

# EBPROMandments

## IV

Thou shall be a leader

## V

Thou shall not run  
thy business

## VI

Thou shall run  
thy system

## VII

Thou shall be  
in compliance

## VIII

Thou shall be honest

## IX

Thou shall not waste time

## X

Thou shall not break  
an EBPROMandment

## I

Thou shall be coachable

## II

Thou shall develop a passion  
for our mission

## III

Thou shall be a follower



RECITE THIS DAILY INTO YOUR MIRROR:

I am Coachable. I Run The  
System, The System Runs  
The Business. The  
Business Builds my  
Downline, My Downline  
Grows My Pipeline. I am not  
only a Follower, but I am also  
a Leader. I am The System.

DAILY: M T W T F S S

# EBPRO 101

## The Mad Man's *MY 25* Sheet

Name: \_\_\_\_\_ Username: \_\_\_\_\_ EBPRO Sponsor: \_\_\_\_\_ ph: \_\_\_\_\_

#	NAME	PHONE	EMAIL	STEP 1 DATE	STEP 2 DATE	STEP 3 DATE	STEP 4 DATE	STEP 5 DATE	Deci sion	STEP 6 DATE	Coach able
1				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
2				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
3				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
4				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
5				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
6				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
7				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
8				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
9				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
10				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
11				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
12				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
13				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
14				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
15				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
16				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
17				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
18				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
19				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
20				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
21				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
22				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
23				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
24				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
25				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N

# EBPRO 101

## MONDAY

<b>TODAY'S DATE:</b> / /		<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
		<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>11:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>3:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>4:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>5:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>6:00 Dinner Meeting</b> With:				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>7:00 Check Inbox/VM</b> calls emails		<b>RESULTS:</b> B _ I _ A _ R _			
<b>8:00 Follow Up</b> calls in minutes		Total Time Spent: hours		Get Better at:	
		Total Calls Made: calls			
		Total Signups: signups			
		Total Deals Established: deals			
<b>9:00 Evaluate Deals</b> deals in minutes		Questions / Misc:			

# EBPRO 101

## TUESDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		<b>Get Better at:</b>	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Study EBPRO</b> Topic:				<b>Questions / Misc:</b>			
<b>9:00</b>							

# EBPRO 101

## WEDNESDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 Dinner Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Check Inbox/VM</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
<b>8:00 Follow Up</b> calls in minutes				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>9:00 Evaluate Deals</b> deals in minutes				Questions / Misc:			

# EBPRO 101

## THURSDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Study EBPRO</b> Topic:				Questions / Misc:			
<b>9:00</b>							

# EBPRO 101

## FRIDAY

<b>TODAY'S DATE:</b> / /		<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
		<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>11:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>3:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>4:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>5:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>6:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>8:00 Study EBPRO</b> Topic:		<b>RESULTS:</b> B _ I _ A _ R _			
		Total Time Spent: hours		Get Better at:	
<b>9:00 Evaluate Deals</b> deals in minutes		Total Calls Made: calls			
		Total Signups: signups			
		Total Deals Established: deals			
		Questions / Misc:			

# EBPRO 101

## SATURDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>							
			<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>							
<b>8:00 Check Inbox/VM</b> calls emails					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>9:00 Follow Up</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>10:00 Prospect/FORM</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>11:00 Invite Guests</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>12:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>1:00 Follow Up</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>2:00 Check Inbox/VM</b> calls emails					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>3:00 Follow Up</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>4:00</b>					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>5:00 Prospect/FORM</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>6:00 Check Inbox/VM</b> calls emails					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>7:00 Follow Up</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>8:00 Party Meeting</b> With:			<b>RESULTS:</b> B _ I _ A _ R _										
			<table border="1"> <tr> <td>Total Time Spent:</td> <td>hours</td> <td rowspan="4"><b>Get Better at:</b></td> </tr> <tr> <td>Total Calls Made:</td> <td>calls</td> </tr> <tr> <td>Total Signups:</td> <td>signups</td> </tr> <tr> <td>Total Deals Established:</td> <td>deals</td> </tr> </table>					Total Time Spent:	hours	<b>Get Better at:</b>	Total Calls Made:	calls	Total Signups:
Total Time Spent:	hours	<b>Get Better at:</b>											
Total Calls Made:	calls												
Total Signups:	signups												
Total Deals Established:	deals												
<b>9:00 FORM em' ALL!</b> How Many?			<b>Questions / Misc:</b>										

# EBPRO 101

## SUNDAY

<b>TODAY'S DATE:</b> / /		<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
		<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00</b>		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>9:00</b>		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>10:00 Check Inbox/VM</b> calls emails		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>11:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>12:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>1:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>2:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>3:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>4:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>5:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>6:00 Check Inbox/VM</b> calls emails		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>8:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>9:00</b>		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
		<b>RESULTS:</b> B _ I _ A _ R _			
		Total Time Spent: _____ hours		Get Better at:	
		Total Calls Made: _____ calls			
		Total Signups: _____ signups			
		Total Deals Established: _____ deals			
		Questions / Misc:			

Name: \_\_\_\_\_ Phone(s): \_\_\_\_\_ Username: \_\_\_\_\_

## EBPRO 101 THE MAD MAN \*WEEKLY PROGRESS REPORT\*

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____
8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails
9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes
10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes
11:00	11:00	11:00	11:00	11:00	11:00 Invite Guests calls in minutes
12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting	12:00 PM Call! * 1-646-519-5860   2772
1:00 Check Inbox/VM calls emails	1:00	1:00 Check Inbox/VM calls emails	1:00	1:00 Check Inbox/VM calls emails	1:00 Follow Up Guests on the call:
2:00 Follow Up calls in minutes	2:00	2:00 Follow Up calls in minutes	2:00	2:00 Follow Up calls in minutes	2:00 Check Inbox/VM
3:00 Prospect/FORM calls in minutes	3:00 Check Inbox/VM calls emails	3:00 Prospect/FORM calls in minutes	3:00 Check Inbox/VM calls emails	3:00	3:00 Follow Up calls in minutes
4:00	4:00 Follow Up calls in minutes	4:00	4:00 Follow Up calls in minutes	4:00 Prospect/FORM calls in minutes	4:00
5:00	5:00 Invite Guests calls in minutes	5:00	5:00 Invite Guests calls in minutes	5:00	5:00 Prospect/FORM calls in minutes
6:00 Dinner Meeting With:	6:00 PM Call! * 1-646-519-5860   2772	6:00 Dinner Meeting With:	6:00 PM Call! * 1-646-519-5860   2772	6:00 Check Inbox/VM calls emails	6:00 Check Inbox/VM calls emails
7:00 Check Inbox/VM calls emails	7:00 Follow Up Guests on the call:	7:00 Check Inbox/VM calls emails	7:00 Follow Up Guests on the call:	7:00 Follow Up calls in minutes	7:00 Follow Up calls in minutes
8:00 Follow Up calls in minutes	8:00 STUDY EBPRO Topic(s):	8:00 Follow Up calls in minutes	8:00 STUDY EBPRO Topic(s):	8:00 STUDY EBPRO Topic(s):	8:00 Party / Meeting With:
9:00 Evaluate Deals deals in minutes		9:00 Evaluate Deals deals in minutes		9:00 Evaluate Deals deals in minutes	9:00 FORM EM' ALL! How many?:
DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours

Agents & Recruits (Name & Username)	Result	Buyers & Investors (Name & Username)	Result
1: _____	A   R Signup	1: _____	B   I Guesstimated
2: _____	A   R Signup	2: _____	B   I Guesstimated
3: _____	A   R Signup	3: _____	B   I Guesstimated
4: _____	A   R Signup	4: _____	B   I Guesstimated
5: _____	A   R Signup	5: _____	B   I Guesstimated
6: _____	A   R Signup	6: _____	B   I Guesstimated
7: _____	A   R Signup	7: _____	B   I Guesstimated
8: _____	A   R Signup	8: _____	B   I Guesstimated
9: _____	A   R Signup	9: _____	B   I Guesstimated
10: _____	A   R Signup	10: _____	B   I Guesstimated
11: _____	A   R Signup	11: _____	B   I Guesstimated
12: _____	A   R Signup	12: _____	B   I Guesstimated
13: _____	A   R Signup	13: _____	B   I Guesstimated
14: _____	A   R Signup	14: _____	B   I Guesstimated
15: _____	A   R Signup	15: _____	B   I Guesstimated
16: _____	A   R Signup	16: _____	B   I Guesstimated
17: _____	A   R Signup	17: _____	B   I Guesstimated
18: _____	A   R Signup	18: _____	B   I Guesstimated
19: _____	A   R Signup	19: _____	B   I Guesstimated
20: _____	A   R Signup	20: _____	B   I Guesstimated
21: _____	A   R Signup	21: _____	B   I Guesstimated
22: _____	A   R Signup	22: _____	B   I Guesstimated
23: _____	A   R Signup	23: _____	B   I Guesstimated
24: _____	A   R Signup	24: _____	B   I Guesstimated
25: _____	A   R Signup	25: _____	B   I Guesstimated
Total Agents And Recruits Signed Up For The Week:		Total One Pagers Completed For The Week:	

## NOTES:

# EBPROMandments

## IV

Thou shall be a leader

## V

Thou shall not run  
thy business

## VI

Thou shall run  
thy system

## VII

Thou shall be  
in compliance

## VIII

Thou shall be honest

## IX

Thou shall not waste time

## X

Thou shall not break  
an EBPROMandment

## I

Thou shall be coachable

## II

Thou shall develop a passion  
for our mission

## III

Thou shall be a follower



RECITE THIS DAILY INTO YOUR MIRROR:

I am Coachable. I Run The  
System, The System Runs  
The Business. The  
Business Builds my  
Downline, My Downline  
Grows My Pipeline. I am not  
only a Follower, but I am also  
a Leader. I am The System.

DAILY: M T W T F S S

# EBPRO 101

## The Mad Man's *MY 25* Sheet

Name: \_\_\_\_\_ Username: \_\_\_\_\_ EBPRO Sponsor: \_\_\_\_\_ ph: \_\_\_\_\_

#	NAME	PHONE	EMAIL	STEP 1 DATE	STEP 2 DATE	STEP 3 DATE	STEP 4 DATE	STEP 5 DATE	Deci sion	STEP 6 DATE	Coach able
1				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
2				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
3				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
4				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
5				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
6				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
7				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
8				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
9				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
10				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
11				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
12				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
13				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
14				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
15				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
16				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
17				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
18				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
19				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
20				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
21				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
22				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
23				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
24				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
25				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N

# EBPRO 101

## MONDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 Dinner Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Check Inbox/VM</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Follow Up</b> calls in minutes				Questions / Misc:			
<b>9:00 Evaluate Deals</b> deals in minutes							

# EBPRO 101

## TUESDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		<b>Get Better at:</b>	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Study EBPRO</b> Topic:				<b>Questions / Misc:</b>			
<b>9:00</b>							

# EBPRO 101

## WEDNESDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 Dinner Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Check Inbox/VM</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Follow Up</b> calls in minutes				Questions / Misc:			
<b>9:00 Evaluate Deals</b> deals in minutes							

# EBPRO 101

## THURSDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Study EBPRO</b> Topic:				Questions / Misc:			
<b>9:00</b>							

# EBPRO 101

## FRIDAY

<b>TODAY'S DATE:</b> / /		<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>								
		<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>							
<b>8:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>9:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>10:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>11:00</b>				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>12:00 Lunch Meeting</b> With:				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>1:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>2:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>3:00</b>				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>4:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>5:00</b>				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>6:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>7:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>8:00 Study EBPRO</b> Topic:		<b>RESULTS:</b> B _ I _ A _ R _										
		<table border="1"> <tr> <td>Total Time Spent:</td> <td>hours</td> <td rowspan="4"><b>Get Better at:</b></td> </tr> <tr> <td>Total Calls Made:</td> <td>calls</td> </tr> <tr> <td>Total Signups:</td> <td>signups</td> </tr> <tr> <td>Total Deals Established:</td> <td>deals</td> </tr> </table>				Total Time Spent:	hours	<b>Get Better at:</b>	Total Calls Made:	calls	Total Signups:	signups
Total Time Spent:	hours	<b>Get Better at:</b>										
Total Calls Made:	calls											
Total Signups:	signups											
Total Deals Established:	deals											
<b>9:00 Evaluate Deals</b> deals in minutes		<b>Questions / Misc:</b>										

# EBPRO 101

## SATURDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>						
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>					
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>11:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>12:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>1:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>2:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>3:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>4:00</b>						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>5:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>6:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>7:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>8:00 Party Meeting</b> With:				<b>RESULTS:</b> B _ I _ A _ R _								
				<table border="1"> <tr> <td>Total Time Spent:</td> <td>hours</td> <td rowspan="4"><b>Get Better at:</b></td> </tr> <tr> <td>Total Calls Made:</td> <td>calls</td> </tr> <tr> <td>Total Signups:</td> <td>signups</td> </tr> <tr> <td>Total Deals Established:</td> <td>deals</td> </tr> </table>				Total Time Spent:	hours	<b>Get Better at:</b>	Total Calls Made:	calls
Total Time Spent:	hours	<b>Get Better at:</b>										
Total Calls Made:	calls											
Total Signups:	signups											
Total Deals Established:	deals											
<b>9:00 FORM em' ALL!</b> How Many?				<b>Questions / Misc:</b>								

# EBPRO 101

## SUNDAY

<b>TODAY'S DATE:</b> / /		<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
		<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00</b>		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>9:00</b>		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>10:00 Check Inbox/VM</b> calls emails		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>11:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>12:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>1:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>2:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>3:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>4:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>5:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>6:00 Check Inbox/VM</b> calls emails		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>8:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>9:00</b>		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
		<b>RESULTS:</b> B _ I _ A _ R _			
		Total Time Spent: _____ hours		Get Better at:	
		Total Calls Made: _____ calls			
		Total Signups: _____ signups			
		Total Deals Established: _____ deals			
		Questions / Misc:			

Name: \_\_\_\_\_ Phone(s): \_\_\_\_\_ Username: \_\_\_\_\_

## EBPRO 101 THE MAD MAN \*WEEKLY PROGRESS REPORT\*

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____
8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails
9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes
10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes
11:00	11:00	11:00	11:00	11:00	11:00 Invite Guests calls in minutes
12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting	12:00 PM Call! * 1-646-519-5860   2772
1:00 Check Inbox/VM calls emails	1:00	1:00 Check Inbox/VM calls emails	1:00	1:00 Check Inbox/VM calls emails	1:00 Follow Up Guests on the call:
2:00 Follow Up calls in minutes	2:00	2:00 Follow Up calls in minutes	2:00	2:00 Follow Up calls in minutes	2:00 Check Inbox/VM
3:00 Prospect/FORM calls in minutes	3:00 Check Inbox/VM calls emails	3:00 Prospect/FORM calls in minutes	3:00 Check Inbox/VM calls emails	3:00	3:00 Follow Up calls in minutes
4:00	4:00 Follow Up calls in minutes	4:00	4:00 Follow Up calls in minutes	4:00 Prospect/FORM calls in minutes	4:00
5:00	5:00 Invite Guests calls in minutes	5:00	5:00 Invite Guests calls in minutes	5:00	5:00 Prospect/FORM calls in minutes
6:00 Dinner Meeting With:	6:00 PM Call! * 1-646-519-5860   2772	6:00 Dinner Meeting With:	6:00 PM Call! * 1-646-519-5860   2772	6:00 Check Inbox/VM calls emails	6:00 Check Inbox/VM calls emails
7:00 Check Inbox/VM calls emails	7:00 Follow Up Guests on the call:	7:00 Check Inbox/VM calls emails	7:00 Follow Up Guests on the call:	7:00 Follow Up calls in minutes	7:00 Follow Up calls in minutes
8:00 Follow Up calls in minutes	8:00 STUDY EBPRO Topic(s):	8:00 Follow Up calls in minutes	8:00 STUDY EBPRO Topic(s):	8:00 STUDY EBPRO Topic(s):	8:00 Party / Meeting With:
9:00 Evaluate Deals deals in minutes		9:00 Evaluate Deals deals in minutes		9:00 Evaluate Deals deals in minutes	9:00 FORM EM' ALL! How many?:
DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours

