

## Weekly Empowerment Proclamation – The WEP

One of countless reasons we are...

**The #1 Rated National Real Estate Investor Consortium in the Country!**

{What is 'The WEP?' – See Last Page}

By

*Kevin Tuttle, Central Florida/Orlando Regional Director*



**Tuttle's Weekly Inspiration Link:** [Share Your Wealth of Experience](#)

### I. **Weekly Comment & Quote:**

Precisely 4-years ago today a man from Sarasota, FL, walked a quarter-mile in just under 22 Min. Not inspired? Well... what if I told you that 34-year-old Nik Wallenda did it on a 2-inch-thick steel cable 1,500 feet above the Colorado River with no safety harness. Inspired now?

**Quote:** “I just hope what I do Inspires People around the World to Reach for the Skies” – Nik Wallenda



**Moral:** It is a common misconception that inspiration and passion arise from continual work and waiting for lightening to strike; this we perceive as luck. Truth be told, inspiration comes not to those who wait, but those who work. It cannot be found externally, it must be created within.

More often than not, inspiration is created through questioning ourselves and our surroundings. Challenging ourselves with a new mindset or new goal.

Great work is NOT the result of inspiration, inspiration is the child of the work we put into the questioning and striving for perfection!

***Be Inspired – Stay Inspired!!!***



**I. CFT (Central Florida Team) LINKS FOR YOU !!!**

Collective Management (Kevin Tuttle) Website:  
 Re-Inspired Team Clubhouse Website: (Jean Powers – PAC Only)  
 CFT (Central Florida Team) Facebook:

<https://www.cmorl.com>  
[www.reinspiredteam.com](http://www.reinspiredteam.com)  
 Email [ktuttle@cmorl.com](mailto:ktuttle@cmorl.com) for invite

**II. Get Started with a Bit of..... AWESOME Motivation:**

[Never Give Up – Eric Thomas Compilation](#)

**III. POWERFUL INSPIRATION & TRAINING MEETINGS OF THE WEEK:**



Date	Meeting	Host	Topic/Guest
061917	IMPACT	Scott Rowe	Sell what THEY could be doing! - (Top 10 IMPACT of All Time) ←
061917	SUCCESS	Ron Inman	Daniel Kwak – College Kid – TV Shows – Numerous Deals (Top 10) ←
062217	IMPACT	Christion Sadler	Maximizing Facebook for Referrals Pt. 2

**IV. BOB TIERNEY NOON-TIME CALLS (Dial-In):**

Recordings #: (605) 475-4099 Access Key: 1007570# Enter Call Ref# (Below)

Date	Call Ref#	Topic Matter	
061917	1296	Conversations After Workshop	(Top 10 Training/Roll Play) ←
062017	1297	Lead Generation	(Fantastic Level 1 Training)

**V. IMPORTANT C.A.M.S. ANNOUNCEMENTS:**

Bill Oehme: Velocity Banking Webinar **CANCELED – DUE TO CHANGE IN ATL SCHEDULE – STAY TUNED FOR UPDATE!!!**

**VI. TRAINING +:**

Real Estate Group Coaching – Gavin McCaleb – Signup [www.renatuswebinar.com](http://www.renatuswebinar.com)  
 Real Estate Group Coaching – Gavin McCaleb – Weekly Agenda: [webinardocs.com](http://webinardocs.com)

**VII. MARKETING DOCUMENTS:**

- [Renatus IOS Flyer](#)
- [Cash Recovery Party Deck \(Scooty\)](#)
- [Gavin McCaleb RE Training Agenda](#)

**VIII. LINKS TO SHARE WITH CANDIDATES: (Increase Exposures)**



- [Renatus Education Overview and All Curriculum](#)
- [Renatus IOS](#) (30 Min Overview)
- [Renatus IOS – Sourcing Deals](#) (1.5 Hours – Detailed Usage)

## IX. IMPORTANT UPCOMING EVENTS:

### (Central Florida / Orlando) –

- Every Wed Evening 7pm Central Florida Corporate Introduction Meetings
  - (Holds 50+ People)
- Super Saturday Training (Simulcast from Chicago)
  - Jon O’Neal Building Your Business July 8th (10am – 6pm EST)
- Real Estate Intensive (Simulcast from Chicago)
  - Chris Wilson Wholesale July 22<sup>nd</sup> (10am – 6pm EST)

