attract others
- Resilient to Be willing to succeed
 - Be willing to fail
- Authentic
 - If I am scared to communicate, do so IMMEDIATELY
- Visible
 - Through providing contribution and value to others
- Committed to lifelong learning
 - ...and teaching

Who do you choose to be?

I choose to be _____

I choose to be _____

I choose to be _____

I AM A CPI AGENT!

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LISTING DOMINATION

DAY 1

Author, podcaster, entrepreneur, and retired Navy Seal Jocko Willink once stated, "While Discipline and Freedom seem like they sit on opposite sides of the spectrum, they are actually very connected."

"Freedom is what everyone wants – to be able to act and live with freedom. But the only way to get to a place of freedom is through discipline."

"If you want financial freedom, you must have financial discipline. If you want more free time, you must follow a more disciplined time management system."

"You also have to have the discipline to say 'No' to things that eat up your time with no payback—things like random YouTube videos, click-bait on the internet, and even events that you agree to attend when you know you won't want to be there."

"Discipline equals freedom applies to every aspect of life: if you want more freedom, get more discipline."

The hardest part of any habit is in the beginning. I recommend you take small steps at a time.

Now that you have chosen who you will be, what will you do? I suggest that you include finding business as a part of the actions you will do.

Lead Generation is Your Priority

You derive the advantage that you supply to your clients from doing other activities first. Do you believe that servicing a client is more important than generating business?

It is my firm belief that the highest priority of a real estate agent is to find more business. I have this opinion because when you have an abundance of opportunities, then you get to focus on your client's needs.

If your mortgage, car, or school tuition depends on closing a transaction, then your financial situation will not equip you to best help your client.

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LISTING DOMINATION

DAY 1

To inspire you, here are some examples of who

Do:

- Communicate with vision each day in a manner so that others see opportunities for themselves
- Lead from results
 - Hold others accountable
- Actively Listen
 - Truly understand other's perspective
- Hold the space for other's greatness until they are ready to step into it
- Teach often
- Have high standards
- Pour into my small team of people and teach them to pour into their small team of people
- Intentionally create great relationships with the right people
 - Whose lives will I alter the destiny of?
 - Who will alter the destiny of my life?
- Shamelessly promote (without being obnoxious)
- Take time off
- Cherish my family
- Focus my energy

I choose to do _____

I choose to do _____

I choose to do _____

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LISTING DOMINATION DAY 1

I want you to ask yourself, "What do I want to have?"

To inspire you, here are some examples of what I choose to have:

HAVE:

- A Loving Family
- Health
- Sobriety
- The top real estate coaching company in the country helping agents discover THEIR Way to sales so that they have closings each month
- The top real estate sales team in the country with team agents achieving their personal, financial, and time freedom goals
- Choice
- Awesome relationships
- Fun
- System and people to help in all areas of life

What does consistently lead generating do for you?

Picture yourself having the option to choose what type of clients you take on and how you get to spend your time. By creating an abundance of business, choices become available.

You could hire an assistant with the extra money you earn. Then, when you hire the right person, you can enjoy more time with your family, spend time with your friends, or do any other infinite possibilities.

Complete the following statement:

When I choose to be _____ and to do _____
_____ I will have, _____

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LISTING DOMINATION

CPI EASY WIN DAY 1

I want you to ask yourself, "What do I want to have?"

To inspire you, here are some examples of what I choose to have:

1. What will I accomplish today? _____

2. Who will I express gratitude to today? _____

3. Who will I help today? _____

4. How will I make good choices today? _____

5. How will I choose to have the best day of my life today? _____

6. What is the best opportunity for me to get hired by a seller (for a listing)
today? _____

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LISTING DOMINATION DAY 2

Dan Rochon's CPI Thought of the Day:

Success is not a sign of intelligence; it is a result of implementing the right habits one small step at a time.

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LISTING DOMINATION

CPI EASY WIN DAY 2

TODAY'S CPI ACTION STEP:

Daily Video Text

Send video text each day to someone via your cell or Facebook. When you send them a message, do not ask for business. Instead, be genuine and authentic.

Check on your people and see how you can help them.

