



THE BEST IN THE WORLD
JUST GOT BETTER YET ...IN 2012 COMING MAY 17TH



WHAT IS EXCELLENCE

IN THE AGE OF ASSOCIATION – EXCELLENCE IN
ASSOCIATION IS ONE FREE ENTERPRISE FORUM
INVESTMENT AWAY FROM THE HIGHEST RETURNS
OF A LIFETIME....





CLUB PRESIDENTS ARE LEADERS

**YOU DEFINE WHO
BOARDS THE 2012 CRUISE
FOR THE WALLET....**

QUALITY IS INFECTIOUS

2012 WE OPT FOR A QUALITY EPIDEMIC

Item 1

ASK EVERYONE FOR REFERRALS TO CEO'S WHO ARE MORE THAN SOLO ENTREPRENEURS & PROFESSIONALS

Item 2

USE TEN MEALS WEEK TO WEEK – AM BREAKFAST PM LUNCH – TO QUALIFY AND DEVELOP YOUR LEADS

Item 3

USE TEN MEALS TO EXPAND YOUR REFERRALS TO NON SOLO ENTREPRENEURS – CEO'S WHO HAVE EMPLOYEES

Item 4

USE PREVIEWS TO SUPPLEMENT YOUR BUSINESS VERSUS DRIVE YOUR BUSINESS – YOU DRIVE YOUR BUSINESS

Item 5

PROSPECT IN FIXED TIME SLOTS DAILY – NEVER MISSING YOUR PROSPECT DESIGNATED TIME ON CALENDAR – FUEL IN YOUR TANK

RESIDENCY SKILLS TRAINING

CLUB PRESIDENT
RESIDENT TRAINING –
FULL WEEK OF
DEVELOPING BEST
PRACTICES – BY
REHEARSAL AND DOING –
ALL NEW IN 2012 AND
FREE FREE FREE



RESIDENCY TRAINING DEFINES INCOME

IMPROVED ACTION IMPROVED INCOME...IT IS THAT SIMPLE

Your old skills assure your old
income will follow you into
your tomorrow

NEW SKILL DEFINES NEW INCOME

New skills mandate new higher
income – years of learning by
the school of hardest knocks –

Or one week of Las Vegas
Residency Training – one week
from today in Vegas – delegate
and invest in your core
business skills



INCOME FROM RETAIL AND WHOLSALE

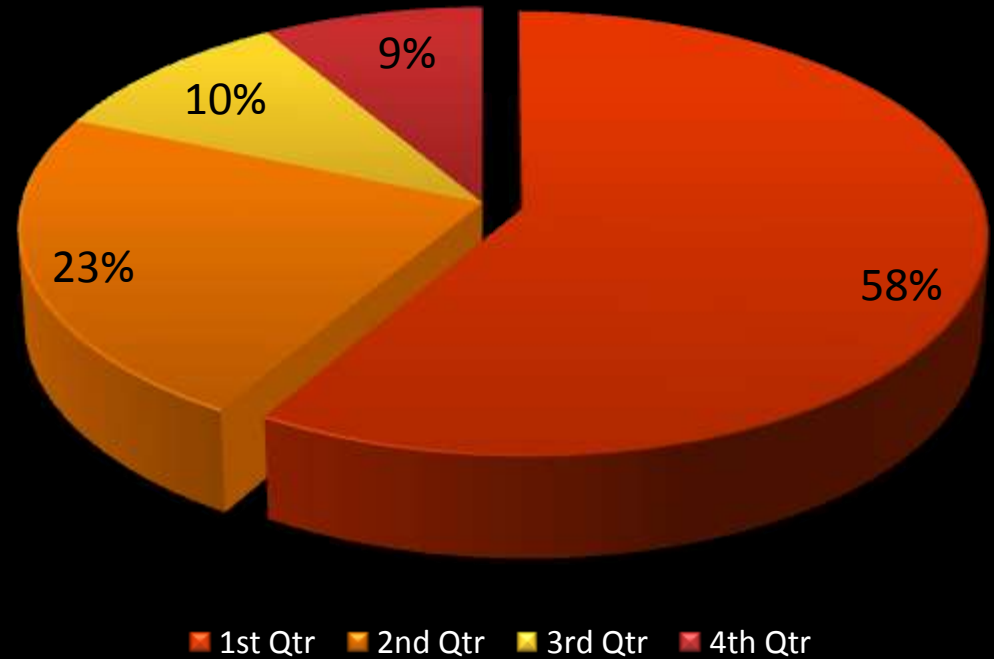
PLAN THIS YEARS CLUB INCOME FROM
LOCAL CLUB EXPANSION

