

# Powerful Producer Course



## Comprehensive, Producer High-Performance Training

*36 Powerful Lessons, 12 Live Masterminds, Limitless Results*



Session	Empowerment Course (Build Yourself)	Performance Course (Build Your Soft Skills)	Winning Course (Build Your Effectiveness)	Live Mastermind (Build Your Results)
1	Faces the Truth	Customer and Wants	Know, Like and Trust	Developing Great Leads
2	Deliberate Mind Setter	Listening and Abundance	Authority and Credibility	Compelling Cold Calls
3	Master of Words	Time Management	Performance and Safety	Building a Powerful Pitch
4	Chooses Results	Confidence and Burnout	Familiar and Consistent	Positioning Yourself
5	Harnesses Imagery	Sales Slumps and Sabotage	Hope and Future	Setting the Stage
6	Focuses the Mind	Rejection and Objections	Stand Out	Defeating the Incumbent
7	Emotional Smarts	Perfection and Direction	Worth It	The BOR
8	Good Emotion Hygiene	Worries and Desperation	Reciprocate and Go Give	Building a Winning Offer
9	Watches for Triggers	Stuck and Stagnation	Gut Check and Shows It	Presenting to Win
10	Understands Influence	Relationships and Connection	Easy Button, Not Alone	Upgrading to Larger Accounts
11	Operates at a Higher Level	Body Language and Vibration	Intentional Sell and De-Risk	Leveraging Efficiency and Tech
12	Finds Neutral Fast	Builder Leader Creator	Urgency and Ask	Niche and Specialization

**EXPERIENCE INCLUDES: PIPELINE BUILDING TOOL, ACTION STEPS AND PROGRESS TRACKING PLATFORM.**