Here are some talking points to help you:

- I was thinking of you, and I wanted to say hello!
- Comment on their latest Facebook post and ask them a question about it.
- Express your gratitude.
- Acknowledge any tough times they might be having.
- Recognize any success they are posting online about.

Here are some questions you could ask:

- How is your family?
- How was your trip to _____?
- How was your weekend?
- Any plans for this upcoming (summer, fall, winter, spring)?
- How can I help you?

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LISTING DOMINATION

CPI EASY WIN DAY 2

Video Text Tracker

Who did I send the message to?

- _____
- _____
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Video Text Tracker

What did they say?

- _____
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LISTING DOMINATION

CPI EASY WIN DAY 2

1. What will I accomplish today? _____

2. Who will I express gratitude to today? _____

3. Who will I help today? _____

4. How will I make good choices today? _____

5. How will I choose to have the best day of my life today? _____

6. What is the best opportunity for me to get hired by a seller (for a listing) today? _____

I have found that only two reasons exist that an agent will lack success.
They are:

1. You do not believe in the tactic or 'vehicle'
2. You do not believe in yourself

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LISTING DOMINATION DAY 2

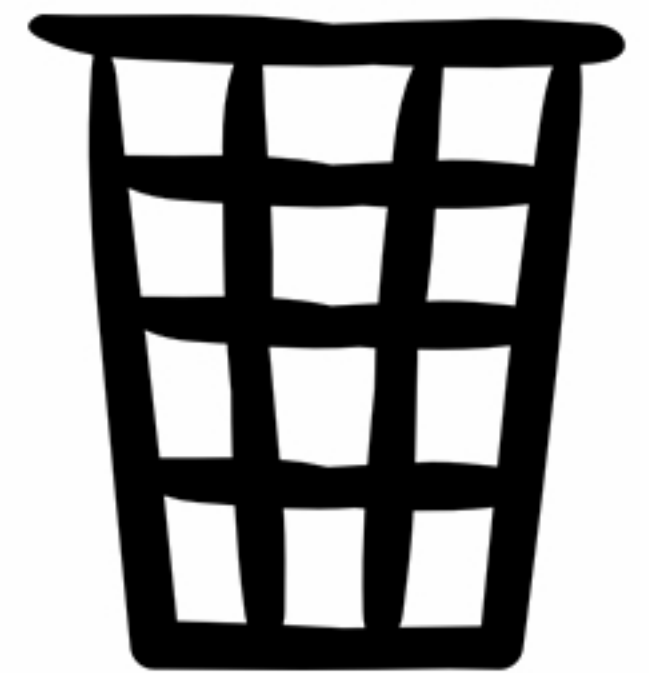
2 THINGS THAT COST MOST AGENTS TO FAIL



Working on the **WRONG STRATEGY**



NOT believing in yourself



If you lack belief in yourself, you could choose to:

1. Think of your past successes.
2. Use affirmations and visualization
3. Hire a Coach to help you discover your blind spots

Some agents have false beliefs about real estate sales. I encourage you to label those misconceptions, so they never have power over you.

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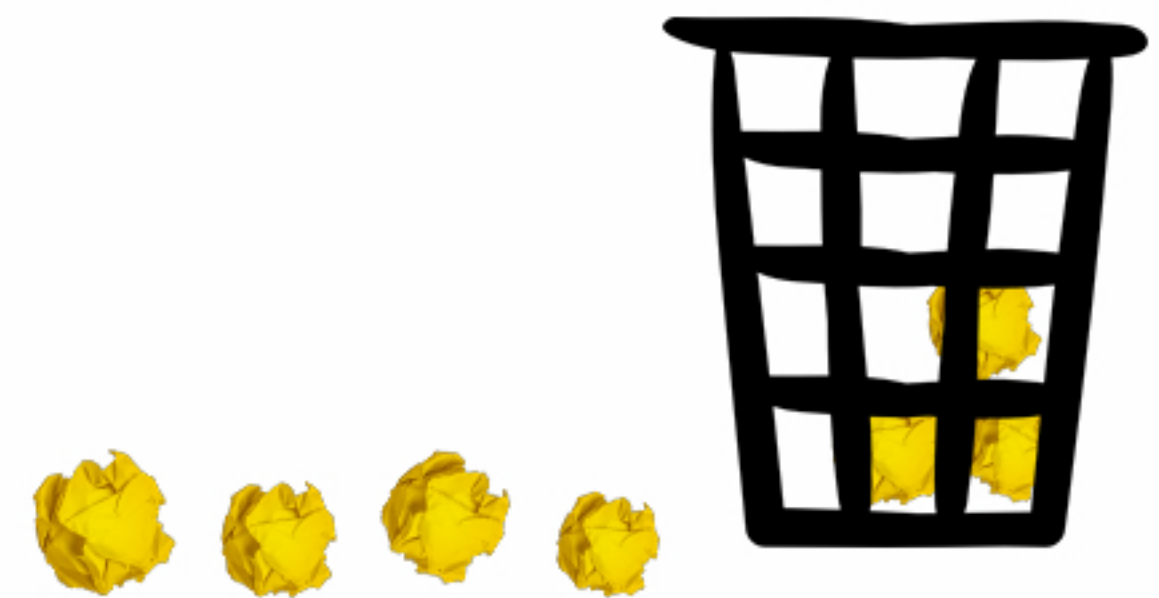
LISTING DOMINATION