Agents & Recruits (Name & Username)	Result	Buyers & Investors (Name & Username)	Result
1: _____	A   R Signup	1: _____	B   I Guesstimated
2: _____	A   R Signup	2: _____	B   I Guesstimated
3: _____	A   R Signup	3: _____	B   I Guesstimated
4: _____	A   R Signup	4: _____	B   I Guesstimated
5: _____	A   R Signup	5: _____	B   I Guesstimated
6: _____	A   R Signup	6: _____	B   I Guesstimated
7: _____	A   R Signup	7: _____	B   I Guesstimated
8: _____	A   R Signup	8: _____	B   I Guesstimated
9: _____	A   R Signup	9: _____	B   I Guesstimated
10: _____	A   R Signup	10: _____	B   I Guesstimated
11: _____	A   R Signup	11: _____	B   I Guesstimated
12: _____	A   R Signup	12: _____	B   I Guesstimated
13: _____	A   R Signup	13: _____	B   I Guesstimated
14: _____	A   R Signup	14: _____	B   I Guesstimated
15: _____	A   R Signup	15: _____	B   I Guesstimated
16: _____	A   R Signup	16: _____	B   I Guesstimated
17: _____	A   R Signup	17: _____	B   I Guesstimated
18: _____	A   R Signup	18: _____	B   I Guesstimated
19: _____	A   R Signup	19: _____	B   I Guesstimated
20: _____	A   R Signup	20: _____	B   I Guesstimated
21: _____	A   R Signup	21: _____	B   I Guesstimated
22: _____	A   R Signup	22: _____	B   I Guesstimated
23: _____	A   R Signup	23: _____	B   I Guesstimated
24: _____	A   R Signup	24: _____	B   I Guesstimated
25: _____	A   R Signup	25: _____	B   I Guesstimated
Total Agents And Recruits Signed Up For The Week:		Total One Pagers Completed For The Week:	

## NOTES:

# EBPROMandments

## IV

Thou shall be a leader

## V

Thou shall not run  
thy business

## VI

Thou shall run  
thy system

## VII

Thou shall be  
in compliance

## VIII

Thou shall be honest

## IX

Thou shall not waste time

## X

Thou shall not break  
an EBPROMandment

## I

Thou shall be coachable

## II

Thou shall develop a passion  
for our mission

## III

Thou shall be a follower



RECITE THIS DAILY INTO YOUR MIRROR:

I am Coachable. I Run The  
System, The System Runs  
The Business. The  
Business Builds my  
Downline, My Downline  
Grows My Pipeline. I am not  
only a Follower, but I am also  
a Leader. I am The System.

DAILY: M T W T F S S

# EBPRO 101

## The Mad Man's *MY 25* Sheet

Name: \_\_\_\_\_ Username: \_\_\_\_\_ EBPRO Sponsor: \_\_\_\_\_ ph: \_\_\_\_\_

#	NAME	PHONE	EMAIL	STEP 1 DATE	STEP 2 DATE	STEP 3 DATE	STEP 4 DATE	STEP 5 DATE	Deci sion	STEP 6 DATE	Coach able
1				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
2				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
3				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
4				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
5				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
6				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
7				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
8				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
9				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
10				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
11				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
12				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
13				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
14				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
15				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
16				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
17				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
18				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
19				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
20				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
21				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
22				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
23				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
24				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
25				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N

# EBPRO 101

## MONDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 Dinner Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Check Inbox/VM</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
<b>8:00 Follow Up</b> calls in minutes				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>9:00 Evaluate Deals</b> deals in minutes				Questions / Misc:			

# EBPRO 101

## TUESDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		<b>Get Better at:</b>	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Study EBPRO</b> Topic:				<b>Questions / Misc:</b>			
<b>9:00</b>							

# EBPRO 101

## WEDNESDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 Dinner Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Check Inbox/VM</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
<b>8:00 Follow Up</b> calls in minutes				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>9:00 Evaluate Deals</b> deals in minutes				Questions / Misc:			

# EBPRO 101

## THURSDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Study EBPRO</b> Topic:				Questions / Misc:			
<b>9:00</b>							

# EBPRO 101

## FRIDAY

<b>TODAY'S DATE:</b> / /		<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>								
		<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>							
<b>8:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>9:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>10:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>11:00</b>				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>12:00 Lunch Meeting</b> With:				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>1:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>2:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>3:00</b>				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>4:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>5:00</b>				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>6:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>7:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C							
				B-I-A-R	T-M-C							
<b>8:00 Study EBPRO</b> Topic:		<b>RESULTS:</b> B _ I _ A _ R _										
		<table border="1"> <tr> <td>Total Time Spent:</td> <td>hours</td> <td rowspan="4"><b>Get Better at:</b></td> </tr> <tr> <td>Total Calls Made:</td> <td>calls</td> </tr> <tr> <td>Total Signups:</td> <td>signups</td> </tr> <tr> <td>Total Deals Established:</td> <td>deals</td> </tr> </table>				Total Time Spent:	hours	<b>Get Better at:</b>	Total Calls Made:	calls	Total Signups:	signups
Total Time Spent:	hours	<b>Get Better at:</b>										
Total Calls Made:	calls											
Total Signups:	signups											
Total Deals Established:	deals											
<b>9:00 Evaluate Deals</b> deals in minutes		<b>Questions / Misc:</b>										

# EBPRO 101

## SATURDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>							
			<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>							
<b>8:00 Check Inbox/VM</b> calls emails					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>9:00 Follow Up</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>10:00 Prospect/FORM</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>11:00 Invite Guests</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>12:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>1:00 Follow Up</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>2:00 Check Inbox/VM</b> calls emails					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>3:00 Follow Up</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>4:00</b>					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>5:00 Prospect/FORM</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>6:00 Check Inbox/VM</b> calls emails					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>7:00 Follow Up</b> calls in minutes					B-I-A-R	T-M-C							
					B-I-A-R	T-M-C							
<b>8:00 Party Meeting</b> With:			<b>RESULTS:</b> B _ I _ A _ R _										
			<table border="1"> <tr> <td>Total Time Spent:</td> <td>hours</td> <td rowspan="4"><b>Get Better at:</b></td> </tr> <tr> <td>Total Calls Made:</td> <td>calls</td> </tr> <tr> <td>Total Signups:</td> <td>signups</td> </tr> <tr> <td>Total Deals Established:</td> <td>deals</td> </tr> </table>					Total Time Spent:	hours	<b>Get Better at:</b>	Total Calls Made:	calls	Total Signups:
Total Time Spent:	hours	<b>Get Better at:</b>											
Total Calls Made:	calls												
Total Signups:	signups												
Total Deals Established:	deals												
<b>9:00 FORM em' ALL!</b> How Many?			<b>Questions / Misc:</b>										

# EBPRO 101

## SUNDAY

<b>TODAY'S DATE:</b> / /		<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
		<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00</b>		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>9:00</b>		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>10:00 Check Inbox/VM</b> calls emails		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>11:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>12:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>1:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>2:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>3:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>4:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>5:00 Prospect/FORM</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>6:00 Check Inbox/VM</b> calls emails		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>8:00 Follow Up</b> calls in minutes		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
<b>9:00</b>		<input type="checkbox"/>		B-I-A-R	T-M-C
		<input type="checkbox"/>		B-I-A-R	T-M-C
		<b>RESULTS:</b> B _ I _ A _ R _			
		Total Time Spent: _____ hours		Get Better at:	
		Total Calls Made: _____ calls			
		Total Signups: _____ signups			
		Total Deals Established: _____ deals			
		Questions / Misc:			

Name: \_\_\_\_\_ Phone(s): \_\_\_\_\_ Username: \_\_\_\_\_

## EBPRO 101 THE MAD MAN \*WEEKLY PROGRESS REPORT\*

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____
8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails
9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes
10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes
11:00	11:00	11:00	11:00	11:00	11:00 Invite Guests calls in minutes
12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting	12:00 PM Call! * 1-646-519-5860   2772
1:00 Check Inbox/VM calls emails	1:00	1:00 Check Inbox/VM calls emails	1:00	1:00 Check Inbox/VM calls emails	1:00 Follow Up Guests on the call:
2:00 Follow Up calls in minutes	2:00	2:00 Follow Up calls in minutes	2:00	2:00 Follow Up calls in minutes	2:00 Check Inbox/VM
3:00 Prospect/FORM calls in minutes	3:00 Check Inbox/VM calls emails	3:00 Prospect/FORM calls in minutes	3:00 Check Inbox/VM calls emails	3:00	3:00 Follow Up calls in minutes
4:00	4:00 Follow Up calls in minutes	4:00	4:00 Follow Up calls in minutes	4:00 Prospect/FORM calls in minutes	4:00
5:00	5:00 Invite Guests calls in minutes	5:00	5:00 Invite Guests calls in minutes	5:00	5:00 Prospect/FORM calls in minutes
6:00 Dinner Meeting With:	6:00 PM Call! * 1-646-519-5860   2772	6:00 Dinner Meeting With:	6:00 PM Call! * 1-646-519-5860   2772	6:00 Check Inbox/VM calls emails	6:00 Check Inbox/VM calls emails
7:00 Check Inbox/VM calls emails	7:00 Follow Up Guests on the call:	7:00 Check Inbox/VM calls emails	7:00 Follow Up Guests on the call:	7:00 Follow Up calls in minutes	7:00 Follow Up calls in minutes
8:00 Follow Up calls in minutes	8:00 STUDY EBPRO Topic(s):	8:00 Follow Up calls in minutes	8:00 STUDY EBPRO Topic(s):	8:00 STUDY EBPRO Topic(s):	8:00 Party / Meeting With:
9:00 Evaluate Deals deals in minutes		9:00 Evaluate Deals deals in minutes		9:00 Evaluate Deals deals in minutes	9:00 FORM EM' ALL! How many?:
DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours

Agents & Recruits (Name & Username)	Result	Buyers & Investors (Name & Username)	Result
1: _____ A   R Signup		1: _____ B   I Guesstimated	
2: _____ A   R Signup		2: _____ B   I Guesstimated	
3: _____ A   R Signup		3: _____ B   I Guesstimated	
4: _____ A   R Signup		4: _____ B   I Guesstimated	
5: _____ A   R Signup		5: _____ B   I Guesstimated	
6: _____ A   R Signup		6: _____ B   I Guesstimated	
7: _____ A   R Signup		7: _____ B   I Guesstimated	
8: _____ A   R Signup		8: _____ B   I Guesstimated	
9: _____ A   R Signup		9: _____ B   I Guesstimated	
10: _____ A   R Signup		10: _____ B   I Guesstimated	
11: _____ A   R Signup		11: _____ B   I Guesstimated	
12: _____ A   R Signup		12: _____ B   I Guesstimated	
13: _____ A   R Signup		13: _____ B   I Guesstimated	
14: _____ A   R Signup		14: _____ B   I Guesstimated	
15: _____ A   R Signup		15: _____ B   I Guesstimated	
16: _____ A   R Signup		16: _____ B   I Guesstimated	
17: _____ A   R Signup		17: _____ B   I Guesstimated	
18: _____ A   R Signup		18: _____ B   I Guesstimated	
19: _____ A   R Signup		19: _____ B   I Guesstimated	
20: _____ A   R Signup		20: _____ B   I Guesstimated	
21: _____ A   R Signup		21: _____ B   I Guesstimated	
22: _____ A   R Signup		22: _____ B   I Guesstimated	
23: _____ A   R Signup		23: _____ B   I Guesstimated	
24: _____ A   R Signup		24: _____ B   I Guesstimated	
25: _____ A   R Signup		25: _____ B   I Guesstimated	
Total Agents And Recruits Signed Up For The Week:		Total One Pagers Completed For The Week:	

## NOTES:

# EBPROMandments

## IV

Thou shall be a leader

## V

Thou shall not run  
thy business

## VI

Thou shall run  
thy system

## VII

Thou shall be  
in compliance

## VIII

Thou shall be honest

## IX

Thou shall not waste time

## X

Thou shall not break  
an EBPROMandment

## I

Thou shall be coachable

## II

Thou shall develop a passion  
for our mission

## III

Thou shall be a follower



RECITE THIS DAILY INTO YOUR MIRROR:

I am Coachable. I Run The  
System, The System Runs  
The Business. The  
Business Builds my  
Downline, My Downline  
Grows My Pipeline. I am not  
only a Follower, but I am also  
a Leader. I am The System.

