

MONTH 1 - Your Foundation

Module 1	Introduction	27 minutes 16 seconds
Module 2	Beliefs	36 minutes 28 seconds
Module 3	Certainty Part I	8 minutes 27 seconds
Module 4	Certainty Part II	13 minutes 27 seconds
Module 5	Congruency	9 minutes 22 seconds
Module 6	The Inverted Pyramid Sales Method™	11 minutes 44 seconds
Module 7	The Approach and First Initial Seconds	16 minutes 29 seconds

Total

- Weekly – 31 minutes
- Every 2 Weeks – 1 Hour and 2 minutes
- Monthly – 2 Hours and 4 minutes

MONTH 2 - Neuro-linguistic Programming

Module 1	NLP	9 minutes 37 seconds
Module 2	Visuals	12 minutes 37 seconds
Module 3	Auditories	12 minutes 25 seconds
Module 4	Kinesthetics	11 minutes 56 seconds
Module 5	How to Sell a Visual	13 minutes 55 seconds
Module 6	How to Sell an Auditory	11 minutes 19 seconds
Module 7	How to Sell a Kinesthetic	7 minutes 51 seconds
Module 8	The Eyes, and the Ever-Changing Modes	10 minutes 58 seconds

Total

- Weekly – 23 minutes
- Every 2 Weeks – 46 minutes
- Monthly – 92 minutes

MONTH 3 - Rapport and the Power of Questions

Module 1	Rapport	9 minutes 40 seconds
Module 2	The Power of Questions Part I	36 minutes 07 seconds
Module 3	The Power of Questions Part II	26 minutes 56 seconds
Module 4	Listening	19 minutes 03 seconds
Module 5	Matching and Mirroring	19 minutes 21 seconds
Module 6	Pacing and Leading	6 minutes 51 seconds

Total

- Weekly – 30 minutes
- Every 2 Weeks – 59 minutes
- Monthly – 118 minutes

MONTH 4 - Collecting Ammunition and Eliminating Objections

Module 1	Body Language (55%)	26 minutes 07 seconds
Module 2	Voice Qualities (38%)	30 minutes 02 seconds
Module 3	The Words (7%)	7 minutes 15 seconds
Module 4	Collecting Ammunition and Eliminating Objections	6 minutes 13 seconds
Module 5	Finding the Need	6 minutes 27 seconds
Module 6	Anchors	14 minutes 35 seconds
Module 7	Positives and Negatives	7 minutes 32 seconds
Module 8	Establishing Outcomes	2 minutes 38 seconds
Module 9	Instant Replay Technique	5 minutes 21 seconds
Module 10	Eliminating Objections	23 minutes 06 seconds
Module 11	Breaking the Pact	15 minutes 05 seconds

Total

- Weekly – 36 minutes
- Every 2 Weeks – 72 minutes
- Monthly – 144 minutes

MONTH 5 - The Liquid Presentation

Module 1	Feature / Benefit / Emotional Anchor	25 minutes 45 seconds
Module 2	Assuming	7 minutes 51 seconds
Module 3	Reduce It to the Ridiculous	3 minutes 35 seconds
Module 4	Emotion	20 minutes 43 seconds
Module 5	Creating Urgency	8 minutes 01 seconds
Module 6	The Takeaway	17 minutes 20 seconds
Module 7	Pain	20 minutes 14 seconds
Module 8	Tie-Downs	13 minutes 11 seconds
Module 9	State and Floating Personality Types	17 minutes 00 seconds
Module 10	Total Control with an Open Mind	20 minutes 46 seconds

Total

- Weekly – 39 minutes
- Every 2 Weeks – 77 minutes
- Monthly – 154 minutes

MONTH 6 - Closing and Handling Objections

Module 1	Knowing When to Close	22 minutes 46 seconds
Module 2	Closing	59 minutes 23 seconds
Module 3	Handling Objections	10 minutes 22 seconds
Module 4	The Objection-Handling Formula	33 minutes 36 seconds
Module 5	The Ultimate Rebuttal to, "I want to think about it."	13 minutes 34 seconds

Module 6	Additional Objection-Handling Techniques	8 minutes 24 seconds
Module 7	Get 'em Real, Get the Deal!	9 minutes 50 seconds
Module 8	Wrap Up	9 minutes 14 seconds

Total

- Weekly – 42 minutes
- Every 2 Weeks – 84 minutes
- Monthly – 167 minutes

MONTH 7

Module 1	How to Upsell or Penetrate Deeper Into an Existing Account	6 minutes 32 seconds
Module 2	Mindset – Managing Your State Through NLP	20 minutes 1 second
Module 3	Your Daily Routine – Anchoring and Conditioning Your State Through NLP	15 minutes 20 seconds
Module 4	This Month's Selling Over the Phone – Making Cold Calls Part I	9 minutes 29 seconds
Module 5	This Month's N.L.P. Techniques	11 minutes 03 seconds