DAY 2

Here are many myths about real estate sales that I have noticed:

False Beliefs About Real Estate

- You have to know everything before you start working with clients (*internal*)
- You need credibility and experience (*external*)
- You need to close tons of deals to lead generate (*vehicle*)
- You get rich quickly (*vehicle*)
- It is easy money (*vehicle*)
- Reality TV Shows it like it is
- There is only is way to get started
- A bigger split means more money (*vehicle*)
- The “neighborhood” agent will always win (*vehicle*)
- I can’t do it (*internal*)
- It can’t be done in my market (*vehicle*)
- It takes too much time and money (*vehicle*)
- It’s too risky (*external*)
- My life will not or cannot be balanced (*internal*)
- I have to cold call or door knock (*vehicle*)



What is a belief about real estate sales that you have believed in the past that is not true?

Recognize YOUR Successes

You have had successes in the past. I encourage you to recollect those times you have succeeded and embrace the energy you remember.

When were you successful at an activity or achieving a goal or in life in general?

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LISTING DOMINATION

DAY 2

AFFIRM

Whether you realize it or not, you are affirming all the time. So, you might as well choose what you're telling yourself.

Some people claim a negative affirmation when they make a mistake. For example, they might say to themselves, "I'm just clumsy" or "That was dumb." Unfortunately, these negative statements often become a reality.

Positive statements about yourself also become a reality. You can program yourself by using positive declarations each morning. To see the most favorable results, you must exercise these positive statements frequently.

When you carry out affirmations regularly, **they reinforce the connections between the neurons in your brain, which allows you to deliberately influence the message that your mind hears, strengthening the relationship between the neurons.**

To be most effective, affirmations should be:

1. Stated in the present tense
2. Share a positive statement
3. Believed by you
4. Short and specific
5. Honest

Some examples of affirmations that you could use include:

- I am a leader
- I am a loving father/mother
- I am worthy of reaching my goals
- I step up
- I believe in myself
- I embrace lead generation
- I easily help ____ families buy a home, sell a home, or invest in real estate each year

WRITE THREE AFFIRMATIONS THAT WILL SERVE YOU.

1. _____
2. _____
3. _____

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LISTING DOMINATION DAY 3

Dan Rochon's CPI Thought of the Day:

*When you want something, the first thing you ask is 'who has the same background and experience as me that already has that?'
Then figure out, how did they get it?*

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LISTING DOMINATION

CPI EASY WIN DAY 3

Here are some talking points to help you:

- I was thinking of you, and I wanted to say hello!
- Comment on their latest Facebook post and ask them a question about it.
- Express your gratitude.
- Acknowledge any tough times they might be having.
- Recognize any success they are posting online about.

Here are some questions you could ask:

- How is your family?
- How was your trip to _____?
- How was your weekend?
- Any plans for this upcoming (summer, fall, winter, spring)?
- How can I help you?

Video Text Tracker

Who did I send a message to?

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What did they say?