PLAN CP WHOLESALE OVERRIDE
REVENUE MONTH TO MONTH

PLAN AM OVERRIDE REVENUE



YOUR INCOME IS NOT AN ACCIDENT



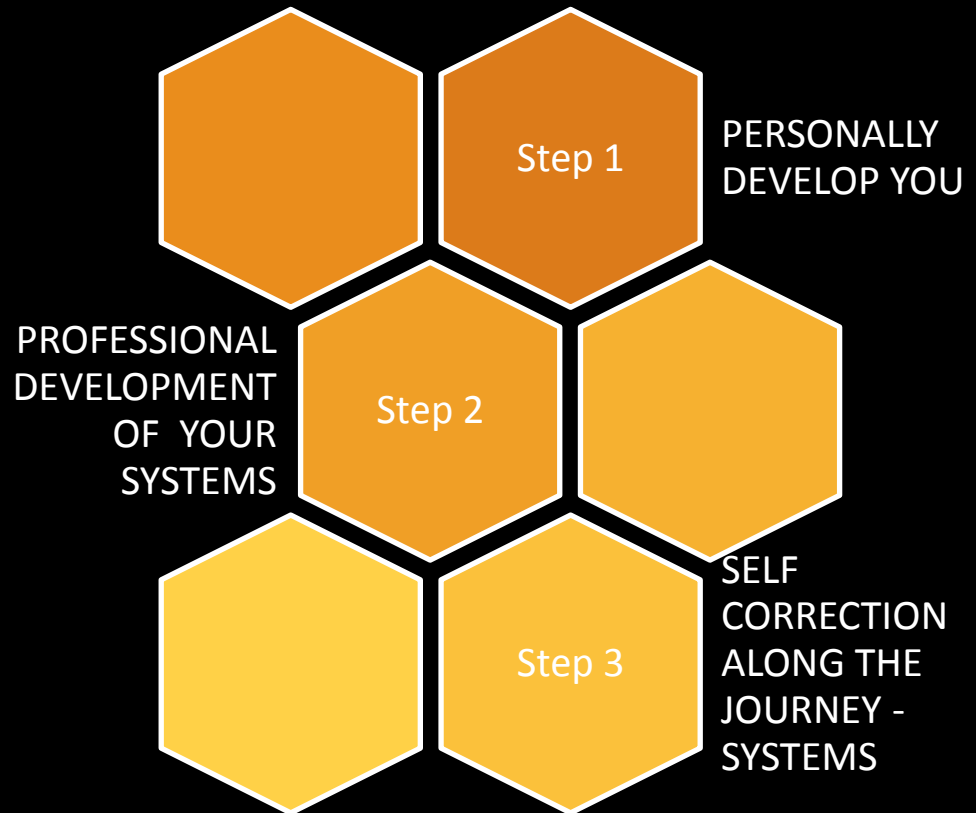
RESIDENCY TRAINING

FIRST DAY REVIEW CEO SPACE POLICY
MANUALS AND JOB DESCRIPTION
OVER VIEW



YOU LEARN & EARN WHEN YOU SPEAK IT OUT

RESIDENCY TRAINING DEVELOPS
UNIFORM BEST PRACTICES PROVEN TO
WORK – BY REFORMING YOUR
SYSTEMS AND MANAGEMENT
PROTOCOLS – YOU ADVANCE YOUR
INCOME IN 2012 – IMPOSSIBLE
WITHOUT SKILLS ELEVATION





TAKE THE DOOR LESS TRAVELED

INVEST IN RESIDENCY TRAINING – INCOME OPPORTUNITY PATH

A Two Column Page Layout

ONE YEAR IN DEVELOPMENT

Dr. Robert Minzak is my father in law – a Vice President with CEO SPACE – a Club President – a Speaker serving all Clubs for years

As a general contractor Dr. Minzak ran a pool of hundreds of employees and sub contractors for years fulfilling multi million dollar contracts for State and related projects in various geographies simultaneously

