



Live Webinar Transcript

Welcome to "5 Ways to Explode Your Fall with Rock Star Hostesses!"

A huge acknowledgement to you for joining us and showing up for your business! Yes, in 10 short days, you'll have the ideal number of parties in your calendar, a full calendar of parties and you'll be ready to give your customers and hostesses an extraordinary experience!

Let's do this--you might have bought into the belief that you can't book parties and recruit when in reality you just haven't learned how to approach others effectively, or don't yet have an ideal system that creates connection and haven't yet learned how to amplify your greatest attributes. It's all about being extraordinary and giving extraordinary!

What you're about to hear is a system on how to fill up your calendar with live & virtual hostesses! AND after you master this, everything will change.

Kick back and enjoy our training! You won't have to take any notes because my wonderful team has transcribed the entire livecast for you. Everything is word for word. You'll notice this recording and the transcript will be added to the Virtual Seminar Registration page tomorrow. I'll tell you more about that in a little bit.

As you listen to the training, I invite you to share your greatest takeaway on my business page at www.Facebook.com/SteveWiltshireLifeline. We'll connect on Facebook.

Here we go: GET FOCUSED, STEP INTO THE MOMENT, LET'S NAIL THIS!

I have several success challenges for adding your ideal number of live & virtual parties to your calendar. I'm not a believer in just firing away! I believe it's much more effective to get ready, aim and then fire! You'll want a week to get ready, plan

your strategy and get organized; get ready, aim and then fire. Your ideal objective is to reach your ideal objective and build and momentum within a 10-day cycle.

Before we move into the success challenges it's important that you make a decision as to what you want or you'll waffle back and forth and won't fully commit.

Make the Decision! What do you want?

What was your reason for joining_____. What do you really want? What brings you passion about_____. What if all of a sudden you were attracting what you want! You had text messages, fb messages, phone calls and guests at parties and FB parties saying, "I want to host a party!" And you were having high party averages! How many would you host a month? How many live parties? How many Fb parties? How would that impact your live?

Vision is the impulse pulling us to discover who and what were capable of. It's the divine adventure into self-discovery where our greatest attributes are activated.

Now, what do you want?

When you are hesitant, you become confused and indecisive "*Should I?*" How about "*What if...?*" When you're confused and indecisive, you waffle and lack clarity and commitment and never really create momentum.

Just decide right now that you're going for it. When you charge forward with confidence you make things happen and when you waffle it's like starting and stopping a train. It takes too long to rev up and build momentum.

Ok, what are you going for? Make a decision! Do you want to add 4, 6, 8 or 10 live or FB parties to your calendar during your 10-day campaign? What do you really want to accomplish?

Some of you are scared to set a goal because deep down you're tired of not achieving your goals. It's not the goal that's the problem it's your attachment to the goal that's the problem. Motive is a good thing. God gave you motive... we wake up with motive... you have motive with your children, spouse, your customers and so on. Motive is a good thing however it must be good for you and good for them. It's the attachment to what you want that immobilizes you and separates you from the success you desire.

I want to share a formula that will ignite a breakthrough. Some of you aren't aware of what's keeping you from moving forward and getting results in your business. I will share three components for a breakthrough that co-exist and each of them are important however individually their value is highly diminished, however together, when merged in order will create breakthroughs and gain huge momentum.

Strategies/Systems: After you know what you want whether it's to get in shape, heal a relationship, learn a skill or how to perfect an activity or build a business. Regardless of what you want the most component in manifesting is education, mentoring and a solid blueprint. Your focus is education congruent to your outcome or challenge, ideal mentors, ideal support team or partner and information that changes your thinking, mindset and perspective" Strategy gives you hope, instills belief, confidence and eventually a deep knowing on how! So in a moment I'm going to give you a strategy on how to fill up your calendar and when you embody the strategy it changes your story. It gives you up and direction!

Story: Your story is your reality! What you think about manifests whether you believe it or not. Your story is what you believe. Thoughts are creative. *"What the mind contemplates, it creates."* *"Thoughts held in mind reproduce in like kind."* *"Where the mind goes, the man or women follows."* Most people's story is subconscious. They don't even realize it or don't take time to materialize their story, AND until it changes, their story determines the outcome. We have a story about most everything in our life; our relationships, parenting, money, our worth and value, our faith, our potential, what we are--and are not--capable of, and anything that we want and whether or not we believe we can have it. The irony is that education, coaching, seminars, counseling, experience and small bite-size successes can change our story, but better than that is being intentional about your current story and creating your new story.

