

Setting Yourself Up to **GROW FAST and WIN BIG!**



Developed and Presented By:

Edward Zia – Marketing Mentor & Blogger



Winning Makes you Happy

- Loving to win is built into our DNA and how we are naturally engineered.
- To win as an entrepreneur, we want to set ourselves up for success so we can SELL, MARKET and WIN BIG.



If you see this, it means YOU'RE AWESOME

- I'd love to help you get More Clients, More Money and More Time™
- This event is valued at \$500 upwards and my gift to you.
- Listen for the powerhouse money making ideas you will learn tonight.
- Ask questions, enjoy and WIN BIG.



THANK YOU from Edward Zia

- Marketing Mentor & Blogger!
- I've helped lots of people, make lots of money and I love it.
- Worked with thousands over the years from high end Corporate to wonderful entrepreneurs.
- Ex-Military Fed, Post Graduate in Marketing, Host at NSW Business Chamber, Meetup City Organiser for Sydney and Director of 'Excellence Above Coaching' – our wonderful business.
- Add me on FB & LinkedIn! Love to connect 😊

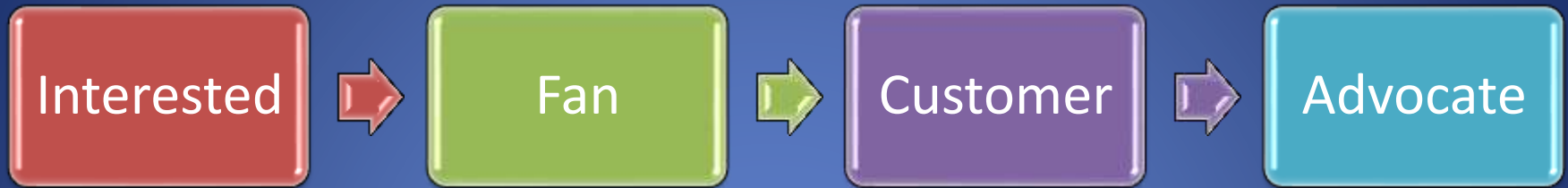


Your Winning Experience

- 'Putin' at least one great idea into action.
- Listen for the million dollar ideas.
- Love yourself and know you deserve massive success.