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LISTING DOMINATION DAY 3

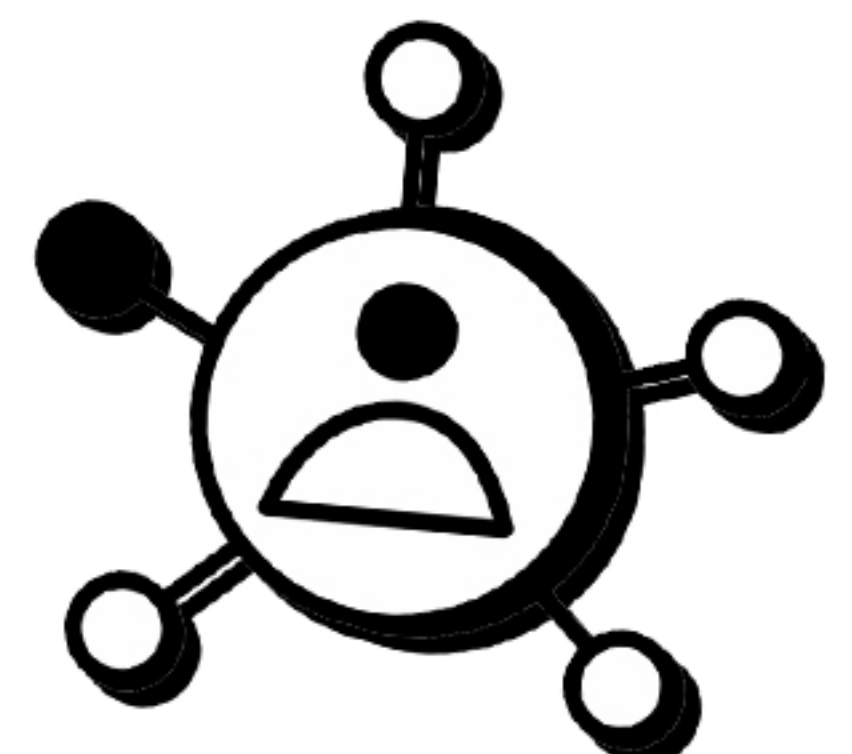
I encourage you to be authentic. Take some time to be in a place of peace as you answer the following questions.

What are you afraid of in real estate sales? _____

When has greed caused you pain? _____

Where are you taking shortcuts in your business? _____

Where have you sought cheaper or faster options, and it has not served you? _____



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LISTING DOMINATION

DAY 3

In November of 2007, I got my real estate sales license.

Before entering into real estate sales, I was a waiter at a high-end steakhouse in Washington DC.

I had many fears at the time. I dreaded failure. I was entering a new venture in which I had no experience, and I shrank at the thought of being judged by others.

As an agent, I had a rough start. During the first 6-months, I had zero closings.

A few months after getting my license, when I was about to pay my mortgage on my credit card, I visited my broker Karen and asked for help. Together we discovered a plan that worked for me, and I implemented the steps.

During the next 12 months, I successfully bought the brokerage I worked for.

Soon after, my new business partners asked me to take on the role of Operating Partner, which meant I would be responsible for the brokerage's success.

I accepted.

I was a large real estate brokerage franchisee-owner a short eighteen months after getting my real estate license.

As an Operating Partner, I learned more than I could have imagined about leadership, sales, and training during the next ten years.

I often stumbled, and I did not always listen to those agents I served — especially early in my career.

Looking back, I realize that I bought the brokerage before I was ready to be the best leader. At the time, I inaccurately thought that the opportunity was a limited chance. Since then, I learned that an opportunity would present itself when you work hard, have success, and help others.

Fear and greed drove me to take action both from wanting something big and fear that I would not get it if I did not take action.

I have experienced success and setbacks, discovered, planned, retook action, and, sometimes, I hit the mark. Other times, I learned.

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LISTING DOMINATION DAY 3

FEAR



I'm afraid to take action

GREED



I want a faster & cheaper option

DOUBT



I don't believe this will work



WHAT SCARES YOU?

Don't worry. Fears are standard; the good news is you can **embrace the fear** and **TAKE ACTION** anyway.

I assure you that **you CAN succeed.**

Take a moment to consider your existence. You consist of 37.2 trillion cells! When you understand that our reality expands beyond our comprehension, it becomes easier to approach the things that scare you.

You are a spiritual being in a physical manifestation. Your mind is infinite, and you can assign meaning to anything.

