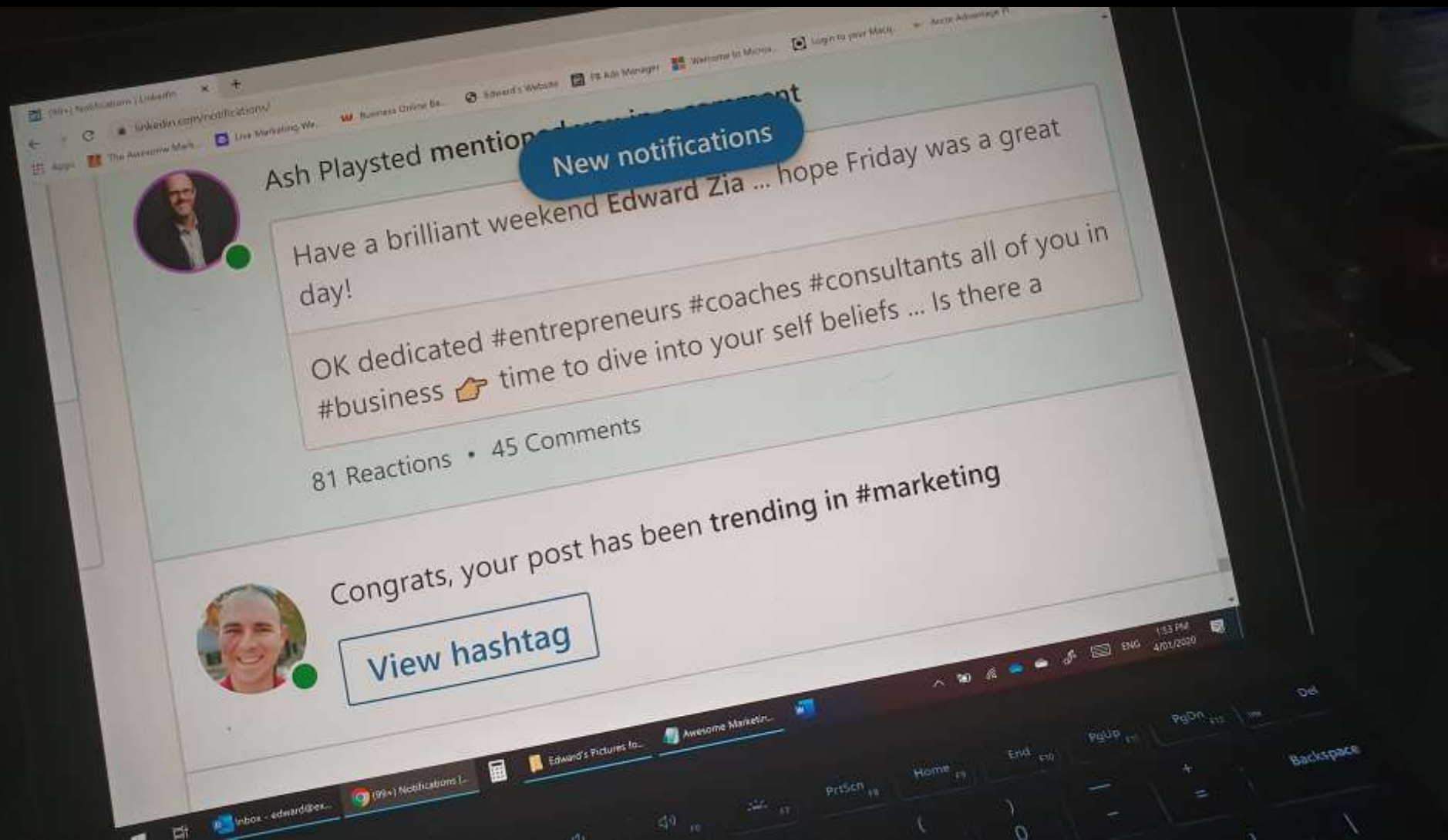


“Creating Your Influential Sales & Marketing Plan to WIN BIG”

Developed and Presented By: Edward Zia – Marketing Mentor CPM & Master Coach



I've had the best holidays ever

- A great plan will help you become a Master Influencer and FAST TRACK your success.



THANK YOU from Edward Zia

- I'm here to help you become a Master Persuader & Influencer
- I've spend at least \$300,000+ in Personal Development from Top Global Mentors and crossed 10,000+ Personal Coaching Hours a few years ago.
- I was a homeless veteran a made a massive come back in my life to help tens of thousands today.