State of mind: When your strategies are in place whether you want to get fit, play an instrument, save a marriage, get in shape, learn a craft or build a business, it creates a sense of hope and a deep-seeded knowing that the plan, map, blueprint or system will take us there. When we intentionally create our story; our potential, our thoughts, our commitment, our purpose, our vision, coupled with intense emotion such as joy, gratitude, inspiration and belief sends a signal to our mind and we believe it. THEN we experience higher thoughts, improved disposition & positive attitude and we reach this state of mind that creates a compound effect. It's called leverage and we see proof of it. You realize that you are the cause that created the effect. Most people don't set goals to become disciplined, joyful, confident, faithful, loving, focused or present. Much of what is modeled out there is screwed up. The goal isn't the

outcome. The goal is to become the best version of you. Your internal world becomes your external reality.

Make the decision as to what you want, and step into what you can control. What's that? Your attitude, your thinking and the action steps that you can control, but most importantly, detach from the outcome or you'll appear needy, desperate and all about you. I'll give you a step by step plan in a moment, but for now, just make the decision as to what you want and go for it!

First Success Challenge: Create your "Who Do I want to Connect with List"

Everything in life begins with a roadmap and the roadmap in this game is your "*Who do I want to connect with list.*" Your "*Who do I want to connect with list*" is your ongoing list of everyone in your past who has expressed interest about hosting their own friends night out party as well as your favorite previous hostesses and guests and anyone you know or WANT to get to know who you would love to spoil and give them an experience with their friends that they'll never forget.

So obviously the action begins with your well thought out list. In theory it appears to be an easy task, however I believe in your mind the belief as to what you think others are thinking of you or what you think others will do or not do and your assumptions are the one thing that will keep you from following through with completing this important step.

Why do you suppose that this is so? It's very simple. You're focused on the outcome and the result instead of serving and connecting and offering an opportunity that lights others up.

If you want to break your state and beliefs just start asking yourself the right questions:

- Who would I love to host a live or Facebook party for?
- Who's a friend on Facebook that I'd like to connect with?
- Who's someone I'd love to get to know more (*neighbors, friend of a friend, someone who you do business with, the fun Starbucks employee, the outgoing bank teller or your insurance agent*)
- Who in your past has said, "*I can't host a party right now but I will in the future?*"

- Who have you connected with at a party or loves your product?
- Who have you supported recently that might want to return that generosity?
- Who do I want to share my business opportunity with?

Get ready, aim and then fire. Action without thought can't be extraordinary and if you win this game the thought you constantly want to evoke is, *"what will make this extraordinary for them?"*

If you and I were coaching right now, face to face, my request would be for you to email me your top 50 list and to indicate your top 20 in order of who you really want to connect with first.

In a moment I WILL coach and train you on how to create connections unlike ever before and why you'll have many people reach out to you through phone calls, text messages and Facebook dialog. Stay with me until the end of this livecast! These are the same best practices I train to the couple thousands in my community that are crushing it. Many of which are experiencing \$1,000 parties on a regular basis and selling \$5,000, \$7,500 and \$10,000 months without killing themselves.

Second Success Challenge: Host a VIP Celebration Party or jamming FB Party in about 3 - 4 weeks and for best results, host two!

Listen carefully! Your number one objective is to get others to call you back so that you can connect and create opportunities and the greatest way to get others to call you back is to simply schedule an incredible party for those on your "Who do I want connect with list." As my training unfolds, you'll realize that this is a very important part of your plan because if you have an activity to invite others to they'll call you back and believe it or not, you might book more parties before your event than at your event, but If you don't have anything to invite them to then you'll most likely appear like a telemarketer. Stay with me, it will all make sense in a moment.

Let's talk live party! What's a celebration party? It's simple; you're the hostess and the rep. Or if you're launching a team member, you're the leader and your rep is the host. Your focus is to host a celebrative VIP party that's so extraordinary that it attracts your ideal outcome.