DAILY: M T W T F S S

# EBPRO 101

## The Mad Man's *MY 25* Sheet

Name: \_\_\_\_\_ Username: \_\_\_\_\_ EBPRO Sponsor: \_\_\_\_\_ ph: \_\_\_\_\_

#	NAME	PHONE	EMAIL	STEP 1 DATE	STEP 2 DATE	STEP 3 DATE	STEP 4 DATE	STEP 5 DATE	Deci sion	STEP 6 DATE	Coach able
1				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
2				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
3				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
4				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
5				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
6				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
7				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
8				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
9				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
10				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
11				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
12				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
13				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
14				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
15				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
16				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
17				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
18				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
19				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
20				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
21				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
22				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
23				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
24				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N
25				/	/	/	/	/	1 2 3 4 5 6 7	/	Y / N

# EBPRO 101

## MONDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 Dinner Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Check Inbox/VM</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
<b>8:00 Follow Up</b> calls in minutes				Total Time Spent: hours		<b>Get Better at:</b>	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>9:00 Evaluate Deals</b> deals in minutes				<b>Questions / Misc:</b>			

# EBPRO 101

## TUESDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		<b>Get Better at:</b>	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Study EBPRO</b> Topic:				<b>Questions / Misc:</b>			
<b>9:00</b>							

# EBPRO 101

## WEDNESDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>3:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 Dinner Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Check Inbox/VM</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
<b>8:00 Follow Up</b> calls in minutes				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>9:00 Evaluate Deals</b> deals in minutes				Questions / Misc:			

# EBPRO 101

## THURSDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>11:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>2:00</b>						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>4:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>5:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>6:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C
						B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls emails				<b>RESULTS:</b> B _ I _ A _ R _			
				Total Time Spent: hours		Get Better at:	
				Total Calls Made: calls			
				Total Signups: signups			
				Total Deals Established: deals			
<b>8:00 Study EBPRO</b> Topic:				Questions / Misc:			
<b>9:00</b>							

# EBPRO 101

## FRIDAY

<b>TODAY'S DATE:</b> / /		<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
		<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>9:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>10:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>11:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>12:00 Lunch Meeting</b> With:				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>1:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>2:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>3:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>4:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>5:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>6:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>8:00 Study EBPRO</b> Topic:		<b>RESULTS:</b> B _ I _ A _ R _			
		Total Time Spent: hours		Get Better at:	
Total Calls Made: calls					
Total Signups: signups					
<b>9:00 Evaluate Deals</b> deals in minutes		Total Deals Established: deals		Questions / Misc:	

# EBPRO 101

## SATURDAY

<b>TODAY'S DATE:</b> / /				<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>						
				<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>					
<b>8:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>9:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>10:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>11:00 Invite Guests</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>12:00 PM CDT CALL!</b> 1-646-519-5860: 2772# Pro Pin #:						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>1:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>2:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>3:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>4:00</b>						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>5:00 Prospect/FORM</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>6:00 Check Inbox/VM</b> calls emails						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>7:00 Follow Up</b> calls in minutes						B-I-A-R	T-M-C					
						B-I-A-R	T-M-C					
<b>8:00 Party Meeting</b> With:				<b>RESULTS:</b> B _ I _ A _ R _								
				<table border="1"> <tr> <td>Total Time Spent:</td> <td>hours</td> <td rowspan="4"><b>Get Better at:</b></td> </tr> <tr> <td>Total Calls Made:</td> <td>calls</td> </tr> <tr> <td>Total Signups:</td> <td>signups</td> </tr> <tr> <td>Total Deals Established:</td> <td>deals</td> </tr> </table>				Total Time Spent:	hours	<b>Get Better at:</b>	Total Calls Made:	calls
Total Time Spent:	hours	<b>Get Better at:</b>										
Total Calls Made:	calls											
Total Signups:	signups											
Total Deals Established:	deals											
<b>9:00 FORM em' ALL!</b> How Many?				<b>Questions / Misc:</b>								

# EBPRO 101

## SUNDAY

<b>TODAY'S DATE:</b> / /		<b>GOALS:</b> B _ I _ A _ R _		<b>DAY:</b>	
		<b>NAME</b>	<b>PHONE</b>	<b>Type</b>	<b>?</b>
<b>8:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>9:00</b>				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>10:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>11:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>12:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>1:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>2:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>3:00 Follow Up</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>4:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>5:00 Prospect/FORM</b> calls in minutes				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>6:00 Check Inbox/VM</b> calls emails				B-I-A-R	T-M-C
				B-I-A-R	T-M-C
<b>7:00 Follow Up</b> calls in minutes		<b>RESULTS:</b> B _ I _ A _ R _			
		Total Time Spent: hours		Get Better at:	
Total Calls Made: calls					
Total Signups: signups					
Total Deals Established: deals					
<b>8:00 Follow Up</b> calls in minutes		<b>Questions / Misc:</b>			
<b>9:00</b>					

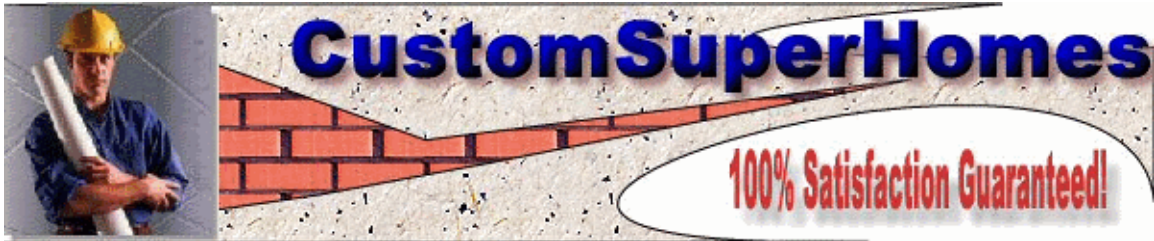
Name: \_\_\_\_\_ Phone(s): \_\_\_\_\_ Username: \_\_\_\_\_

## EBPRO 101 THE MAD MAN \*WEEKLY PROGRESS REPORT\*

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____	Date _____ Day _____
8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails	8:00 Check Inbox/VM calls emails
9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes	9:00 Follow Up calls in minutes
10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes	10:00 Prospect/FORM calls in minutes
11:00	11:00	11:00	11:00	11:00	11:00 Invite Guests calls in minutes
12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting With:	12:00 Lunch Meeting	12:00 PM Call! * 1-646-519-5860   2772
1:00 Check Inbox/VM calls emails	1:00	1:00 Check Inbox/VM calls emails	1:00	1:00 Check Inbox/VM calls emails	1:00 Follow Up Guests on the call:
2:00 Follow Up calls in minutes	2:00	2:00 Follow Up calls in minutes	2:00	2:00 Follow Up calls in minutes	2:00 Check Inbox/VM
3:00 Prospect/FORM calls in minutes	3:00 Check Inbox/VM calls emails	3:00 Prospect/FORM calls in minutes	3:00 Check Inbox/VM calls emails	3:00	3:00 Follow Up calls in minutes
4:00	4:00 Follow Up calls in minutes	4:00	4:00 Follow Up calls in minutes	4:00 Prospect/FORM calls in minutes	4:00
5:00	5:00 Invite Guests calls in minutes	5:00	5:00 Invite Guests calls in minutes	5:00	5:00 Prospect/FORM calls in minutes
6:00 Dinner Meeting With:	6:00 PM Call! * 1-646-519-5860   2772	6:00 Dinner Meeting With:	6:00 PM Call! * 1-646-519-5860   2772	6:00 Check Inbox/VM calls emails	6:00 Check Inbox/VM calls emails
7:00 Check Inbox/VM calls emails	7:00 Follow Up Guests on the call:	7:00 Check Inbox/VM calls emails	7:00 Follow Up Guests on the call:	7:00 Follow Up calls in minutes	7:00 Follow Up calls in minutes
8:00 Follow Up calls in minutes	8:00 STUDY EBPRO Topic(s):	8:00 Follow Up calls in minutes	8:00 STUDY EBPRO Topic(s):	8:00 STUDY EBPRO Topic(s):	8:00 Party / Meeting With:
9:00 Evaluate Deals deals in minutes		9:00 Evaluate Deals deals in minutes		9:00 Evaluate Deals deals in minutes	9:00 FORM EM' ALL! How many?:
DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours	DAILY TOTAL __ calls in __ hours

Agents & Recruits (Name & Username)	Result	Buyers & Investors (Name & Username)	Result
1: _____	A   R Signup	1: _____	B   I Guesstimated
2: _____	A   R Signup	2: _____	B   I Guesstimated
3: _____	A   R Signup	3: _____	B   I Guesstimated
4: _____	A   R Signup	4: _____	B   I Guesstimated
5: _____	A   R Signup	5: _____	B   I Guesstimated
6: _____	A   R Signup	6: _____	B   I Guesstimated
7: _____	A   R Signup	7: _____	B   I Guesstimated
8: _____	A   R Signup	8: _____	B   I Guesstimated
9: _____	A   R Signup	9: _____	B   I Guesstimated
10: _____	A   R Signup	10: _____	B   I Guesstimated
11: _____	A   R Signup	11: _____	B   I Guesstimated
12: _____	A   R Signup	12: _____	B   I Guesstimated
13: _____	A   R Signup	13: _____	B   I Guesstimated
14: _____	A   R Signup	14: _____	B   I Guesstimated
15: _____	A   R Signup	15: _____	B   I Guesstimated
16: _____	A   R Signup	16: _____	B   I Guesstimated
17: _____	A   R Signup	17: _____	B   I Guesstimated
18: _____	A   R Signup	18: _____	B   I Guesstimated
19: _____	A   R Signup	19: _____	B   I Guesstimated
20: _____	A   R Signup	20: _____	B   I Guesstimated
21: _____	A   R Signup	21: _____	B   I Guesstimated
22: _____	A   R Signup	22: _____	B   I Guesstimated
23: _____	A   R Signup	23: _____	B   I Guesstimated
24: _____	A   R Signup	24: _____	B   I Guesstimated
25: _____	A   R Signup	25: _____	B   I Guesstimated
Total Agents And Recruits Signed Up For The Week:		Total One Pagers Completed For The Week:	

## NOTES:



# F. O. R. M. I. T.

## The Most Powerful Recruiter In Existence!

"Turning strangers into prospects, and into friends"

**F** stands for **FAMILY**. Find out if he/she has a family.

- Anyone with a family needs to take responsibility for finances.
- Most families that own their homes have a big home loan and other debt .
- Most families live in "the credit nightmare" and would love to get out of debt .
- Most people are interested in learning how to make money for their family.
- Most people are interested in learning how to secure their family's future.

**O** stands for **ORGANIZATION**. Ask what they do for a living.

- Establish if they make US\$10,000 - \$250,000 per year
- Establish if they are within the Lending, Real Estate, or Marketing (or not).
- If they hold a Manager position at their current JOB
- If they would like to hold a Manager position
- If they are Money Motivated
- If they are a Teacher or Coach of any kind
- If they are looking to make more money, or are dissatisfied with their JOB
- If they DON'T have a JOB
- If they DON'T want a JOB
- If they are looking for a JOB
- If they are studying just to get a JOB
- If they need to make more or extra money for any reason

**R** stands for **RECREATION**. Ask if they have any special interests.

- Sports
- Hobbies
- Other: \_\_\_\_\_

**M** stands for **MESSAGE**. Refer to Step #2, The Approach/Contact and:

- Deliver The Message that is appropriate
- They may want to talk to you
- They may give you a few referrals
- They may do nothing at all...

**I** stands for **INFORMATION**. Exchange contact information (Business card, etc).

- Use the highest quality Business Cards / Flyer / Handout stationary.
- Make sure your business card / flyers / handouts have your "glamour shot".
- Just before giving it, say "WAIT" and write your cell/home number on the back of your card/flyer. Then say: "This is my cell./home number, call me".

**T** stands for **TAKING OFF**.

- You've delivered the message and exchanged info, now, "get out of there"!
- Don't get into questions and answers about the business or anything else.
- You're busy, things to do, places to go, people to meet, money to make...

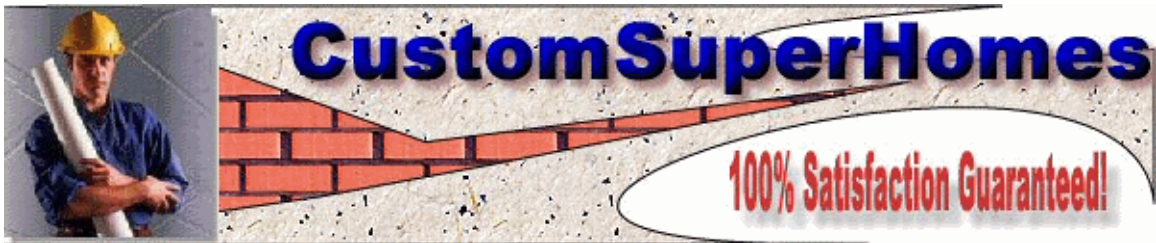
### TRACKING YOUR RESULTS:

Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____
Name: _____	Phone: _____	Met at: _____

- Prospects FORMITed: [\_\_\_\_\_]
- Prospects Plugged Into The System:[\_\_\_\_\_]
- Referrals Generated:[\_\_\_\_\_]
- Referrals plugged into The System:[\_\_\_\_\_]

**NOTES:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**GET BETTER AT:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



# S. T. E. A. M. I. T.

**The Most Powerful Referral Generator In Existence!**

"Turning a stranger's friends into prospects, and into friends"

**S** stands for **SALES**. Ask if your prospect knows anyone that is a sales person.

- Retail sales \_\_\_\_\_
- Wholesale sales \_\_\_\_\_
- Sells any type of product \_\_\_\_\_
- Sells any type of service \_\_\_\_\_
- Sells Real Estate \_\_\_\_\_
- Does not sell Real Estate \_\_\_\_\_

**T** stands for **TEACHER**. Ask if your prospect knows anyone that is a teacher.

- Math Teacher \_\_\_\_\_
- School Teacher \_\_\_\_\_
- Football Coach \_\_\_\_\_
- Soccer Coach \_\_\_\_\_
- Baseball Coach \_\_\_\_\_
- Computer Tutor \_\_\_\_\_
- Company Trainer \_\_\_\_\_
- Boss \_\_\_\_\_
- University Teacher \_\_\_\_\_
- High School Teacher \_\_\_\_\_
- Pre-School Teacher \_\_\_\_\_
- Day Care Teacher \_\_\_\_\_
- Retail sales \_\_\_\_\_
- Wholesale sales \_\_\_\_\_
- Sells any type of product \_\_\_\_\_
- Sells any type of service \_\_\_\_\_
- Sells Real Estate \_\_\_\_\_
- Does not sell Real Estate \_\_\_\_\_

**E** stands for **ENTHUSIASTIC**. Ask if your prospect knows anyone enthusiastic.

- Brother \_\_\_\_\_
- Sister \_\_\_\_\_
- Mom \_\_\_\_\_
- Dad \_\_\_\_\_
- Son \_\_\_\_\_
- Daughter \_\_\_\_\_
- Neighbour \_\_\_\_\_
- Works with \_\_\_\_\_
- Plays with \_\_\_\_\_
- Drinks With \_\_\_\_\_
- Gym Teacher \_\_\_\_\_
- Math Teacher \_\_\_\_\_
- School Teacher \_\_\_\_\_
- Football Coach \_\_\_\_\_
- Soccer Coach \_\_\_\_\_
- Baseball Coach \_\_\_\_\_
- Computer Tutor \_\_\_\_\_
- Company Trainer \_\_\_\_\_
- Boss \_\_\_\_\_
- University Teacher \_\_\_\_\_
- High School Teacher \_\_\_\_\_
- Pre-School Teacher \_\_\_\_\_
- Day Care Teacher \_\_\_\_\_
- Retail sales \_\_\_\_\_
- Wholesale sales \_\_\_\_\_
- Sells any type of product \_\_\_\_\_
- Sells any type of service \_\_\_\_\_
- Sells Real Estate \_\_\_\_\_
- Does not sell Real Estate \_\_\_\_\_

**A** stands for **AMBITIOUS**. Ask if your prospect knows anyone that is ambitious.

- Works with \_\_\_\_\_
- Plays with \_\_\_\_\_
- Runs With \_\_\_\_\_
- Tennis With \_\_\_\_\_
- Hunts with \_\_\_\_\_
- Brother \_\_\_\_\_
- Sister \_\_\_\_\_
- Mom \_\_\_\_\_
- Dad \_\_\_\_\_
- Son \_\_\_\_\_
- Daughter \_\_\_\_\_
- Neighbour \_\_\_\_\_
- Works with \_\_\_\_\_
- Plays with \_\_\_\_\_
- Drinks With \_\_\_\_\_
- Gym Teacher \_\_\_\_\_
- Math Teacher \_\_\_\_\_
- School Teacher \_\_\_\_\_

- Football Coach \_\_\_\_\_
- Soccer Coach \_\_\_\_\_
- Baseball Coach \_\_\_\_\_
- Computer Tutor \_\_\_\_\_
- Company Trainer \_\_\_\_\_
- Boss \_\_\_\_\_
- University Teacher \_\_\_\_\_
- High School Teacher \_\_\_\_\_
- Pre-School Teacher \_\_\_\_\_
- Day Care Teacher \_\_\_\_\_
- Retail sales \_\_\_\_\_
- Wholesale sales \_\_\_\_\_
- Sells any type of product \_\_\_\_\_
- Sells any type of service \_\_\_\_\_
- Sells Real Estate \_\_\_\_\_
- Does not sell Real Estate \_\_\_\_\_

**M** stands for **MONEY MOTIVATED.**

Ask if your prospect knows anyone that is money motivated.

