

WEBVTT

1

00:00:03.929 --> 00:00:04.410

Industry.

2

00:38:05.910 --> 00:38:15.420

and not to do it if it feels like we're working hard to enroll you, we are, because it means that much to us that you don't just hear what it is you actually get out there and do it.

3

00:38:16.320 --> 00:38:27.570

yeah and then the guys I am running this entire challenge from one computer okay literally, I have one computer, it is, it is a brand it's the new IMAC which has.

4

00:38:27.960 --> 00:38:35.760

Finally, apple put an amazing camera in their computer, so I have one computer with one camera I don't have a bunch of fancy cameras in here.

5

00:38:35.940 --> 00:38:45.750

I mean, I have some cameras i'm just not using them right now but literally i'm doing all this from one computer and right now we're going to give away the exact computer that i'm using.

6

00:38:45.960 --> 00:38:50.010

Through on this challenge and then is going to Karen Murray Karen Maria.

7

00:38:50.370 --> 00:38:58.320

Relations, you are the winner of a brand new IMAC so that you can run challenges and virtual events, just like this one and Kathy hadler.

8

00:38:58.530 --> 00:39:08.640

we're giving you an Amazon gift card for sharing guys so we're going to start to land the plane here guys, this is we're wrapping up day five I told you guys we're going to crush it and end with the bang.

9

00:39:08.880 --> 00:39:13.170

guys, this is your next step if you are here on day five.

10

00:39:13.410 --> 00:39:26.730

If you put in five days of watching this if you are here, this is for you you're a movement maker, you know you're called to show up and serve we're going into uncertain times, where your ability to create your own paycheck create your own economy.

11

00:39:27.000 --> 00:39:38.850

has never been more needed and I literally teamed up with my good friend and an industry transformer to give you guys, the one two punch that is literally all you need today.

12

00:39:39.480 --> 00:39:45.030

How amazing would it feel to stop trying to learn all the other 15 1020 things you've been trying to do.

13

00:39:45.300 --> 00:39:57.870

forget all that nonsense and just do the simplest easiest next step to getting you out there, launched groaner scaling your business so Barry i'ma throw back to you for some final thoughts any final thoughts suggestions.

14

00:39:58.170 --> 00:40:07.740

On anybody who might be on the fence looking at this and still hasn't joined us I can't imagine you know, but what do you think might be holding people back and.

15

00:40:08.130 --> 00:40:10.800

what's your final thoughts about people that might be on the fence.

16

00:40:11.520 --> 00:40:19.710

yeah I mean the thing I always think about whenever i'm making a big decision about a big leap in my life, and I think about it for students to.

17

00:40:20.280 --> 00:40:24.960

Is nine times out of 10 you have to make your reason not to your reason to.

18

00:40:25.320 --> 00:40:34.410

The very reason you're saying you can't do it is why you must do it like I don't have time how's that going to change, but this is literally the way you create time in your business.

19

00:40:34.590 --> 00:40:44.310

Is by putting efficiencies and productivity and systems and strategies so you're not reinventing the wheel every day I don't have the money to do it what's going to change if you don't have the money to do it.

20

00:40:44.790 --> 00:40:51.300

versus investing in something that's going to give you a better return than I mean the stock markets in a freefall right now gases never been more expensive.

21

00:40:51.510 --> 00:40:55.140

Like what's a better time to invest in yourself than right now, your reason not to.

22

00:40:55.350 --> 00:41:05.220

Is your reason to so that you can make your own money create your own economy and not have to be dependent on a job on a raise on the government on the President and anybody figuring it out, because.

23

00:41:05.730 --> 00:41:07.950

Does it feel like that's happening anytime soon right.

24

00:41:08.610 --> 00:41:12.900

Not to bring politics into it's not about the President it's about the state of the world right now.

25

00:41:13.140 --> 00:41:22.590

Like nothing is more uncertain than betting on somebody else and nothing is more certain than betting on yourself and your spouse won't let you do it like if that's true you need to.

26

00:41:23.400 --> 00:41:25.860

You have to have a Community around you like what's harder.

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00:41:26.430 --> 00:41:31.410

than trying to do this by yourself with someone who really doesn't understand what you're trying to do that's why you need a like minded community.

28

00:41:31.710 --> 00:41:39.870

And if it comes down to those to harvest reasons it's not time it's not money it's not your spouse or significant other is, I have to ask permission, instead of ask for support.

29

00:41:40.230 --> 00:41:49.620

it's literally that you're afraid to are here in shame and self doubt because sometime you failed or you did it once and it didn't work or there was that one time that you bought the thing you didn't do the thing.

30

00:41:49.860 --> 00:41:54.780

it's time to let that go like your past failure is not a predictor of your future success.

31

00:41:55.170 --> 00:42:04.260

i'ma say that again a past failure is not a predictor of your future success and nobody gets it right, the first time, everything about swinging for the fences is about iteration.

32

00:42:04.830 --> 00:42:14.250

Less innovation, more iteration meaning, you have to stay in the game, you have to keep getting in there with better systems better strategies so that you can get better so that you can serve at the highest level.

33

00:42:14.880 --> 00:42:18.300

So whatever that reason is that you're saying I can't do it is the reason.

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00:42:18.480 --> 00:42:28.290

You must do it, and when I look at that and, like you're the thing that's been holding me back it's you time or it's you money or it's you significant other doesn't quite understand what i'm doing yet, but you will someday.

35

00:42:28.590 --> 00:42:38.790

Or you fear or use shaman self doubt i'm going to take you and i'm going to embrace you and wrestle you to the ground we're going to get to know each other really well why I overcome.

36

00:42:39.060 --> 00:42:48.210

being stuck and not moving forward, because that one little thing or that combination of things that's holding me back so identify like what's bubbling up for you where's that resistance.

37

00:42:48.420 --> 00:42:56.070

That reason not to I guarantee you is the keys to the kingdom it's absolute reason why you should buy, you must why you're crazy not to.

38

00:42:57.510 --> 00:43:11.280

yeah and guys everything that you think you need to pull this off guess what we know that we know what you need to actually pull this off you probably don't know exactly what you need you think you might know, but what we've actually done this so.

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00:43:11.580 --> 00:43:14.370

I can assure you that everything you're going to actually need.

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00:43:14.610 --> 00:43:25.200

to know and have to pull this off to run your first challenge to make your first sales to run your first challenge and grow and scale your company is literally built in.

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00:43:25.440 --> 00:43:38.760

into this crush it workshop program literally, nothing has been left no stone unturned we're going to end we're going to walk you through it methodically step by step, I love have very talked about that, because so often.

42

00:43:39.090 --> 00:43:43.050

When sometimes I see these these things being offered and it's like.

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00:43:43.380 --> 00:43:50.250

here's this you know 40 hour course and here's 85 million bonuses and now it's like here you go here's a bunch of stuff and good luck.

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00:43:50.490 --> 00:43:57.360

guys we didn't want to do that to you, so we have a step by step approach, starting Tuesday with our first intensive.

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00:43:57.780 --> 00:44:04.800

Tuesday Thursday and i'm going to go, step by step guys i'm here is the schedule, right here, crushing it live three days virtual.

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00:44:05.400 --> 00:44:15.570

Thursday June 2 Friday, the third inside of the fourth Okay, all this, you can look like a pro and crush your very first or next challenge guys my ceiling.

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00:44:15.870 --> 00:44:23.220

gets to be your floor come on how cool is that guys, no one did that, for me, no one did that, for me, guys literally I had to make all this stuff up.

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00:44:23.520 --> 00:44:30.600

You know, literally on my own and now my ceiling is to be your floor and here on those five live coaching sessions.

49

00:44:30.870 --> 00:44:37.620

Tuesday, creating an irresistible offer like this one here an offer that people go i'd have to be crazy.

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00:44:37.830 --> 00:44:49.050

Not to do this we're going to show you how to do that and that's the offer specifically that you're going to make on the back of your challenge, so I feel like Pedro i'm not sure what to sell we will help you solve that.

51

00:44:49.230 --> 00:44:54.480

answer that question, so you will know what you're selling it could be yours or somebody else's.

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00:44:55.020 --> 00:45:04.350

It this this works great if you're an affiliate in fact that tamarind tamarind AWOL they actually their their case study was they sell the program and they.

53

00:45:04.650 --> 00:45:15.060

Doing phenomenal Thursday we're going to go back to the micro niche concept and help you figure out who is your who should I go Pedro I don't have my who yet don't worry we're going to take a whole.

54

00:45:15.660 --> 00:45:20.250

afternoon, a knock that down on Thursday and, of course, you get access to all these replays.

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00:45:20.700 --> 00:45:24.990

Then we're going to know that you have something you know you want to sell and who you want to sell it to.

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00:45:25.230 --> 00:45:33.270

Now we can begin to design your challenge, which is the challenge the name of it what's the hook, how many days should it be, should it be free, should be paid.

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00:45:33.480 --> 00:45:41.610

All these very important decisions that will make or break a sense of your challenge we're going to do that together Okay, then what are you going to teach.

58

00:45:42.060 --> 00:45:46.110

Everyone was a painter my new challenge what should I teach because we know what you should teach.

59

00:45:46.500 --> 00:45:56.700

When a teacher and how long a teacher and what sequence engine that's going to be on Tuesday and then Wednesday is all about getting you ready for launch so that way when you go into the three day event.

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00:45:57.060 --> 00:46:05.700

You have all of the ingredients, you have all of the ingredients to put them all together, so you can confidently launch your first our next challenge.

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00:46:05.970 --> 00:46:16.170

coming out of the three day event guys, so all this has, plus the traffic bonuses so i'm letting you should be concerned about honey, to get people there check.

62

00:46:16.470 --> 00:46:30.900

Money you should be concerned about not having an offer check numbers be concerned about well i'm not sure who my niches check we got that in there traffic check Pedro What if I need some help check we're going to do this together.

63

00:46:31.980 --> 00:46:41.400

And then finally Pedro, how can I know this will be worth my while, how can I know i'm going to have the impact, I want to make and the income I want.

64

00:46:43.290 --> 00:46:57.420

check Barry bumgarner the best in the industry and designing high ticket offers and virtual events is going to be helping us do just that, during the three day crush it or shop.

65

00:46:59.400 --> 00:47:06.690

guys, we are handing you a full business plan coming out of this for literally half the price of a.

66

00:47:07.230 --> 00:47:16.980

of just a regular course that many of you have bought courses, just like me, we bought courses and they sat unopened unwatched for thousands and thousands of dollars.

67

00:47:17.550 --> 00:47:24.780

And I wanted to do something special Barry you know my heart, I don't know what's happening in the world, going forward I don't know how.

68

00:47:25.320 --> 00:47:42.720

who's going to be right about how bad this recession is going to be in this and that and when the world, I think, when people need most understand how to create massive levels of impact and income when the world's going to need bright lights and people heroes, to show up and serve.

69

00:47:43.920 --> 00:47:52.860

I wanted to make this as available as possible and it's and that's why we're doing it at this price so Barry any final thoughts close us out today and just.

70

00:47:53.640 --> 00:48:00.330

You know, let people know you what you think about what once in for them when they step forward and move into this with our and get our help.

71

00:48:01.500 --> 00:48:12.300

yeah Thank you, I mean I think there's just this thinking about this for you're talking this literally was crafted over multiple phone calls like obviously Pedro knows his challenge model these teaching you.

72

00:48:12.570 --> 00:48:15.840

And we had multiple calls was like, how can we best serve them.

73

00:48:16.050 --> 00:48:22.140

Like what is the best thing for this moment in time, what is the best way for where we are right now, like what's the fastest path.

74

00:48:22.320 --> 00:48:30.810

To get them what they need and to get them out they're actually using it, because all the things are changing in real time the Dow is going down the gas prices are going up like it's happening in the moment.

75

00:48:31.020 --> 00:48:38.370

Every time you turn on the news it's like one more piece of bad news right like just keeps getting worse, how can you insulate yourself from all of that.

76

00:48:38.730 --> 00:48:45.390

and create your own economy that's what we're both super passionate about and I love that he was like you know what I normally do is this.

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00:48:45.660 --> 00:48:57.030

But what i'm feeling called to do is this like I feel like the right thing at the right time, right now is let's do it live let's do it together let's get the immersion that comes from three full days.

78

00:48:57.330 --> 00:49:08.550

When you are immersed for three full days interaction and immersion plus all the prevents stuff so you're warmed up and ready to go we've got some of the heavy lifting done you get to those three days is really going to be mind blowing.

79

00:49:09.060 --> 00:49:15.900

How much you can get accomplished because you're going to tune the rest of the world out and just be head down sleeves up.

80

00:49:16.290 --> 00:49:22.680

Roll your sleeves up get to work so that you can design your very own high ticket offer your very own challenge.

81

00:49:22.800 --> 00:49:29.850

Your very own purpose driven payday the same way that the biggest names in the space are doing it, you can put that to work for you and what's amazing.

82

00:49:30.030 --> 00:49:38.550

Is that you can do it for 550-500-5000 or more everything we're going to teach you, you can scale, you can start it small and literally it's the same exact thing that events.

83

00:49:38.730 --> 00:49:46.140

have an event running this weekend 3000 people, we have an event coming up 25,000 people the exact same process the exact same formula.

84

00:49:46.410 --> 00:49:53.010

All being run with challenges and live events so if you know you're meant to do this there's no time like now, you know.

85

00:49:53.280 --> 00:49:58.770

Like your heart knows listen to your heart get super clear what's that reason not to make it your reason to.

86

00:49:59.040 --> 00:50:11.070

don't delay another day don't let a day become a decade and we always end with this, I always end with this, because I mean it from my heart, I know this for sure if I can do this if Pedro can do this, you can do this.

87

00:50:12.150 --> 00:50:22.260

yeah wow guys alright guys This concludes day, five of the movement maker challenge this was one for the record, books, probably one of my favorite days.

88

00:50:22.680 --> 00:50:28.500

I mean, of being in a challenge guys and we've had some epic days you know what to do, guys your next step is this.

89

00:50:29.070 --> 00:50:33.450

fill the fire calm is there to give you, your worksheet for today.

90

00:50:33.660 --> 00:50:41.940

But I can tell you what's going to be on that worksheet when you finish now worksheet you do your assignment you're going to be left with one and only one logical right next conclusion.

91

00:50:42.180 --> 00:50:53.640

And that is I would be absolutely crazy to not take advantage of this incredible offer that we've put forward to help you stay in momentum to help you do this guys it's super simple there's two paths.

92

00:50:54.000 --> 00:51:02.010

Because you're going to do this, no matter what, and just being super super like caring more about your future than your feelings like.

93

00:51:03.120 --> 00:51:05.370

I think you'd be crazy to not do this.

94

00:51:05.760 --> 00:51:17.100

So how many guys would agree that you would be NUTS to not try and do this okay like this is the simplest best way like it, there should be no doubt left about challenges as the way forward for you.

95

00:51:17.370 --> 00:51:27.240

And and using our movement maker framework so there's really only two options are you going to try and figure this out all by yourself, by trying to hack what you've seen us do.

96

00:51:27.510 --> 00:51:35.430

or where you let us just help you do it, and especially when we're willing to help you do it for half the price of a do it yourself course.

97

00:51:36.600 --> 00:51:50.610

I can see it, this was like five times more I can see if there was a ton more like oh gosh Pedro but why did I do this because I know that you'll be more successful and actually do it with us, with our help, doing it together, then going it alone.

98

00:51:51.300 --> 00:52:02.700

So how so because I believe that I know that I put my money where my mouth is, by putting a bet on you bonus prize about our new special price of having this be half the price.

99

00:52:03.270 --> 00:52:10.410

Of a normal course to get it done with you've experienced guys so that's that crusher workshop.com this goes away Sunday Monday May.

100

00:52:10.710 --> 00:52:18.900

22 that's this weekend only as a special challenge offer, we will never do this again, this was something again I just felt called to do.

101

00:52:19.110 --> 00:52:27.630

Change the entire I plan, we were going to just give you guys a course, and I just didn't feel like that was going to be the best thing for you so guys This concludes.

102

00:52:27.900 --> 00:52:35.610

day, five of the movement maker challenge you've got access to these replays through the weekend, all this training comes down Sunday night.

103

00:52:35.850 --> 00:52:41.850

And yes, you get access to all these recordings as well, when you join the crush it workshop.

104

00:52:42.180 --> 00:52:45.060

guys for that i'm a sign off Pedro do here.

105

00:52:45.300 --> 00:52:51.990

founder, the one or X academy crater of crusher with challenges responsible for revolutionising the marketing industry.

106

00:52:52.110 --> 00:53:02.460

With this framework, right here, responsible for hundreds and hundreds and hundreds if not thousands, of people changing their lives forever where the simple question why not you why not now.

107

00:53:02.820 --> 00:53:17.010

don't you want to be our next testimonial and case study of someone who's crushing it with challenges by serving people at scale by creating massive levels of impact, creating massive value in the world and then having the income that comes along.

108

00:53:17.220 --> 00:53:20.820

For the ride be part of that your future if 2022.