It's very similar to what you do for your hostesses except it's a step above; an incredible theme, raffles, surprises, extraordinary environment, ambiance and incentives.

I have offered this training hundreds of times before I launch a live or virtual seminar and during the seminar and the ones that take action get the results. I call it the 5 second rule by Melanie Robbins. Now days, if we don't make a decision in 5 seconds we get distracted and we don't. That's just the bottom line.

Before we move into the third success challenge I want to share a TIP on how to capture your invited guest's attention. That's the secret in the market place. How do I capture their attention! Ultimately you want guests at your VIP Celebration Party and you want conversations with the invited guests who cannot attend.

If you really want OUTSTANDING RESULTS! Choose your top 20 - 30 that you really want to attend your party and mail them a theme party invitation (classified ad), gift certificate (I'll tell you more about that in a moment), brochure/post card invite, confetti (that means fun) all in a handwritten card for you. Don't choose boring cards. Send cards with quotes. They say a lot about you.

Create an attractive certificate that reads, "My Gift to You Certificate!" Choose any item in our line at 25% off. It's simple, call or text and I'll take care of you!" Add your cell number and redeemable within 30 days. Basically you'll give them your commission percentage off any one item. If you make 30%, then you'll give them 25% off. If you make 40%, then you'll give them 35% off. You'll want to absorb the shipping and handling in the amount they pay you.

It's a breakeven offer that builds your clientele, gains trust and loyalty. What you really want is a reason for them to reach out to you.

Pick up 25 - 50 awesome inspirational cards ideal and send them to your top 25 - 50 on your "Who do I want to connect with list." (Great quotes, add cool confetti, authentic acknowledgement). Have fun with this. Your message on the card will share your appreciation for them and how grateful you are to them for supporting your business or the great service they've given you or the great friend they've been or awesome hair dresser they've been, or friendly neighbor or amazing hostesses they've been. You get the picture. And obviously the acknowledgement needs to be thought out and authentic.

I get that many of you do Virtual Seminars and there's defiantly a way to bring these concepts into a Virtual Seminar. I'll lead you to a Rock Star FB Party training in a bit, however , there's something powerful about building LIVE and VIRTUALLY.

Third Success Challenge: Decide on a theme and tell your story as you invite them.

Theme parties engage guests to want to attend? Why? They're fun, relational and all about the experience...

Who's your audience? You must look at it through the lens of the guests you're inviting. What will make it fun for them? What does everyone want? More time to connect, more fun, more joy and more excitement... less responsibility.

Your focus is to create an incredible theme party.

- Wine and Cheese Tasting
- Mexican Fiesta
- Saturday Continental Breakfast
- Chocoholic
- Happy Hour
- Taste of Italy

Let's circle back! Step one, create your 'who do I want to connect with list!' Step two, decide on your top 20. Step three, create your ideal invitations. Step 4, send your top 20 a card with the invitation and certificate. Step 5, call them and leave a message via phone or messenger. Step 6, send them a text letting them know you just left them a fun message inviting them to a very special party. Step 7, add them in your calendar 5 days later and sent them a text asking them if they received your card and or invitation if they haven't reached out to you.

Ok, now for your irresistible offer!

So what did I mean when I said tell your story as you invite them? Well first of all you want to create an engaging voicemail and conversation sharing the highlights of your VIP Celebration Party. This is where you rev up your emotions and step into service. Let me give you an example of what you might say if you were launching your own event. Obviously the secret is crafting your invitation by looking through the lens of the person you're inviting.

Voicemail:

"Hi Janie, It's Steve Wiltshire with (your company's name). How's life! It's been a while. I can't wait to connect with you. Janie, I want to extend a special invitation for you to join me for my "VIP Celebration Party." I am hosting a very special party for my new friends I've met through (XYZ) company. I have a very special party planned. My theme is a Taste of Italy Celebration. I've created an incredible dinner. I'm raffling off some incredible items from our new line. I have an incredible event planned and would love to see you. I can't wait to connect. Here are three times to reach me (Give them three specific times to reach you) Take care and be well!"

Don't hold back! Be dynamic! Imagine your invited guest listening to your voice mail and then saying to their spouse. *"She is so positive!"*

What might your conversation sound like?