### (Chicago) –

- Super Saturday Training Jon O’Neal Building Your Business July 8<sup>th</sup> (9am – 5pm CST)
- Real Estate Intensive Chris Wilson Wholesale July 22<sup>nd</sup> (9am – 5pm CST)

## X. HISTORIC GREATNESS – IMA TRAINING (MUST HEAR / SEE for ALL IMAs)

### IMA TRAINING (CATEGORIZED): (DO NOT SEND TO CANDIDATES)

#### GETTING STARTED:

TRAINING	Scott Rowe	Mash the Gas
030917	<a href="#">IMPACT/Hugh Zaretsky</a>	<a href="#">Spring Training – Get in the GAME!!!</a>
011717	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Showcase Possibilities &amp; Results – Showing Value</a>
060517	<a href="#">IMPACT/Scooty</a>	<a href="#">Selling Exposures (CRP &amp; SSs) – Powerful (New &amp; Old Markets)</a>
061917	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Sell what THEY could be doing! - (Top 10 IMPACT of All Time)</a>
051717	<a href="#">IMPACT/Mike Adams</a>	<a href="#">TAPP System Part I</a>
052417	<a href="#">IMPACT/Mike Adams</a>	<a href="#">TAPP Part II - #1 Pain Point of IMA’s &amp; Predictable Flow of Leads</a>
053117	<a href="#">IMPACT/Mike Adams</a>	<a href="#">TAPP Part III</a>



**LEAD GENERATION:**

<a href="#">053017</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Email Ad to send out to potential email lists.</a>
<a href="#">060117</a>	<a href="#">IMPACT/JC Williams</a>	<a href="#">Massive NEW LEAD Generation System - Restaurant Table Tents</a>
<a href="#">061517</a>	<a href="#">IMPACT/Christion Sadler</a>	<a href="#">Maximizing Facebook for Referrals Pt. 1</a>
<a href="#">062217</a>	<a href="#">IMPACT/Christion Sadler</a>	<a href="#">Maximizing Facebook for Referrals Pt. 2</a>

**MANAGING BUSINESS:**

<a href="#">022817</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">How-To: Meetings – Setting up &amp; Managing</a>
<a href="#">031517</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Attitude Meeting – Self Awareness – OWN ALL RESULTS</a>
<a href="#">041817</a>	<a href="#">IMPACT/Scooty</a>	<a href="#">Complete Process – Selling Exposures (Not Renatus) – <b>Fantastic!!!</b></a>
<a href="#">051817</a>	<a href="#">IMPACT/Mike Huggins</a>	<a href="#">Rapid Fire Questions – Powerful for EVERYONE!!! – <b>Top 10!!!</b></a>
<a href="#">052517</a>	<a href="#">IMPACT/Jon O’Neal</a>	<a href="#">Fortune Favors the Bold! – <b>Intense Training</b></a>

**CLOSING:**

<a href="#">021317</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Closing – Part I</a>
<a href="#">021417</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Closing – Part II</a>
<a href="#">021517</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Closing – Part III</a>
<a href="#">041217</a>	<a href="#">IMPACT/Daniel &amp; Sam Kwak</a>	<a href="#">Illustrating R-IOS to Close Business – WOW!!! Powerful!!!</a>
<a href="#">060717</a>	<a href="#">IMPACT/Scooty</a>	<a href="#">Closing – Approach, Questions &amp; Objections</a>

**EVENT TRAINING:**

<a href="#">010917</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Cash Recovery Party Present</a>
<b>TRAINING</b>	<a href="#">Scott Rowe</a>	<a href="#">Cash Recovery Party – Step by Step</a>
<a href="#">041917</a>	<a href="#">IMPACT/Bobby T</a>	<a href="#">Executing Property Tours</a>
<a href="#">050117</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">How to Schedule and Promote Super Saturday (Including Simulcast)</a>
<a href="#">050217</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Running Super Saturday’s in Local Market (Including Simulcast) II</a>

**BUILDING NEW MARKETS:**

<a href="#">030617</a>	<a href="#">ScottRowe</a>	<a href="#">Austin Guests – Take Your Power Back (Launching a New Market)</a>
<b>TRAINING</b>	<a href="#">Scooty</a>	<a href="#">(Chi) Live Follow-Up: <b>(For Training ONLY – DO NOT SEND OUT)</b></a>
<b>TRAINING</b>	<a href="#">Jean Powers</a>	<a href="#">Team Re-Inspired – Develop a CLEAR Path for Building Your Team</a>

