

## 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:**     [Develop a Team of Leaders](#)

### 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:**

[Rise & Shine \(WAKE UP\)](#)     [30Min](#)

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

<u>Date</u>	<u>Meeting</u>	<u>Host</u>	<u>Topic/Guest</u>
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### 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>
08/09/17		Bobby T     Leadership Retreat Overview / Event Driven Business



**WOW !!!**

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

**NEW LOCATION IN CFT / ORLANDO -     570 N. Alafaya Trail, #104, Orlando FL 32828**

### VI.     **TRAINING +:**

Real Estate Group Coaching – Gavin McCaleb – Signup

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



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

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

**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)

**Cash Recovery Party Intro’s (5 Min Mark Kohler Previews)**

- [Kids on Payroll](#)
- [Why Real Estate](#)

**IX. BUILDING FOR EVENTS:**

**CENTRAL FLORIDA / ORLANDO –**

- Every Thursday Evening 7pm Central Florida Corporate Introduction Meetings
  - (Holds 90+ People)
- August 12<sup>th</sup>
  - SUPER SATURDAY Mitch Nelson (Simulcast from Chicago)
    - #2 Income Earner 2016 – Process & Success
- August 25<sup>th</sup> & 26<sup>th</sup>
  - REAL ESTATE INTENSIVE Renatus RE Coach - Gavin McCaleb
    - Getting your Real Estate Business off the Ground!!!
- September 22<sup>nd</sup> & 23<sup>rd</sup>
  - REAL ESTATE INTENSIVE Matt Sorenson
    - Self-Directed Investing



## CHICAGO –

- **August 12<sup>th</sup>**
  - SUPER SATURDAY **Mitch Nelson**
    - #2 Income Earner 2016 – Process & Success
  
- **August 25<sup>th</sup> & 26<sup>th</sup>**
  - REAL ESTATE INTENSIVE **Renatus RE Coach - Gavin McCaleb**
    - Getting your Real Estate Business off the Ground!!!
  
- **September 8 & 9<sup>th</sup>** **Build for Chicago Regional**
  
- **September 22<sup>nd</sup> & 23<sup>rd</sup>**
  - REAL ESTATE INTENSIVE **Matt Sorenson**
    - Self-Directed Investing

## ATLANTA –

- September 15 & 16<sup>th</sup>** **Build for Atlanta Regional**
- **NUMEROUS CFT Members are going – *Can You Say... “Road Trip!”***

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

#### LEAD GENERATION:

053017 IMPACT/Scott Rowe Email Ad to send out to potential email lists.



<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>
<a href="#">072717</a>	<a href="#">IMPACT/Nate Lambert</a>	<a href="#">Sell Yourself</a>
<a href="#">080117</a>	<a href="#">IMPACT/Tamara Book</a>	<a href="#">Local Networking – Capitalizing on Events</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>	
<b>TRAINING</b>	<a href="#">IMPACT</a>	<a href="#">Jon O’Neal</a>	<a href="#">Velocity Banking – A Closing Tool</a>

**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	RE & Mkting:	Bridging the Gap – Getting Started in RE & Marketing <b>(Must Hear – ALL IMAs)</b>
1271	RE & Mkting:	Marketing & Real Estate – Generating Income Immediately <b>(GREAT for NEW Peeps)</b>
1302	RE & Mkting:	Understanding Your Plan – Making 1 <sup>st</sup> \$1M with Renuatus (The BHAG)
1266	RE & Mkting:	3 Keys for Getting Started – GREAT Rookie Getting Started Meeting
1297	Marketing Lvl 1:	Lead Generation <b>(Fantastic Level 1 Training)</b>
1200	Marketing Lvl 1:	“Becoming a Good Question Asker” <b>(TOP 5 ALL TIME)</b>
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
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!!!
1256	Marketing Lvl 1:	Covering the Truth behind the Nouveau Riche Story
<b>MANAGING BUSINESS:</b>		
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:	Become a Renuatus Success – Time Management – Make a Decision
1246	Marketing Lvl 2:	<b>Special Guest: Why Joined Renuatus (IMPRESSIVE STANCE – MUST HEAR)</b>
1260	Marketing Lvl 2:	<b>The Avatar – Learn how to Create Marketing Copy – (MUST HEAR!!!)</b>
1267	Marketing Lvl 2:	Income Generating Activities – DON’T MISS the LAST 15Min – Roll Play! ***
1284	Marketing Lvl 2:	<b>GUEST: Ben Velletta – <u>1 on 1 Conversations</u> for Renuatus – Roll Playing</b>
<b>CLOSING:</b>		
1274	Marketing Lvl 2:	The Art of Overcoming Objections
1287	Marketing Lvl 2:	<b>Closing Business – Make \$1M in Marketing – GOLDEN NUGGETS!!! (MUST HEAR!)</b>
1296	Marketing Lvl 2:	Conversations After Workshop <b>(Top 10 Training/Roll Play – MUST HEAR!)</b>
<b>EVENT TRAINING:</b>		
1279	Marketing Lvl 2:	<b><u>Building for Events</u> – Open, Honest &amp; Forthright - Outside the Box Marketing ***</b>
1287	Marketing Lvl 2:	<b>Closing Business – Make \$1M in Marketing – GOLDEN NUGGETS!!!</b>
<b>PERSONAL DEVELOPMENT:</b>		
1209	Pers. Devlp:	Guest Speaker – “Raising Your Deserve Level”
1239	Pers. Devlp:	Prospecting / Setting Goals / Inspiration <b>(TOP 5 ALL TIME)</b>
1250	Pers. Devlp:	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}  
 1319 **Pers. Devlp:** Do NOT be a **‘VICTIM OF CIRCUMSTANCE’** (Dwennimmen – Symbol @ Top)