"Janie, it's great to hear from you! How's life? (Pause and listen) She might say "great!" and then you say. Fantastic! What's making it great?" Most often they'll start telling you what's really happening after you say "Fantastic! What's making it great?" What you don't want is a casual surface conversation. Here's a quote that I live by... "Being listened to is so close to being loved, most people can't tell the difference."

Stay in the moment, be curious and ask open ended questions. You'll feel great about yourself and make a greater connection if your focus is on them and how you make them feel. At one point you'll extend an invitation to your special guest to attend your VIP Celebration party and then distinguish what opportunities might support her NOW (perhaps she may want to order, host a party or inquire about your business opportunity). Something like this...

"Janie, I want to extend a very special invitation for you to join me for my Taste of Italy VIP Celebration Party. I'm hosting a very special party for my new friends that I've met through (XYZ company)! I'd love to see you! I have a fun group of guest coming. Come enjoy some great food, wine and good conversation! I can't wait to spoil you.

If your guest can attend asked them *"Who's a friend that you love to party with?"* After they respond invite them to bring their friend along and offer to send an invitation to her guest. This can increase your attendance and double your opportunities.

LISTEN TO ME! You always share your irresistible booking offer during your conversations. Invite them first. See if they can make it and whether they can make it or not, you **TELL THEM YOU WANT TO HOST A PARTY FOR THEM NOT ASK THEM!**

Direct Sales Social media expert and strategist Steve McDonald says it like this, “Social media is great to capture their attention, but the conversion happens in the conversation.’

Lead with the theme! Make it more fun! People don’t want more responsibility they want more fun!

(Pause) How about getting a few friends together for a wine and cheese or Taste of Italy party? Fall is a great time to host. In fact our hostess plan is amazing (share your irresistible offer).” Put it out there and then share your irresistible offer! Meaning what will you offer her for saying “Yes!” She might say “Sounds good” or she might respond with “I just can’t think about it right now! I have so much on my plate.”

You say, “No worries! I so understand... join me for my VIP Celebration Party. I have two dates to choose from (give them both dates) I’d love to see you. Can you make one of those dates?”

This is the power of inviting instead of asking. When you invite someone to something fun. It elicits all sorts of opportunity through connection, fun experiences and questions.

Two of the greatest tools available to you that will set up a possible phone conversation are text messages and Facebook; either a FB message or FB Voice Messenger.

If you really want to create a great connection, write an extraordinary message on the Facebook wall of the individuals you really want to connect with. For some, Facebook is the best way to connect with them, write a message on the Facebook wall of the person you want to acknowledge. It’s important that you acknowledge them, not market to them. An acknowledgement is about them not about you or your offer.

Fourth Success Challenge: Schedule time to connect through phone calls, text and Facebook

Part of my success blueprint that will guarantee your results is setting yourself up to be your best before you pick up the phone, engage through social media or text.

I call this step “The Power of Engagement.” Meaning if you were running a marathon, or had a lead role in a play or were in an important tournament, you’d go through some process of gearing up mentally to be your best, wouldn’t you?

I have 5 tips for you:

- Create your “*Who do I want to host a party for*” list at least 24 hours in advance. This is an administration task. It’s boring for most of you. It’s not fun, but you can make it fun. Schedule an hour, make your favorite beverage, put some soft music on, light a candle and get to work!
- Schedule at least five, two-hour slots within your 10-day campaign to connect with those on your “*Who do I want to host a party for*” list? Meaning, let’s say your first day of your campaign begins in a week, then for 10 days following you would have five two-hour slots to make connection calls, text and send Facebook messages. Schedule your five two-hour slots in your calendar during your 10-day campaign. Make a decision when does day one begin?
- Design an extraordinary environment. What kind of an environment might you design that would move, touch and inspire you to serve to your greatest capacity? Get intentional! Design an ideal environment and get yourself in the mindset to serve. Go for a walk before you reach out to others through Facebook, calls and text or pray or read inspiration or take a nap. What room in your home will give you a Zen feeling.
- Decide how you want to be perceived by those you are connecting with. How do you want them to feel when they hear your voice mail or converse directly with you? Listen carefully, “*The value I offer is always determined by the other person. The individual I am serving!*” What does that mean? Others decide the value you give them NOT YOU! This offers you an opportunity to look at life through the person you’re serving. It will actually give you intuitive guidance prior to picking up the phone. I love this principal and it has called me forth to be my best in many situations.
- Commit to action not emotion. Too many people wait to feel good and then take action instead of take action and feel good. When you are of integrity with your word, you’ll feel better about yourself. When we feel better about ourselves we are attractive to others.