- Has a good job \_\_\_\_\_
- Does not have a good job \_\_\_\_\_
- Works at the bank \_\_\_\_\_
- Does not work at the bank \_\_\_\_\_
- Makes a lot of money \_\_\_\_\_
- Wants to make a lot of money \_\_\_\_\_
- Does not make a lot of money \_\_\_\_\_
- Works with \_\_\_\_\_
- Plays with \_\_\_\_\_
- Runs With \_\_\_\_\_
- Tennis With \_\_\_\_\_
- Hunts with \_\_\_\_\_
- Brother \_\_\_\_\_
- Sister \_\_\_\_\_
- Mom \_\_\_\_\_
- Dad \_\_\_\_\_
- Son \_\_\_\_\_
- Daughter \_\_\_\_\_
- Neighbour \_\_\_\_\_
- Works with \_\_\_\_\_
- Plays with \_\_\_\_\_
- Drinks With \_\_\_\_\_
- Gym Teacher \_\_\_\_\_
- Math Teacher \_\_\_\_\_
- School Teacher \_\_\_\_\_
- Football Coach \_\_\_\_\_
- Soccer Coach \_\_\_\_\_
- Baseball Coach \_\_\_\_\_
- Computer Tutor \_\_\_\_\_
- Company Trainer \_\_\_\_\_
- Boss \_\_\_\_\_
- University Teacher \_\_\_\_\_

- High School Teacher \_\_\_\_\_
- Pre-School Teacher \_\_\_\_\_
- Day Care Teacher \_\_\_\_\_
- Retail sales \_\_\_\_\_
- Wholesale sales \_\_\_\_\_
- Sells any type of product \_\_\_\_\_
- Sells any type of service \_\_\_\_\_
- Sells Real Estate \_\_\_\_\_
- Does not sell Real Estate \_\_\_\_\_

**I** stands for **INTELLIGENT**. Ask if your prospect knows anyone that is intelligent.

- Has a good job \_\_\_\_\_
- Does not have a good job \_\_\_\_\_
- Works at the bank \_\_\_\_\_
- Does not work at the bank \_\_\_\_\_
- Makes a lot of money \_\_\_\_\_
- Wants to make a lot of money \_\_\_\_\_
- Wants to make a lot of money \_\_\_\_\_
- Gym Teacher \_\_\_\_\_
- Works with \_\_\_\_\_
- Plays with \_\_\_\_\_
- Runs With \_\_\_\_\_
- Tennis With \_\_\_\_\_
- Hunts with \_\_\_\_\_
- Brother \_\_\_\_\_
- Sister \_\_\_\_\_
- Mom \_\_\_\_\_
- Dad \_\_\_\_\_
- Son \_\_\_\_\_
- Daughter \_\_\_\_\_
- Neighbour \_\_\_\_\_
- Works with \_\_\_\_\_
- Plays with \_\_\_\_\_
- Drinks With \_\_\_\_\_
- Gym Teacher \_\_\_\_\_
- Math Teacher \_\_\_\_\_
- School Teacher \_\_\_\_\_
- Football Coach \_\_\_\_\_
- Soccer Coach \_\_\_\_\_
- Baseball Coach \_\_\_\_\_
- Computer Tutor \_\_\_\_\_
- Company Trainer \_\_\_\_\_
- Boss \_\_\_\_\_
- University Teacher \_\_\_\_\_
- High School Teacher \_\_\_\_\_
- Pre-School Teacher \_\_\_\_\_
- Day Care Teacher \_\_\_\_\_
- Retail sales \_\_\_\_\_
- Wholesale sales \_\_\_\_\_
- Sells any type of product \_\_\_\_\_
- Sells any type of service \_\_\_\_\_

- Sells Real Estate \_\_\_\_\_
- Does not sell Real Estate \_\_\_\_\_

**T** stands for **THEM**. Ask your prospect: "How about YOU... all of the above, right?"

Recruited prospect: YES\_\_\_\_ NO\_\_\_\_

Referrals Generated: \_\_\_\_\_

Referrals into The System: \_\_\_\_\_

**NOTES:** \_\_\_\_\_

---

---

---

---

---

**GET BETTER AT:** \_\_\_\_\_

---

---

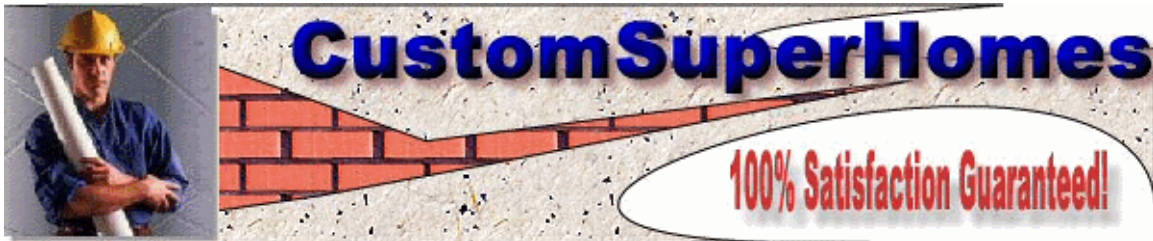
---

---

---

---

---



## ***THE EBPRO 101 PROSPECT LIST CREATOR***

*Their Name & Phone Number*

1. Work With \_\_\_\_\_
2. Boss \_\_\_\_\_
3. Partner \_\_\_\_\_
4. Elevator Person \_\_\_\_\_
5. Wants a New Home: \_\_\_\_\_
6. Knows who wants a new home: \_\_\_\_\_
7. Realtor \_\_\_\_\_
8. Broker \_\_\_\_\_
9. Agent \_\_\_\_\_
10. Network Marketer \_\_\_\_\_
11. Into Marketing \_\_\_\_\_
12. Has a web site \_\_\_\_\_
13. Wants a web site \_\_\_\_\_
14. Has a business \_\_\_\_\_
15. Wants a business \_\_\_\_\_
16. Security Guard \_\_\_\_\_
17. Vending Sales \_\_\_\_\_
18. Insurance \_\_\_\_\_
19. Title Company \_\_\_\_\_
20. Secretary \_\_\_\_\_
21. Typing Pool \_\_\_\_\_
22. Caterer \_\_\_\_\_
23. Customer \_\_\_\_\_
24. Parking Attendant \_\_\_\_\_
25. Coffee Shop \_\_\_\_\_
26. Car Pool \_\_\_\_\_
27. Personal Manager \_\_\_\_\_
28. Sales People \_\_\_\_\_
29. Boss's Lunch \_\_\_\_\_
30. Lunch With \_\_\_\_\_
31. Competition \_\_\_\_\_
32. Repair Person \_\_\_\_\_
33. Copier Person \_\_\_\_\_
34. Union \_\_\_\_\_
35. Complainer \_\_\_\_\_
36. Inspector \_\_\_\_\_
37. Credit Union \_\_\_\_\_
38. Pension Plan \_\_\_\_\_
39. Fired-up-male \_\_\_\_\_
40. Fired-up-female \_\_\_\_\_
41. Delivery Person \_\_\_\_\_
42. Express Mail \_\_\_\_\_

43. UPS \_\_\_\_\_
44. Mailman \_\_\_\_\_
45. Lost Job \_\_\_\_\_
46. Almost Lost Job \_\_\_\_\_
47. Will Be Laid Off Next \_\_\_\_\_
48. Has Been Laid Off \_\_\_\_\_
49. Job Hunting male \_\_\_\_\_
50. Job Hunting Female \_\_\_\_\_
51. Hates Job \_\_\_\_\_
52. Missed Last Promotion \_\_\_\_\_
53. Walking Encyclopedia \_\_\_\_\_
54. Most Likable \_\_\_\_\_
55. Needs Part-time job \_\_\_\_\_
56. Engineer \_\_\_\_\_
57. New employee \_\_\_\_\_
58. Operator \_\_\_\_\_
59. Payroll \_\_\_\_\_
60. Contractor \_\_\_\_\_
61. Movers/Shakers \_\_\_\_\_
62. Guard \_\_\_\_\_
63. Preacher \_\_\_\_\_
64. Nurse \_\_\_\_\_
65. Dentist \_\_\_\_\_
66. Doctor \_\_\_\_\_
67. Surgeon \_\_\_\_\_
68. Chiropractor \_\_\_\_\_
69. Therapist \_\_\_\_\_
70. Carpenter \_\_\_\_\_
71. Auto Mechanic \_\_\_\_\_
72. Car Sales \_\_\_\_\_
73. Body Repair \_\_\_\_\_
74. Gas Station \_\_\_\_\_
75. Teacher \_\_\_\_\_
76. Substitute Teacher \_\_\_\_\_
77. Banker \_\_\_\_\_
78. Teller \_\_\_\_\_
79. Policeman \_\_\_\_\_
80. Highway Patrol \_\_\_\_\_
81. Home Builder \_\_\_\_\_
82. Painter \_\_\_\_\_
83. Roofer \_\_\_\_\_
84. Insulator \_\_\_\_\_
85. Landscaper \_\_\_\_\_
86. Wallpaper Hanger \_\_\_\_\_
87. Carpet Layer \_\_\_\_\_
88. Hospital Worker \_\_\_\_\_
89. Department Store \_\_\_\_\_
90. Grocery Store \_\_\_\_\_
91. Convenience Store \_\_\_\_\_
92. Waitress \_\_\_\_\_
93. Waiter \_\_\_\_\_
94. Chief \_\_\_\_\_
95. Cashier \_\_\_\_\_
96. Dishwasher \_\_\_\_\_

- |      |                         |       |
|------|-------------------------|-------|
| 97.  | Auto Supply             | _____ |
| 98.  | Electrician             | _____ |
| 99.  | Hardware Store          | _____ |
| 100. | Truck Driver            | _____ |
| 101. | Pharmacist              | _____ |
| 102. | Funeral Director        | _____ |
| 103. | Flower Shop             | _____ |
| 104. | Health Spa              | _____ |
| 105. | Restaurant Business     | _____ |
| 106. | Dry Cleaner             | _____ |
| 107. | Electronics Store       | _____ |
| 108. | TV Repair               | _____ |
| 109. | Furniture Repair        | _____ |
| 110. | Movie Rental            | _____ |
| 111. | Appliance Person        | _____ |
| 112. | Cable TV                | _____ |
| 113. | Eye Center              | _____ |
| 114. | Tire Store              | _____ |
| 115. | Realtor                 | _____ |
| 116. | Office Supplies         | _____ |
| 117. | Copier Salesperson      | _____ |
| 118. | Vacuum Cleaner          | _____ |
| 119. | Phone Installer         | _____ |
| 120. | Pest Control            | _____ |
| 121. | Cosmetic Sales          | _____ |
| 122. | Carpet Cleaners         | _____ |
| 123. | Golf Pro                | _____ |
| 124. | Appliance Repair Person | _____ |
| 125. | Bowl With               | _____ |
| 126. | Hunt With               | _____ |
| 127. | Golf With               | _____ |
| 128. | Fish With               | _____ |
| 129. | Tennis With             | _____ |
| 130. | Sky With                | _____ |
| 131. | Throw Darts With        | _____ |
| 132. | Softball With           | _____ |
| 133. | Baseball With           | _____ |
| 134. | Football With           | _____ |
| 135. | Soccer With             | _____ |
| 136. | Racket Ball With        | _____ |
| 137. | Handball With           | _____ |
| 138. | Swim With               | _____ |
| 139. | Fire Chief              | _____ |
| 140. | Fireman                 | _____ |
| 141. | Volunteer Firefighter   | _____ |
| 142. | Scout Master            | _____ |
| 143. | Den Leader              | _____ |
| 144. | Barber                  | _____ |
| 145. | Beautician              | _____ |
| 146. | Auctioneer              | _____ |
| 147. | Sales siding            | _____ |
| 148. | Family Pictures         | _____ |
| 149. | Photographer            | _____ |
| 150. | Guidance Counselor      | _____ |

- |      |                       |       |
|------|-----------------------|-------|
| 151. | Youth Director        | _____ |
| 152. | Sister-in-law         | _____ |
| 153. | Brother-in-law        | _____ |
| 154. | Father-in-law         | _____ |
| 155. | Mother-in-law         | _____ |
| 156. | Brother               | _____ |
| 157. | Sister                | _____ |
| 158. | Father                | _____ |
| 159. | Mother                | _____ |
| 160. | Cousin                | _____ |
| 161. | Aunt                  | _____ |
| 162. | Uncle                 | _____ |
| 163. | Grandfather           | _____ |
| 164. | Grandmother           | _____ |
| 165. | Niece                 | _____ |
| 166. | Nephew                | _____ |
| 167. | Best Friend           | _____ |
| 168. | Spouse's Best Friend  | _____ |
| 169. | Farmer                | _____ |
| 170. | Army                  | _____ |
| 171. | Navy                  | _____ |
| 172. | Air Force             | _____ |
| 173. | Marines               | _____ |
| 174. | Baby-sitter           | _____ |
| 175. | Sister's-in-laws      | _____ |
| 176. | Neighbor on Right     | _____ |
| 177. | Neighbor on Left      | _____ |
| 178. | Across Street         | _____ |
| 179. | Behind                | _____ |
| 180. | Down Street           | _____ |
| 181. | Parent's Right        | _____ |
| 182. | Parent's Left         | _____ |
| 183. | Best Man              | _____ |
| 184. | Maid of Honor         | _____ |
| 185. | Matron of Honor       | _____ |
| 186. | Bridesmaids           | _____ |
| 187. | Ushers                | _____ |
| 188. | Fellow Church Members | _____ |
| 189. | Plumber               | _____ |
| 190. | Jaycees               | _____ |
| 191. | Play Bridge           | _____ |
| 192. | Play Bingo            | _____ |
| 193. | Table Tennis          | _____ |
| 194. | Pool                  | _____ |
| 195. | Trivial Pursuit       | _____ |
| 196. | Monopoly              | _____ |
| 197. | Rides With            | _____ |
| 198. | Jogs                  | _____ |
| 199. | Runs Track            | _____ |
| 200. | Basketball            | _____ |
| 201. | Plays with Kids       | _____ |
| 202. | Climbs Mountains      | _____ |
| 203. | Hang Glides           | _____ |
| 204. | Karate                | _____ |

