

DOUBLE WEEK - due to SE Regionals Last Week

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: 9/11 [Adaptability is Key!](#)
9/18 [Carpe Diem!](#)

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

CFT (Central Florida Team) Facebook:

Email ktuttle@cmorl.com for invite

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

[TED David Brooks Should you live for your Resume... or your Eulogy?](#)

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

Date	Meeting	Host	Topic/Guest
091217	IMPACT	Tamara Book	Closing – 3 Scripts to use with Confidence!
091817	IMPACT	Scott Rowe	Lvl 2 Training – Running Meetings!!!
091817	SUCCESS	Ron Inman	Ryan Dodge – Vet – Saved Family as Father had Stoke (Top 10)
092017	IMPACT	Mike Adams	Setting up a System – Must See for Newbies

WOW !!!

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

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

Date Call Ref# Topic Matter

COULDN'T MAKE BOB'S SCHEDULE THIS WEEK – MY APOLOGIES



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

V. **TRAINING +:**

Real Estate Group Coaching – Gavin McCaleb – Signup

www.renatuswebinar.com

Real Estate Group Coaching – Gavin McCaleb – Weekly Agenda:

webinardocs.com (Copy & Paste)

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

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

VI. **MARKETING DOCUMENTS:**

[Renatus IOS Flyer](#)

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

VII. **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](#)

VIII. **BUILDING FOR EVENTS:**

CENTRAL FLORIDA / ORLANDO –

- Every Thursday Evening 7pm Central Florida Corporate Introduction Meetings
 - (Holds 90+ People)

CHICAGO –

- September 22nd & 23rd
 - REAL ESTATE INTENSIVE **Matt Sorenson**
 - Self-Directed Investing



ATLANTA –

IX. 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! - (Top 10 IMPACT of All Time)
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
082317	IMPACT/Mike Adams	Ad Review – How to Create Ads (MUST SEE - POWERFUL)!!!!
092017	IMPACT/Mike Adams	Setting up a System – Must See for Newbies

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
072717	IMPACT/Nate Lambert	Sell Yourself
080117	IMPACT/Tamara Book	Local Networking – Capitalizing on Events

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) – Fantastic!!!
051817	IMPACT/Mike Huggins	Rapid Fire Questions – Powerful for EVERYONE!!! – Top 10!!!
052517	IMPACT/Jon O'Neal	Fortune Favors the Bold! – Intense Training

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
091217	IMPACT/Tamara Book	Closing – 3 Scripts to use with Confidence!

EVENT TRAINING:

010917	IMPACT/Scott Rowe	Cash Recovery Party Present
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TRAINING	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)
TRAINING	Scooty	(Chi) Live Follow-Up: (For Training ONLY – DO NOT SEND OUT)
TRAINING	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) (Presenters Must See)
062817	IMPACT	Scooty	Intro Train#2 – Nate's FB – Crash Proof (L2T) (Presenters Must See)
091817	IMPACT	Scooty	Lvl 2 Training – Running Meetings!!! (Leaders Must See)

ADDITIONAL (TOPIC SPECIFIC) TRAINING:

TRAINING	Bill Oehme	How to Recruit Realtors	
TRAINING	Bill Oehme	Accelerated Debt Reduction – Velocity Banking - Strategy	
TRAINING	IMPACT	Jon O'Neal	Velocity Banking – A Closing Tool

ELEVATE “4 Pillars of Wealth” MEETING... (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>
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GETTING STARTED:

1249	RE & Mkting:	Bridging the Gap – Getting Started in RE & Marketing	(Must Hear – ALL IMAs)
1271	RE & Mkting:	Marketing & Real Estate – Generating Income Immediately	(GREAT for NEW Peeps)
1302	RE & Mkting:	Understanding Your Plan – Making 1st \$1M with Renatus (The BHAG)	
1266	RE & Mkting:	3 Keys for Getting Started – GREAT Rookie Getting Started Meeting	
1333	RE & Mkting:	Communication w/ Prospects - Stop Trying to Sell; Start Building Friends	(Roll Play) *
1297	Marketing Lvl 1:	Lead Generation	(Fantastic Level 1 Training)
1200	Marketing Lvl 1:	“Becoming a Good Question Asker”	(TOP 5 ALL TIME)
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	

