



PROTECTION ATTENTION COORDINATION TRANSPARENCY

The Advisor PACT **Monthly Session™**

November 21, 2017

Hosted by Mark Little

How much benefit do you want from today's session?



**Are you ready to be here
and **no place else?****

- Max Dixon

This online meeting system technology uses lots of memory & system resources, so please...

- ✓ Close your **email** program
- ✓ Close all **browsers**
- ✓ Close **all programs** on your computer other than this GoToWebinar system

Consider taking this attitude starting right now:

Something discussed today will be a significant positive **game-changer for my business
I want to focus so I don't miss it**

Your
ADVISOR
PACT
Pledge

PROTECTION
ATTENTION
COORDINATION
TRANSPARENCY

To every Ideal Client

Goal

Deliver Truly Comprehensive Financial Services™

in a way that **exceeds** Ideal
Client **Expectations**

Outcome

A minimum of

5 Initial Client Interviews™
per week

resulting from spontaneous

unsolicited client referrals

[Vision and Goals | Make 2017 Your Best Year Ever!](#)[Annual Recurring Revenue Exercise](#)[Potential Client Interaction Time](#)[The Role of the Administrative Manager](#)[Hiring an Extraordinary Administrative Manager](#)[The Deliverables Team Recruitment Process](#)[Evaluating Your Deliverables Team](#)[The Ten Client Deliverables, Course 1 of 2](#)[The Ten Client Deliverables, Course 2 of 2](#)[The First 104 Days of a New Client Relationship](#)[Setting Your Compensation](#)[The Hero's Journey](#)[Manage portals](#)

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The Monthly Project™

**Vision and Goals | Make 2017 Your Best Year Ever!**

Create a vision of your ideal future so compelling that you'll do whatever it takes to achieve your goals. Learn and develop disciplines to help you succeed in actualizing your vision.

[Read more...](#)**Annual Recurring Revenue**

Develop a specialized i

[Read more...](#)**Potential Client Interaction**

Learn why the most imp

[Read more...](#)**The Role of the Admin**

Your Administrative Man

[Read more...](#)**Hiring an Extraordinary**

Master the ten steps to

[Read more...](#)**The Deliverables Team**

Hire your next Deliver

[Read more...](#)**Evaluating Your Delive**

Learn the process for e

[Read more...](#)**The Ten Client Deliver**

When you provide The

[Read more...](#)**The Ten Client Deliver**

When you provide The

[Read more...](#)**The First 104 Days of a**

Learn how to get off on

[Read more...](#)**Setting Your Compens**

A new model for deliver

[Read more...](#)**The Hero's Journey**

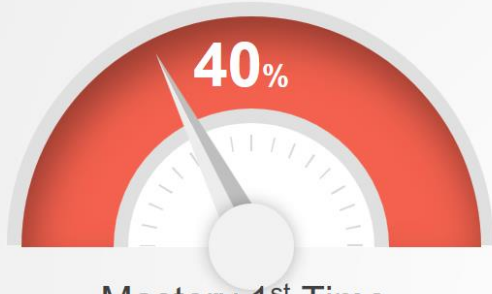
What do you have in common with Obi-Wan Kenobi? In this course, Mark walks you through how your path to becoming indispensable mirrors the classic Hero's Journey story structure.

[Read more...](#)

During
The Monthly Session™
last month we previewed
the first 12 Modules
you receive
in this program

Self-**Assessment**
Is The Key To
Mastery

Assessing Your Mastery The Monthly Project™



Mastery 1st Time
Through a Course



Mastery 2nd Time
Through a Course



Revisiting Modules
Will Lead To Mastery

How to get **more**
from the modules
you've completed

Let's make sure you're
experiencing all the best
outcomes from the modules
you've completed

Member Question

If I'm facing
a specific issue in my business,
and need something right now,
can I request a module out of order?

YES

Member Question

If I'm not experiencing all the benefits and outcomes described in this assessment, can I request a module I've already received and go through it again?

YES

Are You
Experiencing All
These Outcomes?

(If not... request the module again)



The Ideal Advisor Profile for The Advisor P.A.C.T. Monthly Program™

This program is best suited for a financial advisor who,

- ✓ Likes the idea of doing a "whole lot more" for a "whole lot fewer" Ideal Clients who pay significantly higher compensation for the unprecedented level of services provided.
- ✓ Is committed to implementing Truly Comprehensive Financial Services™ at some point in the future, and as quickly as possible.
- ✓ Recognizes the wisdom of delivering Comprehensive Financial Services through a skilled team of Subject Matter Experts (Tax, financial planning, tax, estate planning, & insurance)... rather than serving as a one-man-band.
- ✓ Is willing to make the effort to implement this new business model to fill the gap in the marketplace created by financial advisors, and a financial services industry, unable or unwilling to provide Ideal Clients the Comprehensive Financial Services they desire.