205. Your Principal \_\_\_\_\_
206. Your Teacher \_\_\_\_\_
207. Your Coach \_\_\_\_\_
208. Kid's Principal \_\_\_\_\_
209. Kid's Teacher \_\_\_\_\_
210. Kid's Coach \_\_\_\_\_
211. Music Teacher \_\_\_\_\_
212. Piano Teacher \_\_\_\_\_
213. Hates to Lose \_\_\_\_\_
214. Loves to Compete \_\_\_\_\_
215. Lamaze Class \_\_\_\_\_
216. Kiwanis \_\_\_\_\_
217. Lions Club \_\_\_\_\_
218. Rotary Club \_\_\_\_\_
219. Good Cook \_\_\_\_\_
220. Friend's Parents \_\_\_\_\_
221. Lawyer \_\_\_\_\_
222. Highway Department \_\_\_\_\_
223. Professor \_\_\_\_\_
224. Sunday School Teacher \_\_\_\_\_
225. Child's Sunday School Teacher \_\_\_\_\_
226. Chamber of Commerce \_\_\_\_\_
227. Hotel Business \_\_\_\_\_
228. Printer \_\_\_\_\_
229. Surveyor \_\_\_\_\_
230. Radio announcer \_\_\_\_\_
231. Sportscaster \_\_\_\_\_
232. Writer \_\_\_\_\_
233. Journalist \_\_\_\_\_
234. Editor \_\_\_\_\_
235. Publisher \_\_\_\_\_
236. Tanning Salon \_\_\_\_\_
237. Arcade \_\_\_\_\_
238. Baker \_\_\_\_\_
239. Librarian \_\_\_\_\_
240. Accountant \_\_\_\_\_
241. Machine Shop \_\_\_\_\_
242. Paints Billboard \_\_\_\_\_
243. Pilot \_\_\_\_\_
244. Stewardess \_\_\_\_\_
245. Steward \_\_\_\_\_
246. Air Traffic Control \_\_\_\_\_
247. Ambulance Driver \_\_\_\_\_
248. Travel Agent \_\_\_\_\_
249. Antique Dealer \_\_\_\_\_
250. Armored Car \_\_\_\_\_
251. Telephone Operator \_\_\_\_\_
252. Piano Tuner \_\_\_\_\_
253. Service Station \_\_\_\_\_
254. Sign Painter \_\_\_\_\_
255. Who you camp with \_\_\_\_\_
256. Locksmith \_\_\_\_\_
257. Upholstered \_\_\_\_\_
258. Veterinarian \_\_\_\_\_

259.	Notary Public	
260.	Orthodontist	
261.	Dance Teacher	
262.	Loves Seafood	
263.	Wears Contacts	
264.	Computer Repair	
265.	Computer Sales	
266.	Cabinet Maker	
267.	Bookkeeper	
268.	Architect	
269.	Best fund raiser	
270.	Tree Surgeon	
271.	Railroad Conductor	
272.	Game Warden	
273.	Cab Driver	
274.	Bus Driver	
275.	Cat Lover	
276.	Dog Lover	
277.	Animal Trainer	
278.	Doll Maker	
279.	Direct Sales	
280.	Social Worker	
281.	Makes Good Fudge	
282.	Health Food Shop	
283.	Seamstress	
284.	Book Worm	
285.	Likes to Sing	
286.	Likes to Eat	
287.	Lawn Maintenance	
288.	Cellular Phone	
289.	Rotisserie League	
290.	Satellite TV	
291.	Internet	
292.	Computer Whiz	
293.	E-mail List	
294.	Voice-mail List	
295.	On-line Service	
296.	Laptop Computers	
297.	Software	
298.	Computer Games	
299.	Desktop Publishers	
300.	Travel Agent	
301.		
302.		
303.		
304.		
305.		
306.		
307.		
308.		
309.		
310.		
311.		
312.		

313.		
314.		
315.		
316.		
317.		
318.		
319.		
320.		
321.		
322.		
323.		
324.		
325.		
326.		
327.		
328.		
329.		
330.		
331.		
332.		
333.		
334.		
335.		
336.		
337.		
338.		
339.		
340.		
341.		
342.		
343.		
344.		
345.		
346.		
347.		
348.		
349.		
350.		
351.		
352.		
353.		
354.		
355.		
356.		
357.		
358.		
359.		
360.		
361.		
362.		
363.		
364.		
365.		
366.		

367. \_\_\_\_\_  
368. \_\_\_\_\_

# *Tracking Your Results*

*(Share THIS RESULTS PAGE with your EBPRO sponsor)*

YOUR NAME: \_\_\_\_\_  
YOUR USERNAME: \_\_\_\_\_  
YOUR PHONE: \_\_\_\_\_  
YOUR EMAIL: \_\_\_\_\_  
TOTAL PROSPECTS CONTACTED: \_\_\_\_\_  
TOTAL REFERRALS GENERATED: \_\_\_\_\_  
TOTAL PROSPECTS RECRUITED: \_\_\_\_\_  
TOTAL CSH SALES GENERATED: \_\_\_\_\_

**NOTES:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**GET BETTER AT:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## EBPRO 101 (The System)



# EBPRO 101



My name is Dario Busch. You have seen me on our [seen me in the shop video](#) and [heard me on the conference calls](#) as I am part of Leadership here (No, I'm not the mouse, that's supposed to be you :-). What I am about to teach you is HOW I Run The System that Runs my Business. Here is where "mini-mice" become "MIGHTY-MICE"... and "MIGHTY-MICE"... evolve into "something not yet classified by NASA". Even though EBPRO 101 (The System) is just the first chapter of The EBPRO curriculum, do not take The System lightly. EBPRO 101 (The System) is actually more powerful than 200 TONS OF NITRO SOAKED DYNAMITE! The EBPRO 101 system is especially designed to make your TEAM and SALES skyrocket "From "ZERO to 100" IN RECORD TIME. You will learn what is needed, nothing more. That way, you can MULTIPLY FASTER. The first 6 steps cover how to GROW YOUR DOWNLINE, which GROWS YOUR PIPELINE, which GROWS YOUR BANK ACCOUNT! It doesn't matter if you are new to the business or a veteran. However, if you are new to the business, that is AWESOME , NO BAD HABITS to break, huh?

## **WE'LL TURN YOU INTO "MIGHTY-MOUSE"**



## **BUT... ONLY IF YOU'RE COACHABLE**

Nothing will be able to stop you. NOTHING will be able to knock you down! Not even those with "40 years in the business"... wanna bet? You'll be "running circles around them" IN NO TIME! They'll be "eating YOUR dust". You'll have an "unfair advantage". You are about to USE a system so "PREDICTABLE" and "DUPLICATABLE", that everyone you plug in will get going in RECORD TIME! Needless to say, The System only works when you run it. So, YOU run The System. The System WILL RUN YOUR BUSINESS!

**EBPRO 101 (The System)**

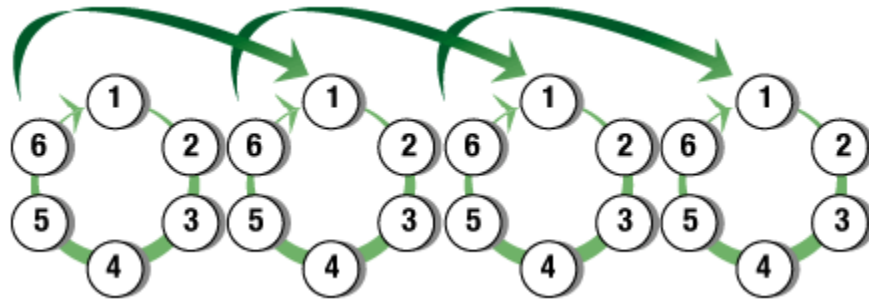
# **THROW AWAY YOUR BRAIN... WE'LL GIVE YOU "A NEW ONE"**

The Real Estate Business is a MINE FILLED MAZE. There are many things that can go wrong and "severe your limbs". I know that there are MANY things you may be "curious about". Be patient! You have time to learn "all that stuff" while The System makes you money. EBPRO 101 will lead you RIGHT THROUGH THE MINE FIELD MAZE... and **STRAIGHT TO THE CHEE\$E!**



## EBPRO 101 (The System)

### THE 6 STEPS OF THE SYSTEM



1: Prospecting 2: Approaching 3: Showing 4: Following Up 5: Starting Up 6: Duplicating  
YOU "SPIN THE WHEEL" IN THESE 6 STEPS!

## FAIR WARNING!!!

*Don't try to run the business!*

- You Run The System and The System runs The Business!
- Take every prospect through The System, no exceptions!

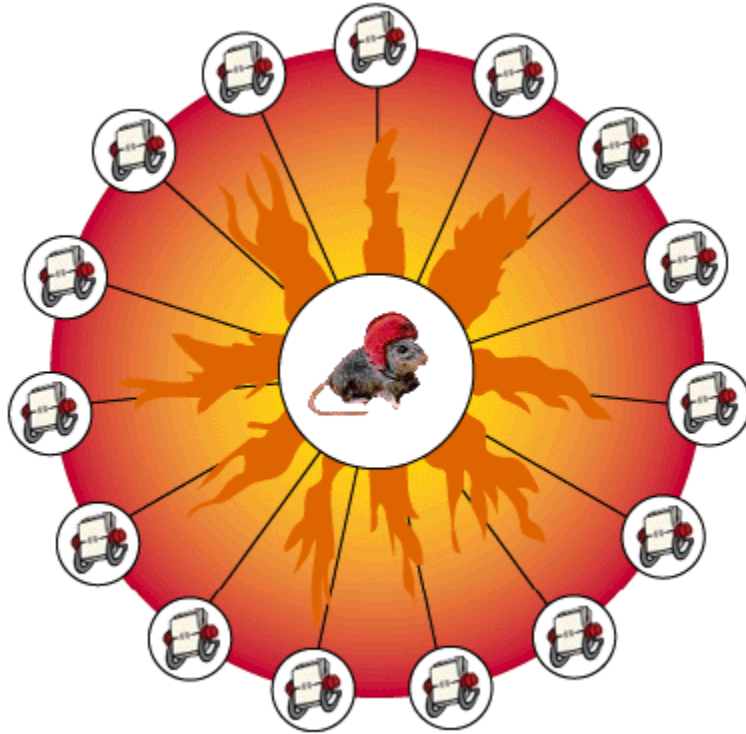
**EBPRO 101** (The System)

**DON'T RE-INVENT THE WHEEL  
JUST SPIN IT LIKE A MAD MAN!**



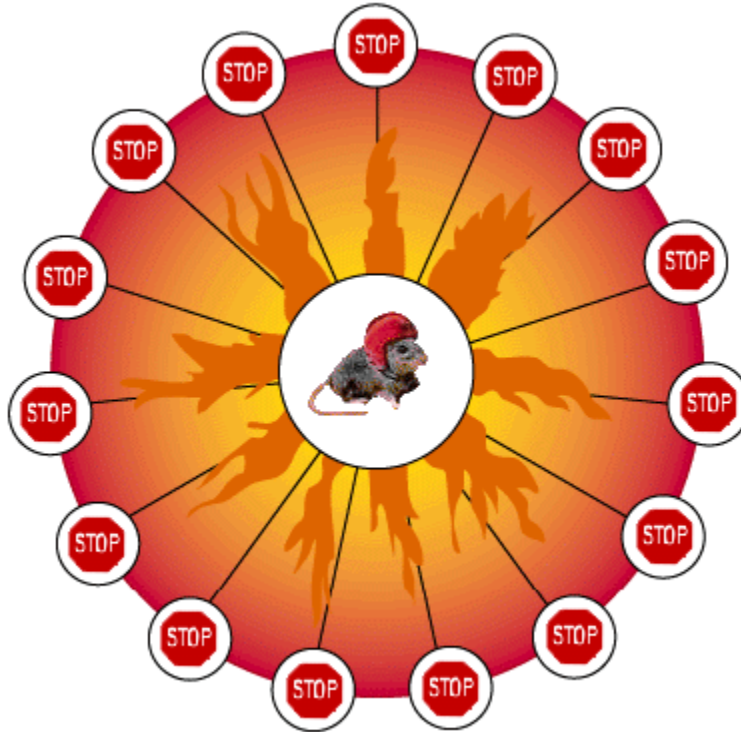
**EBPRO 101** (The System)

# **YOU SPINNING THE WHEEL IN STEP #1** *PROSPECTING LIKE A MAD MAN!*



**EBPRO 101 (The System)**

**YOU SPINNING THE WHEEL OF STEP #2**  
*APPROACHING LIKE A MAD MAN!*

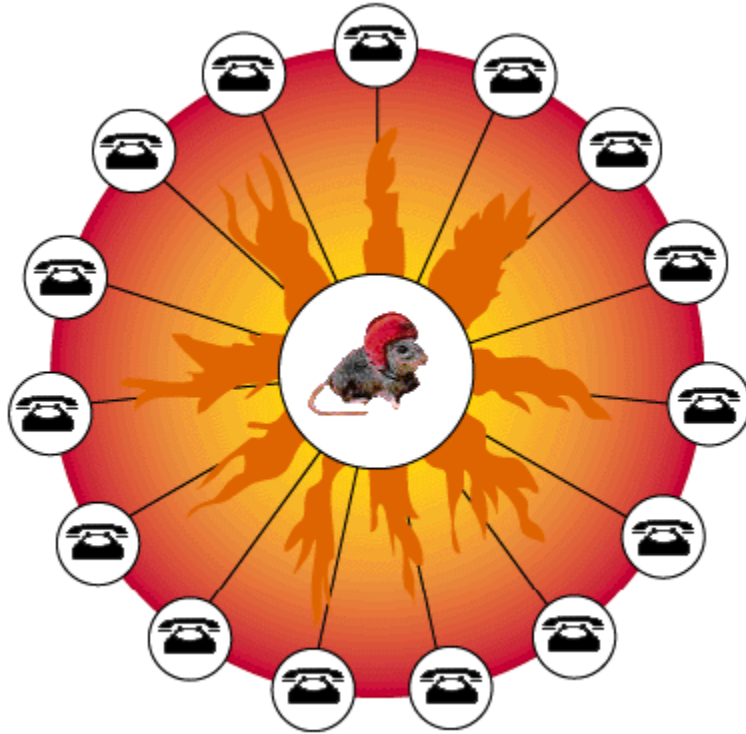


**YOU SPINNING THE WHEEL IN STEP #3**  
*SHOWING LIKE A MAD MAN!*



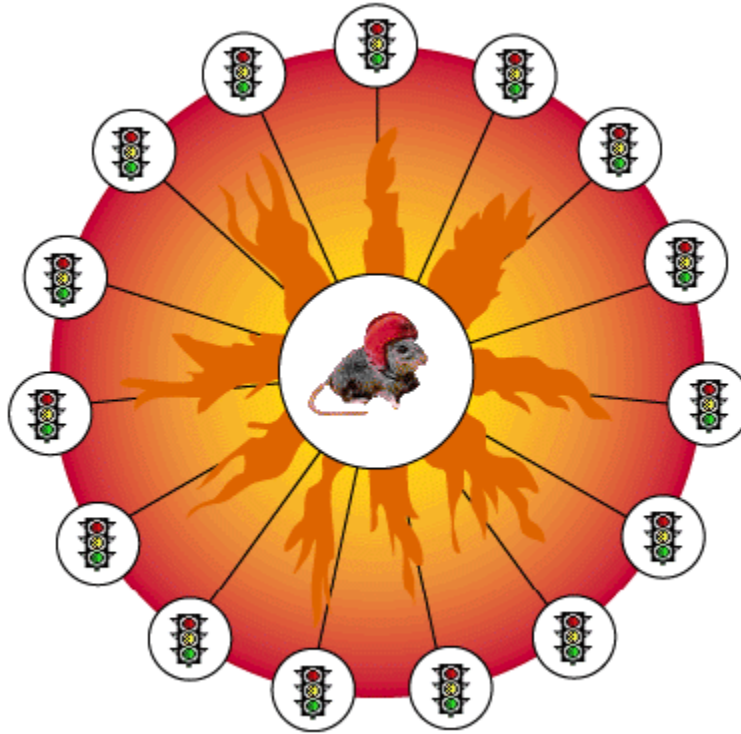
**EBPRO 101** (The System)

**YOU SPINNING THE WHEEL OF STEP #4**  
*FOLLOWING UP LIKE A MAD MAN!*



**EBPRO 101** (The System)

**YOU SPINNING THE WHEEL OF STEP #5**  
*STARTING THEM UP LIKE A MAD MAN!*



**EBPRO 101** (The System)

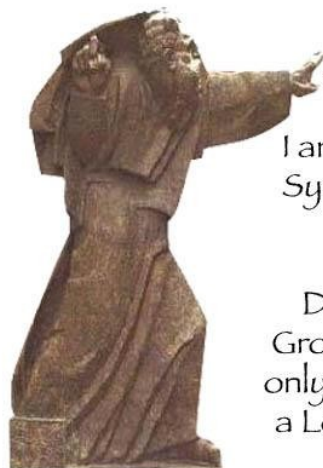
## **YOU SPINNING THE WHEEL OF STEP #6** *DUPLICATING LIKE A MAD MAN!*



## EBPRO 101 (The System)

# AND, REMEMBER TO **KISS** ALL THE TIME

Yes... **K**ee**P** **I**t **S**tupidly **S**imple . THE SYSTEM is very simple. That's why it is so easy to DUPLICATE by almost EVERYONE! But, THE BIG TRICK IS, you MUST develop a FACTORY type mentality and relentlessly feed prospects THROUGH The System without screwing it up. Let me say that again: "you MUST develop a FACTORY type mentality and relentlessly feed prospects THROUGH the system without screwing it up". Just think of it as if you are a vital gear inside a MACHINE that is the heart of a factory. You can't be a defective gear and last long in any factory, right? Welcome to the factory! The only "defect" you can have here is if you stray away from The System. Help ALL YOUR DOWNLINE MEMBERS TO STICK TO THE SYSTEM or they will crash and burn. As long as you follow The System, everything else will fall into place.