109

00:53:21.120 --> 00:53:31.860

If you want this to be your biggest and best year yet here's the path here's the process here's your next step it'd be my honor and privilege to serve you and even higher level and the crusher workshop.

110

00:53:32.130 --> 00:53:40.770

And so guys hit their now join us take advantage of this special opportunity this does go away Sunday may 22 love you guys so much.

111

00:53:41.040 --> 00:53:53.310

Go hit fill the fire drop your homework and it's a pleasure than serving you these past five days my team, and I have absolutely loved it and we'll see you next time helping you crush it with challenges take care.

112

00:53:56.820 --> 00:54:04.020

Scott Benham: All right, all right welcome everyone good to see your faces everybody looks anxious to get started and i'm excited to see you.

113

00:54:04.590 --> 00:54:14.220

Scott Benham: All right, my name is Scott banham this is our last day of our crush it lab I know we're getting started late, so I appreciate your patience here's what i'm gonna do in the first.

114

00:54:14.910 --> 00:54:24.690

Scott Benham: Five minutes I like to say it's going to be faster but i'm not I can be long winded at times right, let me do a really quick overview of what we've experienced so far, all right.

115

00:54:25.620 --> 00:54:37.380

Scott Benham: You guys join the movement maker challenge right for some reason I don't know what what the reason was, but there was something that awoken in yourself and your mind and your soul in your spirit and your something.

116

00:54:38.220 --> 00:54:53.490

Scott Benham: That said, what is this thing I want to be a part of this right, the movement maker challenge on day one, Pedro introduced the idea of what a movement maker was right, a movement maker somebody who stands for something or against something.

117

00:54:54.510 --> 00:54:58.710

Scott Benham: For many of you, your awareness opened up to the idea that maybe.

118

00:54:59.970 --> 00:55:04.080

Scott Benham: Maybe that thing that I feel really passionate about is a movement.

119

00:55:05.250 --> 00:55:17.340

Scott Benham: You qualified yourself right for some of you took a little bit longer than day one, we introduced the three step movement maker framework right step one was carbon micro niche.

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00:55:18.570 --> 00:55:31.890

Scott Benham: Step two was movement based messaging and step three was crushing with challenges and then each day we dug a little bit deeper so on day two we talked about niches are noisy.

121

00:55:32.490 --> 00:55:40.290

Scott Benham: Right, we need to, we need to have a message for people, we can have a message for everyone, because if you're everything to everyone, then you're nothing to no one.

122

00:55:41.430 --> 00:55:59.100

Scott Benham: Right, so now all the sudden we contextualize that we're standing for or against something, and we need to focus that energy focus that message on a specific group of people, we started to qualify through hot seats and through Q amp a what exactly.

123

00:56:00.180 --> 00:56:09.750

Scott Benham: A micro niches we started talking about things like demographics age, sex location psycho graphics behavior.

124

00:56:11.310 --> 00:56:12.780

Scott Benham: Right beliefs.

125

00:56:13.830 --> 00:56:26.190

Scott Benham: We started talking about how we can address those people, and now we put this magnifying glass on these people and by doing so, it magnified not only the people, but the problems that those people have.

126

00:56:27.810 --> 00:56:30.330

Scott Benham: problems that that most of them don't want to have.

127

00:56:32.700 --> 00:56:39.510

Scott Benham: I mean, I know, when I have problems I don't want those problems to continue, I prefer life without problems is anybody else for for life.

128

00:56:40.050 --> 00:56:48.240

Scott Benham: Without problems that we saw these people and we we solve these problems and we recognize, there was a movement inside and things started to kind of formulate a little bit didn't that.

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00:56:50.040 --> 00:56:50.340

Scott Benham: yeah.

130

00:56:51.840 --> 00:56:57.030

Scott Benham: And then we recognized on day three this thing called movement based messaging.

131

00:56:58.530 --> 00:57:04.920

Scott Benham: Movement based messaging and some of us still thought well movement it's too big, I just can't wrap my head around it.

132

00:57:05.220 --> 00:57:21.720

Scott Benham: But then we zeroed in on the people in the problem we saw we were we want to get people to move off of the problem from problem to promise what kind of possibly promise these people Pedro, what can I possibly promised these people Scott.

133

00:57:22.800 --> 00:57:37.710

Scott Benham: I could promise them this breakthrough this personal victory this gift the skill set that I have, but now I realized everybody else doesn't have they don't have it, I mean this one thing that i'm really good at everyone else doesn't have that thing.

134

00:57:38.730 --> 00:57:49.770

Scott Benham: And when I focus on these people with a specific problems and I can uniquely solve I can be an expert I can lead a movement, and I can get people to move from problem to promise.

135

00:57:50.580 --> 00:57:58.350

Scott Benham: Right and that movement from problem to promise we said, there was a pathway right and that pathway was what what in the chat.

136

00:57:59.910 --> 00:58:04.200

Scott Benham: Is the pathway from problem, the promise, how do we deliver the promise.

137

00:58:10.110 --> 00:58:12.510

Scott Benham: Right, the process is your challenge.

138

00:58:13.980 --> 00:58:19.140

Scott Benham: Right, just like very sad today with your taste and see you don't to give somebody the whole cake.

139

00:58:19.890 --> 00:58:28.020

Scott Benham: Right, what are they going to do that whole cake walk around cosco the big chocolate cake know you give them a little piece in the piece of your process.

140

00:58:28.860 --> 00:58:30.990

Scott Benham: You don't solve all the problems you solve one.

141

00:58:31.410 --> 00:58:44.400

Scott Benham: Other problems with a piece of your process why because you would overwhelm them you wouldn't be serving them at the highest level, if you try to give everything to them at once we know this is parents don't wait i've got four.

142

00:58:45.300 --> 00:58:55.530

Scott Benham: I got 1210 eight and three if I tried to give everything at once to my three year old there's no way he could possibly handle it.

143

00:58:56.160 --> 00:59:08.610

Scott Benham: I can't get everything to my 12 or my 10 or my eight year old either they can't handle the wisdom and i'm not saying I got a lot of it but i've got some they can't handle it all at once, so the best way.

144

00:59:09.450 --> 00:59:16.830

Scott Benham: to serve our people is to parse it out, little by little inch by inch it's a cinch now, many of you.

145

00:59:18.030 --> 00:59:23.280

Scott Benham: At some point time over the last five days felt like well we just give us more give us more give us more.

146

00:59:25.110 --> 00:59:30.870

Scott Benham: But it's important for you to to steward and to understand and to sit in what you have now.

147

00:59:32.250 --> 00:59:36.840

Scott Benham: That three step framework is important micro niche movement based messaging challenges.

148

00:59:38.400 --> 00:59:46.710

Scott Benham: Right, so we introduced this idea of challenges, and we introduced this idea of adding value to people in advance right.

149

00:59:47.970 --> 00:59:57.180

Scott Benham: challenges are flexible, so you don't have to show up perfect you don't have to have it all figured out Barry showed you the slide of people if you saw my if you saw my setup y'all.

150

00:59:58.110 --> 01:00:06.060

Scott Benham: You would laugh you think it's something fancy it's not fancy we're talking about like a standing desk with some books, so that my camera can be higher than my face.

151

01:00:07.200 --> 01:00:21.840

Scott Benham: doesn't have to be fancy there's no studios involved, you can show up who you are where you are with a breakthrough with the victories that you have and deliver those solutions those those promises to your micro niche.

152

01:00:23.250 --> 01:00:24.330

Scott Benham: doesn't have to be fancy.

153

01:00:25.830 --> 01:00:30.240

Scott Benham: And then, finally, we we invited you in to continue.

154

01:00:31.260 --> 01:00:37.290

Scott Benham: Because, just like my children and just like yours, if you have them you can't give them everything at once you gotta you gotta give it to him, bit by bit.

155

01:00:38.580 --> 01:00:47.880

Scott Benham: So the offer is super simple, we want to walk with you, we want to, we want to give you a done with you experience for a done for you price.

156

01:00:49.140 --> 01:00:57.600

Scott Benham: Now, not everybody is an expert in digital marketing right so just to give you a quick little framework do it yourself is typically pretty inexpensive right.

157

01:00:58.050 --> 01:01:13.620

Scott Benham: If I wanted to do a project, this weekend at the House maybe I wanted to I don't know redo my bathroom i'm not i'm not very handy that way, but if I wanted to, I can tell you the do it yourself mode would probably take longer.

158

01:01:15.030 --> 01:01:19.980

Scott Benham: and take a lot of effort, have a lot of mistakes, but it would probably be cheaper.

159

01:01:21.090 --> 01:01:24.180

Scott Benham: You know, at the end product would be probably pretty cheap.

160

01:01:25.410 --> 01:01:27.540

Scott Benham: My wife probably wouldn't love the bathroom that I built.

161

01:01:28.860 --> 01:01:37.410

Scott Benham: Right or at the highest level you've got this done for you, we call them we we bring in bathroom remodeling experts.

162

01:01:38.340 --> 01:01:50.100

Scott Benham: Now i'm probably paying 345 10 times the amount that I would spend at home depot but you know what's going to happen it's going to be done right it's going to be done with excellence and it's going to be done at a super high price.

163

01:01:51.480 --> 01:02:04.860

Scott Benham: Now, in the middle, is this done with you now it's typically somewhere in between super high and super low, but what pedro's done is he's brought super low right there and the happy medium.

164

01:02:06.090 --> 01:02:14.310

Scott Benham: Where you show up for five training calls Tuesday the 24th Thursday the 26th Saturday the 28th.

165

01:02:16.380 --> 01:02:20.760

Scott Benham: Tuesday the 31st and Wednesday, the first of June.

166

01:02:21.870 --> 01:02:41.400

Scott Benham: To prepare the design of the challenge that we're going to finish design and during the three day workshop it's, not only do you get five training calls they're really workshop prep calls, but then we have three immersive days together 8pm to 5pm Pacific time to make sure.

167

01:02:42.750 --> 01:02:55.440

Scott Benham: You get your challenge designs, but not designed the way that Scott been on would go and get some two by fours and a piece of laminate countertop and make a bathroom that my wife would love.

168

01:02:56.700 --> 01:03:07.920

Scott Benham: The way that somebody who's done 60 plus consecutive profitable challenges, not only for himself, but for others and it built not one, but two eight figure businesses often.

169

01:03:08.730 --> 01:03:13.950

Scott Benham: So I just want to contextualize it that's what you're saying yes to okay that's what you're saying yes to.

170

01:03:14.520 --> 01:03:27.330

Scott Benham: So we're going to do today is, I want to anchor it in a little bit further Okay, I want to anchor it in because when you start to see the inch by inch and it's a sense and you start to see the progression these pieces start coming together okay.

171

01:03:29.070 --> 01:03:31.020

Scott Benham: But here's what I need to encourage you, with.

172

01:03:33.990 --> 01:03:35.700

Scott Benham: I want you to listen to the song it's important.

173

01:03:37.170 --> 01:03:38.130

Scott Benham: You have to decide.

174

01:03:40.530 --> 01:03:40.980

Scott Benham: Now.

175

01:03:42.420 --> 01:03:53.580

Scott Benham: i'm not talking about the offer right though I am, we have to decide in your challenge the biggest mistake that I see aspiring.

176

01:03:54.600 --> 01:04:01.410

Scott Benham: challengers run right or just do is this they don't decide.

177

01:04:03.720 --> 01:04:22.050

Scott Benham: They stay in a place of indecision and call it stuck now stuck sticks like let's just be real stuck stinks but i'm about to say something that not a lot of you are going to like so earmuffs if you're easily offended open ears if you're not stuck as a choice.

178

01:04:25.830 --> 01:04:26.520

Scott Benham: To choice.

179

01:04:28.470 --> 01:04:40.770

Scott Benham: The only way to be unstuck is to constantly get yourself unstuck you're getting your car stuck in the mud are stuck in the snow I used to live in the western suburbs of Chicago.

180

01:04:43.710 --> 01:04:48.630

Scott Benham: stuck you don't get unstuck from snow by staying in the car.

181

01:04:49.860 --> 01:04:57.810

Scott Benham: By doing the same thing that you've always done push the accelerator down and hope you don't that you get unstuck that's not how it works.

182

01:04:58.470 --> 01:05:06.420

Scott Benham: you've got to put some you got to put your shoulder into the rear end of that car you gotta you gotta get some help you got to ask people to come, alongside of you okay.

183

01:05:07.890 --> 01:05:16.650

Scott Benham: So some of you're going to say you know what you're right Scott i'm going to choose to stay unstuck by taking imperfect action by choosing a niche.

184

01:05:17.400 --> 01:05:25.470

Scott Benham: Even if I don't know if I want, if I love that niche yet right i'm micro niche actions that by creating movement based messaging right.

185

01:05:26.190 --> 01:05:40.560

Scott Benham: From stuck and frustrated too excited launching growing scaling right we're always moving people from one place to another, from point A to Point B that's our entire life y'all.

186

01:05:41.610 --> 01:05:49.170

Scott Benham: Okay, we do it in our careers, we do it with our health, we do with our relationships, why does our business have to be different it's not.

187

01:05:50.940 --> 01:05:51.210

Scott Benham: Okay.

188

01:05:52.350 --> 01:05:53.430

Scott Benham: stuff happens that's right.

189

01:05:56.730 --> 01:06:04.800

Scott Benham: Okay, so we need to choose, you need to choose our micro niche, we need to choose the problem that we're going after.

190

01:06:07.980 --> 01:06:10.230

Scott Benham: And we need to choose the problem that we're going after.

191

01:06:11.760 --> 01:06:16.470

Scott Benham: Now, do you see how the problem and the micro niche or kind of married a little bit.

192

01:06:17.670 --> 01:06:19.320

Scott Benham: If you don't look at your who enough.

193

01:06:20.400 --> 01:06:21.840

Scott Benham: You won't see their problems.

194

01:06:24.930 --> 01:06:28.320

Scott Benham: If you don't see their problems you won't have a great solution.

195

01:06:29.610 --> 01:06:38.250

Scott Benham: You don't have a great solution, no offense a great great solutions solve problems for people, people are not going to buy.

196

01:06:39.840 --> 01:06:51.630

Scott Benham: For solutions so here's what we're gonna do today okay we're going to revisit we made a promise we made a promise that and and and I think it's the seal seal can you drop it in the chat, let us know if you're here.

197

01:06:53.280 --> 01:06:54.300

Scott Benham: Oh hey hey phaedra.

198

01:06:54.540 --> 01:06:57.600

1 - Pedro Adao: what's up buddy hey before we do that as clients come in and say what's up.

199

01:06:57.780 --> 01:06:59.850

Scott Benham: Of course I apologize I didn't see that you're here.

200

01:06:59.970 --> 01:07:01.890

1 - Pedro Adao: Now it's all good hey everybody how's it going.

201

01:07:03.660 --> 01:07:06.120

1 - Pedro Adao: Okay, all right, you probably already covered this but.

202

01:07:06.330 --> 01:07:08.460

1 - Pedro Adao: um how is today day five.

203

01:07:12.180 --> 01:07:13.380

1 - Pedro Adao: Okay perfect listen.

204

01:07:14.610 --> 01:07:18.750

1 - Pedro Adao: At the risk at the risk of potentially introducing.

205

01:07:19.830 --> 01:07:28.380

1 - Pedro Adao: A new concept Okay, and this is something I want you guys understand in my mind, I was like okay purpose driven paydays.

206

01:07:29.070 --> 01:07:46.470

1 - Pedro Adao: were here in a challenge called we're here to challenge, about being a movement maker Okay, we talked about crushing it this this concept of a purpose driven payday I felt like we had to put in here to be authentic, to be honest and to show you guys.

207

01:07:47.580 --> 01:07:48.450

1 - Pedro Adao: The full picture.

208

01:07:50.850 --> 01:07:57.930

1 - Pedro Adao: But it came I was a little bit slightly nervous about things i'm like oh my gosh we spent all week talking about challenges.

209

01:07:58.650 --> 01:08:10.860

1 - Pedro Adao: Okay, and now we're going to introduce on the last day this new concept of a high ticket offer and in virtual event here's why I did it one I want you guys to see the full roadmap.

210

01:08:13.500 --> 01:08:23.940

1 - Pedro Adao: This is why you want this is what this leads to right now, it doesn't have to if your ambition, if you just want to make a couple hundred grand a year.

211

01:08:25.680 --> 01:08:30.630

1 - Pedro Adao: Like if you slowly want to make a couple hundred grand a year you never have to do a live event.

212

01:08:31.290 --> 01:08:47.700

1 - Pedro Adao: or even ever have a high ticket offer you can literally have a very nice lifestyle business make a couple hundred grand a year, maybe 300 maybe even half a million a year run a challenge, once a quarter a couple times a year sell a course.

213

01:08:48.450 --> 01:08:52.050

1 - Pedro Adao: and spend the rest of your year kids family or whatever you want to do.

214

01:08:53.730 --> 01:09:06.960

1 - Pedro Adao: Okay, but if you want like real crusher crusher time I like seven figures multiple seven figures eight figures you feel like called to help I mean like a ton of people, well then guys the full playbook is going to be required.