Ok, we have one more success challenge that will wrap up our training that will finalize your blueprint to add your ideal parties to your calendar during your '10 day campaign!'

I want to again acknowledge you for being on this livecast... it obviously confirms that you're ready to grow yourself as an entrepreneur and achieve greater results and learn how to help others.

Come on, why are you in business? Most likely, to have the freedom, security and income to enjoy life with family and friends and have a career that's lucrative and one that you enjoy!

What if the last quarter of the year was the turning point in your business, because you shifted? What if it was the game changer quarter of the year that set the pace for the greatest year of your life? Now, that's what I am talking about!

I want to extend an invitation want to extend an invitation to join us for our life changing virtual seminar 'Launching Your Greatest Holiday & New Year Ever' Virtual Seminar!'

Our training this evening is all about setting you up for our VS seminar. Our team at Lifeline sent you an email about 30 minutes ago with a link leading you to the details about our event. If you're listening online, you'll notice a link to view the page. Click on the link and follow along. You'll also notice that there's a section on the registration page that we'll add the recording of tonight's livecast and below that we'll add the transcript so you can review the training or share it with a peer or team members.

My hope is that you've realized that when you amplify your belief, you have the ideal training and support, and you get out of your story and into action, there's nothing that can stop you from creating your ideal outcome. If you're feeling frustrated or challenged with your biz, the good news is that you're most likely ready for change. Stop right now and acknowledge yourself. You showed up! Hey, when I think back at the times in my life when I had achieved something outstanding I can clearly notice a challenge or strong frustration that happened prior to that success which was the catalyst that brought me to some sort of commitment.

Do you often feel exhausted and overwhelmed with the thought of having to constantly make connections online to generate sales or reach out to people to schedule parties or replace parties in your calendar and what you deep down want is

to create a funnel that converts to online sales, new parties, online parties or new team members?

I know many of you work fulltime and struggle with the guilt of giving time to your business when deep down you don't have enough time for your family however the bills are piling up and you just want to be of integrity with your bills and what you really want is to figure out how to build your business, work your full-time job and take care of your family and eventually dump the job or hire things out; housekeeper, lawn control, personal assistant etc.

Do you find yourself thinking you've tried everything? You don't know what you're doing wrong! You want huge results! You want to increase your income and build a strong personal business without killing yourself and ignoring what really matters in your life.

Some of you really want to help others learn how to create their own strong economy? You know what I mean; build a team of successful reps, mentor them to success and earn excellent commissions by leading others to success but deep down you can't image adding one more thing to your calendar?

What if you became so laser focused on the priorities and activities that brought you success and you learned best practices that ensured extraordinary experiences for others. Meaning, you learned how to take my practices and mold them to work for you by simply following the blueprint that has worked for thousands of Direct Sellers?

What if this was the greatest Holiday Selling Season of your career and you hit a \$10K month in November and a \$10K month in December or even more?

"During our time together you've discovered...."

I've written over 100 curriculums and many courses and one of my very favorite courses is 'Launching Your Greatest Holiday and New Year Ever Course!' We'll Kathy and I have created a customized highly interactive Virtual Seminar for you on October 28th on this very subject.

I coach a few thousand people just like you in my Lifetime Protege Gold Program. It was crazy good hearing about their record breaking sales months in November and December! (Laugh) We had Gold members selling \$10K and \$15k in November and

then selling \$10K the first two weeks of December because of all of these catalog sales and on line sales that we're pouring in from for ensured Christmas delivery. Right now YOU have the opportunity to receive my entire blueprint so that you can experience your highest November and December sales and profits in your history of being in business and then launch your New Year with huge sales and profits.

Here's what I know! We'll get clear about your radical results, why it brings you passion and how to take massive action to obtain the results you want in the areas of your life that matter most. It's called RPM; Radical Results, Passion & Purpose and Massive Quality Action toward your ideal destination.

