

The WEP – Weekly Empowerment Proclamation

The Ultimate Tool-Box for Inspiration

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: *CF/ORL 'Team Commitment'* Regional Director

*“YOU NEED A COMMITMENT STRATEGY,
NOT
AN EXIT STRATEGY!”*

Tuttle's Weekly Inspiration Link: [It ALL Matters!!!](#)

CF/ORL Team Commitment: LINKS FOR YOU !!!

Re-Inspired Team Clubhouse Website: ***(Jean Powers – PAC Only)*** www.reinspiredteam.com

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

Inspiration: [The Wave of Recovery](#)

II. POWERFUL INSPIRATION & TRAINING MEETINGS OF THE WEEK:

<u>Date</u>	<u>Meeting</u>	<u>Host</u>	<u>Topic/Guest</u>
102317	SUCCESS	Ron Inman	Christion Sadler – From Steelworker to RE Investor
102517	IMPACT	Mike Adams	Off the Mat Training.... GREAT for Everyone!!!

III. 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>
-------------	------------------	---------------------



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:

[4th Q Tuesday Schedule](#)

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)

Mark Kohler Sharable Items:

- **Cash Recovery Party Intro’s (5 Min Mark Kohler Previews)**
 - [Kids on Payroll](#)
 - [Why Real Estate](#)
- **Business Info for New Business Owners**
 - [What Address to Use for Your Business](#)
 - [The Difference Between an LLC and an S-Corp](#)

VIII. **BUILDING FOR EVENTS:**

CENTRAL FLORIDA / ORLANDO –

- **Every Thursday Evening 7pm** Central Florida Corporate Introduction Meetings
 - **(Holds 90+ People)**
- **Real Estate Intensive: November 18th** Mr. Darren Davis
 - Fix & Flip
- **Real Estate Intensive: December 9th** Mr. Eric Counts & Megan Christensen
 - Credit Management / Business Credit



CHICAGO –

- **Real Estate Intensive:** **November 18th** **Mr. Darrin Davis**
 - Fix & Flip
- **Real Estate Intensive:** **December 9th** **Mr. Eric Counts & Megan Christensen**
 - Credit Management / Business Credit

IX. HISTORIC GREATNESS – IMA TRAINING *(MUST HEAR / SEE for ALL IMAs)*

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

GETTING STARTED:

Initial Startup

	Scott Rowe	Mash the Gas (In Onboarding/Bootcamp)
092017	IMPACT/Mike Adams	Setting up a System – Must See for Newbies
030917	IMPACT/Hugh Zaretsky	Spring Training – Get in the GAME!!!

Selling

011717	IMPACT/Scott Rowe	Showcase Possibilities & Results – Showing Value
061917	IMPACT/Scott Rowe	Sell what THEY could be doing! - (Top 10 IMPACT of All Time)
060517	IMPACT/Scooty	Selling Exposures (CRP & SSs) – Powerful (New & Old Markets)

Text & Call Scripts

092517	IMPACT/Scott Rowe	Text & Call Scrips (Great for Rookies)
------------------------	-----------------------------------	---

Series Training

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
092617	IMPACT/Sam Kwak	Marketing – Best Practices: Session 1 of 3: Lead Funnel System
100317	IMPACT/Sam Kwak	Session 2 of 3: Using IOS for RE and Marketing
101017	IMPACT/Sam Kwak	Session 3 of 3 Series – Q&A – GREAT Session!!!

LEAD GENERATION:

Ads

082317	IMPACT/Mike Adams	Ad Review – How to Create Ads (MUST SEE - POWERFUL)!!!!
053017	IMPACT/Scott Rowe	Email Ad to send out to potential email lists.

