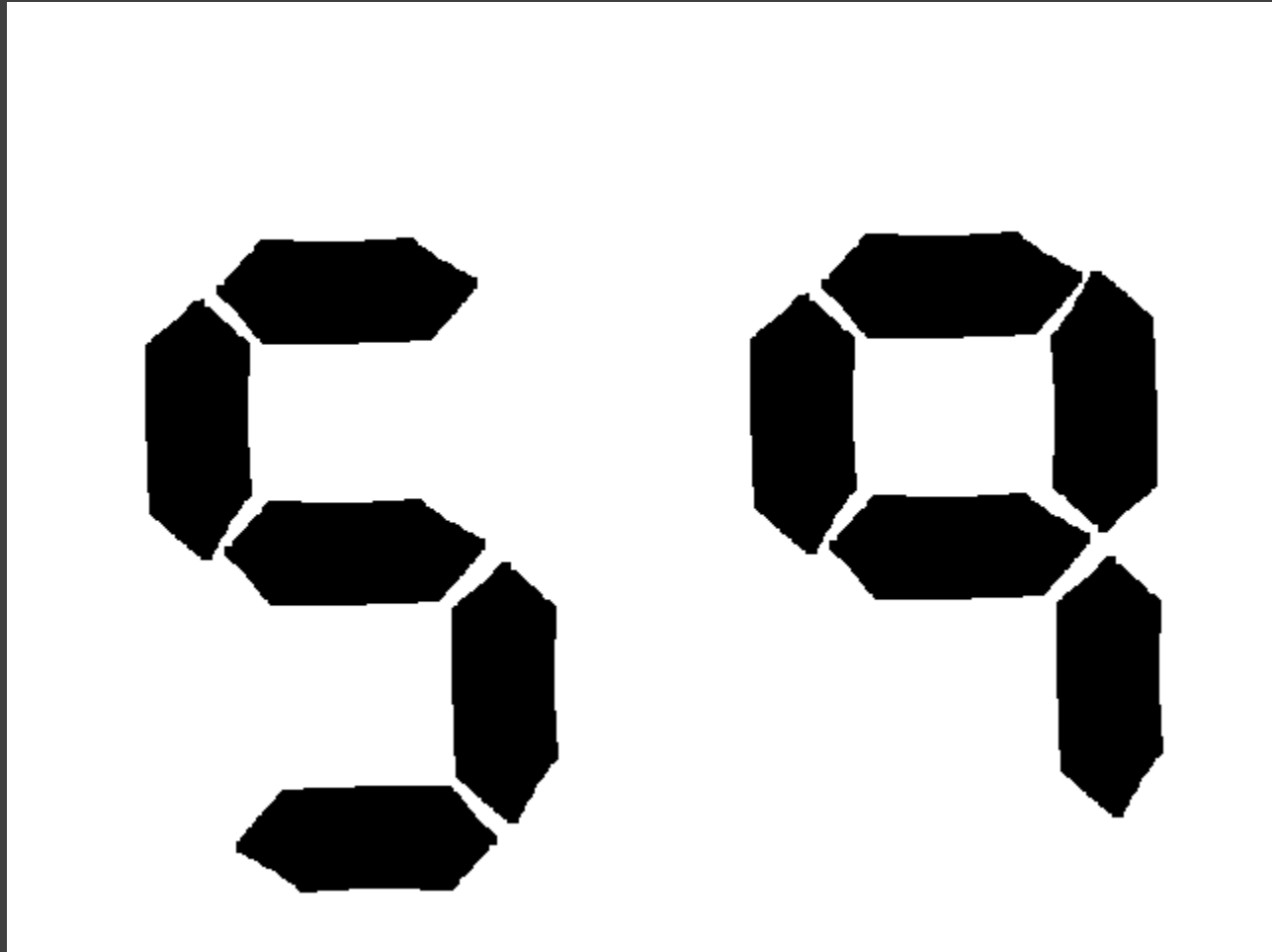




TheMarkOfMastery.com



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Increasing Weekly New Revenue

By At Least \$5,000 Per Week



The Mark of Mastery™

*Looking for
Information or
Transformation?*

*If “self-paced”
is your preference ...*

Give yourself 90-days

Hi Mark!

Financial Advisor Training

 Referability

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FREE WEBINARS for dedicated Financial Advisors
All Times in US-Pacific

May 21 Getting Weekly New Revenue Over \$5,000/week 11:30 am

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Getting Started with The Mark Of Mastery™

Access Your Free Courses!