You can create lead generation as something to fear, or you can create lead generation as something to embrace. The choice is yours.

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LISTING DOMINATION

DAY 3

For the last several years, my wife Traci, daughter Maggie, and I have joined our extended family each March on vacation at a lovely resort in Punta Cana. The performers from Cirque de Solei practice at the retreat that we visit, and they offer shows and events for the guests.

When Maggie was about five years old, and we were visiting the resort, she was working with a trainer encouraging her to do the flying trapeze.

Of course, Maggie was wearing a harness and was very safe. So she started to climb the giant ladder upward step by step until fear overcame her, and she descended the steps back down.

When she touched the ground, I whispered a few words of encouragement to her. Then, she harnessed every bit of strength she could and climbed the ladder again.

This time she got to the top of the steps, jumped forward, and gleefully soared through the air on the swing that was high above the safety net.

It was amazing. When Maggie returned to Earth, I asked her,

"Sweetie, how did that feel?"

She replied,

"Daddy, I was scared."

I asked,

"And you pushed through it and did it anyway. How do you feel now?"

Maggie said, proudly and with excitement,

"I feel great, Daddy!"

I recognized a parenting opportunity, and I shared with her that we all experience fear. However, I explained that joyfulness and success often reside on the other side of fear.

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LISTING DOMINATION DAY 4

Dan Rochon's CPI Thought of the Day:

There is a level of the brain that dictates our outcome more than the conscious; this is the subconscious.

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LISTING DOMINATION

CPI EASY WIN DAY 4

Here are some talking points to help you:

- I was thinking of you, and I wanted to say hello!
- Comment on their latest Facebook post and ask them a question about it.
- Express your gratitude.
- Acknowledge any tough times they might be having.
- Recognize any success they are posting online about.

Here are some questions you could ask:

- How is your family?
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LISTING DOMINATION

DAY 4

THE SELF-COACHING MODEL

Circumstance >> Thoughts >> Feelings >> Actions >> Results

There is a level of the brain that dictates our outcome more than the conscious; this is the subconscious.

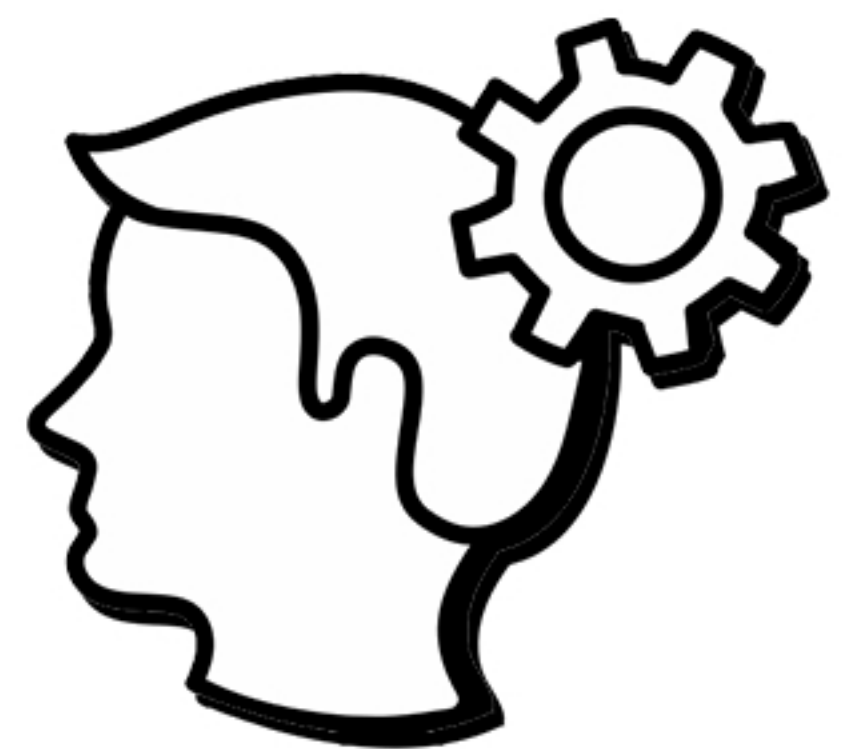
The pathway from the subconscious to the conscious allows our thoughts to manifest in results.