**MISCELLANEOUS TRAINING:**

<b>TRAINING</b>	<a href="#">Bill Oehme</a>	<a href="#">How to Recruit Realtors</a>
<b>TRAINING</b>	<a href="#">Bill Oehme</a>	<a href="#">Accelerated Debt Reduction – Velocity Banking - Strategy</a>

**BOB TIERNEY NOON-TIME CALLS (CATEGORIZED):**

Recordings #: (605) 475-4099 Access Key: 1007570# Ref#: SEE SHEET

<u>Call Ref#</u>	<u>Category</u>	<u>Topic Matter</u>
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**GETTING STARTED:**

<a href="#">1249</a>	<b>RE &amp; Mkting:</b>	<a href="#">Bridging the Gap – Getting Started in RE &amp; Marketing</a>	<b>(Must Hear – ALL IMAs)</b>
<a href="#">1271</a>	<b>RE &amp; Mkting:</b>	<a href="#">Marketing &amp; Real Estate – Generating Income Immediately</a>	<b>(GREAT for NEW Peeps)</b>
<a href="#">1200</a>	<b>Marketing Lvl 1:</b>	<a href="#">“Becoming a Good Question Asker”</a>	<b>(TOP 5 ALL TIME)</b>
<a href="#">1266</a>	<b>Marketing Lvl 1:</b>	<a href="#">3 Keys for Getting Started – GREAT Rookie Getting Started Meeting</a>	



- 1204 **Marketing Lvl 1:** Script and Roll Playing
- 1216 **Marketing Lvl 1:** Being Genuine and Authentic
- 1217 **Marketing Lvl 1:** Being Genuine and Authentic (Cont.)
- 1238 **Marketing Lvl 1:** Qualification Process with Candidates – Recruiting Up/Finding Quality
- 1256 **Marketing Lvl 1:** Covering the Truth behind the Nouveau Riche Story
- 1295 **Marketing Lvl 1:** Roll Play Cold Calls for Mtg Brkers & RE Agents for Live Training – WOW!!!
- 1293 **Marketing Lvl 1:** Setting Appointments – Engaging with Candidate – POWERFUL!!!
- 1297 **Marketing Lvl 1:** Lead Generation **(Fantastic Level 1 Training)**

### MANAGING BUSINESS:

- 1181 **RE Training:** Setting Up Business & Getting Started with Business Credit
- 1225 **RE Training:** Deal with Probate Homes & Navigate the System
- 1234 **RE Training:** Wholesaling – Short Sales – Subject To – Stop Foreclosure
- 1245 **RE Training:** Speaking with Prospective Sellers (From Ad Response - Probate)
  
- 1221 **Marketing Lvl 2:** (CRP / Ads / Boat&CarShows / Stay@Home Moms!)
- 1241 **Marketing Lvl 2:** **Pers. Devlp:**– Become a Renatus Success – Time Management – Make a Decision
- 1246 **Marketing Lvl 2:** **Special Guest: Why Joined Renatus (IMPRESSIVE STANCE – MUST HEAR)**
- 1260 **Marketing Lvl 2:** **The Avatar – Learn how to Create Marketing Copy – (MUST HEAR!!!)**
- 1267 **Marketing Lvl 2:** Income Generating Activities – DON'T MISS the LAST 15Min – Roll Play! \*\*\*
- 1284 **Marketing Lvl 2:** **GUEST: Ben Velletta – 1 on 1 Conversations for Renatus – Roll Playing**

### CLOSING:

- 1274 **Marketing Lvl 2:** The Art of Overcoming Objections
- 1287 **Marketing Lvl 2:** **Closing Business – Make \$1M in Marketing – GOLDEN NUGGETS!!! (MUST HEAR!)**
- 1296 **Marketing Lvl 2:** Conversations After Workshop **(Top 10 Training/Roll Play – MUST HEAR!)**

### EVENT TRAINING:

- 1279 **Marketing Lvl 2:** **Building for Events – Open, Honest & Forthright - Outside the Box Marketing \*\*\***
- 1287 **Marketing Lvl 2:** **Closing Business – Make \$1M in Marketing – GOLDEN NUGGETS!!!**