215

01:09:07.710 --> 01:09:15.240

1 - Pedro Adao: So i'm not here to give you more i'm not here to tell you to do more than you have to to live the life, you want to live.

216

01:09:16.320 --> 01:09:21.390

1 - Pedro Adao: So, if your financial ambition is can be can be can be accomplished.

217

01:09:21.990 --> 01:09:35.670

1 - Pedro Adao: Around a couple hundred to \$300,000 a year, you can literally just run a challenge to the four times a year sell a course sell a basic coaching program call a good never have to worry about high ticket this or live events.

218

01:09:36.300 --> 01:09:47.580

1 - Pedro Adao: But I wanted to show you guys the full roadmap that and exactly the playbook that we use Okay, I also want to understand that first step in that playbook is this right here.

219

01:09:48.330 --> 01:09:55.620

1 - Pedro Adao: is successfully learning, not to run challenges to get people to take that first step with you, with your low ticket offer.

220

01:09:56.730 --> 01:10:05.610

1 - Pedro Adao: And if you look at what we're we're doing exactly what we are teaching okay so but I know that we ran long today.

221

01:10:06.330 --> 01:10:17.190

1 - Pedro Adao: And I don't know how many you can stay on i'm going to stay on today for another hour i'm going to hang out i'm going to answer Question i'm going to hot seat, but how many guys remember I promised you guys something special.

222

01:10:18.750 --> 01:10:23.490

1 - Pedro Adao: Okay Okay, first of all how many guys I just stay five guys, this is work.

223

01:10:25.050 --> 01:10:28.320

1 - Pedro Adao: it's day five we're kind of wrapping up here and.

224

01:10:29.520 --> 01:10:42.270

1 - Pedro Adao: How many you guys have know you're going to do this, like, especially now you're like okay all right so guys like i'm gonna tell you go do it don't do it okay just go and do it don't wait don't hesitate.

225

01:10:43.770 --> 01:10:57.750

1 - Pedro Adao: At movie makers are action takers and become start to act like the customer start to behave like the customers, you want to attract do you want people to see your offers and buy quickly.

226

01:10:59.850 --> 01:11:00.390

1 - Pedro Adao: Do you.

227

01:11:02.520 --> 01:11:04.740

1 - Pedro Adao: Do you do, then you should buy quickly.

228

01:11:05.820 --> 01:11:11.490

1 - Pedro Adao: Trust me it doesn't feel good waiting to the last minute when you've worked your ass off you've poured your heart out and then like.

229

01:11:12.720 --> 01:11:21.000

1 - Pedro Adao: waiting to see half the revenue come in that last two hours before midnight right it's nerve wracking understand why people would wait up till midnight before they.

230

01:11:21.360 --> 01:11:31.230

1 - Pedro Adao: make a decision right, I want to be, I want to sleep good at so first of all right just do it, you know you're already good guys you'd be correct, or even on you could be in the lab.

231

01:11:31.920 --> 01:11:41.340

1 - Pedro Adao: And you can have been here all week and not know that this is obviously the next step okay so go do that guys just make a half and go do it crusher workshop calm.

232

01:11:42.390 --> 01:11:52.350

1 - Pedro Adao: Okay, now I promise you guys something special two things i'm going to announce, first of all, is how many you guys remember I promised you guys some pretty cool bonuses when you join the lap.

233

01:11:53.490 --> 01:12:01.230

1 - Pedro Adao: I promised you a breakdown of the wisdom challenge and I promise you I will teach you guys how I get to how i've been able to work with damon john Joel osteen.

234

01:12:01.740 --> 01:12:13.680

1 - Pedro Adao: les brown Tony rock you know demons jozy the biggest names in the world okay i'm going to show you guys how i've gotten to be able to work with influencers and have them come on my challenges for free.

235

01:12:14.670 --> 01:12:29.490

1 - Pedro Adao: For free okay i've gotten him to promote me okay um so how about this, how about instead of me just recording a video and you watching a video What if I did, that live with you guys and you got a chance to ask us some questions.

236

01:12:30.900 --> 01:12:34.710

1 - Pedro Adao: that'd be cool so we're going to do that Monday, can we do that Monday.

237

01:12:36.420 --> 01:12:42.420

1 - Pedro Adao: And then what's even cooler is this okay i'm going to show you guys something.

238

01:12:43.560 --> 01:12:46.290

1 - Pedro Adao: Show you guys something here.

239

01:12:47.340 --> 01:13:01.230

1 - Pedro Adao: Okay, and this is a for your eyes only Okay, and we mean that Okay, this is for years eyes only is my screen sharing a maze Can you see my screen what what was my screen say.

240

01:13:01.620 --> 01:13:03.360

Scott Benham: your eyes only okay.

241

01:13:04.200 --> 01:13:15.870

1 - Pedro Adao: This is for lab members only Okay, this is a, this is a special bonus I don't I don't think I need to do anything, even beyond what we've done but.

242

01:13:16.320 --> 01:13:25.320

1 - Pedro Adao: i'm crazy and i'm going to encourage you to be crazy, because when you love your who this much you will do crazy things, how many of you have done crazy things for love.

243

01:13:25.800 --> 01:13:38.340

1 - Pedro Adao: Things that maybe you're embarrassed about things that maybe you're like Why did I do that okay I listen I love you guys and I put my money where my mouth is, by showing you guys love has to look like something.

244

01:13:39.750 --> 01:13:46.020

1 - Pedro Adao: One of my greatest mentors and African missionary said, Pedro don't tell me you love me and leave me the same way you found me.

245

01:13:48.690 --> 01:14:01.590

1 - Pedro Adao: So i'm showing you guys, I mean seriously loving care about you and your futures, this is a lab only you're going to get all those same bonuses that you just already saw but we're going to give you guys the crush it Quick Start kit.

246

01:14:03.060 --> 01:14:07.770

1 - Pedro Adao: How many you guys have seen the awesome images and graphics that we've used during our challenge.

247

01:14:09.240 --> 01:14:17.340

1 - Pedro Adao: we're going to every challenge needs a challenge graphic an image that you're going to put on your Facebook on instagram to post.

248

01:14:17.880 --> 01:14:30.300

1 - Pedro Adao: To promote your challenge i'm going to give you guys the canvas a canvas tutorial from my own designer just going to give you one of our challenge graphics in Canada.

249

01:14:30.930 --> 01:14:42.060

1 - Pedro Adao: Where the tutorial on how to edit that graphic making your own so literally your first challenge can look as professional look as awesomely branded as mine.

250

01:14:43.710 --> 01:14:56.100

1 - Pedro Adao: Okay, so literally guys like this is an people go crazy we, that is, we let us does that training in our \$10,000 coaching program people go crazy over that.

251

01:14:56.520 --> 01:15:08.580

1 - Pedro Adao: Okay The other thing is i'm also did a three I did a challenge design intensive for Russell brunson customers um is it is \$25,000 coaching Program.

252

01:15:09.240 --> 01:15:21.210

1 - Pedro Adao: I did I did I think was like a three hour little like three our challenge design intensive now walk people through how to come up with the name of their challenge, how long it should be.

253

01:15:22.380 --> 01:15:34.410

1 - Pedro Adao: What the name is the tagline how long it should be what they should teach went to make the all I literally like Oh, I think it was like the seven essential decisions, you have to make.

254

01:15:35.430 --> 01:15:41.340

1 - Pedro Adao: when designing your challenge we're going to spend a whole day on this at the workshop.

255

01:15:41.940 --> 01:15:51.750

1 - Pedro Adao: But if you guys are here in the lab you guys are my Quick Start kind of people so For those of you that want to start literally doing this learning this now tomorrow right away.

256

01:15:51.990 --> 01:16:00.960

1 - Pedro Adao: We wanted to give you access to a piece of pre recorded training, so you can start working on this, this weekend, how many you guys are freaking fired up and you're like ready to go.

257

01:16:01.410 --> 01:16:16.050

1 - Pedro Adao: Okay that's why it's called the Quick Start so we're this is for you guys only guys, this is literally for you guys only do not look for this on the sales page it's not on the sales page, because nobody else gets this except you guys in the lab okay.

258

01:16:17.130 --> 01:16:26.580

1 - Pedro Adao: Many of you ask for our slides you see me draw on my thing you see the slides like oh my God there's so much gold on those slides I can't write down fast enough.

259

01:16:28.410 --> 01:16:41.820

1 - Pedro Adao: How many guys would love to see how I organize information in both PowerPoint and keynote but also in this iPad drawing software, how many things can be pretty easy just to kind of draw things out in real time.

260

01:16:42.240 --> 01:16:54.150

1 - Pedro Adao: For your people will that be so much easier i'm going to give you guys the slides and and have an N, a file that I use off my iPad to run this exact challenge.

261

01:16:55.590 --> 01:17:01.950

1 - Pedro Adao: And then guys i'm going to give you guys my age finger challenge worksheet, then you can literally take the homework you've done this week.

262

01:17:02.250 --> 01:17:07.710

1 - Pedro Adao: and start putting it on this worksheet to put all the pieces together your who your what.

263

01:17:08.010 --> 01:17:19.230

1 - Pedro Adao: Your movement based messaging your challenge, all of this coming together on this one worksheet and on the back of that worksheet is an actual five day challenge content outline.

264

01:17:20.100 --> 01:17:28.560

1 - Pedro Adao: So guys, this is for you guys only so that you can start taking action right away, many of you, by the time we start on Tuesday.

265

01:17:29.790 --> 01:17:44.130

1 - Pedro Adao: But Tommy start Tuesday, many of you will already have something for me to review and hot seat and ask questions about and guys, this is literally probably close to over \$5,000 of extra value just for you guys in the lab but.

266

01:17:44.220 --> 01:17:46.470

1 - Pedro Adao: Because it's a quick start bonus.

267

01:17:47.280 --> 01:17:55.020

1 - Pedro Adao: Right, because the Quick Start bonus it's also it's also a fast action bonus for you okay.

268

01:17:55.320 --> 01:17:57.930

Scott Benham: So, can you advance the slide just to see the stack.

269

01:17:59.100 --> 01:18:00.060

1 - Pedro Adao: yeah right there.

270

01:18:01.140 --> 01:18:02.010

1 - Pedro Adao: So guys.

271

01:18:02.070 --> 01:18:05.160

Scott Benham: we're just seeing the for your eyes only part we'll get to see that.

272

01:18:05.280 --> 01:18:06.480

1 - Pedro Adao: Oh, I didn't answer slide.

273

01:18:07.650 --> 01:18:08.910

1 - Pedro Adao: that's where on.

274

01:18:12.750 --> 01:18:13.080

1 - Pedro Adao: That.

275

01:18:15.570 --> 01:18:15.960

Scott Benham: screen.

276

01:18:17.160 --> 01:18:21.120

1 - Pedro Adao: And let me go back and show you guys I can't see my mouse sometimes.

277

01:18:22.800 --> 01:18:23.760

1 - Pedro Adao: I will do it this way.

278

01:18:26.370 --> 01:18:26.610
again.

279

01:18:27.870 --> 01:18:31.380

1 - Pedro Adao: i'm over here shortly guys's okay let's try this right now better.

280

01:18:32.220 --> 01:18:33.780

Scott Benham: Yes, perfect okay.

281

01:18:33.870 --> 01:18:35.160

1 - Pedro Adao: Alright guys, this is it.

282

01:18:35.460 --> 01:18:41.730

1 - Pedro Adao: For you guys only over \$5,000 of value, this is the crusher quick start.

283

01:18:42.780 --> 01:18:46.170

1 - Pedro Adao: bonus, which means i'm going to ask you to be a quick start.

284

01:18:47.460 --> 01:18:49.560

1 - Pedro Adao: And this goes away tonight.

285

01:18:50.940 --> 01:18:52.440

1 - Pedro Adao: Okay, this goes away tonight midnight.

286

01:18:54.660 --> 01:18:57.750

1 - Pedro Adao: Why Pedro because it's real quick starts.

287

01:18:58.770 --> 01:19:07.770

1 - Pedro Adao: and quick starts take quick action I take quick action I don't need to sleep on things for three days, five days seven days I don't think there's things I don't even think about or even praying about.

288

01:19:08.430 --> 01:19:13.800

1 - Pedro Adao: Pedro I thought you were a Christian don't you pray about everything know there's some things I don't even pray bombs, already been praying.

289

01:19:14.340 --> 01:19:22.890

1 - Pedro Adao: I know the calling on my life I already know what God has, for me, so when I see things that are in alignment with the purpose and calling on my life what am I going to go pray about.

290

01:19:24.600 --> 01:19:36.810

1 - Pedro Adao: So, and you guys saw this offering yesterday, I told you guys, it was coming on Wednesday so technically you guys have already had a couple of days I think about this pray about it and sleep on it consult us all the things.

291

01:19:37.110 --> 01:19:50.760

1 - Pedro Adao: So this is a quick start bonus from our lab only and guys, this is a this fast action bonus goes away tonight at midnight Okay, which I think is more than fair, given how stupidly generous, this is that cool.

292

01:19:52.410 --> 01:19:58.770

1 - Pedro Adao: cool all right guys hey tell me, the truth is this is that a ridiculously awesome fast action bonus just for you guys.

293

01:20:01.020 --> 01:20:08.790

1 - Pedro Adao: If there's anything else you want like watch this here's all stupid if there's anything else you think you actually desperately need.

294

01:20:11.550 --> 01:20:18.840

1 - Pedro Adao: That is not already in that fast action bonus or in this offer put it in the chat and tell me.

295

01:20:19.980 --> 01:20:22.200

1 - Pedro Adao: Because I know this process, I know what you need.

296

01:20:24.870 --> 01:20:35.460

1 - Pedro Adao: But if they're like oh Pedro if I just if there was just this one extra okay just tell me, let me tell me, because my heart is to literally literally.

297

01:20:36.750 --> 01:20:42.030

1 - Pedro Adao: Literally make sure that, from this point on.

298

01:20:43.260 --> 01:20:47.760

1 - Pedro Adao: we're going to walk you, step by step through what you need in a methodical way.

299

01:20:48.270 --> 01:20:56.880

1 - Pedro Adao: To ensure that by the time you leave the workshop you literally have a freaking incredibly design challenge that's well thought through.

300

01:20:57.120 --> 01:21:05.490

1 - Pedro Adao: As as an awesome hook awesome name the content makes sense, you have a nice clean low ticket offers you're going to make on the back of that challenge.

301

01:21:05.760 --> 01:21:21.510

1 - Pedro Adao: From the funnel that you might need from the graphics you might need from the coffee, you might not need from all that stuff it's in here so i'm awesome okay oh coaching sessions, there is coaching, this is a coaching offer you're going to.

302

01:21:22.740 --> 01:21:32.310

1 - Pedro Adao: There are coaches that are going to be we've got I think eight coaches, that we have certified over the last couple years that are going to be part of this entire experience.

303

01:21:32.640 --> 01:21:38.460

1 - Pedro Adao: we're going to have, I think, five of them are going to be in person in Las Vegas if you choose to upgrade.

304

01:21:39.060 --> 01:21:52.410

1 - Pedro Adao: And if you are, if you are even remotely considering that i'm going to tell you 100% I would do that if you're if you're already in and you're on the fence about being in person, I would jump off that fence quick.

305

01:21:54.930 --> 01:22:01.380

1 - Pedro Adao: You know if you're if you're if you're thinking about in person coming first the virtual experience is going to be epic but if you're already kind of like oh man.

306

01:22:01.800 --> 01:22:05.310

1 - Pedro Adao: Do I go and do I now go and fits in your capacity to go.

307

01:22:05.760 --> 01:22:11.730

1 - Pedro Adao: If if you could be there, why not me I think like, why not, how can that not help you.

308

01:22:12.780 --> 01:22:26.910

1 - Pedro Adao: But again, this whole thing is built to be awesome virtual so crusher workshop calm the same link everyone else has don't not look for that, on the bonus on the page that's just for you guys only cool.

309

01:22:28.320 --> 01:22:28.830

1 - Pedro Adao: and

310

01:22:30.720 --> 01:22:32.430

Scott Benham: For the people are asking him if.

311

01:22:32.550 --> 01:22:35.520

Scott Benham: They bought yesterday, did they get they get this Quick Start bonus.

312

01:22:35.820 --> 01:22:37.440

1 - Pedro Adao: When you guys think, of course.

313

01:22:38.100 --> 01:22:46.050

1 - Pedro Adao: You were the first quick starts absolutely if you bought yesterday, of course, you get this course, you get this course, you get this okay all right.

314

01:22:46.500 --> 01:22:54.450

1 - Pedro Adao: I want to take some questions, but before I take questions I got it there's I want to talk to I gotta I gotta talk to my girl Julia i'm going to come back to Julia Julia.

315

01:22:55.620 --> 01:23:05.430

1 - Pedro Adao: Julia Julia I hadn't come back to because I felt like oh no I kind of went kind of put you on the spot a little bit last time kind of felt like a director whole plans right.