Our programming leads to our thoughts; our thoughts lead to our feelings; our feelings lead to our actions; our actions lead to our results, and our results reinforce our programming.

If you intend to change your results, you will need to do so by hacking the programming that feeds your subconscious. When we get things done, we do so subconsciously, not consciously.

Here is how to change your programming. You may do so through:

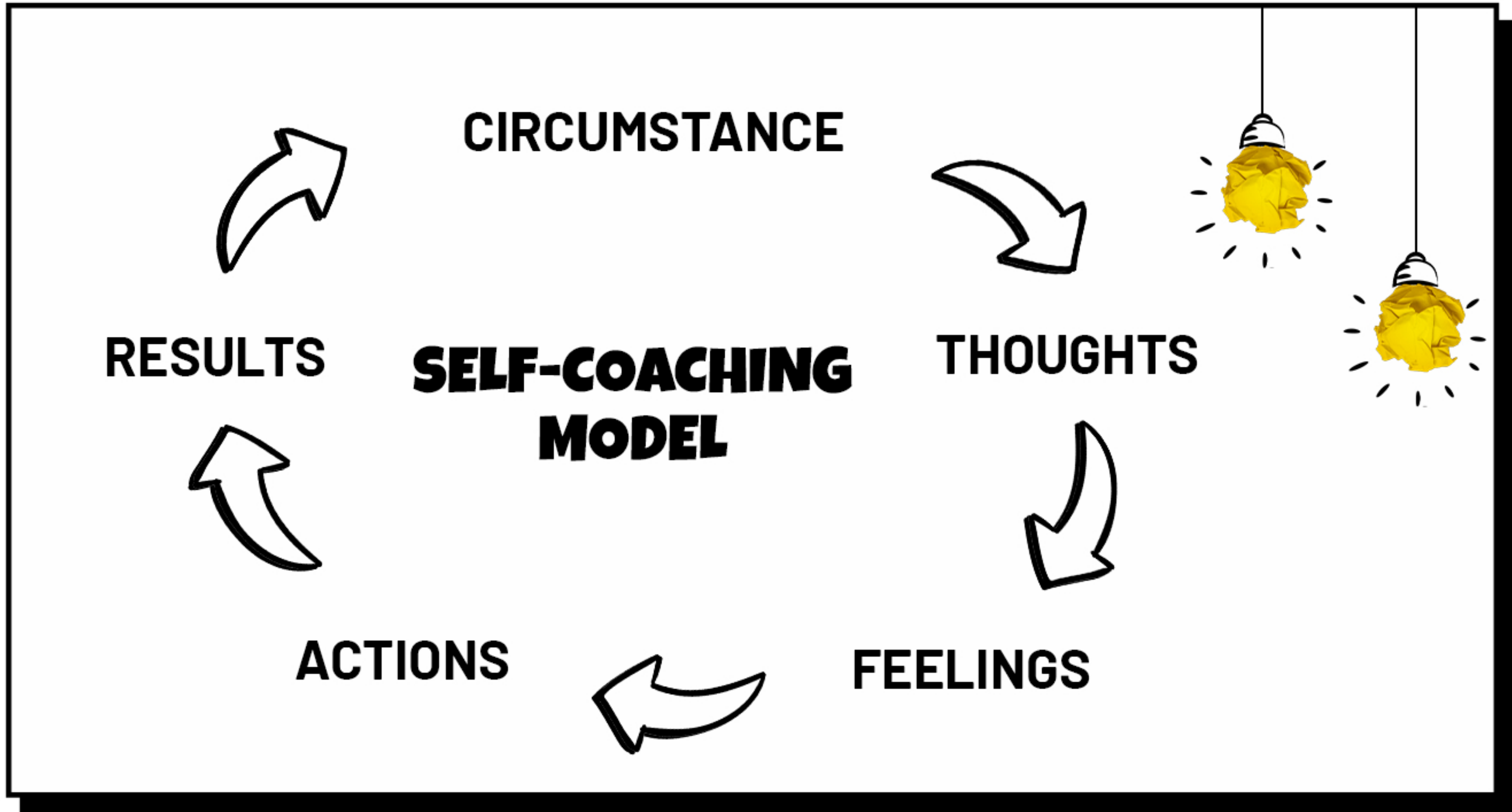
1. Meditation
2. Affirmations
3. Visualization
4. Exercise
5. Reading



The **CPI (Consistent and Predictable Income)** method is the only system that teaches you how to make sales YOUR Way resulting in **NO BROKE MONTHS**.