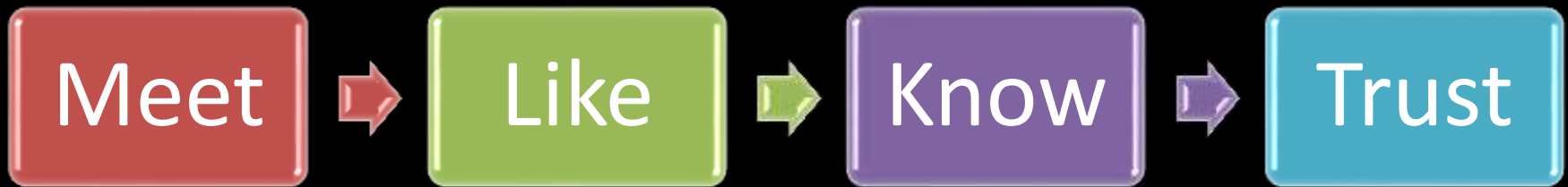
**THANK YOU WeWork + Meetup + Teachable
+ LinkedIn + Microsoft + LogMeIn + the Government**



Take 1 Idea and Put It INTO ACTION!



The Persuasive Sales Process



- Knowing this helps you build influence faster and win more.



Attracting Valuable Clients

- People like to “BUY” and not be “SOLD” too. The more people come to you, the easier life becomes.



Your Sales & Marketing Eco-System

- LinkedIn, Facebook, Instagram, Your Meetup Database, Your Mailchimp Database and more – so many ways of hitting people.



Abundance Family

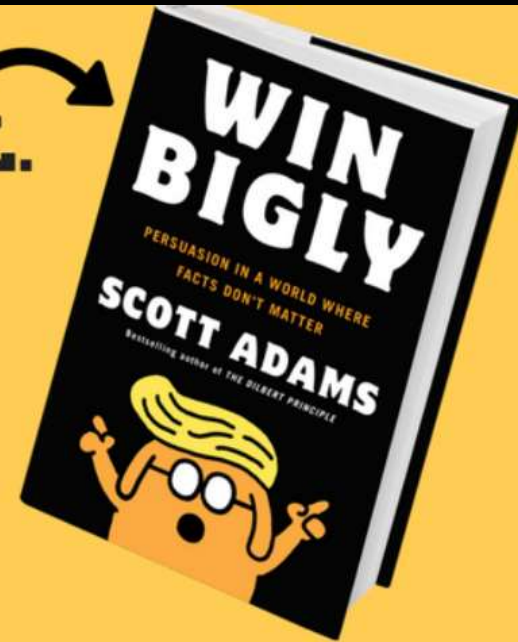


The Persuasion Stack

- We love and recommend “WIN BIGLY – Persuasion in a world where facts don’t matter” by Scott Adams.

"I RECOMMEND THIS BOOK TO ALL MAMMALS, BIG AND SMALL. IT ONCE TURNED A MOLE INTO A CHEETAH. I SAW IT WITH MY OWN EYES."

-Lord Byron (probably would have said that)



ON SALE 10-31



Tweets **42.7K** Following 1,037 Followers 298K Likes 44.2K

Following

Tweets Tweets & replies Media

Pinned Tweet

Who to follow · Refresh · View all



Joel B. Pollak · @joelpollak

Scott Adams
@ScottAdamsSays

Please ask for a copy of my Influencer Sales & Marketing Template (in Doc)

Edward's Influential Sales & Marketing Plan
JANUARY 2020

VISION One Year from Now:

- Edward is to be a Global Influencer when it comes to Creating Master Persuaders & Influencers.
- He is surrounded by a wonderful community of people who support, love and drive each other across Earth.
- There is a clear sense of Strength, Helping Each Other, Action, Transparency, Fun, Intelligence and Winning
- Success requires producing great content, speak to lots of top people daily and delivering value!**

Key Areas to WATCH OUT for:

- Cashflow is king and only work with people who pay and respect themselves and others.
- Avoid energy vampires.
- Don't get side-tracked.
- Stay POSITIVE and BE SMART!**

The Game Plan:

- Lead as a LinkedIn Influencer with light support from Instagram and Facebook.
- Speak to Leads with high quality messaging and calls.
- Invite people to Webinars, drive my Meetups, the Vault and offer Discovery Sessions.
- Sign up 1 x New Client Each Day and make a MASSIVE impact!**




90 Day Action Plan

Urgent (within 30 days):

- Build strength and work out.
- Great Content & Work LinkedIn Hard.
- Fill Webinars with 100+ people per time.

Important (within 60 days):

- Drive heavy workshops & Online Sales.

Coming (within 90 days):

- Build your following & residual.

Future Tech:

- Heavy 3 Day Workshop (or not).



Edward's Daily, Weekly & Monthly Actions!

