

INTRODUCTION

Hi, my name is Paul Davis and you are very, very welcome to this particular program. I want to congratulate you on making your decision to go over a few logistics so that you know your way around as to what needs to be done from your perspective as a new client joining this particular program.

You will see the videos, they are all outlined, and I will work through each video one by one. With each video there comes an exercise. Make sure you carry out the exercise that goes along with each video because then you will be making it more personal and relevant to you and your business. Please do not just run through all the videos, please do the exercises at the same pace as you are working through the videos.

If there is a particular area that you would like to cover, for example, time management, I would suggest you to jump to those particular videos so you can free yourself up quicker to take more control of your actual time. However, the other videos are all about how you can actually increase your fees and get more clients, so please make sure you work through each one of those one by one as well.

The next thing I would say is implement, implement, and implement. Literally. That is the key message that I want you to take from this particular video. The reason being is that we have all attended a lot of conferences and training events, or we have downloaded books and read a lot of books as to what we can do for different aspects of our life. Whether it be personally or for our business life. However, if we do not implement what we have learned, well then we are not really gaining much value from the actual knowledge itself. So the key issue here is about implementing what you are learning.

I have broken down the videos into small chunks so you do not have to sit in front of your TV or your computer or your iPhone or your smartphone, whatever it is, and watch any particular videos for hours on end. They are bite size pieces so it is getting you used to a particular concept and then doing the exercise along with that particular video so it is easily digestible from that perspective.

You are going to get the most power from the program when you start to implement the actual exercises. So start working with clients, whatever the activity is, from that perspective, so that you get more business into your door.

The next thing is please attend all the group calls. We will have regular group calls where I will be covering specific strategies. They are not strategies that are included in the training videos, there are specific, separate strategies that I will be going through and it is easier to cover these on the group call and you will learn extra knowledge from that perspective. You will also have the opportunity to ask me

questions, get coaching, mentorship, or whatever it might be. On the actual call itself we can cover other activities or other elements to help you along the way to get more clients, more fees and more time. So therefore, we use the calls as a forum to ask those kind of questions.

Also, you will have a link to join the closed, private group on LinkedIn. Make sure you join that group and start to introduce yourself and interact with the other people that are in the group itself. Some people in the group will be a lot more advanced than yourself, others will be joining just at the same time as yourself, but what you will see from the people that have advanced or have been in the training longer, you will see what they have already implemented. You will see the differences it is actually making for them and therefore it will encourage you to actually follow what they have done in the past and know that the actual training works. Please look at it from that perspective and equally as you move on, you will see new people coming into the group, and then be able to see how far you have advanced in your own business. It is a huge amount of encouragement to yourself to see the difference that you have made within your business or within yourself.

I am therefore going to really encourage you to join the group, interact with others and ask questions. I will always be there within the group as well so if any questions start to come up in discussions, I will get involved and answer any of those questions. Again, to help the other people that are within the group itself.

If you are in doubt about anything, please reach out. If it is by way of sending an email or asking for support for anything else within the group, or just to understand what is going on. Or if you have got a particular question that you are just not sure of, to do with the training videos, or whatever it may be, send an email and ask the question. So, if in doubt, reach out because the last thing you want to have happen is that you are stuck, and you just do not know which way to move forward. You can waste days if not weeks if not months being in that stuck mode. And if you are in that stuck mode, it means you are not moving forward. You are not gaining the information or the knowledge and the benefits of actually attending this particular training. So make sure if in doubt, reach out by way of email because I absolutely want you to be a success in your business.

This is just a logistics video so that you get to understand what it is you need to do next. What I absolutely encourage you what to do next is, A), join the LinkedIn group. And B), go and start going through the training videos.

I look forward to working with you.

Paul Davis.