Facebook



061517	IMPACT/Christian Sadler	Maximizing Facebook for Referrals Pt. 1
062217	IMPACT/Christian Sadler	Maximizing Facebook for Referrals Pt. 2
072717	IMPACT/Nate Lambert	Sell Yourself

Outside the Box

060117	IMPACT/JC Williams	Massive NEW LEAD Generation System - Restaurant Table Tents
------------------------	------------------------------------	---

Networking Events

080117	IMPACT/Tamara Book	Local Networking – Capitalizing on Events
------------------------	------------------------------------	---

MANAGING BUSINESS:

Mindset

031517	IMPACT/Scott Rowe	Attitude Meeting – Self Awareness – OWN ALL RESULTS
052517	IMPACT/Jon O’Neal	Fortune Favors the Bold! – Intense Training
041817	IMPACT/Scooty	Complete Process – Selling Exposures (Not Renatus) – Fantastic!!!
051817	IMPACT/Mike Huggins	Rapid Fire Questions – Powerful for EVERYONE!!! – Top 10!!!

CLOSING:

060717	IMPACT/Scooty	Closing – Approach, Questions & Objections
------------------------	-------------------------------	--

Closing Series

021317	IMPACT/Scott Rowe	Closing – Part I
021417	IMPACT/Scott Rowe	Closing – Part II
021517	IMPACT/Scott Rowe	Closing – Part III

IOS Closing

041217	IMPACT/Daniel & Sam Kwak	Illustrating R-IOs to Close Business – WOW!!! Powerful!!!
------------------------	--	---

Closing Scripts

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

EVENT TRAINING: *(Advanced Training – 5* ONLY)*

How To

022817	IMPACT/Scott Rowe	How-To: Meetings – Setting up & Managing
091817	IMPACT Scooty	Lvl 2 Training – Running Meetings!!! (Leaders Must See)

CRP

010917	IMPACT/Scott Rowe	Cash Recovery Party Present
TRAINING	Scott Rowe	Cash Recovery Party – Step by Step

Property Tours

041917	IMPACT/Bobby T	Executing Property Tours
------------------------	--------------------------------	--

Super Saturdays

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: (Advanced Training – 5* ONLY)
Building Your Team

TRAINING [Jean Powers](#) [Team Re-Inspired – Develop a CLEAR Path for Building Your Team](#)
Bobby T Call 1356 [Building New Markets – Focus on Leverage & Helping Others get 5*](#)

Launching

030617 [ScottRowe](#) [Austin Guests – Take Your Power Back \(Launching a New Market\)](#)

Live Follow-Up

TRAINING [Scooty](#) [\(Chi\) Live Follow-Up: \(For Training ONLY – DO NOT SEND OUT\)](#)

LEVEL 2 TRAINING (L2T) – PRESENTERS:

062617 [IMPACT](#) [Scooty](#) [Putting The Pieces Together](#)

Intro Training

062717 [IMPACT](#) [Scooty](#) [Live Intro Meeting Training – \(L2T\) \(Presenters Must See\)](#)
 062817 [IMPACT](#) [Scooty](#) [Intro Train#2 – Nate’s FB – Crash Proof \(L2T\) \(Presenters Must See\)](#)

TOPIC SPECIFIC TRAINING:
Recruiting Realtors

TRAINING [Bill Oehme](#) [How to Recruit Realtors](#)
Bobby T Call 1295 [Roll Play Cold Calls for Mtg Brkers & RE Agents for Live Training – WOW!!!](#)

Velocity Banking

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>
------------------	-----------------	---------------------

GETTING STARTED:
MUST Begin Here

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 1 st \$1M with Renatus (The BHAG)
1266	RE & Mkting:	3 Keys for Getting Started – GREAT Rookie Getting Started Meeting
1246	Marketing Lvl 1:	Special Guest: Why Joined Renatus (IMPRESSIVE STANCE – MUST HEAR)
1256	Marketing Lvl 1:	Covering the Truth behind the Nouveau Riche Story



Conversation Preparation

- 1216 **Marketing Lvl 1:** Being Genuine and Authentic
- 1217 **Marketing Lvl 1:** Being Genuine and Authentic (Cont.)
- 1200 **Marketing Lvl 1:** "Becoming a Good Question Asker" **(TOP 5 ALL TIME)**
- 1333 **RE & Mktg:** Communication w/ Prospects - Stop Trying to Sell; Start Building Friends **(Roll Play) ***

Script & Roll Playing

- 1204 **Marketing Lvl 1:** Script and Roll Playing
- 1293 **Marketing Lvl 1:** Setting Appointments – Engaging with Candidate – POWERFUL!!!
- 1238 **Marketing Lvl 1:** Qualification Process with Candidates – Recruiting Up/Finding Quality

Leads

- 1297 **Marketing Lvl 1:** Lead Generation **(Fantastic Level 1 Training)**
- 1221 **Marketing Lvl 2:** Advanced Leads (CRP / Ads / Boat & Car Shows / Stay @Home Moms!)