We'll get clear about your ideal strategy to obtain your radical results this holiday selling season and launch the new year with your ideal number of live & virtual parties.

My seminar model is gleaned from Tony Robbins! Throughout the seminar I'll train for bit, we'll step into exercises and group coaching and then we'll play short sections of music videos throughout to keep you moving. We've created a customized VS Study Guide so you can deepen the learning from the experience and step into action.

I've held thousands of seminars over the last 15 years and my intent was to bring my live seminars into a virtual setting.

If you're a leader, I will coach you how to co-lead the virtual seminar in your home! You can log on individually from your home or if you're a leader you can invite your team to register and co-lead this in your home. It's AWESOME!

Let me give you an example of what that will look like...

Our format is ZOOM webinar! There will be short training sections, inspirational video, short concert videos to keep you moving, chat roll, like Facebook for you to interact with one another, Q&A for specific questions after each training section we break for exercises, I will coach those of you that log on individually and leaders who are co-leading in their home will take their groups through short exercises and coach them around their takeaways and then we come back together usually about 15 minutes later and move into the next section.

We'll have 30 minutes for a lunch break and that will vary depending on your timezone. If you're a leader and wondering who this all plays out, we've created a

rock star VS Co-Leader Guide all outlined step by step on how to create a stellar live experience in your home. Also, we've created a Facebook group for our event to keep you notified and I'll go live several times to help you explode your business during the holiday selling season and how to successfully launch your new year.

First section is on life, second, empowering choices; which is what time is all about (last 6 weeks), where you're headed personally and professionally/ideal holiday season and last how to successfully launch the new year

Here is a SNAPSHOT of what you'll receive from our "Launching Your Greatest Holiday & New Year" Virtual Seminar.

You will become crystal clear about your intentions, priorities and I'll coach and train you how to create your customized Life & Business Plan!

You will discover your acts of sabotage or distractions that are draining your fulfillment level and separating you from creating success personally and professionally!

I'll coach and train you how to create your Holiday Pay- It- Forward Campaign. It gives you the perfect reason to connect with others about a cause to give back instead of an agenda that's about you, your business and your product. You'll have so much fun connecting with everyone about your campaign; friends, previous hostess, everyone in your "circle of influence" and how to reach others online.

Most representatives report that they experience little success with catalog parties, however if you have a Pay-It-Forward Campaign you'll notice that most everyone you ask will be willing to show around the catalog or share your website to receive free shopping and support your Pay-It-Forward Campaign. **This alone could bring you up to \$10,000 of additional Holiday Sales.**

Also, how to host or engage two live or virtual Holiday Celebration parties scheduled for the first two weeks of December. ***The name of this game is conversations, conversations and more conversations.*** You won't believe the impact this will have on your December business.

Simple Secrets to creating extraordinary Holiday live & virtual theme parties with exclusive drawings, special offers, and for those of you that want to give over the top extraordinary service; complimentary gift wrapping, complimentary cards and **holiday incentives that ensure extreme Holiday Sales.**

BONUS #1

Extreme Holiday Sales “Pay-It-Forward”

ENTIRE Blueprint

You'll receive my full training and transcript on how to create your Holiday “Pay-It-Forward” Campaign so you'll experience your highest November & December SALES in your history of being in business! That's right, you'll receive every document to launch your Pay It Forward Program; Recommendation Certificate, Pay It Forward Flier, sample invitations, guest care card, initial hostess coaching outline, on time drawing coupons, party date card and wish list.

Also I have a \$197 gift for you! **You'll receive Access to my Silver VIP Program featuring 8 recording video trainings, all transcribed. Let me tell you how this will play out!**

Balancing Your Time, Life & Business, 10 Bookings in 10 Days, Huge Profitable Parties, Fun Facebook Parties that Explode Your Sales & Profits, Coaching Hostesses to Rock Star Parties, 8 Recruits in 8 Weeks, Recruiting Business Builders that Strive, Sell & Stay and, of course, ‘Extreme Holiday Sales’ training and “Pay it Forward” Campaign which is the main training theme of our Virtual Seminar!

So whether you can attend the virtual seminar or not, you'll receive the entire Pay-It-Forward blueprint which is in my Extreme Holidays Training and my entire Silver VIP Program Library!