Daily:





- 5 x Phone Calls
- 5 - 10 x Social Media Posts
- 100+ x Respond to ALL MESSAGES
- 5 x Prayer / "In the zone"

Weekly:

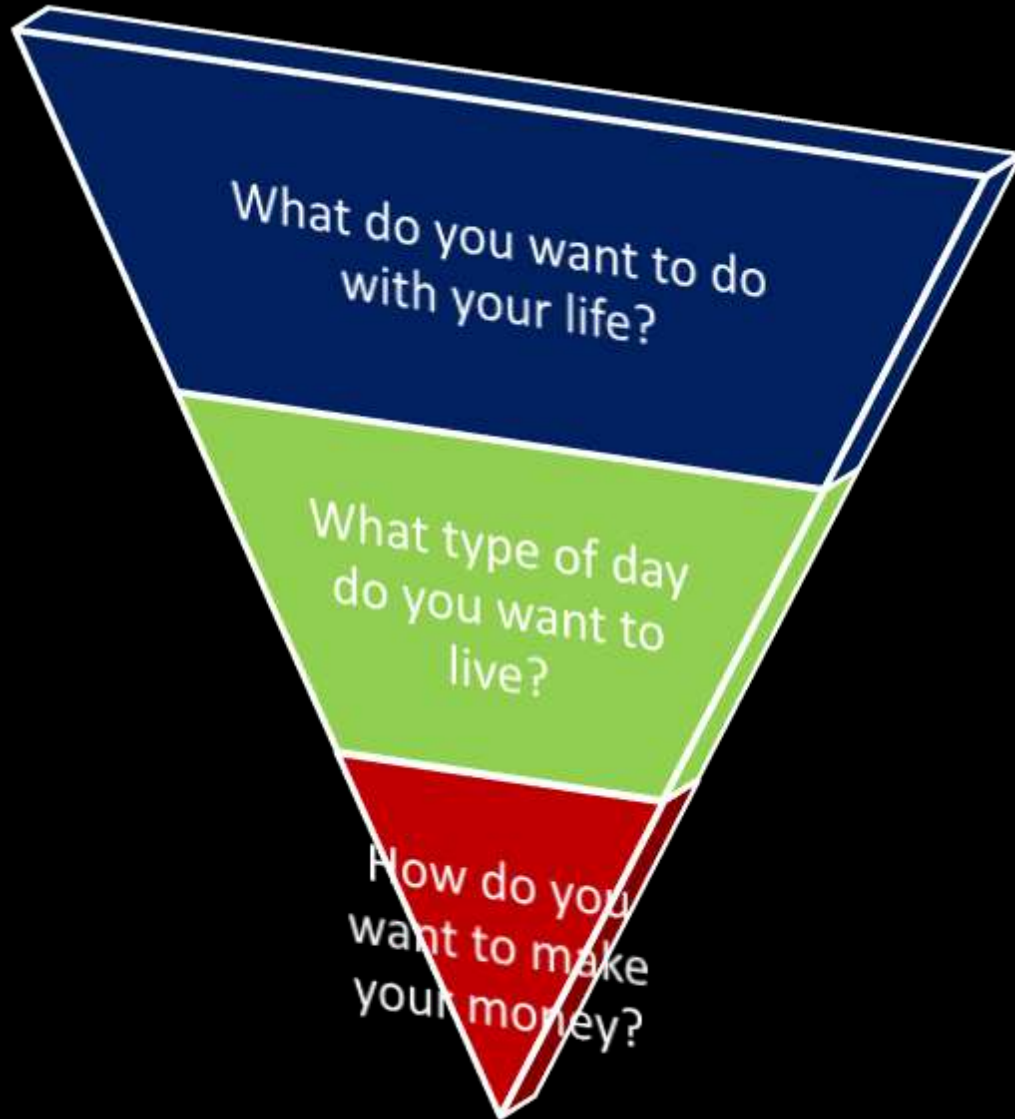
- 1 x Personal Database Email
- 1 x Meetup Email
- 1 x Live Webinar

Monthly:

- 2 x Events
- 1 x Review

Ed's Lesson #1



Ed's Lesson #2

- Create your Sales & Marketing around your clients.





Ed's Lesson #3

- Write up your plan and make it great (refer to our template). Update each month!



Ed's Lesson #4

- Keep a very close eye on your leads, sales and how people are responding.



Lassie & Edward Zia's Winning Networking Community






Listed group

Start a conversation in this group

All

Recommended

479 members [See all](#)

 +99

Invite members



About this group

Say Hello, Introduce Yourself and it's to bring more WONDERFUL people (like you) together!

Group rules

Friendship, Love & Kindness. Givers Gain and Positive Winning so much x x

Group admins

 **Edward Zia** · You **Owner**
Marketing Mentor & Master Coach 

Ed's Lesson #5

- Keep adding and removing tasks from what you're doing (optimise).



Ed's Lesson #6

- Connect with people very personally 😊



Ed's Lesson #7

- Have a tight schedule that works for you and make the hours just great.



RECAP FRIENDS!