316

01:23:05.700 --> 01:23:06.000

1 - Julia Gillmor: away.

317

01:23:06.780 --> 01:23:11.040

1 - Julia Gillmor: You did you destroyed me in one phone call Pedro you it like.

318

01:23:11.130 --> 01:23:12.330

1 - Julia Gillmor: He totally destroyed.

319

01:23:13.680 --> 01:23:23.910

1 - Julia Gillmor: destroyed me I had to I went had to have a shower and then I had to work out and then I had to go for like a stop of a trail for rail and then I just had to lay down.

320

01:23:25.110 --> 01:23:26.820

1 - Pedro Adao: Well, well.

321

01:23:28.050 --> 01:23:28.530

1 - Pedro Adao: i'm just kidding.

322

01:23:29.910 --> 01:23:34.200

1 - Pedro Adao: I just I just pull myself back from a very inappropriate joke.

323

01:23:36.630 --> 01:23:39.300

1 - Pedro Adao: i'm growing i'm maturing guys as possible see.

324

01:23:39.570 --> 01:23:48.990

1 - Pedro Adao: I I hadn't right there I could have but wisdom prevail Julia is one simple question are you going to let us help you do this.

325

01:23:49.830 --> 01:24:00.300

1 - Julia Gillmor: I you know what I really want to end can I keep this is the thing I know the thing that i'm wrestling with right now okay.

326

01:24:00.390 --> 01:24:01.470

1 - Pedro Adao: Is it going to help people you think.

327

01:24:03.060 --> 01:24:03.660

1 - Julia Gillmor: Is it where.

328

01:24:03.930 --> 01:24:05.580

1 - Pedro Adao: Is it going to help other people do think.

329

01:24:05.970 --> 01:24:06.570

1 - Julia Gillmor: I do.

330

01:24:06.900 --> 01:24:08.130

1 - Pedro Adao: I do okay.

331

01:24:08.640 --> 01:24:09.210

So.

332

01:24:10.290 --> 01:24:14.580

1 - Julia Gillmor: um one of the things about shifting.

333

01:24:14.670 --> 01:24:18.450

1 - Pedro Adao: The Court home I do you guys remember that time and Julia from on day three.

334

01:24:19.650 --> 01:24:37.350

1 - Pedro Adao: You guys remember this okay hang on so that's what i'm coming back, I think that was a very important conversation because Julia was looking for someone else to go show up and serve the world in a way that she's being uniquely called to show up and serve and do.

335

01:24:38.520 --> 01:24:48.600

1 - Pedro Adao: And I don't think that is unique to Julia Okay, and it so happens that you know because of her background is a marketing consultant right.

336

01:24:49.140 --> 01:25:01.500

1 - Pedro Adao: So, but that's why i'm coming back because I want to remind because now it's day five now it's time to now it's time to invest some time invest some money now it's time to like there's so.

337

01:25:02.340 --> 01:25:08.460

1 - Pedro Adao: there's so many people guy in that like guys that like when it costs them nothing they're all good they're like so excited oh yeah.

338

01:25:08.880 --> 01:25:20.820

1 - Pedro Adao: it's amazing it's awesome let's change the world like when it costs them nothing they're full of faith and they're full of courage and and then and then as soon as you ask people to commit some time a little bit of money, all of a sudden.

339

01:25:23.580 --> 01:25:30.510

1 - Pedro Adao: Well, wait and I, and now, and now we're going to find out guys if Do you really believe what you say you building.

340

01:25:31.530 --> 01:25:47.460

1 - Pedro Adao: And are you really prepared to answer the call and look I get it, I understand I get it and that's why i'm here today and some

questions, but just I want to encourage you guys just don't be those people that are that are all about it when it costs nothing.

341

01:25:49.770 --> 01:25:54.420

1 - Pedro Adao: And then, as soon as it's time to actually put real skin in the game you're out.

342

01:25:56.190 --> 01:25:59.880

1 - Pedro Adao: i'm just going to tell you right now guys i've never seen that work out long term for anyone.

343

01:26:01.680 --> 01:26:09.480

1 - Pedro Adao: I just have never seen it i've never seen it when I was broke as a joke in my wife was literally going to my mother in law's house for groceries.

344

01:26:11.880 --> 01:26:18.690

1 - Pedro Adao: I was investing \$1,000 a month in a mentor and a coach to help me figure out how the hell my life ended up in the ditch.

345

01:26:20.190 --> 01:26:29.070

1 - Pedro Adao: So the reason why I can get kind of gangster about calling you guys out on the need to because I was investing in coaching when I didn't have money for food.

346

01:26:31.950 --> 01:26:45.450

1 - Pedro Adao: And I know that that time with that mentor is hundred percent was part of the journey to get me out of the ditch I was in of depression and start to help me understand where where things came off the rails for me.

347

01:26:46.140 --> 01:26:59.880

1 - Pedro Adao: and got us back on track and and the rest is kind of, say, history so guys that's why I have a real talk with you guys, today you guys in this lab you like, I said you guys have an unfair advantage you guys have tasted a little bit more.

348

01:27:00.660 --> 01:27:07.500

1 - Pedro Adao: Of what's possible of the breakthrough, of being part of the work that we do, and so I just have higher expectations of you guys.

349

01:27:08.790 --> 01:27:24.120

1 - Pedro Adao: Okay, is, I do, I have a higher expectation of you guys to make wiser better decisions to be the most motivated to figure this

out because you know more about what's here what's available because you guys have now gotten to see more of the expense.

350

01:27:25.800 --> 01:27:30.390

1 - Pedro Adao: So you know just want encourage you guys with that alright alright so let's have.

351

01:27:30.900 --> 01:27:42.660

1 - Pedro Adao: This one remember some you guys might have been there on Wednesday might not remember Julia but that's want to check back in with her, because she and then, apparently, it was an impactful conversation and requiring a shower a walk and stopping the nap.

352

01:27:43.140 --> 01:27:46.050

1 - Pedro Adao: To wordpress so fill me in now Julia where we at.

353

01:27:46.530 --> 01:27:50.490

1 - Pedro Adao: Where we want to help you but joy you're gonna help yourself to my friend so.

354

01:27:50.520 --> 01:27:51.060

1 - Julia Gillmor: feel you.

355

01:27:52.920 --> 01:27:53.250

1 - Pedro Adao: Talk about.

356

01:27:54.930 --> 01:27:55.440

1 - Pedro Adao: Your journey.

357

01:27:55.740 --> 01:27:59.970

1 - Julia Gillmor: This dovetails beautifully with what you just said about coaching and investing in yourself.

358

01:28:01.050 --> 01:28:03.300

1 - Julia Gillmor: Because I have spent the last year.

359

01:28:04.830 --> 01:28:13.020

1 - Julia Gillmor: I I don't hesitate investing when I when I feel it's right and i'm an action taker and I invest, largely because I really.

360

01:28:13.710 --> 01:28:21.990

1 - Julia Gillmor: Like I I respond to accountability, if you know someone's holding my feet, to the fire, I will show up and I will do the work always always always.

361

01:28:22.740 --> 01:28:34.140

1 - Julia Gillmor: And the here's the thing, this is the disconnect for me or not, the disconnect The challenge for me is that I have a business that I have invested in building out.

362

01:28:35.460 --> 01:28:41.790

1 - Julia Gillmor: You know, and I like I said I just ran a challenge wasn't really very successful at all um.

363

01:28:42.900 --> 01:28:53.970

1 - Julia Gillmor: This past weekend and i'm serving this coach group, and then you you rip that out from underneath me and said no i'm I gotta go serve these.

364

01:28:54.630 --> 01:29:11.550

1 - Julia Gillmor: These mountain adventure women and get rid of that middleman and stop serving those coaches and going directly to the people who I really want to attract with people that are like me that want to live a lifestyle, you know and user business to allow them to do that.

365

01:29:13.770 --> 01:29:19.350

1 - Julia Gillmor: And this requires me stepping out in front of the camera in a bigger way.

366

01:29:20.430 --> 01:29:22.170

1 - Julia Gillmor: This requires me.

367

01:29:24.180 --> 01:29:28.260

1 - Julia Gillmor: owning everything about who I am what I stand for.

368

01:29:29.370 --> 01:29:44.700

1 - Julia Gillmor: And I guess when we sit down to do this challenge at that so that's a huge that's a huge that's huge for me, and I feel like I can shift my business from where it's at towards us like it doesn't have to be.

369

01:29:45.660 --> 01:29:51.240

1 - Julia Gillmor: I don't feel like I have to burn everything to the ground, I feel like there's like a an element to pivot to it.

370

01:29:53.370 --> 01:30:03.990

1 - Julia Gillmor: But as I build this challenge and we go through this five day process with you, and then a three days live sort of thing and I come out.

371

01:30:05.130 --> 01:30:14.310

1 - Julia Gillmor: And i'm really like I what I can't see and I know like like I know i'm a coach and the coach I know all these things.

372

01:30:14.790 --> 01:30:28.920

1 - Julia Gillmor: What I can't see is how I can turn my story, and my life into a high ticket offer that allows me I can't even tell you how many times I stopped up the trail to go, how can I sell this.

373

01:30:29.400 --> 01:30:43.170

1 - Julia Gillmor: How can I, how can I sell my life, how can I talk about my life in a way that I can monetize it and and attract more people and be doing this thing and it doesn't matter like I like for me it's being out in the mountains playing.

374

01:30:43.590 --> 01:31:01.410

1 - Julia Gillmor: For somebody else it's, whatever their passion is right, it doesn't it doesn't matter, but I can't figure out Pedro I have this big block, how do I turn, how do I wear what do I do, am I going to know, am I going to figure out how to do that.

375

01:31:01.710 --> 01:31:05.190

1 - Julia Gillmor: In your course like in this crush it.

376

01:31:05.490 --> 01:31:17.340

1 - Pedro Adao: course perfect okay you're absolutely right as just like last time I think these are gonna help a lot of people okay so there's three things I want to speak to.

377

01:31:18.630 --> 01:31:28.800

1 - Pedro Adao: Julia that you brought up, and I think these are these are perfect questions first of all, does Julia have to quit what she's doing today.

378

01:31:29.310 --> 01:31:50.190

1 - Pedro Adao: Serving her current customers to go on the journey of being a movement maker does she have to quit stop tell us customers all to go pound sand go find someone else does she have to go destroy your business no absolutely not not not the least she can continue to serve those people.

379

01:31:51.450 --> 01:32:00.450

1 - Pedro Adao: And an ethic I recommended that she could she can start to work on this as a side hustle passion project and have no financial pressure to do so.

380

01:32:01.140 --> 01:32:15.150

1 - Pedro Adao: Which is really nice it's kind of Nice that's how I launched 100 X, I was making seven figures here as a financial planner so and I got tricked to launching hundred X, I had zero financial requirements, I was doing it just for fun as a passion project.

381

01:32:16.350 --> 01:32:22.290

1 - Pedro Adao: And when I only made an offer when they begged me for an offer, because I wasn't gonna make an offer.

382

01:32:23.610 --> 01:32:26.220

1 - Pedro Adao: So one option for you Julia is take the pressure off.

383

01:32:27.750 --> 01:32:36.270

1 - Pedro Adao: take the pressure off you've already got a business that you enjoy paying the bills so you're like, but now you're starting to see that maybe you're being.

384

01:32:37.410 --> 01:32:48.000

1 - Pedro Adao: you're being tapped on a nudge to get from behind the camera and actually start showing up and serving this Avatar yourself, so you can start that in a very.

385

01:32:49.050 --> 01:33:05.010

1 - Pedro Adao: In a very intentional way, but without a lot of pressure okay so step one notice how and Julia is kind of like bacon is one or the other it's all or nothing that's not the case at all that's not true okay that's not true.

386

01:33:06.840 --> 01:33:14.730

1 - Pedro Adao: So you guys if you if you're doing something that's working for you, you don't have to i'm not a burn the boats kind of guy.

387

01:33:16.800 --> 01:33:28.350

1 - Pedro Adao: Quite frankly, sure I guess if it's life and death and you're out war, maybe burning the boats is an appropriate metaphor, but guys let's be honest.

388

01:33:29.010 --> 01:33:31.020

1 - Pedro Adao: Most of us here are not at war, I don't.

389

01:33:31.500 --> 01:33:40.980

1 - Pedro Adao: i'm not going to leave my daughter today and have to you know i'm saying like thank God, most of us here aren't living in there actually is a war going on right now in a part of the world, thank God we're not.

390

01:33:41.340 --> 01:33:51.480

1 - Pedro Adao: You know, having to literally be concerned that we can be bombed, or like this is not life and death in that sense, so the whole burn the boat metaphor, while it's very good to kind of.

391

01:33:51.990 --> 01:34:00.840

1 - Pedro Adao: You know it's once very good to maybe get you guys all hyped and rah rah and I don't like that metaphor, because guess what i've been i've had times, where I couldn't pay bills.

392

01:34:02.100 --> 01:34:17.820

1 - Pedro Adao: or II times I burned the boats and I burnt the wrong boat i'm like oh shoot I actually needed that boat and now my wife and my kids are suffering because my dumb ass burnt the boat now was providing all of the impact so i'm not asking you to do that.

393

01:34:19.500 --> 01:34:35.100

1 - Pedro Adao: Okay, when i'm recommending you do is that you knowledge what's happening and then as you're being led to do something different, so I would encourage you to go on that journey you don't need to stop what you're doing if it's working now some of you what you're doing isn't working.

394

01:34:37.590 --> 01:34:48.450

1 - Pedro Adao: So I mean you you've been going around the mound spinning your tires so like for you guys, this is not even a concern like dude okay like I got nothing cooking anyways I got nothing really going on.

395

01:34:48.780 --> 01:34:53.880

1 - Pedro Adao: What I tried isn't really working so lemon so of course i'm going to jump in with this okay.

396

01:34:54.330 --> 01:35:04.470

1 - Pedro Adao: Now the second thing, and when I speak to is coming out from behind the camera coming out from behind the computer kidding kind of stepping out and.

397

01:35:05.370 --> 01:35:13.890

1 - Pedro Adao: Speaking and talking about this and how many people listen to you and look at you and kind of putting yourself out there let's call this putting yourself out there.

398

01:35:15.090 --> 01:35:19.080

1 - Pedro Adao: Okay, how many guys feel concerned about putting yourself out there.

399

01:35:21.150 --> 01:35:22.080

1 - Pedro Adao: totally understand.

400

01:35:23.220 --> 01:35:24.420

1 - Pedro Adao: I totally get it.

401

01:35:27.120 --> 01:35:30.720

1 - Pedro Adao: But, but let me ask you a question so.

402

01:35:32.340 --> 01:35:34.410

1 - Pedro Adao: What is so, then what is the other option.

403

01:35:35.670 --> 01:35:37.230

1 - Pedro Adao: just hope that people find you.

404

01:35:39.570 --> 01:35:42.750

1 - Pedro Adao: Just hope and pray that just people going as mentally find you.

405

01:35:44.310 --> 01:35:59.970

1 - Pedro Adao: How are you going to grow your business to referral through word of mouth and have a inconsistent revenue or one month is good, the next month socks, the next month Okay, then you're begging clients to refer other clients who is a client night I mean guys like it there's.

406

01:36:01.200 --> 01:36:10.800

1 - Pedro Adao: In 2022 if you want to prosper, do you want to actually make impact and income you're going to have to stop hiding.

407

01:36:14.220 --> 01:36:21.690

1 - Pedro Adao: And i'm a little surprised that i'm even having to talk about this on a VIP lab for a challenge called movement makers.

408

01:36:27.540 --> 01:36:34.230

1 - Pedro Adao: But I guess it makes sense Julia because it's one thing to sign up for a challenge it's another thing to actually freaking do this.

409

01:36:35.640 --> 01:36:37.710

1 - Pedro Adao: Can I tell you guys that.

410

01:36:39.870 --> 01:36:44.220

1 - Pedro Adao: When my life fell apart, when my real estate investment company went busted.

411

01:36:46.500 --> 01:36:58.860

1 - Pedro Adao: And when I finally got my head out of the mess, I was in I went back to I had to go back, I chose, and it was wise to go back to the industry that I had success in which was financial services.

412

01:37:00.150 --> 01:37:07.260

1 - Pedro Adao: So I got back, I went back to financial services, I got back and I started doing retirement education workshops.

413

01:37:08.850 --> 01:37:21.300

1 - Pedro Adao: Okay, so i'm gonna talk to you guys about fear of putting you're putting yourself out there, how many guys have a fear of putting yourself out there okay Okay, most of you guys it's just a little fear it's just but like, let me tell you what I was facing.

414

01:37:22.500 --> 01:37:29.580

1 - Pedro Adao: Okay, when I went when I when I after I went through my whole financial disaster, eight years ago.

415

01:37:30.330 --> 01:37:37.320

1 - Pedro Adao: Our business collapsed bankruptcies mess litigation people accused on is a disaster, a mess okay.

416

01:37:38.070 --> 01:37:53.970

1 - Pedro Adao: And now i'm literally have to have to move on my life so i'm going into the industry of financial retirement planning and i'm doing financial workshops in the public literally like i'm inviting strangers to come to an event.