Winning Clients ASAP

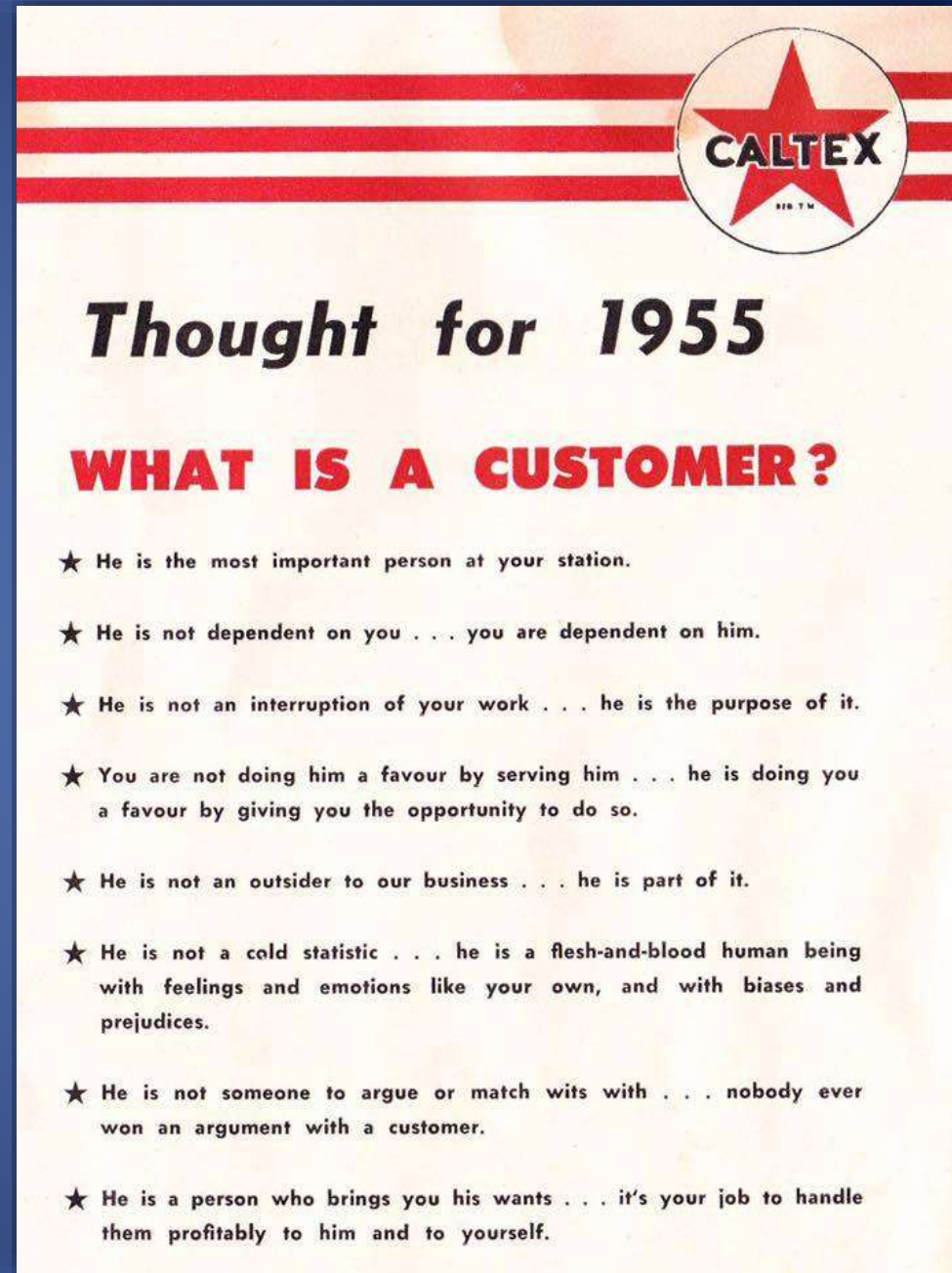


- Winning comes down to your level of the right activity.
- You must be setup to win on many fronts from quality, to connections to your own health.



Winning Valuable Clients

- Top quality clients expect the best and make their choices based on many factors.
- A key one being is how 'Successful' they perceive you!



Winning Quality + Marketing Eco-System

- Our brilliance is judged from 'end to end'.
- As entrepreneurs, much of that comes to us personally on many levels.
- Business is EXTREMELY personal and being honest about this sets us up to WIN BIG.



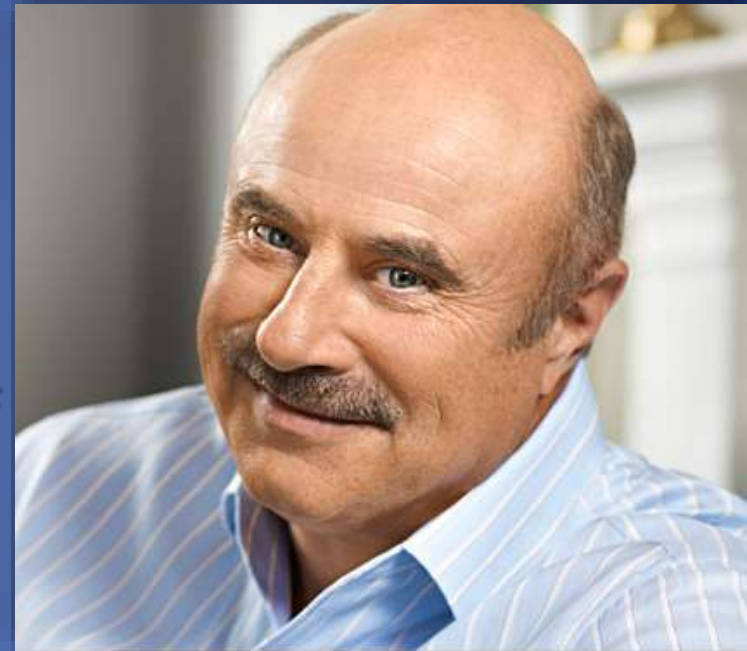
Winning Abundance Mindset

- A critical pillar of success.
- Our business is our energy and the more of it we have is the better we work, sell, market, build, communicate and enjoy.
- Replace toxic people in your life with the WONDERFUL.



The truth from a WINNER

- “There's one characteristic shared by those who get results, from Bill Gates to Colonel Sanders: Winners do things losers don't want to do. People who make it across the finish line have a different mode of thinking from those who don't.”
- Read more:
<http://www.oprah.com/spirit/dr-phil-how-to-become-successful#ixzz57z2O2JVo>



A Successful Foundation

- The years of winning has shown me how we must be setup to win big.
- From stable personal lives, to the right technology and attractive business cards; giving yourself the ability and tools to win is key.



Successful Situation #1

- You must have a stable and happy personal life free from losers and toxic people.
- That gives room for the WONDERFUL WINNERS to come into your life and gives you time.
- Remove & Minimise those 'undesirables' from your life and become the RIGHT CROWD yourself.
- What must you do to WIN BIG?



Successful Situation #2

- Your Speciality / Niche / What you Bring to the World is critical.
- It's what it is and also how clearly you word it and apply it across your whole Marketing & Business.
- What must you do to WIN BIG?