LISTING DOMINATION

DAY 4



Today, your **DAILY CPI MISSION** is to:

STEP 1: Read the **Self Coaching Model** content above.

STEP 2: Select one of the following practices and choose to add it to your daily routine for the rest of this Certification.

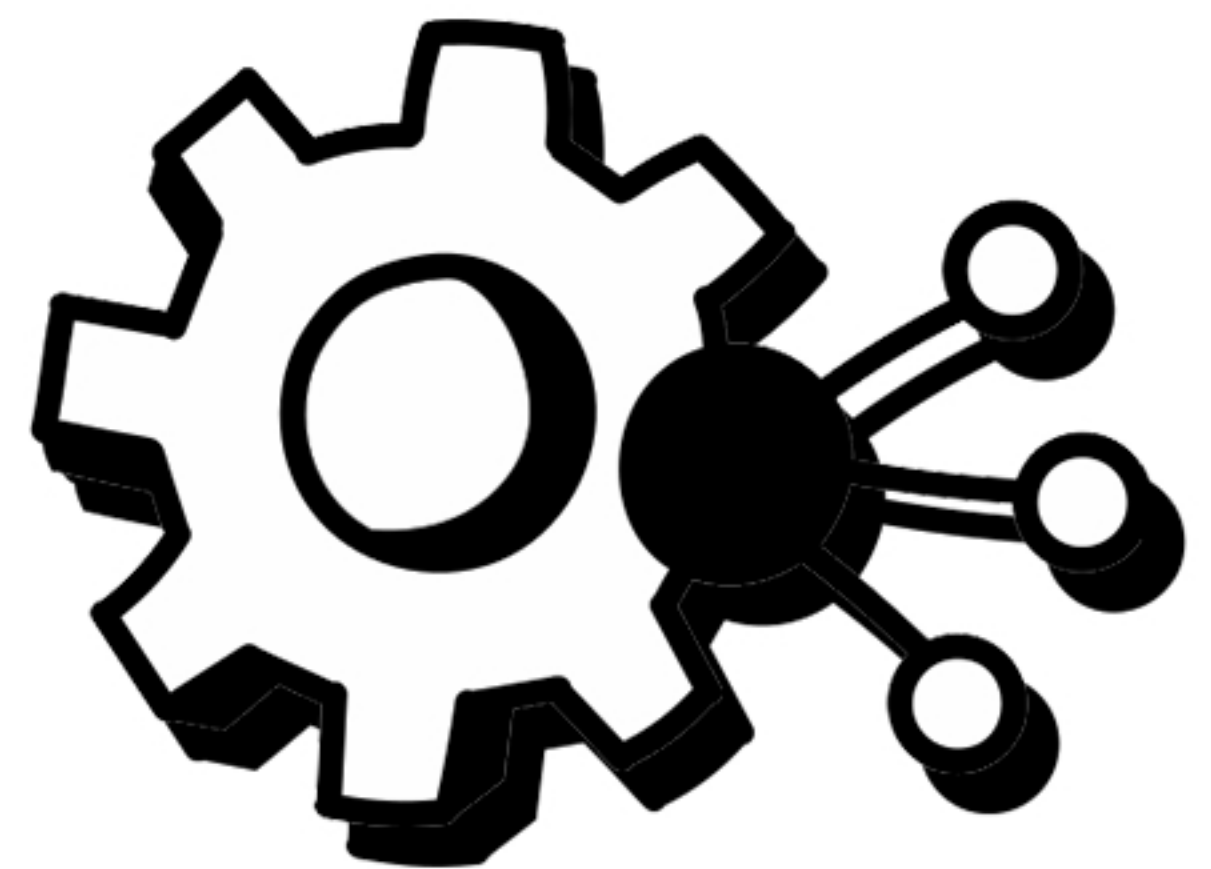
1. Meditation
2. Affirmations
3. Visualization
4. Exercise
5. Read 10 pages a day

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LISTING DOMINATION DAY 4

HOW WOULD YOU CHANGE PROGRAMMING

- Meditation
- Affirmations
- Visualization
- Exercise
- Reading the *Real Estate Evolution*
- Listen to the *Consistent and Predictable Income Podcast for Real Estate Agents*



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LISTING DOMINATION DAY 5

Dan Rochon's CPI Thought of the Day:

The best way you can show the people you serve you care is ALWAYS to be in touch with them.