417

01:37:56.730 --> 01:38:02.190

1 - Pedro Adao: here's my biggest fear, I had the biggest fear I had is I wouldn't be in front of a room of people.

418

01:38:03.600 --> 01:38:14.160

1 - Pedro Adao: 20 3040 different complete strangers, who I invited to my retirement workshop my biggest fear was that one of those people would Google me.

419

01:38:15.210 --> 01:38:26.910

1 - Pedro Adao: And do some research and discover that I had lost two or three buildings in foreclosure I had a couple of people suing me claiming all this crap that wasn't true but I don't know that.

420

01:38:27.300 --> 01:38:45.690

1 - Pedro Adao: That they would see I had a couple cars repossessed and they would stand up in the workshop and be like this guy's a fraud, he knows nothing about what does he know he's even lost two buildings in foreclosure he's being sued by this person his last company fail my biggest fear.

421

01:38:48.120 --> 01:38:54.690

1 - Pedro Adao: Was as i'm trying to just get my life back on track and serve people doing something i'm really good at.

422

01:38:56.100 --> 01:39:02.310

1 - Pedro Adao: Just because I failed with my real estate investment company doesn't mean I don't want to do a great job of retirement planning.

423

01:39:03.420 --> 01:39:09.930

1 - Pedro Adao: that's the boat I burned, by the way, idiot did not listen to my wife idiot again.

424

01:39:11.430 --> 01:39:22.290

1 - Pedro Adao: So now i'm going back to what I was always good at, but my biggest fear is I would stand up in this room, and I would have someone just literally do that.

425

01:39:24.180 --> 01:39:34.080

1 - Pedro Adao: To the point I almost did not run these workshops, to the point I almost did not and had I not run these workshops I don't know where i'd be today.

426

01:39:35.940 --> 01:39:40.110

1 - Pedro Adao: Because within our first six months of me running that matt and that.

427

01:39:41.220 --> 01:39:43.140

1 - Pedro Adao: Now workshop system.

428

01:39:44.700 --> 01:39:56.730

1 - Pedro Adao: iron \$300,000 in the first six months the next year, we did over \$600,000 and then I wrote a book and launched my own marketing system and then seven figures.

429

01:39:58.950 --> 01:40:03.150

1 - Pedro Adao: And the fear of possibly having somebody stand up.

430

01:40:04.800 --> 01:40:11.460

1 - Pedro Adao: Almost kept me from doing the very thing that has been instrumental to get me here.

431

01:40:14.130 --> 01:40:20.880

1 - Pedro Adao: Now, I can tell you that was a bit that's a much more rational fear, then I think many of you are having to work through right now.

432

01:40:23.010 --> 01:40:25.110

1 - Pedro Adao: So you guys want know how I come from that fear.

433

01:40:27.330 --> 01:40:43.980

1 - Pedro Adao: here's a here's a conquering that fear, not only did I do it, first of all fear is always the door write that down for your notes this is pedro's motivational minute minute money management Pedro fear is always the door Julia and you should know this.

434

01:40:45.600 --> 01:40:51.450

1 - Pedro Adao: The thing you fear the most is, of course, obviously, the thing that you should do next.

435

01:40:53.100 --> 01:41:01.500

1 - Pedro Adao: Always always always the thing I fear the most is, of course, the thing I need to do, but here's how I got through that.

436

01:41:04.410 --> 01:41:05.790

1 - Pedro Adao: I made it part of my story.

437

01:41:08.790 --> 01:41:10.710

1 - Pedro Adao: So when I got up in front of their room.

438

01:41:12.270 --> 01:41:24.660

1 - Pedro Adao: To address the audience that night i'm like hey guys, my name is Pedro Dale i've been a financial professional for the last 10 years I absolutely love the work I get to do, helping people become retired and free.

439

01:41:25.530 --> 01:41:32.130

1 - Pedro Adao: By learning the truth about how your money and your investments work and i'm not just somebody who has booked knowledge on this topic.

440

01:41:32.610 --> 01:41:41.460

1 - Pedro Adao: I have made, I have helped hundreds and hundreds of clients, just like you i've also i'm very active with my own investing and my own.

441

01:41:42.060 --> 01:41:51.930

1 - Pedro Adao: investment activities, I have made millions of dollars and i've made some very wise choices and unfortunately i'm also made some poor choices and lost millions of dollars as well.

442

01:41:52.830 --> 01:42:00.240

1 - Pedro Adao: So I know the pain of making poor decisions when it comes to your money, and I know that many of you are here and your concern.

443

01:42:00.660 --> 01:42:14.790

1 - Pedro Adao: Because you've got some retirement choices to make and you're nervous about making a bad decision, well, I understand that and so i'm here to give you the best information I can give you to help you make a best choice when it matters most.

444

01:42:17.760 --> 01:42:19.770

1 - Pedro Adao: And by me just saying that.

445

01:42:20.850 --> 01:42:32.400

1 - Pedro Adao: That allowed me to take that fear and kicked to the curb because now, if some jerk stood up and said blah blah blah blah blah, you know when I when I said.

446

01:42:32.820 --> 01:42:41.970

1 - Pedro Adao: First of all, do you guys know how many times it happened, you guys know how many times in three years I happened zero never happened once.

447

01:42:45.570 --> 01:42:56.100

1 - Pedro Adao: False evidence appearing real never happened once frame of a phony giant almost kept me from serving loud serving guys we're changing the world.

448

01:43:00.180 --> 01:43:04.470

1 - Pedro Adao: Fear of some strange are getting up and saying hi Aaron.

449

01:43:05.490 --> 01:43:07.290

1 - Pedro Adao: Almost kept me from all of this.

450

01:43:09.630 --> 01:43:14.940

1 - Pedro Adao: But you know what I knew that it was getting in my mind, so I set myself up to win guys.

451

01:43:15.870 --> 01:43:23.430

1 - Pedro Adao: All this is about setting yourself up to win so here's what I did I told I put it out there, the thing that you are trying to hide.

452

01:43:23.970 --> 01:43:32.670

1 - Pedro Adao: The thing that you are trying to hide the thing during that maybe you don't want people to find out about you or know about your if they really knew this about me they wouldn't like me as much.

453

01:43:32.850 --> 01:43:41.700

1 - Pedro Adao: Or what if they don't like me, whatever the thing that we are afraid of people finding out is the very thing which are put right here on the table.

454

01:43:45.120 --> 01:43:53.100

1 - Pedro Adao: One of the things I heard from from a from a friend of mine, he says, the person with nothing to hide, is the most powerful person in the room.

455

01:43:56.340 --> 01:44:00.900

1 - Pedro Adao: So guess what I remember getting up there petrified shaking.

456

01:44:03.330 --> 01:44:12.060

1 - Pedro Adao: But the minute I was able to get that out and let people know that I wasn't here as their perfect financial planner but the suit and tie from Wall Street.

457

01:44:12.270 --> 01:44:23.790

1 - Pedro Adao: i'm just Pedro from I live i'm local I have an office down the street and i'm just like you i've done some things well i've made some mistakes i've learned a ton I have a bunch of people i'm here to help you.

458

01:44:25.380 --> 01:44:32.760

1 - Pedro Adao: And if someone stood up which never happened, I would say, well, Sir, you Member, how do you remember how I opened up my talk tonight.

459

01:44:33.750 --> 01:44:47.760

1 - Pedro Adao: Sir, do you don't don't you remember me saying that I fully acknowledge, I had some bad decisions made some poor choices, you know, had some bad had some real estate deals go sideways didn't you hear me say that well yeah that's that all that came with that.

460

01:44:50.940 --> 01:45:00.990

1 - Pedro Adao: and never happened once and it allowed me the peace of mind to move forward and move on all of you have the right to move forward with your life.

461

01:45:03.720 --> 01:45:09.780

1 - Pedro Adao: I don't care what mistakes, you have done, I don't care what you haven't done I don't care what story you're telling yourself.

462

01:45:11.280 --> 01:45:17.700

1 - Pedro Adao: All of you have the right to move your life forward regardless of what's happened in your past.

463

01:45:22.140 --> 01:45:24.840

1 - Pedro Adao: And so, for me, but that's a gift you got to give yourself.

464

01:45:26.130 --> 01:45:28.290

1 - Pedro Adao: See that's a gift to give yourself okay.

465

01:45:29.490 --> 01:45:48.300

1 - Pedro Adao: Now I have fear of coming out of hiding I had fear and I had real fear, I had a real concern like no i'm sure here's the reality guys i'm sure there are people that did Google me that did look me up and guess what happened, they didn't come to the workshop.

466

01:45:50.760 --> 01:45:57.750

1 - Pedro Adao: i'm sure that cost me some business i'm sure some people saw that got spooked and but guess what they didn't come.

467

01:46:01.440 --> 01:46:13.830

1 - Pedro Adao: And some guys, I guess, part of the seniors like okay you're afraid of coming out from behind the camera okay what all right, what other fears, do you have next you're gonna let keep you live a small life.

468

01:46:15.090 --> 01:46:19.140

1 - Pedro Adao: What other fears are you going to allow to keep you in this box what other fears.

469

01:46:20.970 --> 01:46:26.520

1 - Pedro Adao: let's just let's just get this list going of what fears are you going to allow to stop you from doing what you know you should be doing.

470

01:46:29.040 --> 01:46:39.390

1 - Pedro Adao: But in 2022 if you want it guys if if you're unwilling to put yourself out there, and you want to be an entrepreneur, let me really help you quit and go get a job.

471

01:46:42.510 --> 01:47:02.100

1 - Pedro Adao: If you're unwilling to put yourself out there, and you want to be an entrepreneur who told you that was possible no stop this right now close this laptop and go go look for a job indeed.com monster.com go look for a w two job or you can play a role someplace else.

472

01:47:06.060 --> 01:47:11.910

1 - Pedro Adao: But in 2022 if you want to have impact and serve people how they're going to find you if you're not putting yourself out there.

473

01:47:16.050 --> 01:47:34.740

1 - Pedro Adao: How are they going to find you you're going to have to eventually go live make a post run some ads do you guys know when I run ads I mean guys Oh, my goodness, I run ads people have called me Satan people have called me ugly stupid moron piece of shit trash the devil.

474

01:47:39.930 --> 01:47:42.510

1 - Pedro Adao: Oh, my God people don't like me i'ma turn my ads off.

475

01:47:46.980 --> 01:47:54.960

1 - Pedro Adao: So guys i'm just sorry to have to break this to you, but overcoming some of your little fears is just ending the game of actually being a real impact maker.

476

01:47:58.560 --> 01:48:05.820

1 - Pedro Adao: And I think you have a much better shot of overcoming these fears, with people, full of courage and faith and hope, then, by yourself.

477

01:48:09.630 --> 01:48:16.500

1 - Pedro Adao: and the last thing about how do I make money stopping trails well guess what you're going to get to find out my friend.

478

01:48:19.470 --> 01:48:23.460

1 - Pedro Adao: Because I would have never launched 100 X if I was thinking about the money.

479

01:48:24.780 --> 01:48:33.180

1 - Pedro Adao: I would have never launched my first movement thinking about how am I going to get crazy charismatic Christians, who I know are for the most part broke.

480

01:48:35.130 --> 01:48:37.200

1 - Pedro Adao: To ever invest in anything with me.

481

01:48:37.800 --> 01:48:45.330

1 - Pedro Adao: If I had that conversation going on is never launched and that's why in god's wisdom, he tricked me into not knowing.

482

01:48:45.450 --> 01:48:56.280

1 - Pedro Adao: I was launching a business so would not think my way out of it, some of you like Julia are in the process of thinking your way right out of the calling and destiny on your life.

483

01:48:59.730 --> 01:49:05.280

1 - Pedro Adao: Movement making is not about thinking anything it's about feeling in here.

484

01:49:08.340 --> 01:49:23.970

1 - Pedro Adao: Now, again, if you want to go flip stuff on the Internet, if you want to go, do you want to be in the E commerce business, though the brand selling supplements selling bone broth and you want to be behind the scenes in your office, and no one has to know who you are, and you sell stuff online.

485

01:49:25.260 --> 01:49:28.140

1 - Pedro Adao: Sure great I do not know how to do that.

486

01:49:30.570 --> 01:49:38.760

1 - Pedro Adao: And that sure as hell is not being a moment maker that's called being a product peddler and that's okay that's fine go I don't want to do that I can't teach you that.

487

01:49:40.680 --> 01:49:46.590

1 - Pedro Adao: But you came to a movement maker challenge, I guess, the question is, why would you come to a movement maker challenge if you want to die.

488

01:49:56.040 --> 01:50:05.100

1 - Pedro Adao: something about you inside of you saying you're tired of hiding or why, would you be here on a lab three hours after restarted.

489

01:50:09.930 --> 01:50:16.050

1 - Pedro Adao: So guys i'll say here i'll answer questions i'll do all that stuff to help you guys, but the bottom line is, this is not about.

490

01:50:16.890 --> 01:50:30.360

1 - Pedro Adao: Well, what about my industry and how, in this work for me i'm a about trail hiking guys these all these questions, all these questions you guys are having please hear my heart in this, I mean this was so much love they literally are irrelevant they don't matter.

491

01:50:31.680 --> 01:50:40.530

1 - Pedro Adao: Well, what is the training or how can this work for my Nana Nana none those questions matter all that matters is do you see a path for yourself, do you feel this.

492

01:50:40.770 --> 01:50:49.470

1 - Pedro Adao: Do you know that this is for you and you're going to go on the journey and say you know what Pedro i'm going to do i'm going to go on this journey and we're going to figure this out together.

493

01:50:52.170 --> 01:51:02.670

1 - Pedro Adao: And the next step gets revealed the next step gets revealed the next step gets revealed, do you think, do you think when I was trembling in my shoes to put myself out in public.

494

01:51:03.090 --> 01:51:13.620

1 - Pedro Adao: doing a retirement dinner workshop for 25 strangers and Venetia California, I thought that, one day, that would lead me to hosting a challenge with Joel osteen.

495

01:51:15.270 --> 01:51:16.860

1 - Pedro Adao: To working with damon john.

496

01:51:18.660 --> 01:51:20.370

1 - Pedro Adao: to changing the entire industry.

497

01:51:23.100 --> 01:51:25.290

1 - Pedro Adao: No that's not how life works.

498

01:51:27.210 --> 01:51:32.070

1 - Pedro Adao: How life works is like here's the first step here's The first step is the next step aren't you gonna take it.

499

01:51:33.330 --> 01:51:43.350

1 - Pedro Adao: And if and if we take it and we show up and we do it great you know what life gives us the next step we don't take it, you know what life gives us not that stuff we never get to see that path.

500

01:51:44.460 --> 01:51:55.770

1 - Pedro Adao: So guys again this i'm just just just being real like I said just being real I can't imagine any of you would be here on day five in a lab if this concept this idea.

501

01:51:57.480 --> 01:51:58.590

1 - Pedro Adao: didn't matter to you.

502

01:52:00.660 --> 01:52:03.990

1 - Pedro Adao: I can't be that entertaining I just don't think it's true.

503

01:52:05.550 --> 01:52:18.120

1 - Pedro Adao: I can't I know that I know for sure i'm not that good look to keep your three hours attention, so I know i'm not that good looking I know i'm not entertaining you're here because you're calling this message of making an impact and make an income.

504

01:52:19.680 --> 01:52:28.560

1 - Pedro Adao: So i'm happy to stay and answer some questions but, honestly guys there's no question there's no thought you should be having that should be keeping you from moving forward to the next step.

505

01:52:29.970 --> 01:52:36.750

1 - Pedro Adao: I have put together the most ridiculous offer I ever had in my career, I will never do this again, I will never do this again.

506

01:52:38.070 --> 01:52:46.530

1 - Pedro Adao: And i'm doing this because I honestly and don't i'm not trying to be negative, I have no freakin idea what the future holds for us.

507

01:52:49.500 --> 01:53:02.700

1 - Pedro Adao: There are people are saying the economy is going to come in and collapse, the dollar is going to collapse, I mean and they're not wrong for saying that like we have in history of the world, never seen a country print \$6 trillion and not have that currency collapse.

508

01:53:05.070 --> 01:53:11.910

1 - Pedro Adao: I mean inflation guys is probably just getting started like I don't know where we're headed so i'm trying to like help as many people as possible.

509

01:53:12.960 --> 01:53:14.640

1 - Pedro Adao: For real get ahead of this curve.

510

01:53:16.890 --> 01:53:20.130

1 - Pedro Adao: So anyhow all right, let me come back and check in with Julia Julia.

511

01:53:22.320 --> 01:53:27.480

1 - Pedro Adao: I appreciate the honesty and you're asking great questions and.

512

01:53:28.770 --> 01:53:39.450

1 - Pedro Adao: Hopefully, I gave you a couple things to kind of chew on their understand, and I could I could probably ask you that when you first got started with your marketing how many customers do you have now that you serve with your marketing agency.

513

01:53:42.210 --> 01:53:44.640

1 - Julia Gillmor: It varies it like it very.