### PERSONAL DEVELOPMENT:

- 1209 **Pers. Devlp:** Guest Speaker – “Raising Your Deserve Level”
- 1239 **Pers. Devlp:** Prospecting / Setting Goals / Inspiration **(TOP 5 ALL TIME)**
- 1250 **Pers. Devlp:** Special Guest – Authentic Self – Myth of Failure **(Must Hear – ALL IMAs)**
- 1258 **Pers. Devlp:** GUEST: Ben Velletta – Top 10 Traits of 7-Figure Earners
- 1278 **Pers. Devlp:** Like-Minded: Who do you want on your team? Dig-In & Decide! Inspire! – **POWER!!**
- 1285 **Pers. Devlp:** Struggling with Confidence – Immensely Important Call – **For EVERYONE!**
- 1292 **Pers. Devlp:** Share Vulnerability – “Strength in Humility” – Show Ratio to Invited Meetings  
*{Brian Meara Letter}*

## **XI. TED TALKS – INSPIRATION: (CFT Leadership Favorites) (5 – 20Min)**

### MARKETING / RE SALES TRAINING:

- |                         |  |                 |
|-------------------------|--|-----------------|
| <u>Jia Jiang:</u>       | <u>What I learned from 100 Days of Rejection</u> | <u>(15 Min)</u> |
| <u>Celeste Headlee:</u> | <u>10 Ways to have a Better Conversation</u>     | <u>(12 Min)</u> |



<a href="#">Julian Treasure:</a>	<a href="#">5 Ways to Listen Better</a>	<a href="#">(8 Min)</a>
<a href="#">Matt Cutts</a>	<a href="#">Try Something New for 30 Days</a>	<a href="#">(4 Min)</a>
<a href="#">Ok Go</a>	<a href="#">How to Find a Wonderful Idea</a>	<a href="#">(17 Min)</a>

## MOTIVATION:

<a href="#">Dan Pink:</a>	<a href="#">The Puzzle of Motivation</a>	<a href="#">(18 Min)</a>
<a href="#">Simon Sinek:</a>	<a href="#">How Great Leaders Inspire Action – The Golden Circle</a>	<a href="#">(18 Min)</a>
<a href="#">Ric Elias</a>	<a href="#">3 Things I Learned While My Plane CRASHED</a>	<a href="#">(5 Min)</a>
<a href="#">Joachim de Posada</a>	<a href="#">Don't Eat the Marshmallow</a>	<a href="#">(6 Min)</a>
<a href="#">Drew Dudley</a>	<a href="#">Everyday Leadership</a>	<a href="#">(6 Min)</a>
<a href="#">Kelly McGonigal</a>	<a href="#">How to Make Stress Your Friend</a>	<a href="#">(14 Min)</a>
<a href="#">TEDxSF Mel Robins:</a>	<a href="#">How to stop screwing yourself over!</a>	<a href="#">(21Min)</a>
<a href="#">Sarah Lewis</a>	<a href="#">Embrace the Near Win! – Mastery</a>	<a href="#">(11Min)</a>

[It's Not about the Nail](#) - Provided by **Woody Woodward** – **Hilarious & Poignant**

*Moral: Listen, Seeking Validation and Don't Pre-judge the Problem*

Talks to watch for **Speaking Ideas & Techniques**: **Designed for Renatus Presenters to IMPROVE**:  
{i.e. Tuttle's Favorite Talks for public speaking}

<a href="#">Chris Anderson</a>	<a href="#">TED's Secret to Great Public Speaking</a>	<a href="#">(8 Min)</a>
<a href="#">Ken Robinson</a>	<a href="#">How to Escape Education's Death Valley</a>	<a href="#">(19 Min)</a>
<a href="#">Casey Brown</a>	<a href="#">Know your worth, and then ask for it</a>	<a href="#">(8 Min)</a>

