

## 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:**     [Success: A Way of Life!](#)

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

49... the number of years past since today's topic. In giving kudos to my lovely wife's (April) home town, Atlanta, we have to discuss the one and only "Hank." 49 years ago today, Aaron hit his 500<sup>th</sup> home run. For some this might not be relevant, due to the fact it was merely a milestone, as he kept going for years to come. Nonetheless, milestones are important to not only the individual, but to show others that it CAN be done.

This past week one of our very own – Michael Huggins – crossed an extremely important milestone here at Renatus. He became the next member in a very elite, yet growing club; **The \$1,000,000.00 Enroll Students Club**. Michael has earned over \$1M since being with Renatus. Congratulations goes out to Michael H. !!!!

**Quote:**            *"No path is predetermined. We shall have many more experiences and pass many more MILESTONES!!! It is in the promise to oneself that we keep striving for the next milestone in which we feel alive."*

- UNKNOWN

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### 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:**

TED Amy Cuddy: Your Body Language May Shape Who You Are (21Min)

Suggested from Jon O’Neal (*I guess he is as addicted to TED Talks as I am*)

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

<u>Date</u>	<u>Meeting</u>	<u>Host</u>	<u>Topic/Guest</u>
071017	SUCCESS	Ron Inman	Ryan Dodge – Saved Family Home due to Renatus Ed
071317	IMPACT	Michael Huggins	Same Training – Why 10X the Revenue – Intensity!

**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>
071017	1307	Clarity on Commitment – 10 Invites to SSs can Make you a Millionaire
071217	1309	How to Refi Properties with Low Income – Being Bankable (30 Min)

**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.

Prerecorded Orientation:

**TEAM ELEVATE (Jon O’Neal, Sandy, UT) TRAINING / PRE-RECORDED**

- [Michael Huggins Debt Reduction](#)
- [Jon O’Neal’s 4 Pillars of Wealth](#)

**VII. MARKETING DOCUMENTS:**

[Renatus IOS Flyer](#)  
[Cash Recovery Party Presentation Deck \(Scooty\)](#)



**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/Rehab/Lease Opt. July 21<sup>st</sup> & 22<sup>nd</sup> Friday (7:30pm – 10pm EST) **BONUS**  
Saturday (10am – 6pm EST)

**(Chicago) –**

- Real Estate Intensive

**Chris Wilson** Wholesale/Rehab/Lease Opt. July 21<sup>st</sup> & 22<sup>nd</sup> Friday (6:30pm – 9pm) **BONUS**  
Saturday (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:

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

### MANAGING BUSINESS:

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

### CLOSING:

021317	IMPACT/Scott Rowe	Closing – Part I
021417	IMPACT/Scott Rowe	Closing – Part II
021517	IMPACT/Scott Rowe	Closing – Part III
041217	IMPACT/Daniel & Sam Kwak	Illustrating R-IOS to Close Business – WOW!!! Powerful!!!
060717	IMPACT/Scooty	Closing – Approach, Questions & Objections

### EVENT TRAINING:

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

### BUILDING NEW MARKETS:

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

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

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

### ADDITIONAL (TOPIC SPECIFIC) TRAINING:

<b>TRAINING</b>		Bill Oehme	How to Recruit Realtors
<b>TRAINING</b>		Bill Oehme	Accelerated Debt Reduction – Velocity Banking - Strategy
<b>TRAINING</b>	IMPACT	Jon O’Neal	Velocity Banking – A Closing Tool

