

## 10 Minute Presentation – 45 yr vs. 2 yr plan - NOTES

**Firefighter:**

**I've learned that \_\_\_\_\_ working part time from home are making twice as much as their bosses are working full time**

**Most people** get excited or at least curious when they hear that and they want more information.

But, honestly \_\_\_\_\_, some don't. I think you know the type. They'd rather watch TV, surf the net and complain about how bad things are instead of doing something.

**Would you mind if I ask you a question?**

**What do you want more of in your life and What do you want less of in your life?**

**What do you want more of and Oh I guess that's 2**

**Let's deal with the first one– What would you like more of?**

What would that feel like? Indulge me - Use your imagination –

What would it take economically to make that happen?

Do you want to do something about it?

I understand

**Would it be ok if I shared why I wanted to talk to you - It's because I can identify with you**

**I found something amazing. It's called the 45 yr plan**

**Basically this is you and me** – sometime around age of 20 we started going back and forth to work  
When we add 45 yrs to the 20 – we'd be 65

**Here's what I discovered . . .** According to IRS & Social Security admin on aging, at age 65:

Out of every 100 people:

1 Rich  
4 Fit finances  
5 still work  
28 dead  
62 flat broke

**When I saw this** – it was pretty clear to me that about 5% of the people in the richest country ~  
at the richest time in the world ~ fell into **the 5% category (were rich or financially fit)**  
The other 95% were struggling.

This is the reason I said I can identify with you. I had one of these moments even though I was doing ok, but, I realized I was in the 95% group.

I thought: If I was just getting by at 100% of my income – What would it be like when I retired at 40% of my income?

**There was an incredible study done by Robert Kiyosaki called the cash flow quadrant.**

Basically there's **B – big business (Microsoft) I – Investors – Donald Trump**

There are **E - employees and S - self employed**

What was interesting in the study was that the **B's and I's are in the 5%** - the **E & S are in the 95 %**

**Candidly – I saw that I was in the 95%** - So I decided to take a look at the 2-3 yr plan

**Would it be OK if showed what that was? Would you like to see how it works?**

**It's Simple. It's called the 2 – 3 year plan.** Where the average person working 8 – 10 hours per week can double their income.

I thought that sounded good but When I saw this, the first thing I wanted to know ...was....OMG what's it going to cost me?

As it turns out – **there's ZERO risk. I asked: what do you mean – zero risk?**

**NOTE to presenter: Refer to the Trump/Kiyosaki Network Marketing article.**

In the article, it points out that people who get involved in a legitimate business from home get a massive tax break.

My tax break was \$450/month. The business costs me \$150/month to run it. So, I'm \$300 to the good.

There was zero risk which was a no-brainer!

I thought putting in 8 – 10 hours a week to double my income with zero risk was worth looking into and made me want to get some more information ~ and I did. When I heard these 3 things, I said this just sounded like something I should look in to.

Does that sound like something you would like to get some more information about?

Does this make sense to you so you can (*whatever prospect is looking for more of*) –

**Example:** So you could \_\_\_\_\_

pay for Jack and Jill's education with no loans, no stress and zero risk?

Confirm integrity:

**NOTE to presenter: If prospect asks questions –**

**That's step 2 –** it's about 90% visual – I could paint pictures with words for 2 – 3 hours or

Would it be easier to get the information on the website for 35 minutes?

**NOTE to presenter: Mark does not give info UNLESS prospect books a follow up and Confirms integrity with HJ2.**

**NOTE to presenter: If detect attitude about network marketing – Or, you can use this anyway:**

**There are 2 types of people in the world. Some who are open – Some who are closed.**

**This is about networking.** When I learned that Bill Gates, Donald Trump, Robert Kiyosaki and Warren Buffet (who said this was the best investment he ever made) use this model – and then found out that Coke, Toyota, ATT, Verizon and Sprint use it, I thought: OMG – maybe I've been wrong by

listening to fragments of people who told me that network marketing doesn't work – but, they never did anything anyway.

I don't know about you ~ but, there are some times in your life when it's absolutely fantastic to find out that we were wrong about something. Has that ever happened to you?

If I hadn't found I was wrong about network marketing I wouldn't have what I have now.

**Here's what we actually do:** We work with people hands on – Remember show and tell in school?

We simply show & tell people what we do – give them the link to the website.

They like what they see ~ or they don't.

We get back together with them and we collect a decision if they want to make money, have fun and work with us or not.