- What have I spoken about?
- What ACTIONS are you going to take now?
- Tell Father Edward everything 😊



Honourable Mentions

- Don't be divisive (e.g. Politics, Favourite Countries) – keep it all positive.
- Focus on people that like you 😊 Drop conversations and remove those that ignore you or are dark on you.



Acknowledgements & Thanks:

- For contributions, imagery & help we wish to thank:
 - Our friends for being in our photos.
 - WeWork & Meetup.
 - Teachable.
 - Microsoft.
 - Facebook & Instagram.
 - ACCOR & Novotel.
 - The Liberal Party of Australia.
 - The NSW State Government.
 - NSW Business Chamber.
 - And everyone else who helped make this awesome!



INVITE:

Discovery Session

- I'd love to offer you a FREE ONE TIME Discovery Session to help you become a Master Persuader & Influencer.
- I will give you at least 3 recommendations.
- We can cover key topics and talk how we can work together.
- **Book now friends 😊**



Special Invite #1

“The Awesome Marketing Vault with Edward Zia™”

- Become a Powerhouse Master Persuader & Influencer with our extremely popular Mentoring Program.
- Includes top Modules including Business Planning Content Creation, Creating Your Business & Marketing Plan, LinkedIn, Facebook, Meetup, Events and more. Includes personal access to me and great value.
- **Great options with 3 x Great Membership Levels:**
 - Silver, Full Content + Personal Email Access @ \$97 per month.
 - Gold, Full Content + Phone Access @ \$197 per month.
 - Platinum, Full Content + All + Mentoring Session @ \$497 per month.
 - * All plans include 30% Affiliate Option for those wanting to build a great income (managed by Teachable).



Special Invite #3:

“Persuasion & Influence Mastery Workshop”

on Saturday 8th Feb 2020 @
Novotel Sydney on Darling
Harbour

- **Book Now & Limited Spots:**

- \$697 + GST.

- For current and past clients, Loyalty Reward rate of \$597 + GST



2020
EDITION

PERSUASION & INFLUENCE MASTERY WORKSHOP WITH EDWARD ZIA



CATERED TO WORLD CLASS STANDARDS BY ACCOR



GET INSPIRED WITH HIGH ENERGY LEARNING



CONNECT AND MAKE NEW FRIENDS

**Perfect for Entrepreneurs, Professionals
and Business Owners.**

Join our Full Day Experience:

- ✦ Build your personal 90 Day Sales & Marketing Plan with the latest **PROVEN** strategies.
- ✦ **TRANSFORM** yourself into a Master Persuader & Influencer and learn how to influence both the conscious and subconscious mind.
- ✦ Create **CONTENT** in the workshop and get the latest scoop on LinkedIn, Facebook, Instagram and more.
- ✦ Learn **LEVERAGED** Strategies such as running Live Webinars, Meetups, Events, Selling from Stage and more.
- ✦ Explore your own DiSC Behavioural Style, Master your **PITCH** and **PERSONAL BRAND**.
- ✦ Get **INSPIRED** by others and learn from Edward Directly. The Workshop also counts as Professional Development Hours for various accreditation bodies.
- ✦ Get a **PERSONAL MENTORING SESSION** with Edward post Workshop. All included.



- Maria Fernanda Sanchez



- Tim Topp

I attended a marketing event where Edward was the speaker. He was extremely professional in his presentation and highly educated in the subject he presented. His advice on making "branding" made complete sense. I would highly recommend him as a business coach or as someone to follow through the internet networking community.

Edward is a powerhouse of marketing and motivation. He goes out of his way to help you, giving his time and energy authentically and passionately. I have never met anyone as helpful, generous and supportive in business as Edward Zia. He is a great guy, full of energy and enthusiasm. If you want to move your business forward, learn about effective marketing, great real down to earth answers, and a great person into your network and a friend into your life. Ed is your man. Thank you for all your help and support. Highly recommend.

The Premium Workshop, Networking and Personal Mentoring Session with Edward is Valued at \$2,000+



To make it more accessible, we have a **First Time Special** for only **\$697 + GST**.



Current and past Clients, will also receive a **Loyalty Reward Rate** of only **\$597 + GST**.



9AM to 5PM on Saturday 8th February 2020



Novotel Sydney on Darling Harbour



To book, email edward@excellenceabove.com.au
(Payment Options Available).

Limited to a small
intimate group of
WINNERS. Book ASAP!

NOVOTEL
HOTELS & RESORTS



AMI
CORPORATE
MENTORING

meetup

teachable



www.excellenceabove.com.au

Special Invite #3:

“Personal Mentoring with Edward”

- For those on a massive mission to become a Master Persuader & Influencer ASAP, Personal Mentoring with Edward rocks. Start ASAP@ **\$1997 + GST per month.**



Take ACTION now friends 😊

- Book a Discovery Session with me now.
- Add me on LinkedIn and get me at edward@excellenceabove.com.au / +61 458 310 670