Total

- Weekly – 16 minutes
- Every 2 Weeks – 31 minutes
- Monthly – 62 minutes

MONTH 8

Module 1	Competing with a Lower-Priced Competitor	15 minutes 45 seconds
Module 2	Time Management	12 minutes 01 seconds
Module 3	Prejudging	7 minutes 36 seconds
Module 4	This Month's Selling Over the Phone – Making Cold Calls Part II	9 minutes 20 seconds
Module 5	This Month's N.L.P. Techniques	10 minutes 26 seconds

Total

- Weekly – 14 minutes
- Every 2 Weeks – 28 minutes
- Monthly – 55 minutes

MONTH 9

Module 1	Getting Through the Gatekeeper	18 minutes 10 seconds
Module 2	Your Health and Fitness	8 minutes 27 seconds
Module 3	Additional Rapport Techniques	15 minutes 55 seconds
Module 4	This Month's Selling Over the Phone – Making Cold Calls Part III	12 minutes 29 seconds
Module 5	This Month's N.L.P. Techniques	8 minutes 06 seconds

Total

- Weekly – 16 minutes
- Every 2 Weeks – 32 minutes
- Monthly – 63 minutes

MONTH 10

Module 1	How to Really Get Referrals	10 minutes 57 seconds
Module 2	Bringing Up Negatives for Credibility	11 minutes 50 seconds
Module 3	Aligning With the Customer's Value System To Build Rapport	7 minutes 10 seconds
Module 4	This Month's Selling Over the Phone – Making Warm Outbound Calls	12 minutes 36 seconds
Module 5	This Month's N.L.P. Techniques	7 minutes 31 seconds

Total

- Weekly – 12 minutes
- Every 2 Weeks – 25 minutes
- Monthly – 50 minutes

MONTH 11

Module 1	Getting Internet Leads and Leads in General to Pick Up Their Phone	18 minutes 14 seconds
Module 2	Showing Certainty Through Breath, Pauses, and Other Nonverbal Communication	13 minutes 21 seconds
Module 3	Global Rapport	8 minutes 27 seconds
Module 4	This Month's Selling Over the Phone – Inbound Calls, Verifications, and More	10 minutes 39 seconds
Module 5	This Month's N.L.P. Techniques	18 minutes 42 seconds

Total

- Weekly – 17 minutes
- Every 2 Weeks – 34 minutes
- Monthly – 69 minutes

MONTH 12

Module 1	How to Talk to and Close Business Owners	20 minutes 39 seconds
Module 2	Third-Party Stories	4 minutes 54 seconds
Module 3	Don't Create Unnecessary Barriers to Entry	9 minutes 36 seconds
Module 4	This Month's Selling Over the Phone – Visualizing Body Language Through Voice Qualities	11 minutes 11 seconds
Module 5	This Month's N.L.P. Techniques	14 minutes 23 seconds

Total

- Weekly – 15 minutes
- Every 2 Weeks – 30 minutes
- Monthly – 60 minutes

MONTH 13

Module 1	Selling a Commodity – Part I	7 minutes 38 seconds
Module 2	Selling a Commodity – Part II	8 minutes 30 seconds

Module 3	This Month's Education & Motivation	15 minutes 19 seconds
Module 4	This Month's Selling Over the Phone – Your Body Language, Voice Qualities and Breathing	9 minutes 00 seconds
Module 5	This Month's N.L.P. Techniques	11 minutes 07 seconds

Total

- Weekly – 13 minutes
- Every 2 Weeks – 26 minutes
- Monthly – 51 minutes

MONTH 14

Module 1	Mastering Transitions	6 minutes 28 seconds
Module 2	Certainty Bombs	9 minutes 55 seconds
Module 3	This Month's Education & Motivation	16 minutes 53 seconds
Module 4	How To Control a Runaway Talker	5 minutes 19 seconds
Module 5	Stepping Outside of Yourself	8 minutes 29 seconds

Total

- Weekly – 12 minutes
- Every 2 Weeks – 24 minutes
- Monthly – 47 minutes

MONTH 15

Module 1	Customer Profiling	9 minutes 44 seconds
Module 2	Have Your Customer Sell You on Why They Need Your Product or Service!	13 minutes 32 seconds
Module 3	This Month's Education & Motivation	14 minutes 00 seconds
Module 4	Dress for Success	7 minutes 13 seconds
Module 5	Excuses Salespeople Need to Stop Using	18 minutes 20 seconds