MANAGING BUSINESS:

REAL ESTATE

- 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
- 1351 **RE Training:** RE: Converting Rentals to Vacation Rentals (Air B&B) – **BEST RE CALL EVER!!!**
- 1355 **RE Training:** **RE: How to Analyze a Potential Deal – Real Live Example (Must DO Training)**
- 1258 **RE Training:** RE: Money for RE Financing – Best areas to find

Real Estate Conversations

- 1245 **RE Training:** Speaking with Prospective Sellers (From Ad Response - Probate)
- 1323 **RE Training:** Wholesaling Techniques – (Rookie vs. Experienced) – GREAT RE MEETING
- 1334 **RE Training:** Buying w/out Cash - New Live Example | Renatus Business Cadence

Advance Marketing Training / Communication

- 1241 **Marketing Lvl 2:** Time Management – Become a Renatus Success – Make a Decision
- 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!!!!**

Avatar

- 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!!!)**

CLOSING:

- 1274 **Marketing Lvl 2:** The Art of Overcoming Objections
- 1287 **Marketing Lvl 2:** **Closing Business – Make \$1M in Marketing – GOLDEN NUGGETS!!! (MUST HEAR!)**

EVENT TRAINING:

- 1279 **Marketing Lvl 2:** **Building for Events** – Open, Honest & Fortright - Outside the Box Marketing ***
- 1296 **Marketing Lvl 2:** Conversations After Workshop **(Top 10 Training/Roll Play – MUST HEAR!)**



PERSONAL DEVELOPMENT:

- 1239 **Pers. Devlp:** Prospecting / Setting Goals / Inspiration **(TOP 5 ALL TIME)**
 1319 **Pers. Devlp:** Do NOT be a **'VICTIM OF CIRCUMSTANCE'**
 1347 **Pers. Devlp:** What's Holding You Back from Success

DWENNIMMEN – Symbol at Top of The WEP

- 1250 **Pers. Devlp:** Special Guest – Authentic Self – Myth of Failure **(Must Hear – ALL IMAs)**
 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} -

Guest Hosts

- 1209 **Pers. Devlp:** Guest Speaker – “Raising Your Deserve Level”
 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!!**

X. TED TALKS – INSPIRATION: (CFT Leadership Favorites) (5 – 20Min)
MARKETING / RE SALES TRAINING: (IMA's in Training MUST SEE ALL)

Celeste Headlee:	10 Ways to have a Better Conversation	(12 Min)
Julian Treasure:	5 Ways to Listen Better	(8 Min)
YouTube	The Power of Words	(2 Min)
Amy Cuddy:	Your Body Language May Shape Who You Are	(21 Min)

Mindset

YouTube	Mindset is EVERYTHING!!	(17 Min)***
YouTube	COMMITMENT	(3 Min)***
Will Smith	Don't Setout to Build a Wall!!!	(4 Min)

Rejection

Jia Jiang:	What I learned from 100 Days of Rejection	(15 Min)***
------------	---	-------------

Time Management

Laura Vanderkam:	How to Gain Control of Your Free Time	(11 Min)
Ok Go	How to Find a Wonderful Idea	(17 Min)

MOTIVATION:

Dan Pink:	The Puzzle of Motivation	(18 Min)
Tony Robbins	Why we do what we do	(21Min)
TJOP	Finding Your Live's Purpose – Passion	(5Min)
Rise & Shine (WAKE UP)		(30 Min)
PROVE THEM WRONG!!!		(6 Min)
Be Great, Powerful Beyond Measure		(4 Min)



