

Building Your PROFITABLE Vision, Mission & Culture to WIN BIG!



Developed and Presented By:

Edward Zia – Marketing Mentor & Blogger



Your Drive, Your Focus, Your Life

- Same old, same old is not our way. WINNING BIG is!
- You want to build your Vision of the future and go for it in your own unique way.



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 our gift to you.
- Listen for the powerhouse money making ideas you will learn tonight.
- I would love you to share what we do with the world and we'd love you to work with us.
- Ask questions, enjoy and WIN BIG 😊



THANK YOU from Edward Zia

- Marketing Mentor & Blogger!
- I've helped lots of people make lots of money.
- Ex-Military Fed, Post Graduate in Marketing, Host at NSW Business Chamber, Meetup City Organiser, Love Christian Outreach, Liberal Party Member, Founder of EA.
- I help out wonderful people with my Awesome Marketing Vault, Workshops, Consulting, Speaking, Personal Mentoring and more.
- Add me on FB & LinkedIn! Love to connect 😊



OUR LAST WORKSHOP FOR 2018!

Sydney Mastery Workshop – Sat 8th September 2018 at Novotel Sydney on Darling Harbour

- You're Invited to "90 Days of PROFITABLE Sales & Marketing"
- Learn the latest Sales & Marketing Strategies and build your own CUSTOM GROWTH PLAN!
- We've got 11 x spots left! Includes 90 Minute Personal Coaching Session and Valued at over \$1500 + GST.
- **First time Special: \$597 + GST. For current and past clients, Loyalty Reward rate of \$497 + GST.**

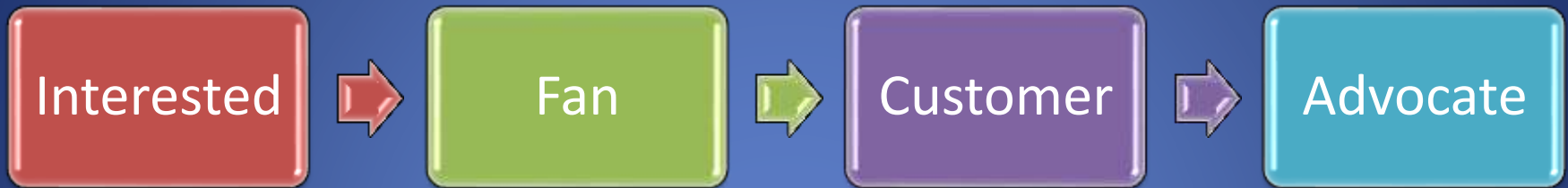


Your Winning Experience

- '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

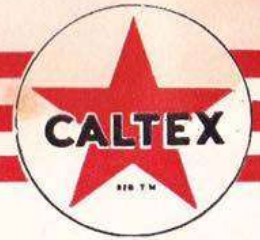


- Your success comes from your clients and you want the right ones.
- As you take the business in the direction you want, you create the ultimate life you want.



Winning Valuable Clients

- Beyond what you 'do', people are attracted to the culture and values of your company.



Thought for 1955

WHAT IS A CUSTOMER?

- ★ He is the most important person at your station.
- ★ He is not dependent on you . . . you are dependent on him.
- ★ He is not an interruption of your work . . . he is the purpose of it.
- ★ You are not doing him a favour by serving him . . . he is doing you a favour by giving you the opportunity to do so.
- ★ He is not an outsider to our business . . . he is part of it.
- ★ He is not a cold statistic . . . he is a flesh-and-blood human being with feelings and emotions like your own, and with biases and prejudices.
- ★ He is not someone to argue or match wits with . . . nobody ever won an argument with a customer.
- ★ He is a person who brings you his wants . . . it's your job to handle them profitably to him and to yourself.

Winning Quality + Marketing Eco-System

- Of what you want to do, make sure your business communicates that on every level and get it through.



'Abundance Mindset' Considerations

- Surround yourself only awesome wonderful people.
- Do some blocking.
- Add New WONDERFUL friends 😊
- Nurture your friends and WIN TOGETHER.
- Create your SUCCESS ZONE.



PROFITABLE Situation #1

- Create your powerhouse VISION of the future (what you want to create).
- “Edward Zia is Australia’s #1 Marketing Mentor & Coach helping hundreds of thousands of Entrepreneurs WIN BIG on every level”
- **What must you do ASAP to WIN BIG?**



PROFITABLE Situation #2

- Create your MISSION of how you are going to go about it (the how).
- “Edward Zia with his wonderful Company Excellence Above helps people through Mentoring, Coaching, Workshops, Leadership and MORE done to perfection”
- **What must you do ASAP to WIN BIG?**



PROFITABLE Situation #3

- Establish and communication your **CULTURE** (the ideas that guide you).
- Helping Each Other, Taking Action, Transparency, Fun and Winning.
- What must you do ASAP to WIN BIG?



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PROFITABLE Situation #4

- Live out your Vision, Mission & Culture and actually do it.
- Your plans, your people, your hiring, your decision making and the lot!
- **What must you do ASAP to WIN BIG?**



PROFITABLE Situation #5

- Work out what you want for your life on a personal level.
- Your business is a 'vehicle' to help create that (you're not your business).
- **What must you do ASAP to WIN BIG?**



PROFITABLE Situation #6

- Your Strength and Constitution shall be put the test.
- Health, focus and endurance, you can do it 😊
- **What must you do ASAP to WIN BIG?**



PROFITABLE Situation #7

- DO IT MORE 😊
- What must you do ASAP to WIN BIG?



Edward's Top 7 Moves to WIN BIG

1. Create the Vision.
2. Create the Mission.
3. Create the Culture.
4. Take the steps.
5. Deliver the life you want.
6. Strength & Endurance.
7. Numbers!



Honourable Mentions

- As you win more, your vision will become bigger and more powerful.
- Let it happen.
- Take your friends with you 😊



Acknowledgements, Thanks & Credit

- For the imagery & concepts – we'd love to thank and acknowledge the awesome:
 - Spock from Star Trek (TOS).
 - Fallout, Vault Boy & Bethesda Softworks.
 - Vladimir Putin & Margaret Thatcher.
 - Donald Trump, Scott Adams, Meetup NY, Ita Buttrose.
 - And everyone else who helped make this awesome!



Special Invite #1

The Awesome Marketing Vault with Edward Zia™

- Your Powerhouse Mentoring Program to help you Get More Clients, More Money and More Time™, Master Your Marketing & WIN BIG!
- Get personally Mentored by me, access to the powerhouse online knowledge Vault, get personal introductions to Edward, access to speaking opportunities at Profitable Marketing Meetup, VIP Inner Circle Support from Edward and more!
- \$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.



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BONUS INVITE: Discovery Session

- If you have loved this session and want to WIN BIG in your business, it's time for us to have a CONVERSATION.
- We shall do a review of what's working for you and I will give you 3 x Strategies you can put into your business ASAP to help you get more clients, money and time.
- **One Time Only:** 60 Minutes, Valued at \$500 + GST and perfect for ambitious wonderful people.



Speak to me now + THANK YOU + WIN BIG!

- Join us on Tuesday 24th July for “PROFITABLE Marketing Mindset & Winning Abundance Strategies!” Book early, invite your friends and share online.
- Check out AEONA. Great space and working options.
- Book now for Saturday 8th September 2018, “90 Days of PROFITABLE Sales & Marketing!”
- NSW Business Chamber is on Wed 18th July 2018.
- Take action and make your bookings now!
- Add me on FB and love to help ☺ 0458 310 670 / edward@excellenceabove.com.au



Image Credit & Thanks: Bill Murray from Stripes