Total

- Weekly – 16 minutes
- Every 2 Weeks – 31 minutes
- Monthly – 62 minutes

MONTH 16

Module 1	How to Close Salespeople and Others That Know Sales Techniques	9 minutes 24 seconds
Module 2	Professionalism	8 minutes 03 seconds
Module 3	This Month's Education & Motivation	13 minutes 48 seconds
Module 4	The Success and Achievement Blueprint – Part I	13 minutes 19 seconds
Module 5	The Success and Achievement Blueprint – Part II	11 minutes 36 seconds

Total

- Weekly – 18 minutes
- Every 2 Weeks – 28 minutes
- Monthly – 56 minutes

MONTH 17

Module 1	Commandments	5 minutes 18 seconds
Module 2	Hypnotic Language Patterns	6 minutes 18 seconds
Module 3	Power of Suggestion	2 minutes 51 seconds
Module 4	This Month's Education & Motivation	12 minutes 51 seconds
Module 5	The Importance of Having a Sense of Urgency	11 minutes 36 seconds

Total

- Weekly – 10 minutes
- Every 2 Weeks – 19 minutes
- Monthly – 39 minutes

MONTH 18

Module 1	How to Identify and Deal with Very Specific People	10 minutes 22 seconds
Module 2	Not Changing Your Voice Qualities and Being Real	3 minutes 45 seconds
Module 3	This Month's Education & Motivation	14 minutes 04 seconds
Module 4	How to Effectively Manage Your Leads – Part I	10 minutes 02 seconds
Module 5	How to Effectively Manage Your Leads – Part II	12 minutes 31 seconds

Total

- Weekly – 12 minutes
- Every 2 Weeks – 25 minutes
- Monthly – 50 minutes

MONTH 19

Module 1	Justify Your Drop Close – Part I	12 minutes 39 seconds
Module 2	Justify Your Drop Close – Part II	9 minutes 30 seconds
Module 3	Justify Your Drop Close – Part III	7 minutes 14 seconds
Module 4	This Month's Education & Motivation	12 minutes 37 seconds
Module 5	Queuing Someone up Mentally	4 minutes 08 seconds

Total

- Weekly – 12 minutes
- Every 2 Weeks – 23 minutes
- Monthly – 46 minutes

MONTH 20

Module 1	Selling with R.O.I.	13 minutes 40 seconds
Module 2	Taking the Fight Right Out of People	6 minutes 34 seconds
Module 3	This Month's Education & Motivation	10 minutes 04 seconds

Module 4	Build Your Presentation Around Your Toughest Customer – Part I	8 minutes 21 seconds
Module 5	Build Your Presentation Around Your Toughest Customer – Part II	9 minutes 50 seconds

Total

- Weekly – 12 minutes
- Every 2 Weeks – 24 minutes
- Monthly – 48 Minutes

MONTH 21

Module 1	Visualize the Sale Like Three-Dimensional Chess	15 minutes 40 seconds
Module 2	The Hidden Beliefs That Makeup the Master Closer	9 minutes 52 seconds
Module 3	Qualifying the Customer	4 minutes 49 seconds
Module 4	A Powerful Question That Elicits and OCD Response	3 minutes 26 seconds
Module 5	Let Them Know You're a Salesperson	8 minutes 45 seconds

Total

- Weekly – 11 minutes
- Every 2 Weeks – 21 minutes
- Monthly – 42 Minutes

MONTH 22

Module 1	Public Speaking – the Path to Ultimate Confidence and Certainty	16 minutes 06 seconds
Module 2	You Should Always Present This Way	4 minutes 40 seconds
Module 3	The Power of the Pause	5 minutes 04 seconds
Module 4	Operating Your Personal Business – Part I	11 minutes 08 seconds
Module 5	Operating Your Personal Business – Part II	12 minutes 04 seconds

Total

- Weekly – 12 minutes
- Every 2 Weeks – 24 minutes
- Monthly – 49 minutes

MONTH 23

Module 1	Negative Pitching and Mirroring Skepticism	8 minutes 23 seconds
Module 2	The 80/20 Rule Applies to Everything	6 minutes 07 seconds
Module 3	Managing Customer Expectations	8 minutes 32 seconds
Module 4	Being Present – Part I	7 minutes 12 seconds
Module 5	Being Present – Part II	7 minutes 59 seconds

Total

- Weekly – 10 minutes
- Every 2 Weeks – 19 minutes
- Monthly – 38 minutes

MONTH 24

Module 1	Using FBI Negotiation Techniques To Build Rapport and Understanding	3 minutes 52 seconds
Module 2	How to Close Someone Based on Their Profession – Part I	9 minutes 24 seconds
Module 3	How to Close Someone Based on Their Profession – Part II	9 minutes 41 seconds
Module 4	How to Close Someone Based on Their Profession – Part III	10 minutes 20 seconds
Module 5	Our Journey Doesn't End Here!	3 minutes 11 seconds

Total

- Weekly – 9 minutes
- Every 2 Weeks – 18 minutes
- Monthly – 36 minutes