

## 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:** [Re-Invent: – Never Too Late](#)

### I. Weekly Comment & Quote:

I realize that I'm breaking tradition today, as this intro normally stems from an event on this day in history. But considering the situation – a historic milestone event – I felt it apropos to switch things up just this once.

The story begins on May 6<sup>th</sup> 1954 with a 25-year-old medical student, Roger Bannister, who accomplished what was once thought impossible. You may not know him for his name, but you are most certainly aware of the event; the first time a human ran a mile in less than 4 minutes.

Conversely, what people might not know, is that for two long years before accomplishing this amazing feat, Bannister researched the mechanics of running and trained using new systems he leveraged in new ways and again further developed for himself. In the beginning, many thought it was a human physiology abnormality which allowed this to occur. But truth be told – or better said, when the dust settled – it was sheer dedication to the process and delving into the interworking's of accomplishing this task which eventually fostered the result, almost as if it was inevitable.

**Sheer Dedication to Process and Continual Improvement!**

Our friend, college and family member, **Dr. Nate Lambert** did just that; implemented sheer dedication to the process as he accomplished the Renatus proverbial 1-Min Mile! (\$100,000 in a single month for helping enroll students).

Not to take anything away from Nate's background or intelligence, let me be perfectly clear when I say this... akin to Bannister, Nate dedicated himself to not only the process, but improving it to fit his own personality, style and ambitions. He took what is here for all of us and dedicated 20-months to delving into the interworking's of the training and leveraging what is present. We can all take a page from the books of both Bannister and Lambert!

*Hats off my Friend.... A True Inspiration!!!*



**Quote:** “Every morning in Africa a gazelle wakes up. It knows it must move faster than the lion or it will not survive. Every morning a lion wakes up and it knows it must move faster than the gazelle or it will starve. It doesn't matter if you are the lion or the gazelle, when the sun comes up, you better be moving.”

— Roger Bannister

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

Collective Management (Kevin Tuttle) Website:

<https://www.cmorl.com>

Re-Inspired Team Clubhouse Website: (Jean Powers – PAC Only)

[www.reinspiredteam.com](http://www.reinspiredteam.com)

CFT (Central Florida Team) Facebook:

Email [ktuttle@cmorl.com](mailto:ktuttle@cmorl.com) for invite

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

Replay... but GREAT... “This is a MUST SEE and potentially the **funniest** 15 min you’ll spend this weekend!”

[Jia Jiang: What I learned from 100 Days of Rejection \(15 Min\)](#)

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

<u>Date</u>	<u>Meeting</u>	<u>Host</u>	<u>Topic/Guest</u>
070517	IMPACT	Mike Adams	Attitude, Commitment, Execution – Ridding Self Doubt!!!
070617	IMPACT	Jon O’Neal	Velocity Banking – A Closing Tool

([www.epicplanwebinar.com](http://www.epicplanwebinar.com))

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

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

<u>Date</u>	<u>Call Ref#</u>	<u>Topic Matter</u>
070617	1306	Keep It Simple Stu__d!!! - Create a New Blame List!

## 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) (Copy & Paste)



Chicago's ESS & Fix & Flip Study Groups are starting this week.

Registration: [www.3030studygroups.info](http://www.3030studygroups.info)

**VII. MARKETING DOCUMENTS:**

[Renatus IOS Flyer](#)

[Cash Recovery Party Deck/Presentation \(Scooty\)](#)

**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)
- 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](#) [IMPACT/Hugh Zaretsky](#) [Spring Training – Get in the GAME!!!](#)



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

#### LEVEL 2 TRAINING (L2T) – PRESENTERS:

<a href="#">062617</a>	<a href="#">IMPACT</a>	<a href="#">Scooty</a>	<a href="#">Putting The Pieces Together</a>
<a href="#">062717</a>	<a href="#">IMPACT</a>	<a href="#">Scooty</a>	<a href="#">Live Intro Meeting Training – (L2T) <b>(Presenters Must See)</b></a>
<a href="#">062817</a>	<a href="#">IMPACT</a>	<a href="#">Scooty</a>	<a href="#">Intro Train#2 – Nate's FB – Crash Proof (L2T) <b>(Presenters Must See)</b></a>

#### ADDITIONAL (TOPIC SPECIFIC) 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>





**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:**

<a href="#">Jia Jiang:</a>	<a href="#">What I learned from 100 Days of Rejection</a>	<a href="#">(15 Min)</a>
<a href="#">Celeste Headlee:</a>	<a href="#">10 Ways to have a Better Conversation</a>	<a href="#">(12 Min)</a>
<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!!!



[Jim Homes & Debbie Worthington](#) 1<sup>st</sup> RE Deal w/in 1 Mo. – Jim SKEPTICAL at first. Helping People facing Foreclosure.  
[Mellanie Joy](#) Once started with Renatus – Payed of \$34K Debt within 10 Months using Education  
[Martin Potter](#) 26 Yr. Old – Made \$40K on 1<sup>st</sup> Deal – Love  
[Celest Secrist](#) Turned Trials to Triumph – Over \$100K coming automatically  
[JC & Linda Williams](#) Pre-Renatus REIs – Got Renatus Education – Turned into Multi-Mill Develop Project  
[Drew Williams](#) 1 Yr w/ Renatus – 3<sup>rd</sup> F&F + Rental Income + Marketing Income \*\*\*  
[Bill Oehme](#) **Cash Flow King - !!!!** How to build cash-flow – new car for life  
[Doug Norton](#) **Pre-Auction Property Lists (MASSIVE INFORMATION – BENEFIT FOR EVERYONE) \*\*\***  
[Brian & Wendy Bullock](#) 3 Deals – Multi-Fam – **Over \$1M Profit** – Used ALL Courses – Investor Capital \*\*\*  
[Maria Streeter](#) (Miami, FL) – Reengaged – Velocity Banking – Mortgage Background  
[Stephen Quinn](#) 1 Yr. in Business – 2 Great Deals  
[Dr. Nate Lambert](#) Next Level Investing / 4 Buckets of Wealth **(TOP 10 – FOR SURE!) \*\*\***  
[Dr. G. Lawrence](#) Starting over at 64 – Made \$1M in Renatus

### **XIII. FOUNDERS 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



## WHAT IS 'THE WEP'?

Welcome **ALL NEW MEMBERS** who have just subscribed to *The Weekly Empowerment Proclamation* (WEP). This periodical is designed specifically for you! Its intent is 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.

### DEFINITIONS:

**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.*

**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!**