One year developing City Install System Residency Training – with CP and home office input over the entire year

Devi Bernhard

Fortune level management and system experience – one year in perfecting the new CITY INSTALL SYSTEM OR CIS for CEO SPACE – tested one program – revised the system with CP input – now delivering most advanced training in our history with Dr. Minzak



Three Picture Page Layout



Serving you with
excellence in 2012 is our
focus

Feeding our clients as
never before is our
focus in 2012

Feeding our Club
CHICKS as never before
is our focus in 2012 –
RESIDENCY TRAINING

Two Picture Page Layout



A placeholder for the first picture

Our promise for Residency Training – Dr. Robert Minzak will share his excitement for what is coming – as he and Devi respond to seven ad channels and the replies coming in this week and through next weekend for careers with CEO SPACE in Nevada



SEPTEMBER AND I ARE COMMITTED

September and I are holding hands to upgrade excellence in CP services – residency training and 180 Day week to week FAST TRACK training for new Rookies joining our VET CP teams world wide- 2012 we break FREE making “history” TOGETHER for CEO SPACE



FOCUS JAN 20th

- 90 Minutes to develop referrals
- Language to brand promise in 2012
- Tracking prospects to enrollment
- Featuring our New Year specials for high yields
- Calling all graduates – first time in new location
- Encourage Grads if they make only one forum this year to select the FIRST FORUM of 2012
- Build grad referrals EARLY this cycle
- Ask all grads for referrals – be specific



WORK WITH TIME MANAGEMENT

USE TIME WISELY



YOU OFFER THE SUPER BOWL OF TRADE
SHOWS TO THE ENTREPRENEUR
ENROLL WITH PRIDE IN YOUR “EXCLUSIVE PRODUCT LINE”



TIME IS CRITICAL

- Enroll with urgency to pre class training
- Feature – only 7 short weeks to the MONEY
- List the benefits of enrolling:
- Speed up customer acquisition
- Speed up alliances
- Speed up resources to the business
- Speed up brand and strategy to market IMPACT
- Keep it simple and keep it PROFITABLE
- Plan to enroll five days a week versus one preview a week – think differently in 2012



WALL CALENDAR

- ✓ Get plastic erasable wall calendar office supply
- ✓ Set up your pending events
- ✓ Map out ten meals per week
- ✓ Work to fill your meals with prospects
- ✓ Work with non solo entrepreneurs and Professionals – who have employees – easier
- ✓ Build better clients and far better REFERRALS
- ✓ Limit time blocks with fund busters
- ✓ Limit NON REVENUE time – see your time as fresh new exciting opportunities to EARN



PRINT A RAINBOW GRAPH
USE A GOAL GRAPH TO TRACK PROGRESS



MANAGE BY THE NUMBERS

- Kim Burney on training support to your plan
- Off on your rainbow – reframe events & plans
- Week to week move plans to goal target income
- Earn by the numbers
- Develop the INCOME of your own DREAMS with CEO SPACE – our proven system will WORK
- Money follows WORK – as you up level your professional practice your revenue rises
- Your process defines your income - change your process – to enjoy a PAY RAISE



DECISION MAKING SELLING

- Work with decision makers – they win
- Note you have limited time for information gathering
- Note you work with CEO decision makers who want a CEO to CEO market space to grow
- You work with Decision makers who want to speed up everything and they will
- Ask them if money is an issue in the investment
- Get money up front early – be comfortable
- Help decision makers – nothing happens without a decision ...



A COMMUNITY OF DECISION MAKERS

A BETTER MARKET SPACE FOR ENTREPRENEURS



UPDATES

- 1202 PAY PLAN OUT A WEEK FROM FRIDAY
- CLEAR AS A BRICK ON LINE AND IN YOUR FILE
- NATION OUTREACH
- SUPER TEACHING OUTREACH
- CLUB GROWTH – CIS SYSTEM
- CAREER NIGHTS – METHODS & PROCESS
- FIELD OF DREAMS – IN DEVELOPMENT 312
- NEW SYSTEMS EXPLORATION – IN DEVELOPMENT
- Process for Change to hyper grow CEO SPACE



DEVELOPING MOMENTUM

EARLY IN RECOVERY



THE SUPER BOWL OF TRADE SHOWS IN THE WORLD TODAY