After you registered for the seminar, you'll receive the details about how to receive your complimentary access to my Silver VIP Program!

Whether you want a greater quality of life, greater abundance, more freedom to create the life you want or to build a strong personal business and develop rock stars... whatever your heart desires, our Create a Life and Business You Love is your answer!

One of the decisions successful people make in all industries is to search for the right resources and right education that guarantees their success. Successful people leverage their time by not having to figure out all the answers but rather find the expert that has already figured it out and apply it to their business.

Fifth Success Challenge: Your blueprint for filling up your calendar

This is what you've been waiting for especially those of you who are all about the nuts and bolts. This will tie up the program like a beautifully wrapped gift with a bright bow.

Listen carefully. Your number one objective is to get others to call you back so that you can connect and create opportunities and the greatest way to get others to call you back is to simply schedule your own "VIP Celebration Party." You'll have many more opportunities to have connecting conversations with everyone on your "*Who I want to host a party for*" invitation list, especially if you send them an inspirational greeting card along with your invitation to your VIP Celebration Party. If you invite them to your VIP Celebration Party instead of telemarketing to them by asking them to directly book or buy from you, you'll end up with sales and booking at your party and most likely twice the bookings during your phone conversation. The irony is that if you don't invite them to a party, you really don't have a good reason that will warrant them to text you back, connect with you through Facebook or ultimately have a conversation with you.

This is the power of inviting instead of asking. When you invite someone to something fun it elicits all sorts of opportunity through connection, fun experiences and questions.

It just makes sense and there is much proof that it works and works well. SLOW DOWN, make your list and think about how you'll make the connection. Ask yourself, "*How would I want to be approached if I were them*" and then leave an extraordinary connecting voice mail. When they return your call, invite them to your extraordinary VIP Celebration Party and ask questions that elicit interest about hosting their own friend's night out party.

Seven Suggestions:

1. Prepare lead questions that support a connection.
 - *How's life?*
 - *How are you enjoying your (specific product)?*
 - *How much fun have you been having lately?*
 - *Are you looking forward to (Spring, Summer, Fall, Winter, Christmas)?*

2. Call and Connect! In the event you receive a voice mail, leave them an extraordinary message inviting them to your Friend's Night Out VIP Celebration Party.
3. When you connect with them live, invite your guest to your extraordinary party. Review the script in the transcript!
4. Double your contact list. If they can attend, ask *them* "Who's someone fun that you love to hang out with?" After they give you a name, offer to mail them an invitation.
5. Passionately throw out your irresistible offer. Don't ask, tell! *"Janie, how about getting your friends together for a Friends Night Out Party? We could have a wine tasting party, Mexican Fiesta, Chocoholic party or Happy Hour. What do you think?"*
6. Pick up 20 – 30 extraordinary inspirational greeting cards and confetti and send them to the top 20 - 30 on your "Who would I love to host a party for invitation list" along with an invitation to your VIP Celebration Party. The concept with the card is to send the card along with your invitation to your Celebration Party to your top 20 to 30 that you really would love to host a party for in the near future. The message on the card is all about them! Nothing to do with you or your business... *"Jill, how's life! You've been on my mind. I was thinking back and how much fun I had last October with you and your friends. Your friends are a blast. Let's connect soon. I hope you can make my VIP Celebration--I'll spoil you, I promise! Take care, Steve"*
7. Write a connecting message on the Facebook wall of your top 20 on your "Who would I love to host a party for" invitation list.

Your new motto is "Get ready, aim and then fire!" Action without thought can't be extraordinary and if you want to win this game, the thought you constantly want to evoke is, "what will make this extraordinary for them?"

You might have realized through this experience that you're truly ready to commit to your business and show up... that now is the time! Ironically we usually make the decision to move forward when we're in an amplified state of belief. A time when we believe in ourselves enough to say, "I know I have it in me and I know I need the help".

Allow me to coach and mentor you. I'm passionate about helping people get EVERYTHING THEY WANT! It shows up in all my relationships, my youth following, career, conversations with people I meet, EVERYWHERE!

What was the one thing you learned from our training this evening? Leave your feedback at www.facebook.com/SteveWiltshireLifeline!

Love and Success,

Steve Q Wiltshire