MANAGING BUSINESS:

1181	RE Training:	Setting Up Business & Getting Started with Business Credit
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- 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)
- 1323 **RE Training:** RE: Wholesaling Techniques – (Rookie vs. Experienced) – **GREAT RE MEETING**
- 1334 **RE Training:** RE: New Live [Example of Buying w/out Cash](#) | Renatus Business Cadence
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- 1221 **Marketing Lvl 2:** (CRP / Ads / Boat&CarShows / Stay@Home Moms!)
- 1241 **Marketing Lvl 2:** Become a Renatus Success – Time Management – Make a Decision
- 1246 **Marketing Lvl 2:** **Special Guest: Why Joined Renatus (IMPRESSIVE STANCE – MUST HEAR)**
- 1259 **Marketing Lvl 2:** **The CREATION OF YOUR AVATAR..... MUST HAVE TRAINING!**
- 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
- 1327 **Marketing Lvl 2:** **Skeptical Letter – Communicating with Top Candidates - TOP 5 CALL EVER!!!!**

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}
- 1319 **Pers. Devlp:** Do NOT be a **‘VICTIM OF CIRCUMSTANCE’** (Dwennimmen – Symbol @ Top)

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

MARKETING / RE SALES TRAINING: (IMA's in Training MUST SEE ALL)

Jia Jiang:	What I learned from 100 Days of Rejection	(15 Min)
Celeste Headlee:	10 Ways to have a Better Conversation	(12 Min)
Julian Treasure:	5 Ways to Listen Better	(8 Min)
Matt Cutts	Try Something New for 30 Days	(4 Min)
Amy Cuddy:	Your Body Language May Shape Who You Are	(21 Min)
Ok Go	How to Find a Wonderful Idea	(17 Min)

MOTIVATION:

Dan Pink:	The Puzzle of Motivation	(18 Min)
Simon Sinek:	How Great Leaders Inspire Action – The Golden Circle	(18 Min)



Ric Elias	3 Things I Learned While My Plane CRASHED	(5 Min)
Joachim de Posada	Don't Eat the Marshmallow	(6 Min)
Drew Dudley	Everyday Leadership	(6 Min)
Kelly McGonigal	How to Make Stress Your Friend	(14 Min)
TEDxSF Mel Robins:	How to stop screwing yourself over!	(21Min)
Sarah Lewis	Embrace the Near Win! – Mastery	(11Min)
Tony Robbins	Why we do what we do	(21Min)
Tim Harford	How Frustration Can Make Us More Creative	(15Min)

[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}

Chris Anderson	TED's Secret to Great Public Speaking	(8 Min)
Ken Robinson	How to Escape Education's Death Valley	(19 Min)
Casey Brown	Know your worth, and then ask for it	(8 Min)
Bobby McFerrin	"World Science Festival" – Expectations & Your Brain	(3 Min)
TJOP	Finding Your Live's Purpose – Passion	(5Min)
Rise & Shine (WAKE UP)		30Min

XI. SUCCESS MEETINGS (Great for Candidates): (Ron Inman Webinars)

Name	Topic
Valentia Alleyne	Realtor to Attorney to Investor/REI Income passes Attorney Income – Raised \$570K for deal
Allison Palmgren	REI Income creates profits greater than many people's annual
Nitza & Roland Correa	Member of the LIT (Leadership In Training) – Story, Deals, Education benefit pre-Renatus
Jacob Roberts	Special Ed Teacher – 1 st Deal \$75K Profit using OPM (Other Peoples' Money) – Proud Man!!!
Jim Homes & Debbie Worthington	1 st 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 st 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 rd 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
Ryan Dodge	Army Vet – Saved Family as Father Had Stroke – GREAT STORY!



XII. **FOUNDERS WEBINARS:**

(Bob Snyder Webinars)

061516	FOUNDERS	Bob Snyder	James Wortman – College Student
042417	FOUNDERS	Bob Snyder	Chris White & Michael Huggins – Top 10 Founder's EVER!!!
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 – Top 3 Ever!!!

XIII. **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!**