## XII. **SUCCESS MEETINGS** (Great for Candidates): **(Ron Inman Webinars)**

<b>Name</b>	<b>Topic</b>
<a href="#">Valentia Alleyne</a>	Realtor to Attorney to Investor/REI Income passes Attorney Income – Raised \$570K for deal
<a href="#">Allison Palmgren</a>	REI Income creates profits greater than many people's annual
<a href="#">Nitza &amp; Roland Correa</a>	Member of the LIT (Leadership In Training) – Story, Deals, Education benefit pre-Renatus
<a href="#">Jacob Roberts</a>	Special Ed Teacher – 1 <sup>st</sup> Deal \$75K Profit using OPM (Other Peoples' Money) – Proud Man!!!
<a href="#">Jim Homes &amp; Debbie Worthington</a>	1 <sup>st</sup> RE Deal w/in 1 Mo. – Jim SKEPTICAL at first. Helping People facing Foreclosure.
<a href="#">Mellanie Joy</a>	Once started with Renatus – Payed of \$34K Debt within 10 Months using Education
<a href="#">Martin Potter</a>	26 Yr. Old – Made \$40K on 1 <sup>st</sup> Deal – Love
<a href="#">Celest Secrist</a>	Turned Trials to Triumph – Over \$100K coming automatically
<a href="#">JC &amp; Linda Williams</a>	Pre-Renatus REIs – Got Renatus Education – Turned into Multi-Mill Develop Project
<a href="#">Drew Williams</a>	1 Yr w/ Renatus – 3 <sup>rd</sup> F&F + Rental Income + Marketing Income ***
<a href="#">Bill Oehme</a>	<b>Cash Flow King - !!!!</b> How to build cash-flow – new car for life
<a href="#">Doug Norton</a>	<b>Pre-Auction Property Lists (MASSIVE INFORMATION – BENEFIT FOR EVERYONE) ***</b>
<a href="#">Brian &amp; Wendy Bullock</a>	3 Deals – Multi-Fam – <b>Over \$1M Profit</b> – Used ALL Courses – Investor Capital ***
<a href="#">Maria Streeter</a>	(Miami, FL) – Reengaged – Velocity Banking – Mortgage Background
<a href="#">Stephen Quinn</a>	1 Yr. in Business – 2 Great Deals
<a href="#">Dr. Nate Lambert</a>	Next Level Investing / 4 Buckets of Wealth <b>(TOP 10 – FOR SURE!) ***</b>
<a href="#">Dr. G. Lawrence</a>	Starting over at 64 – Made \$1M in Renatus



**XIII. FOUNDEES WEBINARS:**

***(Bob Snyder Webinars)***

061516	FOUNDERS	Bob Snyder	James Wortman – College Student
042417	FOUNDERS	Bob Snyder	Chris White & Michael Huggins – <b>Top 10 Founder's EVER!!!</b>
050117	FOUNDERS	Bob Snyder	Mitch Nelson – Ideal Sales Environment
052217	FOUNDERS	Bob Snyder	Megan Christensen – Analyzing Business Credit



Hello CF Team (& National Members), **WHAT IS THE WEP?**

Welcome to **ALL NEW MEMBERS** who have just subscribed to CFT'S **Weekly Empowerment Proclamation** (WEP). This periodical is designed specifically for your benefit in order to help you become more efficient with your business; whether your community commitment is F/T, or you're working toward that objective until you fire your boss.

**Empowerment:** *The capacity of individuals to take control of their circumstances to achieve their goals through the exercise of power born from an ongoing educational process.*

**Proclamation:** *An official announcement dealing with a matter of great importance.*

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**Objective:** Decipher, Determine and Disseminate powerful pieces of intellectual capital from both, the national community and publicly revered sources, for the sole purpose of sparking inspiration.

**Goal:** Continually empower others through providing intellectual tools specifically developed for the betterment of the team as a whole.

**Strategy:** **Finding the Forest through the Trees:** *(How to drink from a Fire-Hose)*  
Deliver & share 'sole-purpose' intellectual capital which provides clarity of direction toward the common goal.

**TIME & COMMITMENT:**

CFT's commitment to the Objective, Goal and Strategy listed above will help you find the time for self-improvement as you turn your car, gym, bedroom, pool deck or even the lawn mower into your personal and business development space. **THE ONLY COMMODITY IN THE WORLD WHICH CANNOT EXPAND, IS TIME!** Hence, you must be efficient with what you are given.

**SUGGESTIONS: (Thoughts for Improvement)**

The Leadership Team is always looking for **suggestions** to help ensure the success of ALL our community members; locally or nationally. This is for you, so your "Call to action" is to send us comments on how to improve **The WEP!**