Successful Situation #3

- You must build your following of friends, fans, supports and great clients.
- I love a mixture of Real World & Online world with a focus on being active in the community.
- What must you do to WIN BIG?



Successful Situation #4

- Get yourself out there all the time and put yourself at the centre of the right situations.
- You get clients, referrals, POWERHOUSE IDEAS, friendship and inspiration.
- What must you do to WIN BIG?



Successful Situation #5

- You must be healthy, fine and what you are doing is sustainable.
- A better appearance helps you sell more and get listened too.
- Energy keeps you going into those long awesome nights.
- What must you do to WIN BIG?




Successful Situation #6

- You must get serious exposure every week.
- The numbers you get in front of are everything and you want to hit FB, LinkedIn and Social Media with great daily content.
- Networking lots and speaking at events; we love it!
- What must you do to WIN BIG?



Successful Situation #7

- “Rinse and Repeat”.
- This is the critical key point of any situation. Don’t be that person who starts and stops.
- The winners stick to the program.
- What must you do to WIN BIG?



Key Performance Indicators for Edward Zia


Daily:

- 10 x Personal Contacts (Email, PM)
- 11 x Phone Calls (“11 before 11”)
- 3 x Social Media Posts (FB, LinkedIn)
- 5 x Prayer / “In the zone”
- 1 x Blog



Weekly:

- 1 x Awesome Marketing Insights
- 2 x Meetup Group Blasts
- 3 x Facebook Lives
- 1 x Invoice & Cash Follow Up
- 3 x NEW Face to Face Meetings



Monthly:

- 2 x Live Webinars
- 2 x Live Workshops
- 1 x Review + Read a Book!



Key Outcome:

Build an ACTIVE, ENGAGED, POWERHOUSE & PROFITABLE Community with WIN / WIN and Value all around.

Edward's Top 7 Moves to WIN BIG

1. You're gonna slip. That is cool.
2. Get back on the horse fast.
3. Detox and get healthy fast when you have too.
4. Do the crazy hours when you know it's worth it.
5. Focus on being friends with influencers.
6. Help them out!
7. Stay in the zone.



Honourable Mentions

- As you win more, make sure people don't take advantage of you.
- Love your ego, but keep it in check.
- Consider the person telling you something. Do they have the results you seek?



Acknowledgements, Thanks & Credit

- For the imagery & concepts – we'd love to thank and acknowledge the awesome:
 - XCOM 2 (2K Games)
 - Spock from Star Trek (TOS)
 - Fallout, Vault Boy & Bethesda Softworks
 - The Queen, Donald Trump, Chris Hemsworth.
 - Tag Heuer
 - Robert Trachtenberg, Dr. Phil & Oprah
 - And everyone else who helped make this awesome!



Image Credit & Thanks: Vault Boy Art from Fallout Series

Special Invite #1

The Awesome Marketing Vault with Edward Zia™

- Marketing & Sales Mentoring Program to FAST TRACK your success.
- Powerhouse knowledge base with direct and personal access to me. Perfect for those who want incredible value and to have me as part of their team.
- \$97 per month, subscribe @ www.excellenceabove.com.au



Special Invite #2:

Personal Mentoring & Coaching with Edward Zia

- Work with Edward Face to Face on a rapid, intensive and POWERHOUSE journey to succeed ASAP.
- Everyone is different and this is customised to you. Perfect for those who want to move fast and compress years into weeks.
- \$1997 + GST / month, come and see me.



Special Invite #3:

Sydney Mastery Workshop – Sat 7th April 2018 at Novotel Sydney on Darling Harbour

- Learn the Latest Sales & Marketing Strategies and build your FAST GROWTH 90 Day Action Plan.
- Connect with powerhouse entrepreneurs and network in strength, style and luxury comfort at World Class Property Novotel Sydney on Darling Harbour.
- Limited to 14 attendees, includes 90 Minute Personal Coaching Session and Valued at over \$1500 + GST.
- First time Special of \$597 + GST. For current and past clients, Loyalty Reward rate of \$497 + GST.
- SEE ME NOW TO SECURE YOUR SPOT 😊



Speak to me now + THANK YOU + WIN BIG!

- Tuesday 6th March for “PROFITABLE Pitching, Persuasion, Speaking & Sales Strategies!”. Book early, invite your friends and share online.
- Saturday 7th April 2018, “90 DAYS OF PROFITABLE SALES & MARKETING”, secure your spot.
- Any questions, see me now, grab a card, add me on FB and love to help 😊 0458 310 670 / edward@excellenceabove.com.au
- If you are not yet with us, you're invited to join our POWERHOUSE community!