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LISTING DOMINATION

CPI EASY WIN DAY 5

Here are some talking points to help you:

- I was thinking of you, and I wanted to say hello!
- Comment on their latest Facebook post and ask them a question about it.
- Express your gratitude.
- Acknowledge any tough times they might be having.
- Recognize any success they are posting online about.

Here are some questions you could ask:

- How is your family?
- How was your trip to _____?
- How was your weekend?
- Any plans for this upcoming (summer, fall, winter, spring)?
- How can I help you?

Video Text Tracker

Who did I send a message to?

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

What did they say?

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____

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LISTING DOMINATION

DAY 5

I hope that you desire to be successful as you can be.

If so, it would be best if you strived to provide those you lead with the necessary education, training, development, staff, systems, structure, and support.

Congratulations on completing the 5-Day Listing Domination Challenge!

What were your wins this week? _____

What were your struggles this week? _____

You can achieve more than they believe, and when you identify your blind spots, you will strive for higher and maintain a higher level of achievement.

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LISTING DOMINATION

DAY 5

Please answer the following questions to identify your needs and goals:

- Do you want to increase your sales? Y N
- Would you benefit from strategic planning? Y N
- Do you believe you could be more effective in real estate sales? Y N
- Do you want more money? Y N
- Would having better negotiating skills help you? Y N
- Do you know the appropriate action steps to take to meet your goals? Y N
- Do you have an opportunity to improve your productivity and time management skills? Y N
- Do you sometimes struggle setting limits so that your clients and others appreciate your time and energy? Y N
- Would better structure and organization in your workday to get more done in less time help you? Y N
- Would it help to be less critical of yourself? Y N
- Do you believe that you could improve your confidence? Y N
- Do you sometimes experience overwhelm? Y N
- Do you know what your God-given gift in life is? Y N
- Do you have your goals and responsibilities prioritized? Y N
- Do obstacles sometimes stand in the way of reaching your goals? Y N
- Would it help to know how to deal with demanding clients in a better way? Y N

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LISTING DOMINATION

DAY 5

- Does stress sometimes affect your body? Y N
- Are the needs of your business, personal, and family balanced? Y N
- Do you want to have better health, fitness, and appearance? Y N
- Would better habits and behaviors serve your needs better? Y N
- Would a simpler life help you? Y N
- Do you need to take better care of your personal needs and self-care? Y N
- Do you want to be happier? Y N

My goal is to help you achieve your dreams. Once something is stretched, it does not go back. So I encourage you to continue your journey and let me help you reach your goals. I will help you during the upcoming 3-Day 'No Broke Months' Bootcamp.

So I invite you to **register now**.

www.nobrokemonths.com

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LISTING DOMINATION DAY 5

False Beliefs About Coaching

- Coaching is expensive (*vehicle*)
- Already tried everything (*external*)
- A coach will not know what I know (*external*)
- A coach has to be an expert in what I do (*external*)
- I need to figure out what I need first (*external*)
- Hired a coach before, it did not work (*vehicle*)
- You can figure it out on your own (google) (*vehicle*)
- You can bounce it off family/friends and got the same feedback (*vehicle*)
- You will hire a coach when you have more \$\$ (*internal*)
- You are a driver, successful and smart. You have gotten this far, why get a coach now? (*internal*)
- Deep down, you question if coaching will work for you (*internal*)
- You do not need a cheerleader (*external*)
- It takes too much time and you do not have a minute to spare (*vehicle*)
- You do not need a therapist (*external*)
- Coaching is “woo-woo” and you are not into that (*vehicle*)

YOU JUST GOT STARTED!

Keep the Momentum to Get Consistent and Predictable Income and Sign Up Now! 3 Day “No Broke Months” Bootcamp

www.nobrokemonths.com

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