514

01:53:45.330 --> 01:53:46.080

1 - Julia Gillmor: much so.

515

01:53:46.440 --> 01:53:48.870

1 - Julia Gillmor: Right now i'm working with about 10 different.

516

01:53:50.100 --> 01:53:51.600

1 - Julia Gillmor: coaches or businesses.

517

01:53:52.770 --> 01:53:58.980

1 - Pedro Adao: And how did you get started doing this well how'd you get started, what was the first step, you took to get in in this thing hundred start.

518

01:54:00.300 --> 01:54:09.090

1 - Julia Gillmor: I own my own ceramics design business, and I was good at the marketing so that's what got the business going but writing was kind of my first love and.

519

01:54:10.500 --> 01:54:10.770

1 - Julia Gillmor: Okay.

520

01:54:11.010 --> 01:54:19.620

1 - Pedro Adao: So you're running Okay, how many guys would have ever thought that, like Julia ends up a marketing consultant for coaches, because she owned a ceramic business.

521

01:54:21.660 --> 01:54:26.040

1 - Pedro Adao: hmm that's kind of weird so Julia on the ceramics company.

522

01:54:27.480 --> 01:54:42.510

1 - Pedro Adao: ends up being good at marketing so now she now she has a whole lot of business teaching marketing and coaches hmm isn't that funny And what if now maybe Julia is getting really good at something else, and maybe now she's about to go on to another business doing that.

523

01:54:46.530 --> 01:54:52.560

1 - Pedro Adao: I know a guy that happened to do this, the guy named Pedro was really good at financial planning, but really love the marketing.

524

01:54:53.070 --> 01:55:07.440

1 - Pedro Adao: So, and then and and and really must interface so guess what launched a new business about faith and marketing got some good everything challenges wants another business on challenges Julie, you are literally.

525

01:55:09.090 --> 01:55:10.800

1 - Pedro Adao: Being walked through a process.

526

01:55:12.120 --> 01:55:16.620

1 - Pedro Adao: So, and I appreciate you I respect you.

527

01:55:17.670 --> 01:55:26.220

1 - Pedro Adao: I absolutely love to serve you on this path and I literally think this is so clear to me, and everyone else here that this is your next step, but.

528

01:55:27.360 --> 01:55:33.570

1 - Pedro Adao: i'm a leader not savior so it's you know I think you know I think you know.

529

01:55:35.430 --> 01:55:51.720

1 - Pedro Adao: it's on you it's your life, and I think you're awesome I see you being able to do this, like, I have no doubt in my mind, you could do this, and so I don't know if I don't know if that means much to you, but I think I think you would absolutely crush this.

530

01:55:52.770 --> 01:56:04.620

1 - Pedro Adao: or they do and I wouldn't be afraid of coming out from the camera I mean you're on camera now on a zoom call I mean if you're willing to be on a zoom call like this put yourself out there, like this, I mean.

531

01:56:05.910 --> 01:56:13.170

1 - Pedro Adao: I don't know I don't even I mean you were in a very deep emotional conversation maybe you cried maybe you didn't cry I don't know.

532

01:56:13.470 --> 01:56:21.210

1 - Pedro Adao: But we were in front of a complete strangers, and you let me talk to you and we had a very deep conversation in front of people, you have no idea who you know.

533

01:56:23.040 --> 01:56:27.120

1 - Pedro Adao: So I don't I think you're more comfortable being out in front that maybe you realize.

534

01:56:29.040 --> 01:56:35.610

1 - Pedro Adao: That thing, how many guys actually think that Julia is going to actually love it the minute she actually starts to do it.

535

01:56:38.220 --> 01:56:48.540

1 - Pedro Adao: I see somebody here with a lot of personality and a lot of fire who just hasn't had a method or a vehicle or an outlet for what she's carrying.

536

01:56:49.860 --> 01:56:51.690

1 - Pedro Adao: How many guys can sense that are see that.

537

01:56:54.570 --> 01:56:58.230

1 - Pedro Adao: So I see, but again it's not just about Julia.

538

01:57:01.050 --> 01:57:05.490

1 - Pedro Adao: it's, this is only about Julia for Julia, this is about the rest of you.

539

01:57:06.540 --> 01:57:10.500

1 - Pedro Adao: Okay, so anyhow that helpful Julia to answer a question.

540

01:57:11.010 --> 01:57:24.870

1 - Julia Gillmor: Pedro i'm so grateful for you, I appreciate how you show up I love watching you bounce up and down in front of your camera and all over the screen and deliver your.

541

01:57:25.620 --> 01:57:36.630

1 - Julia Gillmor: The straight no chaser goods, I am, and you know just to be clear, it was more metaphorical you know it was like making my life, the journey.

542

01:57:36.720 --> 01:57:41.670

1 - Julia Gillmor: But i'm very that's the you know you got to be incredibly ever anyway um.

543

01:57:44.220 --> 01:57:45.210

1 - Julia Gillmor: i'll see Tuesday.

544

01:57:54.180 --> 01:57:55.050

1 - Pedro Adao: I will see you Tuesday.

545

01:57:56.130 --> 01:57:57.900

1 - Pedro Adao: But you know it's better than me singing Tuesday.

546

01:57:59.340 --> 01:58:01.590

1 - Pedro Adao: I can't wait to see who you are on.

547

01:58:03.150 --> 01:58:08.130

1 - Pedro Adao: Tuesdays from now, a week from now two weeks from now three weeks four weeks from now.

548

01:58:10.290 --> 01:58:18.090

1 - Julia Gillmor: Pedro i'm leaning in 110% to this process and to your community.

549

01:58:19.230 --> 01:58:19.830

leadership.

550

01:58:21.030 --> 01:58:25.560

1 - Julia Gillmor: team your promise, and you know why i'm here.

551

01:58:26.040 --> 01:58:27.240

i'm sitting here right now.

552

01:58:28.260 --> 01:58:39.840

1 - Julia Gillmor: I get an email from Barry Sam gotta check out this talents that my guy pay i'm like who's Pedro i've just been a year with Dean right.

553

01:58:40.200 --> 01:58:46.320

1 - Julia Gillmor: I know Barry like I like the ultimate girl crush of all time, unlike Barry says that it's true like she's.

554

01:58:47.640 --> 01:58:54.510

1 - Julia Gillmor: she's the bomb i'm like Barry said to go spend some time with Pedro I do what Barry says.

555

01:58:55.440 --> 01:58:57.540

1 - Julia Gillmor: And I we do something right.

556

01:58:59.730 --> 01:59:04.200

1 - Julia Gillmor: yeah so that's why i'm here so affiliate marketing works people.

557

01:59:06.360 --> 01:59:08.250

1 - Julia Gillmor: yeah and recommendations anyway.

558

01:59:08.940 --> 01:59:10.140

1 - Pedro Adao: don't seem so happy.

559

01:59:10.680 --> 01:59:14.700

1 - Pedro Adao: i'm so happy for you Julia guys like this was not set up.

560

01:59:15.060 --> 01:59:17.820

1 - Pedro Adao: kind of know she was going to be here, I didn't know what she was.

561

01:59:18.180 --> 01:59:20.640

1 - Julia Gillmor: I didn't know you were all days ago, you know.

562

01:59:20.670 --> 01:59:25.020

1 - Pedro Adao: yeah yeah well again guys this kind of proves the point like literally this is.

563

01:59:25.080 --> 01:59:27.000

1 - Pedro Adao: This shows how this process.

564

01:59:28.680 --> 01:59:35.100

1 - Pedro Adao: In five days you can you can you can show up in someone's life as a complete stranger.

565

01:59:39.630 --> 01:59:46.950

1 - Pedro Adao: and actually earn their trust earn their respect earn their faith earn their confidence.

566

01:59:48.060 --> 01:59:48.990

1 - Pedro Adao: To be like okay.

567

01:59:50.880 --> 01:59:54.360

1 - Pedro Adao: i'm leaning in and here's the other part, now want to talk about.

568

01:59:57.240 --> 02:00:00.600

1 - Pedro Adao: know that when people do that that's what they're doing.

569

02:00:02.970 --> 02:00:05.340

1 - Pedro Adao: Which means we have responsibility to guys.

570

02:00:08.250 --> 02:00:19.320

1 - Pedro Adao: know that when people are leaning in when they're investing when they're taking a risk there sometimes they're they're just

kind of they're they're kind of going on more of your faith and their faith.

571

02:00:24.660 --> 02:00:30.930

1 - Pedro Adao: So that means what just once people sign up with you work with you guys man just show up and freakin over deliver.

572

02:00:31.860 --> 02:00:37.590

1 - Pedro Adao: And guys we've just done, that day and weekend month in your that's why we're still here that's how we're still growing.

573

02:00:38.250 --> 02:00:52.620

1 - Pedro Adao: i'm not saying we're perfect i'm not saying that you know, sometimes a little ball and get to the crack every once in a while, but guys we just we man, we just do this so like I want you to know do that, like as i'm super fired up for you.

574

02:00:54.000 --> 02:00:55.440

1 - Pedro Adao: Any at the same time guys.

575

02:00:56.820 --> 02:01:00.480

1 - Pedro Adao: That doesn't I understand that this is a responsibility that we have.

576

02:01:02.070 --> 02:01:06.660

1 - Pedro Adao: And i'm up for it i'm more game my team as what we do okay.

577

02:01:08.130 --> 02:01:12.510

1 - Pedro Adao: So this is awesome alright guys well this chat for Julia welcome Julia Thank you.

578

02:01:14.160 --> 02:01:17.850

1 - Pedro Adao: I guess, I would say, I never doubted but hey, let me tell you.

579

02:01:19.260 --> 02:01:22.320

1 - Pedro Adao: There are so many people who come to the same point that God is that.

580

02:01:23.820 --> 02:01:30.450

1 - Pedro Adao: And they're like this little one thing got it over and then I love how Barry said a day becomes a decade.

581

02:01:31.800 --> 02:01:47.130

1 - Pedro Adao: How many guys that procrastinated put something off and then day became a decade in your life all my or guys do i'm 47 years old, you know i'm looking at time a little bit different Okay, I mean.

582

02:01:48.690 --> 02:01:54.810

1 - Pedro Adao: When I was in my 20s if you told me one day i'd be 47 I would I would i'm going to believe you.

583

02:01:56.130 --> 02:02:11.010

1 - Pedro Adao: And even now as a 47 year old person, if you said, Pedro one day you're going to be 67 I still have a hard time believing like I don't like I you know I mean like time is so weird like we at least for me, but guys like and the time is moving quick.

584

02:02:12.120 --> 02:02:13.110

1 - Pedro Adao: So let's say.

585

02:02:13.320 --> 02:02:13.830

1 - Julia Gillmor: i'm good.

586

02:02:14.010 --> 02:02:15.600

1 - Julia Gillmor: Can I share one more thing with you or.

587

02:02:15.600 --> 02:02:16.650

1 - Julia Gillmor: something to add to that.

588

02:02:17.730 --> 02:02:20.220

1 - Julia Gillmor: Is that i'm 54.

589

02:02:21.300 --> 02:02:21.750

1 - Pedro Adao: What.

590

02:02:22.200 --> 02:02:29.940

1 - Julia Gillmor: yeah and yeah healthy living, you know there's probably a little bit of a zoom filter on this, but it's it's it's.

591

02:02:30.240 --> 02:02:31.080

1 - Pedro Adao: You know here's.

592

02:02:31.350 --> 02:02:32.340

1 - Pedro Adao: My money.

593

02:02:32.610 --> 02:02:39.600

1 - Pedro Adao: here's how you can make a lot of money hiking trails if you tell people they can look as young as you hiking trails you're going to sell this thing like hotcakes.

594

02:02:41.220 --> 02:02:48.660

1 - Julia Gillmor: Well, maybe, and like i'm staring down the barrel right now i'm a single mom.

595

02:02:49.680 --> 02:02:50.610

1 - Julia Gillmor: Had a daughter who's.

596

02:02:50.940 --> 02:03:00.630

1 - Julia Gillmor: Just about to turn nine she's watching everything I do you know and i've been hustling to put my business together and make it work and it's not there.

597

02:03:01.260 --> 02:03:15.720

1 - Julia Gillmor: And I love it but it's not it's not a passion that I it like I don't I love, what I do I love, who I serve but it's like it's not my passion project it's it's it's paying bills.

598

02:03:17.010 --> 02:03:32.400

1 - Julia Gillmor: I want to do something i'm passionate about I want to do something to help other women feel passionate and you say the age thing like i'm not a spring chicken i'm stepping into this, you know at a at a.

599

02:03:33.930 --> 02:03:36.750

1 - Julia Gillmor: young, old age fully committed.

600

02:03:37.140 --> 02:03:42.570

1 - Julia Gillmor: Because I believe that I can do it, I believe I can make it happen, and I believe it because Pedro people like you.

601

02:03:44.310 --> 02:03:58.800

1 - Pedro Adao: So good and guys literally, we have seen people in their 60s in their 70s and even in you know, like so literally, this is, and I don't care how old you are, how you got 14 year olds call I heard as a 14 year old kid here I mean I people in their 70s here.

602

02:03:59.910 --> 02:04:06.210

1 - Pedro Adao: Right like here's my belief, as long as you're here on earth breathing air, I believe that there's a purpose for your life.

603

02:04:08.190 --> 02:04:19.440

1 - Pedro Adao: Like the fact that you are here born alive breathing That means that means that I believe that God saw you as a necessary person to be on this planet, right now, at this time.

604

02:04:20.940 --> 02:04:28.200

1 - Pedro Adao: Right and so i'm just here to help as many people lock into that give them some tools guys, we have we have figured out some things.

605

02:04:28.680 --> 02:04:43.800

1 - Pedro Adao: We have a process, we have a path we have some tools and yet like, then you come and you bring your life your spark your passions your interests your personality guys julia's challenge is not going to look like pedro's challenge.

606

02:04:45.270 --> 02:04:53.010

1 - Pedro Adao: Nor should it right guys like this is about not my goal in life is not to have a bunch of mini painters running around.

607

02:04:53.280 --> 02:05:01.620

1 - Pedro Adao: My goal in life is to equip and raise up a bunch of big people who become big like I want to see the biggest version of Julia the biggest burgers of john.

608

02:05:01.800 --> 02:05:06.420

1 - Pedro Adao: The biggest version of Eric indiana not to be a little mini paints we don't need many patrons because.

609

02:05:06.780 --> 02:05:21.180

1 - Pedro Adao: The world can barely contain the one pager we got here I guess i'm you know i'm too much myself some days right, but like it's about helping you guys experienced the biggest version of you, and I just think this framework has done that, for me, and so many others, and so.

610

02:05:22.290 --> 02:05:30.480

1 - Pedro Adao: i'm excited guys all right Julie you're awesome guys get up give up give some love for Julia her willingness to be vulnerable put herself out there.

611

02:05:31.320 --> 02:05:41.130

1 - Pedro Adao: Just be super real and can I tell you that was going to make you awesome and your challenges and I tell you that that very things and to make you super awesome with whatever you're doing.

612

02:05:42.900 --> 02:05:49.860

1 - Pedro Adao: guys, can I tell you that one of the things one of my biggest concerns about where i'm at now is people kind of put me in that guru category.

613

02:05:51.630 --> 02:06:01.470

1 - Pedro Adao: Because I am friends with Dean and Russell and we do all these cool things and like i'm like guys, no, no, like, no, no, if you knew how just like you.

614

02:06:03.540 --> 02:06:04.710

1 - Pedro Adao: A couple short years ago.

615

02:06:05.760 --> 02:06:21.570

1 - Pedro Adao: guys russell's been in this game for a decade dean's been like guys all these amazing guys friends my mentors they've been doing this for a long, long long long, long time guys, I was literally to several years ago, just like Julia I was running a business, I was making good money.

616

02:06:22.800 --> 02:06:26.850

1 - Pedro Adao: Now I was starting to get a little bit like man is this all there is.

617

02:06:29.820 --> 02:06:34.020

1 - Pedro Adao: Is this all am I going to spend the rest of my life doing 401k rollovers.

618

02:06:35.130 --> 02:06:39.540

1 - Pedro Adao: And I knew I was serving people I knew I was helping them, I was giving them great value.

619

02:06:39.870 --> 02:06:54.300

1 - Pedro Adao: Like it wasn't like the work I wasn't doing wasn't Honorable it was Honorable work it needed to be done, and I was giving them great value, I was making a great living, but I just knew i'm like man like Is this all there is, am I going to do this for the rest of my life.

620

02:06:56.640 --> 02:07:00.210

1 - Pedro Adao: And like Julian I just felt like there was something else, something more.

621

02:07:04.680 --> 02:07:08.400

1 - Pedro Adao: And here's how unwilling, I was to do it, I had to get tricked into it.

622

02:07:12.270 --> 02:07:15.120

1 - Pedro Adao: here's how blind I was to it, I had to get tricked into it.

623

02:07:19.230 --> 02:07:26.910

1 - Pedro Adao: I literally had, I had a friend dare me to do this free training the hundred X masterclass four years ago, and a friend dare.

