

## 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:** [What will Tomorrow Bring... Take a Look](#)

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

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

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

[Wow, seriously?](#)

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



<u>Date</u>	<u>Meeting</u>	<u>Host</u>	<u>Topic/Guest</u>
<a href="#">111317</a>	<a href="#">IMPACT</a>	<a href="#">Ryan Dodge</a>	<a href="#">7 Ways to Lead Generate – Efficiency on Craigslist</a>
<a href="#">111417</a>	<a href="#">IMPACT</a>	<a href="#">Mitch Nelson</a>	<a href="#">Mindset – Employee vs. Wealthy (Segment 1)</a>



**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>
<a href="#">111317</a>	<a href="#">1373</a>	<a href="#">Marketing Focus – Who are you seeking/targeting?</a>



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

#### **V. TRAINING +:**

Real Estate Group Coaching – Gavin McCaleb – Signup

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

Real Estate Group Coaching – Gavin McCaleb – Weekly Agenda:

[4<sup>th</sup> 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 18<sup>th</sup> Mr. Darren Davis**
  - Fix & Flip
- **Real Estate Intensive: December 9<sup>th</sup> Mr. Eric Counts**
  - Credit Management



## CHICAGO –

- **Real Estate Intensive:**            **November 18<sup>th</sup>**            **Mr. Darrin Davis**
  - Fix & Flip
- **Real Estate Intensive:**            **December 9<sup>th</sup>**            **Mr. Eric Counts**
  - Credit Management

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

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

#### **GETTING STARTED:**

##### **Initial Startup**

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

##### **Selling**

<a href="#">011717</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Showcase Possibilities &amp; Results – Showing Value</a>
<a href="#">061917</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Sell what THEY could be doing! - <b>(Top 10 IMPACT of All Time)</b></a>
<a href="#">060517</a>	<a href="#">IMPACT/Scooty</a>	<a href="#">Selling Exposures (CRP &amp; SSs) – Powerful <b>(New &amp; Old Markets)</b></a>

##### **Text & Call Scripts**

<a href="#">092517</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Text &amp; Call Scrips <b>(Great for Rookies)</b></a>
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##### **Series Training**

<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>
<a href="#">092617</a>	<a href="#">IMPACT/Sam Kwak</a>	<a href="#">Marketing – Best Practices: Session 1 of 3: Lead Funnel System</a>
<a href="#">100317</a>	<a href="#">IMPACT/Sam Kwak</a>	<a href="#">Session 2 of 3: Using IOS for RE and Marketing</a>
<a href="#">101017</a>	<a href="#">IMPACT/Sam Kwak</a>	<a href="#">Session 3 of 3 Series – Q&amp;A – GREAT Session!!!</a>

#### **LEAD GENERATION:**

##### **Leads / Ads**

<a href="#">111317</a>	<a href="#">IMPACT/Ryan Dodge</a>	<a href="#">7 Ways to Lead Generate – Efficiency on Craigslist <b>(MUST SEE – ALL!!!)</b></a>
<a href="#">082317</a>	<a href="#">IMPACT/Mike Adams</a>	<a href="#">Ad Review – How to Create Ads <b>(MUST SEE - POWERFUL)!!!!</b></a>
<a href="#">053017</a>	<a href="#">IMPACT/Scott Rowe</a>	<a href="#">Email Ad to send out to potential email lists.</a>

##### **Facebook**

<a href="#">061517</a>	<a href="#">IMPACT/Christion Sadler</a>	<a href="#">Maximizing Facebook for Referrals Pt. 1</a>
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[062217 IMPACT/Christion 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!!!](#)  
[103117 IMPACT/Michael Huggins OEP – Order Entry Party – Mindset/Expectations –Mindset/Onboarding](#)

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

**BOB TIERNEY NOON-TIME CALLS (CATEGORIZED):**

Recordings #: (605) 475-4099 Access Key: 1007570# Ref#: SEE SHEET

**Call Ref#      Category                      Topic Matter**

**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<sup>st</sup> \\$1M with Renatus \(The BHAG\)](#)  
1266 **RE & Mkting:** [3 Keys for Getting Started – GREAT Rookie Getting Started Meeting](#)



- 1365 **Marketing Lvl 1:** Renatus – What we have – vs. Everyone – POWERFUL – **Must Hear!!!**
- 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 & Forthright - 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)**

<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>YouTube</u>	<u>The Power of Words</u>	<u>(2 Min)</u>
<u>Amy Cuddy:</u>	<u>Your Body Language May Shape Who You Are</u>	<u>(21 Min)</u>

**Mindset**

<u>YouTube</u>	<u>Mindset is EVERYTHING!!</u>	<u>(17 Min)***</u>
<u>YouTube</u>	<u>COMMITMENT</u>	<u>(3 Min)***</u>
<u>Will Smith</u>	<u>Don’t Setout to Build a Wall!!!</u>	<u>(4 Min)</u>
<u>Shonda Rhimes</u>	<u>My Year of Saying Yes to Everything!</u>	<u>(18Min)</u>