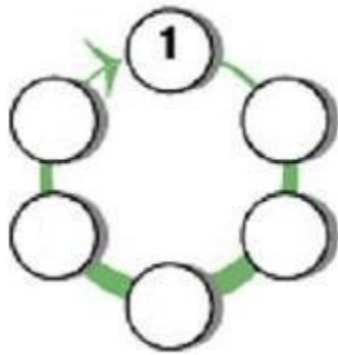
RECITE THIS DAILY INTO YOUR MIRROR:

I am Coachable. I Run The  
System, The System Runs  
The Business. The  
Business Builds my  
Downline, My Downline  
Grows My Pipeline. I am not  
only a Follower, but I am also  
a Leader. I am The System.

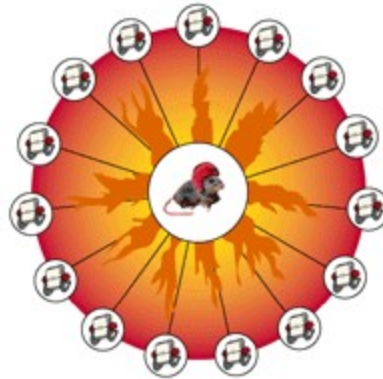
DAILY: M T W T F S S

## EBPRO 101 (The System)

### STEP 1



### PROSPECTING



#### Assumptions:

- EVERYONE needs a home.
- EVERYONE wants to be a part of Saving The Planet.
- EVERYONE wants to eliminate their debt.
- EVERYONE wants to increase their income.
- EVERYONE wants to make their money work for them.
- YOU WANT TO PROSPECT EVERYONE... do not discriminate!

#### The word PROSPECTING according to the dictionary:

Prospecting is something expected; a possibility. 1. prospects a) Chances. b) Financial expectations, especially of success. c) A potential customer, client, or purchaser. d) A candidate deemed likely to succeed. e) The direction in which an object, such as a building, faces; an outlook. f) Something presented to the eye; a scene: *a pleasant prospect*. g) The act of surveying or examining. h) The location or probable location of a mineral deposit. i) An actual or probable mineral deposit. j) The mineral yield obtained.

#### Here's what to do:

##### 1. TELL YOUR DOWNLINE (FREE)

If you are a part of another "marketing/affiliate program" and have a downline, if you run a newsletter, forum, e-zine, or have any type of mailing list with friends and family, (NOT a SPAM or any other illegal type of list), here is where to start.

##### 2. CREATE A PROSPECT LIST (FREE)

The first thing to do is to plan create a prospect list. Once you have a few names down on your prospect list creator, approach/contact the names on the list.

##### 3. MAKE FRIENDS LIKE A MAD MAN (FREE)

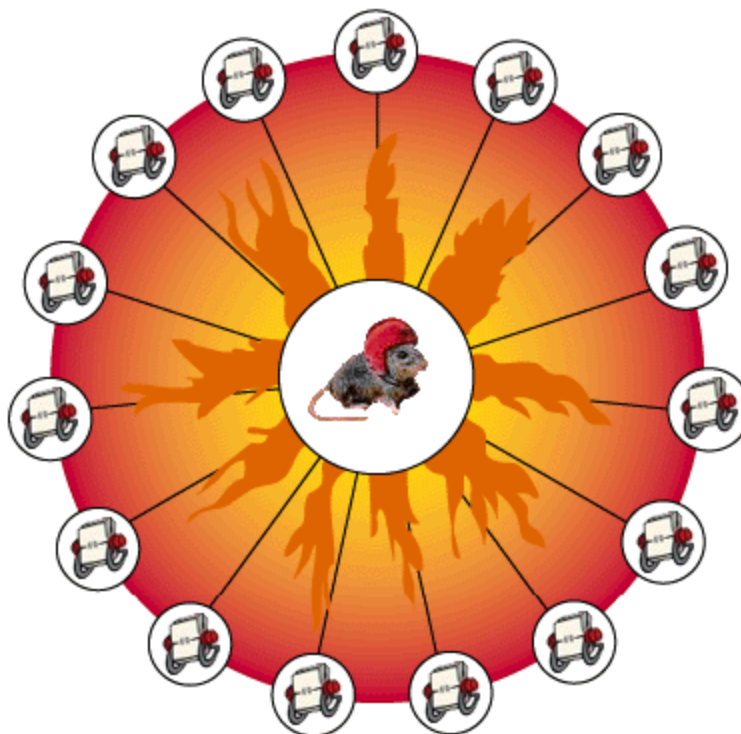
You know you have to keep your MAD MAN GAME happy, right? So, AS YOU COMPLETE YOUR EVER GROWING PROSPECT LIST, get out there and enjoy the world ! Just think about it, how many stores and businesses in your area? How many sales people working in

## EBPRO 101 (The System)

those businesses and stores? How about restaurants? How many waitresses, cooks, valets work in your town? How about Cinemas? Ever been at one of those "Real Estate Seminars" at the Holiday Inn? :-) How about "The Home Business Connection Type Seminars"? Recreational Centers? Country Clubs? Golf Clubs? :-) Museums, Government Offices, Parks? Do you like to mingle? Do you hate to mingle? How about going to parties? Hate going to parties? Roller-blade on the boardwalk or do you play chess in the park? Love hanging out at the Internet Cafe? Love to drink beer at the local bar? Ever go to weddings? Vacations? Ok, ok, you get the point right?

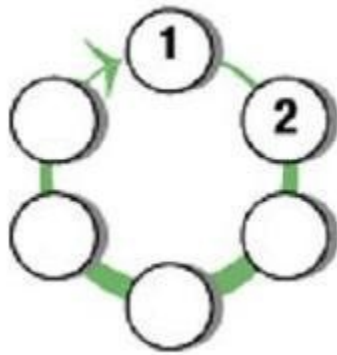
### 4. EXPOSE YOURSELF TO "SPAM" (FREE)

SPAM = UCE which = Unsolicited Commercial Email. The most hated form of Internet advertising. Now, this may sound controversial, because after all, WHO LIKES TO RECEIVE SPAM? :-) Well, WE DO! Because after all, everyone that "spams me" with their business opportunities are A GREAT PROSPECT for my team. Why? Well, because 1) They are already "into having their own home based business" 2) They have been "sold the dream of wealth" by someone else already 3) They may even be a better marketer than I am, enhancing my downline 4) they come with "friends" (their downlines).



## EBPRO 101 (The System)

### STEP 2



### APPROACHING



#### Assumptions:

- EVERYONE can be APPROACHED with the right POWER-MESSAGE.
- EVERYONE should be APPROACHED with the right POWER MESSAGE.
- EVERYONE wants to be APPROACHED by a POWER MESSAGE.
- YOU WANT TO APPROACH EVERYONE with a POWER MESSAGE
- YOU WANT TO APPROACH EVERYONE... do not discriminate!

#### Approach everyone with the appropriate Power Message!

After you Power Message a prospect and deliver the appropriate "I want to give you access to our web site" speal as explained in Power Messages, go to YOUR <http://customsuperhomes.com/%username%> web site, sign them up as you where them (They just gave you permission), and they will get the access (login) information right away . This is how you take them to STEP#3 (SHOWING).

#### POWER TIP

If you are talking on the phone and AFTER you sign them up, say: "Are you online right now?". If they are online at the moment, say: Cool, can you please go to <http://customsuperhomes.com> right now and tell me when you're there?" Once they say "I'm there", say: Click on MEMBER LOGIN, use [[[theirfirstandlastname]]] as your USERNAME and 1234 as password. Please tell me when you're logged in". Once they say they are logged in, say: "Good, let me know if [[[WHATEVER YOU WANT THEM DO]]], ok? BYE, click.

**WARNING:** Never, EVER, sign anyone up without their verbal permission.

# POWER MESSAGES



**1. TO ANYONE**

I work with a construction company and we're looking for [[[REAL ESTATE/CONSTRUCTION TRADE]]], do you know any [[[REAL ESTATE/CONSTRUCTION TRADE]]]? Whatever their answer, say: "I want to give you access to my web site, I have over 11,000 floor plans available and I need you to tell me if you can [[[DO WHATEVER THEY DO]]] (on) these type of homes. Do you have an email address?"

**1. TO ANYONE**

I'm a recruiter/headhunter for Custom Super Homes. I recruit people into high paying positions in our firm. Kind of like a "talent scout" that looks for people with an edge. I need I need 3 money motivated people that are responsible. Do you know anyone you know interested in making money? "I want to give you access to my web site so you can see. Do you have an email address?"

**2. TO ANYONE:**

Have you ever heard of Custom Super Homes? Whatever the answer (yes or no), say: I want to give you access to my web site so that you can access over 11,000 floor plans and see how they look like. Do you have an email address?

**3. TO SUB CONTRACTORS**

Oh, you are a [[[TRADE]]], we're looking to build a few custom homes and need a REALLY good [[[TRADE]]]. Are you available for a few jobs [[[THEIR NAME]]]? "I want to give you access to my web site, I have over 11,000 floor plans available and I need you to tell me if you can [[[DO WHATEVER THEY DO]]] (on) these type of homes. Do you have an email address?"

**4. TO SUB CONTRACTORS**

"Hi, my name is %name%, we're looking to put up some home and need a good [[WHATEVER THEIR TRADE]] to [[WHATEVER THEY DO]] on a few houses. Do you have time for a few jobs?". When they say yes, say: "I want to give you access to my web site, I have over 11,000 floor plans available and I need you to tell me if you can [[[DO WHATEVER THEY DO]]] (on) these type of homes. Do you have an email address?"

**5. TO SUB CONTRACTORS**

"Hi, I'm looking to build some homes and need a [[THEIR TRADE]], a [[OTHER TRADE]], and a [[OTHER TRADE]], do you know anyone that's available? (Or: "Are you available for hire?"). Whatever their answer, say: "I want to give you access to my web site, I have over 11,000 floor plans available and I need you to tell me if you can [[[DO WHATEVER THEY DO]]] (on) these type of homes. Do you have an email address?"

**6. TO REAL ESTATE AGENTS**

Hi, my name is %name% with Custom Super Homes. We are looking to build a couple of custom homes in the area and I need a good agent that can help me. Can you sell new homes?" When they say yes, say: "Great, I want to give you access to my web site. You will have access to over 11,000 floor plans available and I want to know if you can sell that type of homes, ok?"

## **EBPRO 101 (The System)**

7. **TO REAL ESTATE AGENTS** (*NOTE: This is how you get comps*)  
Hi, my name is %name% with Custom Super Homes. We are looking to build a couple of custom homes in the area and I need a good agent that can help me with vacant lots and comparable sales. Can you help me? When they say yes, say: "Great, can you please email me all the SOLD, PENDING, and AVAILABLE listings on NEW homes only on [[[TARGET AREA BY ZIP OR MUNICIPALITY]]]? When they say "sure", say: I want to give you access to my web site. You will have access to over 11,000 floor plans available and I want to know if you can sell that type of homes, ok?
8. **TO MORTGAGE BROKERS/LENDERS**  
Hi, my name is %name% with Custom Super Homes. We are looking to build a couple of custom homes in the area and I need a lender for our clients. Can you do new construction loans? When they say yes, say: "Great, I want to give you access to my web site. You will have access to over 11,000 floor plans there and I want you to assure me that you can do new construction loans on these type of homes, ok?
9. **TO ANYREAL ESTATE INDUSTRY PROFESSIONAL**  
Hi, my name is %name% with Custom Super Homes. We are looking to build a couple of custom homes in the area and I need a [[[WHATEVER THEY DO]]] for our clients. Can you (do) [[[WHATEVER THEY DO]]]? When they say yes, say: "Great, I want to give you access to my web site. You will have access to over 11,000 floor plans there and I want you to assure me that you can (do) [[[WHATEVER THEY DO]]] on these type of homes, ok?
10. **TO INVSTORS:**  
The company I work with helps Real Estate Investors like you to increase their income with less work involved. Maybe you should hire us :-)
11. **TO INVESTORS**  
Since you're looking to buy investment property anyway, I want you to take a look at something that will most likely blow your mind when it comes to making money with Real Estate. I want to give you access to my web site so that you can see what I'm talking about, ok? Do you have an email address?
12. **TO INVESTORS**  
I help investors like you to free up their time and make more money on better quality property. I can give you access to my web site so that you can see how this works, ok? Do you have an email address?
13. **TO NETWORK MARKETING LEADERS:**  
I am a part of a LARGE Network Marketing Team. I was wondering, how much money someone like you would charge to talk about the Network Marketing Business to our group. Of course, you will be able to present whatever business you choose to our group at that time as well Are you, or any other expert you know, available [[[THEIR NAME]]]?"
14. **TO MARKETERS WHEN EXPOSING YOURSELF TO "SPAM"**  
That sounds great, in fact, I work from home too. I tell you what [[[THEIR NAME]]], If what you have is as good as you say it is, I may want to work with you! But, I don't know if I should drop what I'm doing right now. to do: while I read about your company, you take a look at what I'm doing. That way, you can give me your professional opinion if I should quit that , join you, and bring my downline with me. I'm going to give you access to our web site so you can help me decide, is that cool?
15. **TO ENVIRONMENTALISTS**

## **EBPRO 101 (The System)**

Most environmentalists accept the killing of about 2 acres of wooded land just to get the lumber for a piece of crap "stick built" home. Is your house built with wood frame?" (Cement block homes have frame interior walls). Do you mind if I show you how bad your home is for the environment and for yourself?