624

02:07:28.530 --> 02:07:29.100

1 - Pedro Adao: To do it.

625

02:07:30.780 --> 02:07:41.460

1 - Pedro Adao: I was like okay i'll teach for free once have no problem I Sonia alright guys caused a crush it workshop calm you guys have an amazing fast action bonus.

626

02:07:41.820 --> 02:07:45.060

1 - Pedro Adao: And it goes away tonight Juliet your epic alright.

627

02:07:46.110 --> 02:07:49.020

1 - Pedro Adao: A couple questions, a couple quick questions.

628

02:07:50.370 --> 02:07:55.920

1 - Pedro Adao: I see question about a payment plan guys, there is a payment plan you can do it there's a three pay of.

629

02:07:56.820 --> 02:08:12.360

1 - Pedro Adao: there's a three payment plan that have 665 that's last year's price or there's a one installment of 995 a bet on you bonus half i'm giving you way more than last year for half the price and plus it's a workshop.

630

02:08:13.770 --> 02:08:28.500

1 - Pedro Adao: And I can do a payment plan because literally, the whole thing is going to give it to the next two weeks, so you can't do a payment plan cheaper than nine and five that's incredible so we can't do

better than that the offer is 995 guys, that is, the offer for all of you guys here.

631

02:08:30.450 --> 02:08:37.320

1 - Pedro Adao: I do have a couple of high ticket coaching programs, how many guys probably will have you guys probably thinking, no, I have a couple of.

632

02:08:37.860 --> 02:08:46.770

1 - Pedro Adao: Active programs okay so guess what here's how I choose to do my business when I have people in my high ticket coaching programs.

633

02:08:47.100 --> 02:09:02.760

1 - Pedro Adao: From time to time, I will give them a special discount on new things i'm doing so there's some confusion about a possibility of a 495 price point the 495 price point is a special gift I gave to people we've already invested a ton of money with me.

634

02:09:03.900 --> 02:09:10.470

1 - Pedro Adao: Okay, so guess what that means, when you invest a bunch of money with me guess what that means i'm gonna take care and have you just like down the future.

635

02:09:10.830 --> 02:09:22.890

1 - Pedro Adao: But right now we're just getting started 995 is already ridiculously generous and that's an amazing offer and so 995 is the price for this program unless you're already a member in one of my other.

636

02:09:23.220 --> 02:09:29.370

1 - Pedro Adao: higher ticket coaching programs Okay, so let me clarify that I want to come to my man John McCain.

637

02:09:30.570 --> 02:09:38.190

1 - Pedro Adao: John McCain all right John represent the men we've had Julia grabbing the female skin a little bit of male energy here a little.

638

02:09:40.470 --> 02:09:42.540

1 - Pedro Adao: what's up John you have a question or a comment or share.

639

02:09:42.570 --> 02:09:47.910

1 - John McKay: Just just a comment, we talked on Tuesday and I just want to talk about real quick.

640

02:09:48.330 --> 02:09:53.910

1 - John McKay: Not so much a question just how like everything that is meant to happen is supposed to happen so check this out, I get this email.

641

02:09:54.150 --> 02:10:00.540

1 - John McKay: it's like hey you should check out this challenge guy right, so I watched this 40 minute keynote of you last year, and you.

642

02:10:00.720 --> 02:10:08.220

1 - John McKay: Like skipping slides and you're like oh that doesn't matter don't worry about that, like all that type of stuff right, so I get through this whole thing next thing I know I see.

643

02:10:08.880 --> 02:10:16.980

1 - John McKay: movie maker challenge sign up now happens to be happening, a couple days after I get this email and find out who you are, for the very first time.

644

02:10:17.370 --> 02:10:26.010

1 - John McKay: No more than a couple days later i'm talking to you, who I just watched a 45 minute video on a couple days before that, like.

645

02:10:26.610 --> 02:10:36.270

1 - John McKay: If this isn't meant to be and look, I have no I run a successful business, I have another business idea I have no idea what my challenge is going to look like at all.

646

02:10:37.590 --> 02:10:38.820

1 - John McKay: But i'm ready.

647

02:10:39.900 --> 02:10:45.930

1 - John McKay: And I can't wait so that's it real Thank you really appreciate it look forward to being in there with everybody so.

648

02:10:45.930 --> 02:10:46.950

1 - John McKay: i'm going to be on.

649

02:10:47.280 --> 02:10:49.230

1 - Pedro Adao: here's The lesson here's The lesson.

650

02:10:50.670 --> 02:10:58.170

1 - Pedro Adao: This is why I love this framework Look how fast it is Look how quick, it is Look how simple it is literally like how many of you guys want to help a lot of people.

651

02:10:59.430 --> 02:11:00.480

1 - Pedro Adao: I mean, I want to help a lot of people.

652

02:11:01.620 --> 02:11:12.360

1 - Pedro Adao: guys it's it with technology look, this is really me like i'm really here with you that's really you right there like look at this there's nothing in between us.

653

02:11:13.170 --> 02:11:23.130

1 - Pedro Adao: there's nothing in the middle there's not media there's no there's there's not a middleman there's no gatekeepers there's nothing in between us it's me and you.

654

02:11:25.500 --> 02:11:35.850

1 - Pedro Adao: me and showing up as who, I am as a person as a soul as a as an entrepreneur right and that's you right there and we're just and we're interacting we're doing life together right now.

655

02:11:36.900 --> 02:11:40.260

1 - Pedro Adao: Exchanging time exchanging value, hopefully serving you.

656

02:11:41.310 --> 02:11:44.940

1 - Pedro Adao: that's the power of this framework guys let's just get rid of all the crap in the middle.

657

02:11:46.350 --> 02:12:00.930

1 - Pedro Adao: This challenge framework allows you to just to get people from being out there somewhere in the Internet Facebook scroller is email openers and bone puts you right there in front of them, so you can shift their thinking change their life.

658

02:12:02.040 --> 02:12:05.340

1 - Pedro Adao: get him a real result that's what makes this work guys.

659

02:12:06.570 --> 02:12:07.110

1 - Pedro Adao: So.

660

02:12:08.130 --> 02:12:12.180

1 - Pedro Adao: that's awesome I love that john all right Scott, you have any other questions teed up.

661

02:12:14.040 --> 02:12:18.780

1 - Pedro Adao: Adam jr what look at this guy a row.

662

02:12:19.980 --> 02:12:20.700

1 - Adam Junior: How are you.

663

02:12:21.030 --> 02:12:22.320

1 - Pedro Adao: blossom the past bro.

664

02:12:22.350 --> 02:12:30.810

1 - Adam Junior: what's going on, and I just was like God bless the broken road man 10 years looking for this and look at you, being the pioneer.

665

02:12:32.250 --> 02:12:35.640

1 - Adam Junior: Oh share with one of your staff, you and I haven't sushi years ago.

666

02:12:37.980 --> 02:12:39.120

1 - Adam Junior: up in northern California.

667

02:12:40.140 --> 02:12:42.150

1 - Adam Junior: I just said, you know it's it's one of those.

668

02:12:43.230 --> 02:12:50.940

1 - Adam Junior: I almost felt like man, the student became the master and here I am like learning from just like such a beautiful thing and seeing what you've created and.

669

02:12:51.900 --> 02:12:59.520

1 - Adam Junior: Man I literally wrote a list of everyone that I have been in enrolled in their things right their courses.

670

02:13:00.060 --> 02:13:10.950

1 - Adam Junior: And and really just a technology piece, you made it so simple today, I was really born for this, the speaking, and I just get the whole flow and I can't believe Julius.

671

02:13:11.790 --> 02:13:21.150

1 - Adam Junior: i'm like she's be selling the fountain of youth up there, like telling me to create kampmann wall move to wherever you are start drinking that water.

672

02:13:21.240 --> 02:13:22.890

1 - Pedro Adao: You can just put that dirt and bottles.

673

02:13:23.340 --> 02:13:23.640

Their.

674

02:13:25.320 --> 02:13:34.770

1 - Adam Junior: whole family and I just wanted, I just wanted to thank you i'll see you in Vegas love you and i'm just so proud of you man it's just a beautiful beautiful journey to watch you.

675

02:13:35.310 --> 02:13:39.780

1 - Pedro Adao: Thanks man hey are you are you guys are still in in neuromarketing or no.

676

02:13:39.840 --> 02:13:44.730

1 - Adam Junior: haven't you know crazy went from there went into solar.

677

02:13:45.210 --> 02:13:49.950

1 - Adam Junior: Okay went into CBD and hemp and then financial services.

678

02:13:50.160 --> 02:13:51.570

1 - Pedro Adao: Oh yeah awesome awesome.

679

02:13:51.630 --> 02:13:52.470

1 - Adam Junior: I guess.

680

02:13:52.590 --> 02:13:56.400

1 - Adam Junior: I can't do the grind, this is what I meant, for I meant for doing it bigger mean.

681

02:13:56.910 --> 02:13:58.020

1 - Pedro Adao: each other just you know how to.

682

02:13:58.140 --> 02:13:59.460

1 - Adam Junior: get to get the voice out there.

683

02:13:59.730 --> 02:14:00.180

1 - Pedro Adao: yeah.

684

02:14:00.750 --> 02:14:01.560

1 - Adam Junior: make a difference.

685

02:14:01.680 --> 02:14:06.150

1 - Pedro Adao: let's go man you guys, are you guys are powerful speakers and trainers on this, this is a.

686

02:14:07.170 --> 02:14:15.870

1 - Pedro Adao: guys, if you have that background Okay, if you have if you've done some speaking some training if you've done that, and got the experience.

687

02:14:16.350 --> 02:14:24.480

1 - Pedro Adao: Of, then this is only going to be like a massive like a lot, you know megaphone launching pad.

688

02:14:25.410 --> 02:14:40.290

1 - Pedro Adao: How many guys have done speaking training in inner is network marketing direct sales door to door, maybe you were in your corporate life, you did some that stuff anybody right besides so much and guess what the rest of you, you get to do it here.

689

02:14:42.150 --> 02:14:50.730

1 - Pedro Adao: Are you doing here and learn these skills here, and no one has to, and no one has to hire you or you don't have to wait for someone to give you a chance you give your own chance.

690

02:14:53.130 --> 02:15:03.720

1 - Pedro Adao: that's why that's why i'm in one of our other programs, we, the minute that people join one of our programs what we do is we my oh it's actually was supposed to that's idea my wife.

691

02:15:04.710 --> 02:15:13.740

1 - Pedro Adao: We give them a 30 day live challenge well actually challenge people when in our in our other coaching program to go live for 30 days in a row.

692

02:15:16.980 --> 02:15:25.740

1 - Pedro Adao: Just to start to get over that little fear that just talking about and start putting putting yourself out there, finding your voice good hey guys here i'm walking my dog or.

693

02:15:26.130 --> 02:15:36.240

1 - Pedro Adao: You know where we talk about whatever you want right and so guys, if you have a speaking background training background, this is going to be a instant multiplier.

694

02:15:36.720 --> 02:15:47.130

1 - Pedro Adao: But if you're new to that this will give you a chance to build those skills build those chops and do that here so awesome awesome Scott and good to see you man i'll see in Vegas bro.

695

02:15:47.640 --> 02:15:59.550

1 - Pedro Adao: Scott anybody else that you want me to TEE up, I think we also we promised the hot seat to you guys want to see that you guys want to do that hot seat with i'm Member Member.

696

02:16:00.210 --> 02:16:03.570

1 - Pedro Adao: ssl to seal or Cecilia hey let's bring her up.

697

02:16:05.070 --> 02:16:11.880

1 - Pedro Adao: let's today's all about like throwback Nick remember let's throw all the way back to a Wednesday.

698

02:16:13.980 --> 02:16:14.580

1 - Cecelia Morris: over here.

699

02:16:15.360 --> 02:16:18.660

1 - Pedro Adao: Let me tell you guys what this is, I call this the crusher timewarp.

700

02:16:20.730 --> 02:16:21.030

1 - Cecelia Morris: me.

701

02:16:21.570 --> 02:16:25.710

1 - Pedro Adao: Really literally how many guys like Wednesday feels like a month ago.

702

02:16:28.260 --> 02:16:29.670

1 - Pedro Adao: Wednesday was two days ago.

703

02:16:30.000 --> 02:16:45.090

1 - Pedro Adao: Right or was it felt like a month because literally you have you have grown so much you have expanded so much you that literally it's like you've you've expanded more in two days, then usually in the last couple of months.

704

02:16:45.270 --> 02:16:48.420

1 - Pedro Adao: And sorry it seems like it was two months ago, three years ago.

705

02:16:48.630 --> 02:16:50.820

1 - Pedro Adao: And guys that's how you collapse time.

706

02:16:52.830 --> 02:17:03.180

1 - Pedro Adao: So I loved I loved how, in June, it was it was like hey i'm 54 send me guys are 6474 and you're like hey I don't have another 3040 years to figure this out.

707

02:17:04.380 --> 02:17:11.910

1 - Pedro Adao: Tony guys this path i'm showing you guys that we laid out today the full playbook generational wealth in three to five years.

708

02:17:13.680 --> 02:17:16.140

1 - Pedro Adao: generational wealth and three to five years.

709

02:17:19.470 --> 02:17:30.360

1 - Pedro Adao: So there's like no it's gonna take some work yeah and you're going to have to you know the answer is coming on doing one challenge a year okay that's probably doing at least three to four challenges here.

710

02:17:31.650 --> 02:17:43.320

1 - Pedro Adao: But that's why I love this morning guys it collapses time so Cecilia was here, and she was like a drop dead challenges I made some money i'm doing great and then my last couple of challenges, starting to kind of peter out a little bit.

711

02:17:43.650 --> 02:17:46.770

1 - Pedro Adao: And I was like well send me your stuff let me see if I can help you.

712

02:17:47.190 --> 02:17:48.330

1 - Pedro Adao: Remember that conversation.

713

02:17:48.720 --> 02:17:55.440

1 - Cecelia Morris: I sure do, and you have been delivered the heat Meyer unicorns and rainbows all freaking link.

714

02:17:57.870 --> 02:17:59.490

1 - Cecelia Morris: There on for you today, by the way.

715

02:17:59.910 --> 02:18:03.870

1 - Pedro Adao: I love it I love I wish I had some good here, this is all I got i'm like praying to God.

716

02:18:04.320 --> 02:18:05.040

1 - Pedro Adao: Let me keep it.

717

02:18:07.020 --> 02:18:12.270

1 - Pedro Adao: is building my faith my faith is growing having a prayer to keep my hair every day i'm like Lord please don't let me go back.

718

02:18:13.110 --> 02:18:16.020

1 - Pedro Adao: I have a I have a I think I have a conehead I wouldn't.

719

02:18:16.200 --> 02:18:19.860

1 - Pedro Adao: Some men look very handsome ball right David Carey.

720

02:18:19.890 --> 02:18:20.490

1 - Cecelia Morris: Well, as.

721

02:18:20.940 --> 02:18:32.880

1 - Pedro Adao: In a Garret you can pull it off your eye area Jackson you don't get too I I, I know I don't know i'm very nervous I don't think that worked for me i'm like please Lord, please let me keep my head.

722

02:18:33.660 --> 02:18:41.040

1 - Pedro Adao: Alright, so Sicilian challenges, how much in total, have you made it was like 60 or something like that.

723

02:18:41.190 --> 02:18:47.670

1 - Cecelia Morris: yeah and I did the math overall it's about 45 K net when you figure out my Facebook ads.

724

02:18:49.140 --> 02:18:50.640

1 - Pedro Adao: 45,000 profit.

725

02:18:52.320 --> 02:19:05.550

1 - Pedro Adao: let's go not too shabby not too shabby for running a handful of challenges, so let's take a look, you want you and you want to pull it up Scott, can you guys pull it up shot Scott share the screen let's look at that we're going to look at our challenge.

726

02:19:06.900 --> 02:19:18.450

1 - Pedro Adao: And i'm gonna see if I can give her some pointers um first of all, Cecilia have you learned some stuff watching me do my challenge this week that you're going to implement into your challenges just from what you've seen me do this week.

727

02:19:18.900 --> 02:19:20.940

1 - Cecelia Morris: Oh gosh yes for sure, and that will.

728

02:19:20.940 --> 02:19:21.120

Give.

729

02:19:22.380 --> 02:19:35.610

1 - Cecelia Morris: me, one thing is i'm going to get a challenge kamba banner thing he set up for my challenges, I am going to implement your tier structure for the zoom that's doing right now.

730

02:19:36.000 --> 02:19:47.910

1 - Cecelia Morris: And I am going to do a better job of making sure that I don't just take any of everybody, but I get those right fit people come into the Facebook group that are ready to take action.

731

02:19:48.420 --> 02:19:51.210

1 - Pedro Adao: Well, and just those three tweaks alone.

732

02:19:52.440 --> 02:19:55.560

1 - Pedro Adao: What, what do you think it's going to do for your challenge in your business.