**ELEVATE “4 Pillars of Wealth” MEETING...** ([www.epicplanwebinar.com](http://www.epicplanwebinar.com))



## 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>
<b>GETTING STARTED:</b>		
1249	<b>RE &amp; Mkting:</b>	Bridging the Gap – Getting Started in RE & Marketing <b>(Must Hear – ALL IMAs)</b>
1271	<b>RE &amp; Mkting:</b>	Marketing & Real Estate – Generating Income Immediately <b>(GREAT for NEW Peeps)</b>
1302	<b>RE &amp; Mkting:</b>	Understanding Your Plan – Making 1 <sup>st</sup> \$1M with Renuatus (The BHAG)
1266	<b>RE &amp; Mkting:</b>	3 Keys for Getting Started – GREAT Rookie Getting Started Meeting
1297	<b>Marketing Lvl 1:</b>	Lead Generation <b>(Fantastic Level 1 Training)</b>
1200	<b>Marketing Lvl 1:</b>	“Becoming a Good Question Asker” <b>(TOP 5 ALL TIME)</b>
1204	<b>Marketing Lvl 1:</b>	Script and Roll Playing
1216	<b>Marketing Lvl 1:</b>	Being Genuine and Authentic
1217	<b>Marketing Lvl 1:</b>	Being Genuine and Authentic (Cont.)
1238	<b>Marketing Lvl 1:</b>	Qualification Process with Candidates – Recruiting Up/Finding Quality
1295	<b>Marketing Lvl 1:</b>	Roll Play Cold Calls for Mtg Brkers & RE Agents for Live Training – WOW!!!
1293	<b>Marketing Lvl 1:</b>	Setting Appointments – Engaging with Candidate – POWERFUL!!!
1256	<b>Marketing Lvl 1:</b>	Covering the Truth behind the Nouveau Riche Story
<b>MANAGING BUSINESS:</b>		
1181	<b>RE Training:</b>	Setting Up Business & Getting Started with Business Credit
1225	<b>RE Training:</b>	Deal with Probate Homes & Navigate the System
1234	<b>RE Training:</b>	Wholesaling – Short Sales – Subject To – Stop Foreclosure
1245	<b>RE Training:</b>	Speaking with Prospective Sellers (From Ad Response - Probate)
1221	<b>Marketing Lvl 2:</b>	(CRP / Ads / Boat&CarShows / Stay@Home Moms!)
1241	<b>Marketing Lvl 2:</b>	Become a Renuatus Success – Time Management – Make a Decision
1246	<b>Marketing Lvl 2:</b>	<b>Special Guest: Why Joined Renuatus (IMPRESSIVE STANCE – MUST HEAR)</b>
1260	<b>Marketing Lvl 2:</b>	<b>The Avatar – Learn how to Create Marketing Copy – (MUST HEAR!!!)</b>
1267	<b>Marketing Lvl 2:</b>	Income Generating Activities – DON’T MISS the LAST 15Min – Roll Play! ***
1284	<b>Marketing Lvl 2:</b>	<b>GUEST: Ben Velletta – <u>1 on 1 Conversations</u> for Renuatus – Roll Playing</b>
<b>CLOSING:</b>		
1274	<b>Marketing Lvl 2:</b>	The Art of Overcoming Objections
1287	<b>Marketing Lvl 2:</b>	<b>Closing Business – Make \$1M in Marketing – GOLDEN NUGGETS!!! (MUST HEAR!)</b>
1296	<b>Marketing Lvl 2:</b>	Conversations After Workshop <b>(Top 10 Training/Roll Play – MUST HEAR!)</b>
<b>EVENT TRAINING:</b>		
1279	<b>Marketing Lvl 2:</b>	<b><u>Building for Events</u> – Open, Honest &amp; Forthright - Outside the Box Marketing ***</b>
1287	<b>Marketing Lvl 2:</b>	<b>Closing Business – Make \$1M in Marketing – GOLDEN NUGGETS!!!</b>
<b>PERSONAL DEVELOPMENT:</b>		
1209	<b>Pers. Devlp:</b>	Guest Speaker – “Raising Your Deserve Level”
1239	<b>Pers. Devlp:</b>	Prospecting / Setting Goals / Inspiration <b>(TOP 5 ALL TIME)</b>
1250	<b>Pers. Devlp:</b>	Special Guest – Authentic Self – Myth of Failure <b>(Must Hear – ALL IMAs)</b>



- 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!!!
<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





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!**