### **16. TO ENVIRONMENTALISTS**

How many trees will you save and how many TONS of waste material will you recycle next year? If interested, I can show you how you can recycle HUNDREDS OF THOUSANDS OF TONS on a monthly basis". If they are interested, say: "Great, I have a web site that I want to give you access to, ok? Do you have an email address?

### **17. TO ENVIRONMENTALISTS**

The recycling industry is failing. It focuses on recycling aluminum cans and bottles when there are millions of tons of fully usable material being dumped in landfills every day. I can show you how you can stop recycling by the gram and begin to recycle HUNDREDS OF TONS at a time. Would that interest you at all? I can give you access to our web site and everything is spelled out right there. Do you have an email address?

### **18. TO SALES PEOPLE & BUSINESS PEOPLE**

I'm a professional recruiter for our firm. I know you work here ,and that's fine. But, I know you're not making the kind of money you could be making. I really think you have more potential than [[WHATEVER THEY DO]]. I know that you can't talk about it here, but I think we need to talk. I would love to see you quit [[WHEREVER THEY WORK]] and make some real money. When can you and I talk in private [[THEIR NAME]]?

### **19. TO SALES & SERVICE PROFESSIONALS**

The company I work with is looking with someone with your type of background (or: experience | know-how | ability | looks | motivation | whatever). Are you interested in MAKING MORE MONEY [[[THEIR NAME]]]? I want to give you access to my web site, it explains what the job is all about. Do you have an email address?

### **20. TO ANYONE**

I just got a new web site, it's really cool, and I want to give you access to it, ok? Do you have an email address?

### **21. TO ANYONE**

Do you know anyone that's looking for a new home?

### **22. TO ANYONE:**

"Do you like money?". When they say yes, say: "Do you know people?". When they say yes, say: "Do you have an email address?

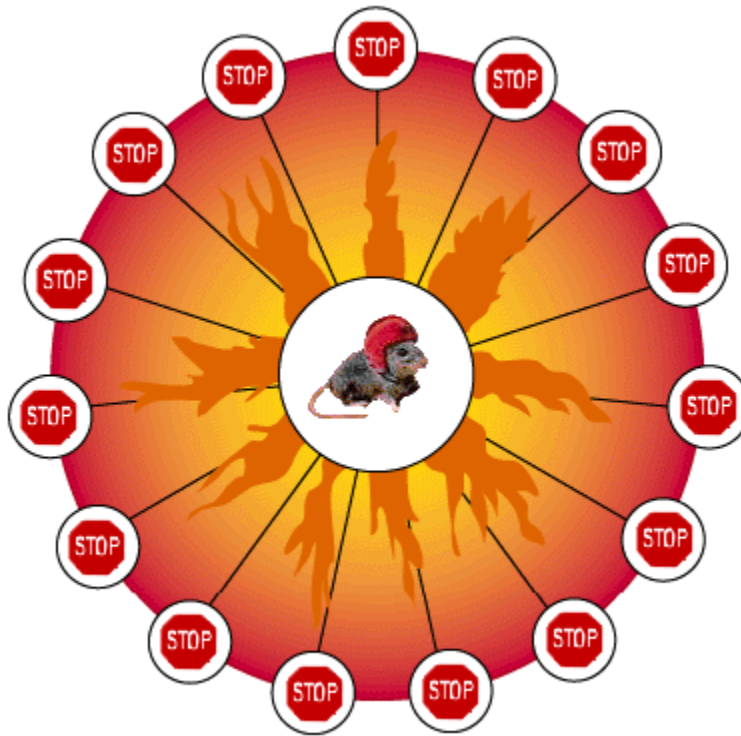
### **23. TO ANYONE**

Hey, our company is looking for people on a part time basis, are you looking for a part time job if the money is right?" Whatever they say, say: I want to give you access to my web site, that way, you can see what we are all about, ok? Do you have an email address?

### **24. TO ANYONE**

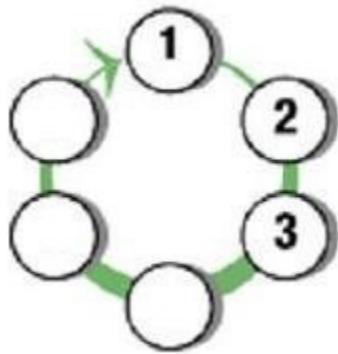
I work with a company that helps people eliminate debt, make money, and make their money work for them. I want to give you access to my web site so that you see how it can help you increase your income, eliminate your debt, and make you a lot of money, ok? Do you have an email?

## EBPRO 101 (The System)



## EBPRO 101 (The System)

### STEP 3



### SHOWING



#### Assumptions:

- EVERYONE likes for you to SHOW THEM.
- EVERYONE wants you to SHOW THEM.
- EVERYONE wants to SHOW SOMETHING.
- YOU WANT TO SHOW TO EVERYONE... do not discriminate!

#### The word SHOWING according to the dictionary:

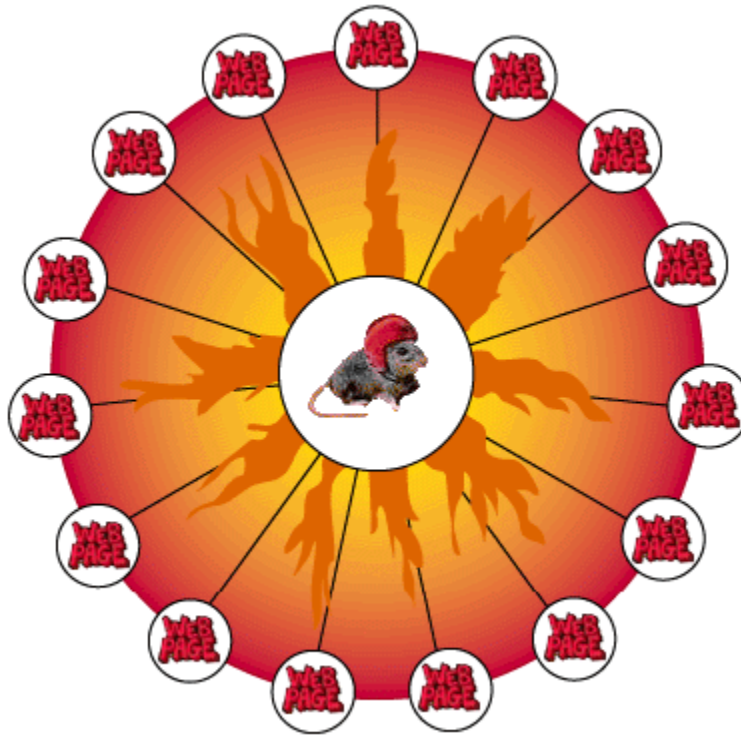
To Show. To cause or allow to be seen; display. To display for sale, in exhibition, or in competition: *showed her most recent paintings*. To conduct; guide: *showed them to the table*. To direct one's attention to; point out: *show them the biggest squash in the garden*. To manifest (an emotion or condition, for example); reveal: *showed displeasure at his remark*; *a carpet that shows wear*. To permit access to (a house, for example) when offering for sale or rent. To reveal (oneself) as in one's behavior or condition: *The old boat showed itself to be seaworthy*. To indicate; register: *The altimeter showed that the plane was descending*. To demonstrate by reasoning or procedure: *showed that the hypothesis was wrong*; *a film that showed how to tune a piano*. To demonstrate to by reasoning or procedure; inform or prove to: *showed him how to fix the camera*; *showed her that it could really happen*. To grant; bestow: *showed no mercy to the traitors*. Law. To plead; allege: *show cause*. A public exhibition or entertainment. An exposition for the display or demonstration of commercial products: *an auto show*. A usually competitive exhibition of domestic animals: *won first place at the cat show*. A radio or television program. A movie. A theatrical troupe or company. Informal. An affair or undertaking: *ran the whole show*. Sports. Third place at the finish, as in a horse race.

#### It's Show Time!

WITH THEIR PERMISSION, you should have created a free account for them. Once logged in their free member area, THE SHOWING BEGINS! (Give them directions on how to navigate to the section that interests them (ie: Buy A Home page, bottom, click on floor plans OR Make Money Page, Building And Manufacturing, click on The Contractor Program). If they don't give you permission to create a free account for them, send them to Your web site and say: "Why don't you

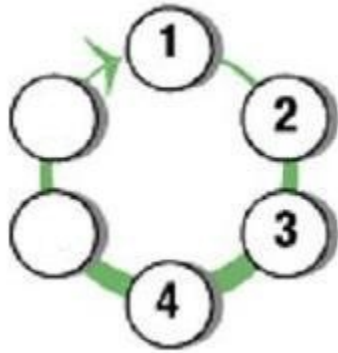
## EBPRO 101 (The System)

read that and let me know if you like what you see?". Again, just send them to Your web site (alternatively, send a fax or mail the overview to them) and say: "Why don't you read that and let me know if you like what you see?" ("We can talk" if mailing/faxing). If more persuasion is needed before they let you SHOW THEM or create a free account for them, use well chosen POWER MESSAGES and Killer Ad Copy (Printed And/or Online).

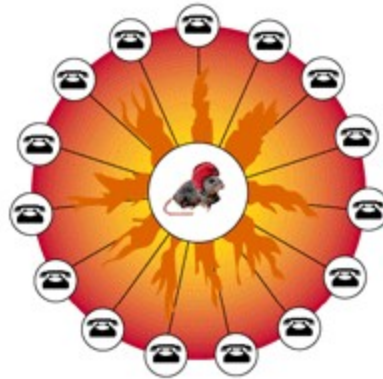


## EBPRO 101 (The System)

### STEP 4



### FOLLOWING UP



#### Assumptions:

- EVERYONE needs to be FOLLOWED UP.
- EVERYONE wants to be FOLLOWED UPON.
- EVERYONE wants to FOLLOW UP.
- YOU WANT TO FOLLOW UP ON EVERYONE... do not discriminate!

#### The term FOLLOW UP according to the dictionary:

To come or go after; proceed behind: *Follow the usher to your seat.* To go after in or as if in pursuit: "The wrong she had done followed her and haunted her dream" (Katherine Anne Porter). To keep under surveillance: *followed the suspect around town.* To move along the course of; take: *We followed a path to the shore.* To go in the direction of; be guided by: *followed the sun westward across the plains; followed the signs to the zoo.* To accept the guidance, command, or leadership of: *follow a spiritual master; rebels who refused to follow their commander.* To adhere to; practice: *followed family traditions.* To take as a model or precedent; imitate: *followed my example and resigned.* To act in agreement or compliance with; obey: *follow the rules; follow one's instincts.* To keep to or stick to: *followed the recipe; follow a diet.* To engage in (a trade or occupation); work at. To come after in order, time, or position: *Night follows day.* To bring something about at a later time than or as a consequence of: *She followed her lecture with a question and answer period. The band followed its hit record with a tour.* To occur or be evident as a consequence of: *Your conclusion does not follow your premise.* To watch or observe closely: *followed the bird through binoculars.* To be attentive to; pay close heed to: *too sleepy to follow the sermon.* To keep oneself informed of the course, progress, or fortunes of: *follow the stock market; followed the local teams.* To grasp the meaning or logic of; understand: *Do you follow my argument?*

#### Here's what to do:

After a little chit chat about anything of THEIR interest, ask: "Have you reviewed the web site and member area yet?" If yes, say: "Great, based on what you've seen, what interests you the most?"

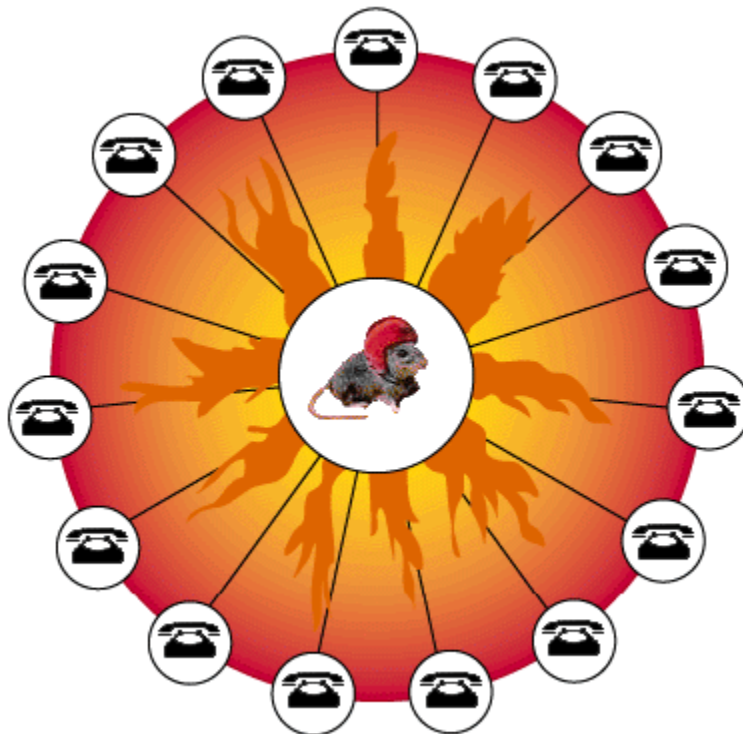
## EBPRO 101 (The System)

Lead them to "THE ANSWER IN THE FOLLOW UP" (TAITFU) of their choice  
(PS: TAITFU is pronounced "taifoo", like "Thai Food", but without the "D")

1. **TAITFU #1:** Buy a (or many) Custom Super (Show?) Home.
2. **TAITFU #2:** Order EBPRO.
3. **TAITFU #3:** Order TCP.
4. **TAITFU #4:** Order a SHOP.
5. **TAITFU #5:** Becoming a sub-contractor for CSH.
6. **TAITFU #6:** Remaining a Free AFFILIATE.
7. **TAITFU #7:** Referring buyers and Building Lots (Land) as a REALTOR.

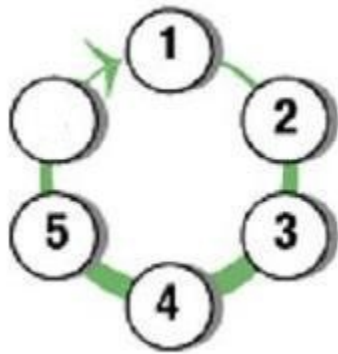
You are looking for "The Answer In The Follow Up" a.k.a. "TAITFU"

*If they answer with "a story", listen for and determine the TAITFU WITHIN THEIR STORY and ask them: "Do you mean that you are interested in {{{(recite TAITFU 1, 2, 3, 4, 5, 6, and 7)}}} and wait for the answer. Whatever the answer, say: "Great, now, assuming that EVERYTHING you've seen on the web sites is 100% real, are you ready to get started today?". Wait for an answer and continue to the next step according to their TAITFU.*

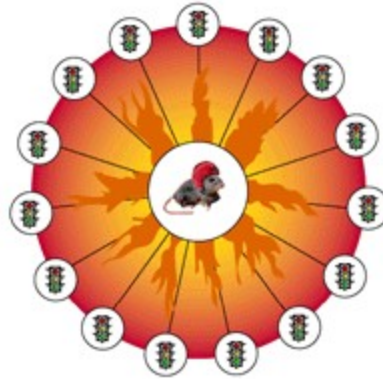


## EBPRO 101 (The System)

### STEP 5



### STARTING UP



#### Assumptions:

- EVERYONE can be STARTED UP.
- EVERYONE wants to be STARTED UP.
- EVERYONE wants to START SOMEONE UP.
- EVERYONE wants to GET STARTED.
- YOU WANT TO START EVERYONE UP... do not discriminate!