-  The Only Game in Town
- Secrets for Acquiring
-  Successful, Affluent Clients

The Revenue Growth Blueprint:

4 Steps to Attract Clients
Who Are Already Looking
for You Get off the sales
treadmill and start
building real alignment

REVENUE WEBINAR

MARK MCKENNA LITTLE

▶ 0:00 / 59:16



Eliminating Financial Advisor Blind Spots

Preventing Faster
Ideal Client
Acquisition

BLIND SPOTS WEBINAR

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▶ 0:00 / 1:06:22



Fishing in the Right Ponds: Where to Find the Ideal Clients You Want

IDEAL CLIENT WEBINAR

MARK MCKENNA LITTLE

▶ 0:00 / 1:04:27



Ideal Client Acquisition:

Replacing Old Sales Tactics with High-Fit Conversations

Client Acquisition WEBINAR

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▶ 0:00 / 1:00:52



Here are the
2 prerequisites *before you can*
execute this business model I
recommend for Comprehensive
Financial Advisors

Here's

The Business Model

How to ensure an average of \$5k in weekly new business...

Here are the essential elements of this business model

- ▶ **Business within a business-** This service only for Ideal Clients who can afford it
- ▶ **Emphasis-** The foundational service is comprehensive planning & client experience
- ▶ **Superior work product-** Your reputation is that you provide higher-level planning

Here's The Business Model

How to ensure an average of \$5k in weekly new business

You'll implement these 6 webinars by...

- ▶ **Activity-** Meeting with a minimum of 10 people weekly (growing list)
- ▶ **Problem → Solution-** Tracking SFIs for at least ½ of your friends
- ▶ **Radical Differentiation-** Your work product is known to be superior
- ▶ **Client Satisfaction-** Client Referrals & Client references growing monthly
- ▶ **90-Day Plans-** A sequence of four consecutive 90-Day plans each w/ a timeline

Your **Guaranteed** Outcome over the next 90-Days

Meet with a **minimum** of 10 friends per week to catch-up (target 45/mo)

Know the single biggest **Significant Issue** currently in your friends' lives (Track 23 new SFIs/week)

Follow-up, as a friend, at least weekly on all SFIs until resolved (Average of 35 in SFI inventory at all times)

OUTCOMES →
You will conduct an average of 5 Initial Client Interviews / month (**More than 1 per week**)

You will **acquire 1 Ideal Client** for every 10 ICIs, on average for \$50k/yr (1 Ideal Client / 60 days)

...And **2 plan-only clients (NICs)** per 10 ICIs on average
A minimum \$20k fee per CWLFS (\$20,000 / month)

Ideal Client new business revenue \$50,000 every 60 days (**\$6,250 / week**)

Plan-only new business revenue \$40,000 every 60 days (**\$5,000 / week**)

TOTAL new business revenue \$90,000 every 60 days (**\$11,250 / week**)

What's possible?
After the next 90 /days you'll be generating min of **\$5,000/week**

Guaranteed

**Your outcome
over the next 90-Days
will require...**

- 1. A Plan:** with a week-by-week timeline
- 2. Focus:** Sacrifice a min of 8 hours/week
- 3. Commitment to implement:** Resolve to always be “a week ahead” for 12 weeks

Your outcome over the next 90-Days will **require**...

- ✓ Is the outcome **realistic**? YES!
- ✓ Can you do this on your own, **self-paced**? YES!
- ✓ Are these **all** the essential elements required? YES!
- ✓ Is it possible to hold **yourself** responsible? YES!
- ✓ Do you have **everything** you need for this? YES!

Your **Guaranteed** Outcome
over the next 90-Days
Is subject to...

Enrolling in
The Client Acquisition
90-Day Master Class

*How important
is it to **accomplish this in
90-Days** or less?*

- ✓ *Give yourself 90-Days **self-paced***
- ✓ *If you **don't** achieve your goal in 90-Days,
then enroll in The Master Class
to **guarantee the outcome***

The next 90-Days is
going to fly by **quickly**...

Whether or not you make the
effort to learn how to
generate \$5,000 a week

*You now have
everything you need
to be earning new business of
\$5,000/week in 90-Days or less*

What's your next move?

Contact me
directly at...

The **MarkOfMastery**.com



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