**Rejection**

<u>Jia Jiang:</u>	<u>What I learned from 100 Days of Rejection</u>	<u>(15 Min)***</u>
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**Time Management**

<u>Laura Vanderkam:</u>	<u>How to Gain Control of Your Free Time</u>	<u>(11 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>Tony Robbins</u>	<u>Why we do what we do</u>	<u>(21Min)</u>
<u>TJOP</u>	<u>Finding Your Live’s Purpose – Passion</u>	<u>(5Min)</u>



<a href="#">Rise &amp; Shine (WAKE UP)</a>	(30 Min)
<a href="#">PROVE THEM WRONG!!!</a>	(6 Min)
<a href="#">Be Great, Powerful Beyond Measure</a>	(4 Min)

### Commitment

<a href="#">Tony Robins</a>	<a href="#">Burn the F*cking Boats</a>	(4 Min)
<a href="#">Ric Elias</a>	<a href="#">3 Things I Learned While My Plane CRASHED</a>	(5 Min)
<a href="#">Matt Cutts</a>	<a href="#">Try Something New for 30 Days</a>	(4 Min)
<a href="#">Mel Robins / Simon Sinek</a>	<a href="#">Go After What You WANT!!!</a>	(8 Min)***

### Leadership

<a href="#">Simon Sinek:</a>	<a href="#">How Great Leaders Inspire Action – The Golden Circle</a>	(18 Min)
<a href="#">Drew Dudley</a>	<a href="#">Everyday Leadership</a>	(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

<a href="#">Kelly McGonigal</a>	<a href="#">How to Make Stress Your Friend</a>	(14 Min)
<a href="#">Tim Harford</a>	<a href="#">How Frustration Can Make Us More Creative</a>	(15Min)
<a href="#">TEDxSF Mel Robins:</a>	<a href="#">How to stop screwing yourself over!</a>	(21Min)

### Failure

<a href="#">Sarah Lewis</a>	<a href="#">Embrace the Near Win! – Mastery</a>	(11Min)
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### Fun

<a href="#">Joachim de Posada</a>	<a href="#">Don't Eat the Marshmallow</a>	(6 Min)
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### PRESENTERS: Talks to watch for **Speaking Ideas & Techniques:** (ADVANCED)

<a href="#">Chris Anderson</a>	<a href="#">TED's Secret to Great Public Speaking</a>	(8 Min)
<a href="#">Ken Robinson</a>	<a href="#">How to Escape Education's Death Valley</a>	(19 Min)
<a href="#">Casey Brown</a>	<a href="#">Know your worth, and then ask for it</a>	(8 Min)
<a href="#">Bobby McFerrin</a>	<a href="#">"World Science Festival" – Expectations &amp; Your Brain</a>	(3 Min)

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

### Name

### Topic

#### RE Income

[Allison Palmgren](#)

[Bill Oehme](#)

[Brian & Wendy Bullock](#)

[Steven Stefel](#)

[Sam Kwak](#)

REI Income creates profits greater than many people's annual

**Cash Flow King - !!!!** How to build cash-flow – new car for life

3 Deals – Multi-Fam – **Over \$1M Profit** – Used ALL Courses – Investor Capital \*\*\*

33 Yr. Old - 34 Deals in 2016 – Took 4 Month Vacation 2017 – Why? = B/C he Could!

Left College – Upset he Knew More than Professors – Due to Renatus Education





### RE Deals

[Jim Homes/Debbie Worthington](#) 1<sup>st</sup> 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<sup>st</sup> Deal – Love  
[Christian Sadler](#) From Steelworker to RE Investor

### RE & Mktg Income

[Dr. Nate Lambert](#) Next Level Investing / 4 Buckets of Wealth **(TOP 10 – FOR SURE!) \*\*\***  
[Mitch Nelson](#) Accelerating your Path for Income w/ Real Estate & Marketing – **\*\*\* POWERFUL! Top 5**  
[Drew Williams](#) 1 Yr w/ Renatus – 3<sup>rd</sup> F&F + Rental Income + Marketing Income **\*\*\***  
[Celest Secrist](#) Turned Trials to Triumph – Over \$100K coming automatically

### Teacher

[Jacob Roberts](#) Special Ed Teacher – 1<sup>st</sup> 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](#) (Miami, FL) – Reengaged – Velocity Banking – Mortgage Background  
[Mellanie Joy](#) Once started with Renatus – Payed of \$34K Debt within 10 Months using Education

### Military

[Ryan Dodge](#) Army Vet – Saved Family as Father Had Stroke – **GREAT STORY!**  
[Sam Barton](#) Top Rookie - REI & BD – Change your life (Jan 2017) - **(TOP 10 – FOR SURE!) \*\*\***

### Starting Over

[Dr. G. Lawrence](#) Starting over at 64 – Made \$1M in Renatus  
[JC & Linda Williams](#) 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.

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

## 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!***