#### The term **STARTING UP** according to the dictionary:

Begin to operate, especially a machine or engine, as in *Start up the motor so we can get going*. Move suddenly or begin an activity, as in *When the alarm rang I started up*. Organize a new enterprise, as in *Starting up a business requires dedication*. Get going or set in motion; "We started the engine"; "start up the computer". 2: get off the ground; "Who started this company?"; "We embarked on an exciting enterprise"; "I start my day with a good breakfast".

# GET READY

Now... it's **"HAMMER TIME"** YOUR NAME :-)

## EBPRO 101 (The System)



According to THE ANSWER IN THE FOLLOW UP (TAITFU) in Step #4

### 1. Option #1:

#### **Buying a Custom Super (Show?) Home**

Say: "Awesome, Let's build your Custom Super Show Home! You are going to LOVE IT! Do you think you can qualify for a new house?" If yes, say: "Do you have your construction loan ready or do you need me to help you get a construction loan?" Whichever answer, direct her/him to the BUY A HOME page. At the BUY A HOME page, they will learn Why they should buy a CSH, What all those extra things we do for our buyers are, what the standard features of a CSH show home are and look like, The exact procedures whether they have financing or need help getting financing, How to complete the MINI APP, etc. As soon as they give acknowledgement that they understand what to do, say: "Ok, Call ya' back later {{{THEIR NAME}}}. Bye, click!". (Call back within 48 hours to make sure they actually completed the MINI APP or ONE PAGER and submitted it as per these instructions. If they have not, help them get it done)

### 2. Option #2:

#### **Starting up by ordering EBPRO**

Say: "Are you going to order EBPRO right now?" Y/N.

If yes, say: "Great, do you know where the order page is?". If they say yes, then say: "Great, let's go there. Are you online right now?". If he/she says yes, say: "Great, go to your web site or to CustomSuperHomes.com, click on LOGIN or MEMBER AREA, and login to the member area". Give them time, once they are in the member area, say: "Good, now, click on MAKE MONEY. Once on the MAKE MONEY PAGE, click on MARKETING & SELLING. At the bottom of that page, click on the link that mentions EBPRO. Are you at the EBPRO overview page now {{{THEIR NAME}}}?" When they say yes, say: "Ok, at the bottom of that page, click on the ORDER EBPRO link". When he/she has done so, say: "Good, choose the payment option that suits you best. I will be right here, just say my name if you need help". Now, give them time, but when they seem to be done, ask: "Are you done?". If they say yes, say: "Great, as soon as

## EBPRO 101 (The System)

they receive your payment, they'll process your order and your member area will be upgraded to EBPRO. Then, just follow the instructions, ok?". Whatever the answer, say: "Great, look, I have to go now, please feel free to call me anytime. I do thank you for your order, you will love EBPRO. Remember that you have a 10 day money back guarantee, you know that, right?". We want your complete satisfaction. When they say yes I know about the guarantee, say: "Ok, Call ya' back later {{{THEIR NAME}}}. Bye, click!" (Call them back within 48 hours and make sure that their order went through and that their member area is upgraded to EBPRO. If they didn't complete the order, help them get it done. Once it is done, plug them in to The System)

### 3. Option #3:

#### Starting up by ordering TCP

Say: "Ok, I need you to login to your member area right now. Are you online?" If they say yes, then say: Ok, click on MAKE MONEY, read that entire page, and follow the instructions towards THE CONTRACTOR PROGRAM. After you read the introduction to THE CONTRACTOR PROGRAM, you'll know exactly how to proceed. Are you there now? If yes, say: "Great, read it a few times, follow the instructions at the bottom of that page. If you need me for anything, I'll be right here at YOUR PHONE NUMBER. Call ya' back later, bye".

#### Call back within 48 hours and ask:

"Did you print, complete and submit the Request/Confidentiality Form?".  
If they have not, help them get it done.

#### In the meantime:

Check and get in sync with your EBPRO SPONSOR so that you both don't call the BANK/LENDER (Looks childish). YOU need to verify their Proof Of Funds (POF) by calling the lender and saying: "Hi, my name is YOUR NAME, I am calling because {{{PROSPECTS NAME}}} named you as a financial reference. He states that he/she has {{{Amount on form emailed to you}}} available through you. What do I need to do in order to get that verified by you in writing?". They will tell you that a written authorization will be required. Say "Thanx, I will call you right back, bye, click!". Now, call {{{PROSPECT'S NAME}}} and say: "Hi {{{PROSPECT'S NAME}}}, I just talked to your lender, he/she is waiting for my call. Your records are private, so {{{BANK/LENDER NAME}}} wants a written authorization from you before they talk to me. Once you give them your ok to talk to me, they will fax your Proof Of Funds to the Custom Super Homes Office and I will be notified. When I talked to {{{BANK/LENDER NAME}}}, I said that I would call right back. Do you have a few minutes right now? I want to get {{{BANK/LENDER NAME}}} on the phone so that he can tell you exactly what he needs from you, Is that ok {{{PROSPECT'S NAME}}}?". If yes, say: Ok, let's get {{{LENDER/BANK NAME}}} on the phone". Get the lender on a 3-way call and let {{{PROSPECT'S NAME}}} talk to {{{BANK/LENDER NAME}}} and have the POF faxed to 314-542-4000. Come to the call, we'll discuss the status and/or give you instructions on how to proceed)

### 4. Option #4:

#### Starting up by ordering a SHOP

Say: "Ok, I need you to login to your member area right now. Are you online?" If they say yes, then say: Ok, click on MAKE MONEY, read that entire page, and follow the instructions towards THE CONTRACTOR PROGRAM. After you read the introduction to THE CONTRACTOR PROGRAM, you'll know exactly how to proceed. Are you there now? If yes, say: "Great, read it a few times, follow the instructions at the bottom of that page.

#### Call back within 48 hours and ask:

## EBPRO 101 (The System)

"Did you print, complete and submit the Request/Confidentiality Form?".  
If they have not, help them get it done.

### In the meantime:

Check and get in sync with your EBPRO SPONSOR so that you both don't call the BANK/LENDER (Looks childish). YOU need to verify their Proof Of Funds (POF) by calling the lender and saying: "Hi, my name is YOUR NAME, I am calling because {{{PROSPECTS NAME}}}} named you as a financial reference. He states that he/she has {{{Amount on form emailed to you}}} available through you. What do I need to do in order to get that verified by you in writing?". They will tell you that a written authorization will be required. Say "Thanx, I will call you right back, bye, click!". Now, call {{{PROSPECT'S NAME}}} and say: "Hi {{{PROSPECT'S NAME}}}, I just talked to your lender, he/she is waiting for my call. Your records are private, so {{{BANK/LENDER NAME}}} wants a written authorization from you before they talk to me. Once you give them your ok to talk to me, they will fax your Proof Of Funds to the Custom Super Homes Office and I will be notified. When I talked to {{{BANK/LENDER NAME}}}, I said that I would call right back. Do you have a few minutes right now? I want to get {{{BANK/LENDER NAME}}} on the phone so that he can tell you exactly what he needs from you, is that ok {{{PROSPECT'S NAME}}}?". If yes, say: Ok, let's get {{{LENDER/BANK NAME}}} on the phone". Get the lender on a 3-way call and let {{{PROSPECT'S NAME}}} talk to {{{BANK/LENDER NAME}}} and have the POF faxed to 314-542-4000. Come to the call, we'll discuss the status and/or give you instructions on how to proceed)

### 5. Option #5:

#### Starting up by becoming a sub-contractor for CSH

Say: "Ok, I need you to login to your member area right now. Are you online?" If they say yes, then say: "Ok, click on MAKE MONEY, at the bottom of that page, click on SUB CONTRACTOR REGISTRATION". The main office will review it and contact them directly and notify you.

**NOTE FROM MAIN OFFICE:** We really appreciate you helping out by lining up subs YOUR NAME! This assures a RAPID growth to supply our GROWING DEMAND. Thanx a lot YOUR NAME! THANX! (PS: Make sure you sign them up so that if they buy, or sell, you profit share).

### 6. Option #6:

#### Starting up as a free AFFILIATE

Say: "Login and find THE SYSTEM or EBPRO 101 link in the member area. It is a little hidden, you are getting access to a piece of a \$50,000+ product absolutely FREE! You will need to read over the member area to find a few clues. This is part of your training. Memorize as much as you can so that you know what to say if you have to. You will find the clues leading to EBPRO 101 (or The SYstem) by reading the member area a few times. Please, be coachable. I know it is a pain in the butt to read a bunch of stuff, however, IT IS PART OF YOUR TRAINING. You have to know what you are talking about in case you have to. I don't want you to make any mistakes, ok? Besides, they are giving you access to EBPRO 101 FOR FREE! I mean, have you seen the price tag on that thing? It sells for {{{quote them the current price}}}}! EBPRO 101 is The System that will run The Business FOR YOU {{{THEIR NAME}}}. It will guide you step by step. Follow the instructions to the "T", ok? As I said, you have to be coachable. The System is AWESOME! Are you coachable {{{THEIR NAME}}}?" If yes, say yes, say: "Great, look for it in the member area. As I said, you'll have to read for clues. You can call me or come to the support conference calls for help, ok?". All the conference details are in the support section. Ok, gotta go, see ya' later. Bye, click! (Call them back within 48 hours and

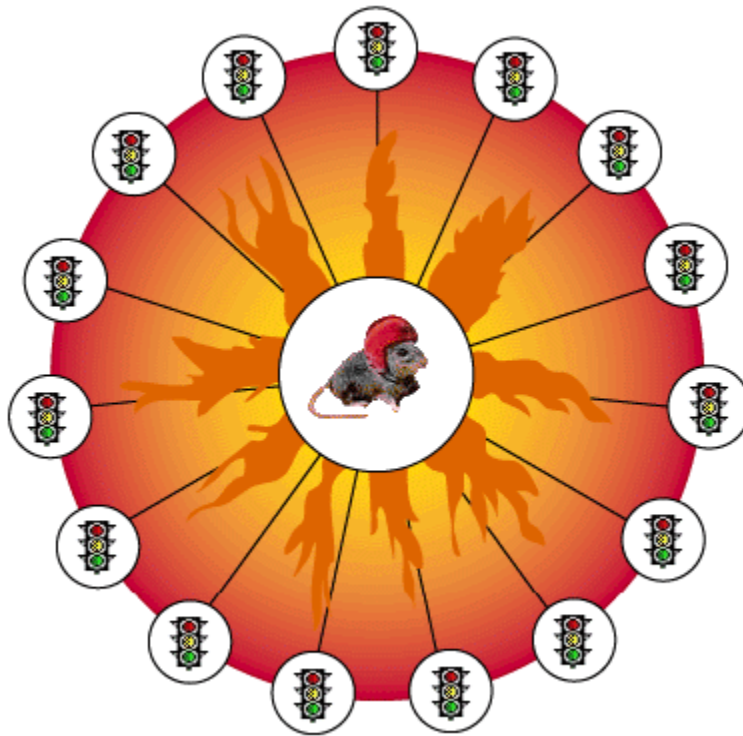
## EBPRO 101 (The System)

make sure that they got started by creating their MAD MAN PLANNER and have started running The System. If they didn't complete the order, motivate them to get it done)

### 7. Option #7:

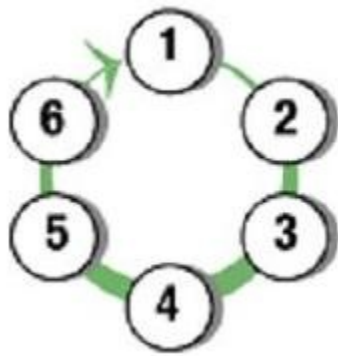
#### Starting up as a REALTOR

Say: "Great, what is the best way for you to let me know if you have a buyer or lots available? (Email, fax, or phone?) Whatever they choose, say: "Great, I'll be looking for them in my email/fax/your call. Also, put a link to your Custom Super Homes web site on your realtor web site. That way, any prospective buyers that may want a NEW HOME can click on your new homes link. After all, A CSH is the "Ferrari of Real Estate" and their satisfaction 100% guaranteed. (Call them back within 48 hours and make sure that they got started by putting a link on their Realtor Web Site and should have 3+ referrals for you)

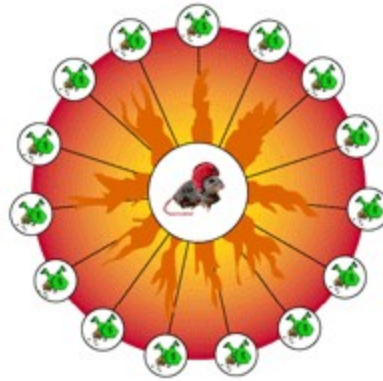


## EBPRO 101 (The System)

### STEP 6



### DUPLICATING



#### Assumptions:

- EVERYONE can DUPLICATE THE SYSTEM.
- EVERYONE wants to DUPLICATE THE SYSTEM.
- EVERYONE benefits by DUPLICATING THE SYSTEM.
- YOU WANT EVERYONE TO DUPLICATE THE SYSTEM...do not discriminate!

#### The term DUPLICATING according to the dictionary

Identically copied from an original. Existing or growing in two corresponding parts; double. Denoting a manner of play in cards in which partnerships or teams play the same deals and compare scores at the end: *duplicate bridge*. An identical copy; a facsimile. One that corresponds exactly to another, especially an original. *Games*. A card game in which partnerships or teams play the same deals and compare scores at the end. To make an exact copy of. To make twofold; double. To make or perform again; repeat: *a hard feat to duplicate*. To become duplicate.

#### Here's what to do:

Keep up with the on-going training, follow every single instruction as dynamic as it may seem, and help ALL your prospects do the same. Become your FIRST PROSPECT and help all your TEAM MEMBERS to become THEIR FIRST PROSPECTS. There is no better practice than to complete an actual deal. It doesn't matter if you or they qualify or not. The point is to get EVERYONE'S "package" done right and a certain percentage will "stick to the wall". And also, by being YOUR FIRST PROSPECT, you will know what has to happen to EFFECTIVELY SERVE OUR CLIENTS. After all, we are creating a new breed of Real Estate Professionals where CLIENT TESTIMONIALS ARE PARAMOUNT! And hey, by YOU being YOUR FIRST PROSPECT for a Custom Super Home, you may qualify and be in your Custom Super Home faster than you imagined. Lead by example. Because if you lead, they will follow! Build it! THEY WILL COME! And, if you apply, you can at least tell your clients "You can do it, I did it myself" and smoothen the road for them. People feel more comfortable doing anything, even sky-diving, if the person helping

## EBPRO 101 (The System)

them "is doing it and loving it". People refer to our phenomenon as "clients helping clients" or Team Members helping Team Members. But in reality, we are all equal. Nobody is above The System. We are just A BUNCH OF FRIENDS HELPING ALL OUR FRIENDS SUCCEED IN EVERY WAY! I hope you follow through and don't quit until "you own your private island".



### **Now you know a few of "My Guerilla Real Estate Secrets"...**

*It has been an honor to enlighten you into The System... but, it will be a DELIGHT to see you run it towards YOUR SUCCESS! As always, I ask you to BE COACHABLE and Follow The System. If you are coachable and follow The System, EVERYTHING ELSE WILL fall into place. WELCOME to "The Big League"!*

**Dario Busch**  
CustomSuperHomes.com