Commitment

Tony Robins	Burn the F*cking Boats	(4 Min)
Ric Elias	3 Things I Learned While My Plane CRASHED	(5 Min)
Matt Cutts	Try Something New for 30 Days	(4 Min)

Leadership

Simon Sinek:	How Great Leaders Inspire Action – The Golden Circle	(18 Min)
Drew Dudley	Everyday Leadership	(6 Min)

Understanding

[It's Not about the Nail](#) - **Provided by Woody Woodward – Hilarious & Poignant**
Moral: Listen, Seeking Validation and Don't Pre-judge the Problem

Mental Challenges

Kelly McGonigal	How to Make Stress Your Friend	(14 Min)
Tim Harford	How Frustration Can Make Us More Creative	(15Min)
TEDxSF Mel Robins:	How to stop screwing yourself over!	(21Min)

Failure

Sarah Lewis	Embrace the Near Win! – Mastery	(11Min)
-----------------------------	---	-------------------------

Fun

Joachim de Posada	Don't Eat the Marshmallow	(6 Min)
-----------------------------------	---	-------------------------

PRESENTERS: Talks to watch for Speaking Ideas & Techniques: (ADVANCED)

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)

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

<u>Name</u>	<u>Topic</u>
RE Income	
Allison Palmgren	REI Income creates profits greater than many people's annual
Bill Oehme	Cash Flow King - !!!! How to build cash-flow – new car for life
Brian & Wendy Bullock	3 Deals – Multi-Fam – Over \$1M Profit – Used ALL Courses – Investor Capital ***
Steven Stefel	33 Yr. Old - 34 Deals in 2016 – Took 4 Month Vacation 2017 – Why? = B/C he Could!
Sam Kwak	Left College – Upset he Knew More than Professors – Due to Renatus Education
RE Deals	
Jim Homes/Debbie Worthington	1 st RE Deal w/in 1 Mo. – Jim SKEPTICAL at first. Helping People facing Foreclosure.
Stephen Quinn	1 Yr. in Business – 2 Great Deals
Martin Potter	26 Yr. Old – Made \$40K on 1 st Deal – Love
Christion Sadler	From Steelworker to RE Investor



RE & Mktng Income

[Dr. Nate Lambert](#)
[Mitch Nelson](#)
[Drew Williams](#)
[Celest Secrist](#)

Next Level Investing / 4 Buckets of Wealth **(TOP 10 – FOR SURE!) *****
Accelerating your Path for Income w/ Real Estate & Marketing – ***** POWERFUL! Top 5**
1 Yr w/ Renatus – 3rd F&F + Rental Income + Marketing Income *******
Turned Trials to Triumph – Over \$100K coming automatically

Teacher

[Jacob Roberts](#)

Special Ed Teacher – 1st Deal \$75K Profit using Other Peoples’ Money – Proud Man!!!

LIT Team

[Nitza & Roland Correa](#)

Member of the Leadership In Training – Story, Deals, Education benefit pre-Renatus

Raise Capital

[Valentia Alleyne](#)

Realtor to Attorney to Investor/REI Income passes Attorney Income – Raised \$570K

Debt/VB

[Maria Streeter](#)
[Mellanie Joy](#)

(Miami, FL) – Reengaged – Velocity Banking – Mortgage Background
Once started with Renatus – Paid of \$34K Debt within 10 Months using Education

Military

[Ryan Dodge](#)
[Sam Barton](#)

Army Vet – Saved Family as Father Had Stroke – **GREAT STORY!**
Top Rookie - REI & BD – Change your life (Jan 2017) - **(TOP 10 – FOR SURE!) *****

Starting Over

[Dr. G. Lawrence](#)
[JC & Linda Williams](#)

Starting over at 64 – Made \$1M in Renatus
Pre-Renatus REIs – Got Renatus Education – Turned into Multi-Mill Develop Project

Pre-Auction Deals

[Doug Norton](#)

Pre-Auction Property Lists (MASSIVE INFO – BENEFIT FOR EVERYONE) ***

XII. FOUNDER 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!***