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

### **MARKETING / RE SALES TRAINING: (IMA’s in Training MUST SEE ALL)**

<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>
<u>Julian Treasure:</u>	<u>5 Ways to Listen Better</u>	<u>(8 Min)</u>
<u>Matt Cutts</u>	<u>Try Something New for 30 Days</u>	<u>(4 Min)</u>
<u>Amy Cuddy:</u>	<u>Your Body Language May Shape Who You Are</u>	<u>(21 Min)</u>
<u>Ok Go</u>	<u>How to Find a Wonderful Idea</u>	<u>(17 Min)</u>

### **MOTIVATION:**

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

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}

<u>Chris Anderson</u>	<u>TED’s Secret to Great Public Speaking</u>	<u>(8 Min)</u>
<u>Ken Robinson</u>	<u>How to Escape Education’s Death Valley</u>	<u>(19 Min)</u>
<u>Casey Brown</u>	<u>Know your worth, and then ask for it</u>	<u>(8 Min)</u>
<u>Bobby McFerrin</u>	<u>“World Science Festival” – Expectations &amp; Your Brain</u>	<u>(3 Min)</u>
<u>TJOP</u>	<u>Finding Your Live’s Purpose – Passion</u>	<u>(5Min)</u>

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

<b>Name</b>	<b>Topic</b>
<u>Valentia Alleyne</u>	Realtor to Attorney to Investor/REI Income passes Attorney Income – Raised \$570K for deal
<u>Allison Palmgren</u>	REI Income creates profits greater than many people’s annual
<u>Nitza &amp; Roland Correa</u>	Member of the LIT (Leadership In Training) – Story, Deals, Education benefit pre-Renatus



[Jacob Roberts](#) 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  
[Sam Kwak](#) Left College – Upset he Knew More than Professors – Due to Renatus Education  
[Mitch Nelson](#) Accelerating your Path for Income w/ Real Estate & Marketing – \*\*\* **POWERFUL !!!! Top 5**

**XIII. FOUNDER 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
071717	FOUNDERS	Bob Snyder	Dr. Nate Lambert – \$100K/Mo off FB & Giving Back – <b>Top 3 Ever!!!</b>

**XIV. REGIONALS SCHEDULE**

- IL REGIONALS - Chicago - Sept 8 & 9  
*Fri, September 8, 2017 9:00 AM - 5:00 PM*
- GA REGIONALS - Atlanta - Sept 15 & 16  
*Fri, September 15, 2017 9:00 AM - 5:00 PM*
- CA REGIONALS - Southern CA - Sept 22 & 23  
*Fri, September 22, 2017 9:00 AM - 5:00 PM*
- UT REGIONALS - Salt Lake City - Oct 6 & 7  
*Fri, October 6, 2017 9:00 AM - 5:00 PM*
- NY REGIONALS - New York City - Oct 13 & 14  
*Fri, October 13, 2017 9:00 AM - 5:00 PM*
- AZ REGIONALS - Scottsdale - Oct 27 & 28  
*Fri, October 27, 2017 9:00 AM - 5:00 PM*
- DC REGIONALS - Jersa-Delphia - Nov 3 & 4  
*Fri, November 3, 2017 9:00 AM - 5:00 PM*
- HI REGIONALS - Oahu - Nov 10 & 11  
*Fri, November 10, 2017 9:00 AM - 5:00 PM*



- CA REGIONALS - Sacramento - Nov 16 & 17 (Thurs/Fri)  
*Thu, November 16, 2017 9:00 AM - 5:00 PM*
- NATIONALS - Salt Lake City - March 22 - Train the Trainer  
*Thu, March 22, 2018 9:00 AM - 5:00 PM*
- 2018 NATIONAL Conference - Salt Lake City - March 23 & 24  
*Fri, March 23, 2018 9:00 AM - 5:00 PM*





## 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!**