733

02:19:56.400 --> 02:20:04.290

1 - Cecelia Morris: Well, that tweak of getting the right people should five X 10 X my income because I won't be getting the tire kickers on the looky Loos.

734

02:20:04.770 --> 02:20:22.740

1 - Cecelia Morris: i'm having the tiered structure for the VIP zoom will give them a sense of urgency and promo because they are going to know you don't take action you're going to be missing out or you're gonna make more money and being I forgot the second one sit me on the hot seat.

735

02:20:22.830 --> 02:20:23.640

oops okay.

736

02:20:24.990 --> 02:20:32.730

1 - Pedro Adao: All right, so guys, so this is, this is the challenge page facility has been using right so then it's the one that you've been using.

737

02:20:32.910 --> 02:20:40.140

1 - Pedro Adao: yeah Okay, so let me can give me some just real straight feedback about hawking maintenance how I think you can make this so much better.

738

02:20:40.260 --> 02:20:42.120

1 - Cecelia Morris: that's what I want demonstration okay.

739

02:20:42.810 --> 02:20:45.900

1 - Pedro Adao: Okay awesome well the first the best advice I can give you is.

740

02:20:46.950 --> 02:20:49.680

1 - Pedro Adao: If you haven't already when you join the workshop you're gonna get my template.

741

02:20:50.280 --> 02:21:05.520

1 - Pedro Adao: Okay, so when you join the workshop i'm not sure what software using but if you're on click funnels and you're going to literally get my click funnel share funnel so you can literally just use the exact same funnel and you guys saw me using movement maker.

742

02:21:05.910 --> 02:21:11.070

1 - Pedro Adao: And literally giving you guys that exact same funnel and you can pull into your quick poll software.

743

02:21:12.300 --> 02:21:18.510

1 - Pedro Adao: As a bonus when you join crusher workshop okay so i'm going to give you feedback on this page but.

744

02:21:19.560 --> 02:21:23.760

1 - Pedro Adao: You don't really need it, if you just joined crusher workshop you'll have my template you can just kind of.

745

02:21:25.020 --> 02:21:27.270

1 - Pedro Adao: You know fill in the blank stares that make sense.

746

02:21:27.630 --> 02:21:32.850

1 - Pedro Adao: Totally but here okay so here's some of the here's some of the things I think you can do to improve this okay.

747

02:21:33.150 --> 02:21:35.310

1 - Pedro Adao: I think you already got to some of the problems.

748

02:21:35.670 --> 02:21:38.550

1 - Pedro Adao: right because right now right.

749

02:21:39.780 --> 02:21:55.020

1 - Pedro Adao: Here is the promise free three day masterclass automate your business with Facebook ads okay so that's the promise automate your misery with Facebook ads create highly profitable and.

750

02:21:55.920 --> 02:22:02.550

1 - Pedro Adao: I thought to offer experienced or tech overwhelm okay so guys how many guys see that's the big promise here you guys see that.

751

02:22:04.020 --> 02:22:06.210

1 - Pedro Adao: So that's Our big problem is but what's the big problem.

752

02:22:08.640 --> 02:22:11.340

1 - Pedro Adao: what's the big problem put in the chat once the big problem.

753

02:22:12.000 --> 02:22:13.530

1 - Cecelia Morris: Not call it out by people.

754

02:22:13.860 --> 02:22:17.100

1 - Pedro Adao: that's right because you told me last there's no who.

755

02:22:17.610 --> 02:22:21.720

1 - Pedro Adao: Were I was literally is no who, because this could be for anybody in the world.

756

02:22:22.050 --> 02:22:27.300

1 - Pedro Adao: Who wants to run Facebook ads which that is not a niche that isn't whole industry.

757

02:22:29.130 --> 02:22:32.760

1 - Pedro Adao: And, and when I was talking to you last time you said you work with network marketers right.

758

02:22:33.750 --> 02:22:35.520

1 - Cecelia Morris: Network them affiliate marketers yep.

759

02:22:35.790 --> 02:22:45.900

1 - Pedro Adao: Okay, which to me that right there is not the same affiliate marketers are affiliate marketers and I think network marketers are network marketers.

760

02:22:47.700 --> 02:22:52.530

1 - Pedro Adao: I would just push back a little bit I don't think affiliate marketers see themselves as network marketers.

761

02:22:54.210 --> 02:23:04.800

1 - Pedro Adao: And I never markers may call them may think they're affiliated doing affiliate stuff, but I think there, I think, even those two are different, you see that cilia.

762

02:23:05.280 --> 02:23:06.480

1 - Cecelia Morris: He was just saying i'm yep.

763

02:23:06.810 --> 02:23:25.380

1 - Pedro Adao: yeah okay so right there there's no who so it's super super broad super niche various there's a million other people talking about Facebook ads with way bigger names way bigger lists so like the written, the reality is if someone saw this unless they really knew you Celia.

764

02:23:25.590 --> 02:23:27.540

1 - Pedro Adao: let's say they actually knew you.

765

02:23:29.130 --> 02:23:31.800

1 - Pedro Adao: Know i'm not sure why they would jump into this okay.

766

02:23:31.830 --> 02:23:37.170

1 - Cecelia Morris: Oh, the ass that i'm running to this, I am targeting a network marketing audience like.

767

02:23:37.200 --> 02:23:48.420

1 - Cecelia Morris: All the big names airport Ray higdon yeah that's one and then my second ad targeting a social media marketer so i'm doing two separate Apps to lead to this landing page.

768

02:23:48.870 --> 02:23:52.140

1 - Pedro Adao: Okay alright so again, though, is also different okay.

769

02:23:52.440 --> 02:24:04.860

1 - Pedro Adao: yeah yeah thing to hear is um Okay, the social proof this part you're doing good you got some good social proof in here, but I won't even take this and make this a little bit bigger.

770

02:24:05.550 --> 02:24:20.580

1 - Pedro Adao: Our can look at our page and kind of just kind of make it a little bit more a little bit easier read a little bit kind of use pictures more, but you got you got some good social proof Okay, but I would say that if you just looked at our page, you can make this page a lot better.

771

02:24:20.820 --> 02:24:23.040

1 - Pedro Adao: By moving our template use our template.

772

02:24:23.610 --> 02:24:27.570

1 - Pedro Adao: And I think, by calling out your who, by name, specifically.

773

02:24:27.960 --> 02:24:30.540

1 - Pedro Adao: More so you're not giving away any prizes.

774

02:24:31.110 --> 02:24:39.960

1 - Pedro Adao: prizes are a cool little feature of the art challenge framework right that if you offer people prizes you know I kind of get some showing up a little bit.

775

02:24:40.320 --> 02:24:42.240

1 - Pedro Adao: And so I would say that the biggest.

776

02:24:42.960 --> 02:24:47.070

1 - Pedro Adao: Feedback is our definitely niche this thing down way way way way tighter.

777

02:24:48.510 --> 02:25:04.350

1 - Pedro Adao: change that give this challenge different name and then the name is lost a little bit too broad right, and then I would incorporate a couple of prizes and then I would feature testimonials exclusively if you have them from your right fit who.

778

02:25:05.250 --> 02:25:09.990

1 - Pedro Adao: I grew my i've followed the silliest program I grew my team from two to 11.

779

02:25:11.220 --> 02:25:23.190

1 - Pedro Adao: Okay, I used her process and I sold I added I had I think five new customers within seven days of using, so I would tell your testimonials to the exactly the people that you're trying to serve.

780

02:25:25.410 --> 02:25:25.620

1 - Pedro Adao: I mean.

781

02:25:26.280 --> 02:25:39.450

1 - Pedro Adao: yeah and then and then what you can do if you're really going after network marketers, then you know what I would do is you, I would try and get a guy like a ray higdon to be a guest speaker on one of your challenge.

782

02:25:39.720 --> 02:25:40.170

wow.

783

02:25:41.910 --> 02:25:49.770

1 - Pedro Adao: see why would they do that well I know right he's a nice guy second of all he's in the network marketing space.

784

02:25:50.640 --> 02:26:05.670

1 - Pedro Adao: He would probably love the free exposure So if you are running a challenge and you and you were going to run some ads you're like hey Ray i'm running a challenge i'm in the network marketing space, just like you I teach Facebook ads I know your ray's big thing is all reels.

785

02:26:05.760 --> 02:26:06.510

1 - Pedro Adao: And again yeah.

786

02:26:06.810 --> 02:26:07.200

1 - Cecelia Morris: yeah hey.

787

02:26:07.260 --> 02:26:16.260

1 - Pedro Adao: I teach some Facebook ads which you know I love the work that you do um hey you know, would you be willing to come on, and let me interview you for half an hour.

788

02:26:18.420 --> 02:26:27.930

1 - Pedro Adao: He might say awesome sure Okay, now it let's say raise busy can do it well who else could you hit up.

789

02:26:30.000 --> 02:26:30.600

1 - Cecelia Morris: JESSICA.

790

02:26:32.400 --> 02:26:33.330

1 - Pedro Adao: JESSICA right.

791

02:26:33.570 --> 02:26:36.720

1 - Pedro Adao: But there's plenty of people in the network marketing industry.

792

02:26:37.050 --> 02:26:41.460

1 - Pedro Adao: And you could probably get on there to be a Co host and guest hosts make an appearance now.

793

02:26:42.150 --> 02:26:45.270

1 - Pedro Adao: The challenge is like another it's like a it's like a.

794

02:26:46.500 --> 02:26:50.460

1 - Pedro Adao: it's just another virtual stage if somebody would come on your podcast.

795

02:26:52.320 --> 02:27:00.360

1 - Pedro Adao: And this is the most surprising to me i've seen big name speakers go on podcasts that have almost no audience.

796

02:27:02.400 --> 02:27:18.720

1 - Pedro Adao: And i'm like why, having that person go on this such a small podcast it just tells you that people, even though they have a name for themselves are still willing to carve out some time to go places to get extra exposure of the people they want to serve.

797

02:27:20.790 --> 02:27:29.520

1 - Pedro Adao: So I think when you have a niche Cecilia that's your clarity about network marketers direct sales now a guy like Ray higdon or someone like that.

798

02:27:29.760 --> 02:27:39.630

1 - Pedro Adao: is more inclined to want to come, be a guest on your challenge because he knows that you're going to put him in front of other people that may like him follow him and be his customer too.

799

02:27:41.520 --> 02:27:46.650

1 - Pedro Adao: But yeah none as as possible guys when you don't want to micromanage.

800

02:27:47.910 --> 02:27:50.460

1 - Pedro Adao: Why do you think me and Russell work so well together.

801

02:27:52.020 --> 02:27:54.150

1 - Pedro Adao: Because i'm not trying to be the fall guy.

802

02:27:55.350 --> 02:27:59.730

1 - Pedro Adao: I don't have funnel building software i'm not competing with Russell.

803

02:28:01.380 --> 02:28:06.690

1 - Pedro Adao: Russell is the funnel guy great Russell you be the funnel guy i'll be the challenge guy.

804

02:28:08.610 --> 02:28:11.760

1 - Pedro Adao: you're the funnel guy but i'll be the challenge funnel guy.

805

02:28:13.980 --> 02:28:25.170

1 - Pedro Adao: And i'm actually going to get more customers to use click funnels because challenges are easier to do than anything else and russell's like yeah you're right so now Russell can promote me.

806

02:28:26.910 --> 02:28:38.580

1 - Pedro Adao: that's actually how a homeboy was it john i'm bad at names wasn't in john john McCain that's how john got here Russell sent him an email.

807

02:28:39.990 --> 02:28:42.990

1 - Pedro Adao: showing him my fhl talk from a year ago.

808

02:28:45.120 --> 02:28:49.770

1 - Pedro Adao: But would Russell ever promote me if I was doing the exact same thing he was doing no.

809

02:28:51.060 --> 02:29:01.110

1 - Pedro Adao: But because i'm micro niche and i'm not trying to meet the funnel guy like he is i'm i'm i'm I love being the challenge funnel guy.

810

02:29:02.700 --> 02:29:09.420

1 - Pedro Adao: Now me and Russell don't compete we cooperate I send him customers he sends me customers.

811

02:29:09.510 --> 02:29:09.750

yeah.

812

02:29:11.370 --> 02:29:22.710

1 - Pedro Adao: Because I think eventually at some point you guys are all going to want to use a funnel to run one of your challenges now you don't need a funnel to run your first challenge you literally just in your cell phone.

813

02:29:25.350 --> 02:29:33.090

1 - Pedro Adao: But a lot of times you you a lot of times people struggle to get people to cooperate with them because you're trying to the exact same thing.

814

02:29:33.510 --> 02:29:33.720

yeah.

815

02:29:34.920 --> 02:29:48.180

1 - Pedro Adao: So why not niche down, why not niche down find synergy correct this is and find a way to collaborate not compete and that's how you can start to build your list get exposure get new customers.

816

02:29:49.230 --> 02:29:59.490

1 - Pedro Adao: I said that's My advice to you okay you're already know how challenges are awesome you've already made some money I sure hope you're going to take some of your 45,000 of profit.

817

02:30:00.030 --> 02:30:06.870

1 - Pedro Adao: I sure hope you're taking some of that profit and investing into the workshop, so I can you can let me help you level this thing up okay.

818

02:30:07.470 --> 02:30:09.240

1 - Cecelia Morris: sounds exciting a Malian.

819

02:30:10.020 --> 02:30:12.240

1 - Pedro Adao: Beautiful I sell you thanks so much thank.

820

02:30:12.270 --> 02:30:13.740

1 - Pedro Adao: You you're welcome.

821

02:30:13.830 --> 02:30:16.110

1 - Pedro Adao: Alright guys Scott who's next.

822

02:30:17.970 --> 02:30:20.550

1 - Pedro Adao: Who is next, and I think Scott, do we have.

823

02:30:21.990 --> 02:30:22.980

1 - Pedro Adao: discussed so here.

824

02:30:23.190 --> 02:30:24.240

Scott Benham: i'm here yep.

825

02:30:24.600 --> 02:30:26.430

1 - Pedro Adao: Or do we were supposed to be somewhere else.

826

02:30:26.970 --> 02:30:28.980

Scott Benham: it's all right, this is where we're supposed to be.

827

02:30:29.880 --> 02:30:30.300

1 - Pedro Adao: All right.

828

02:30:30.540 --> 02:30:32.820

1 - Pedro Adao: I have a hard stop at in 20 minutes okay.

829

02:30:34.590 --> 02:30:35.760

1 - Pedro Adao: 20 minutes guys.

830

02:30:36.630 --> 02:30:39.900

1 - Pedro Adao: What you want you to do next move crush it workshop.

831

02:30:39.930 --> 02:30:40.740

calm.

832

02:30:42.210 --> 02:30:53.910

1 - Pedro Adao: Pressure workshop.com let's go to parties just getting started, yes, you can wait till Sunday, yes, no problem This offer is available through the weekend.

833

02:30:54.780 --> 02:31:00.390

1 - Pedro Adao: But the crusher Quick Start fast action bonus for you guys only does go away tonight.

834

02:31:01.170 --> 02:31:17.580

1 - Pedro Adao: i'm doing that on purpose, I would much rather how many you guys think let's just put on your logical plan your logical thinking out for a second how many guys just think logically in make it'd be a better use of your weekend to actually be working on your challenge.

835

02:31:18.780 --> 02:31:22.170

1 - Pedro Adao: versus losing sleep and time and money thinking about.

836

02:31:22.680 --> 02:31:24.510

1 - Pedro Adao: Whether you're going to join or not.

837

02:31:26.340 --> 02:31:28.200

1 - Pedro Adao: Especially when you know you're going to do this.

838

02:31:29.520 --> 02:31:42.300

1 - Pedro Adao: Because you'd be nuts, not to do it and you any you're not nuts, because you wouldn't be here this deep as far this wasn't for you so guys don't waste your week in wrestling with doing it or not doing it.

839

02:31:43.500 --> 02:31:55.530

1 - Pedro Adao: let's go and use your weekend and move your life forward right guys the fast action bonus is a a literally challenge graphic the challenge graphic in Canada.

840

02:31:56.250 --> 02:32:06.690

1 - Pedro Adao: With a tutorial to show you how you can even if you don't have any graphic design skills and you can use canvas to make your challenge graphic.

841

02:32:06.990 --> 02:32:15.540

1 - Pedro Adao: Look, as awesome as ours we're going to give you literally my challenge graphic in Canada and then tutorial on how to modify that.

842

02:32:16.410 --> 02:32:23.640

1 - Pedro Adao: we're also going to give you my eight figure challenge design worksheet now on one piece of paper front and back.

843

02:32:24.090 --> 02:32:34.260

1 - Pedro Adao: it's going to walk you, through your who your what your offer the problem that you solve your movement based messaging to ask you the seven essential challenges nine questions.

844

02:32:34.740 --> 02:32:43.560

1 - Pedro Adao: And then it's going to go ahead and the back, page, have you started late think about laying out your content you're going to teach okay.

845

02:32:44.430 --> 02:32:57.090

1 - Pedro Adao: So all there plus I have a challenge design training that I did for Russell brunson people can't believe that was the \$25,000 coaching program and then a little kickoff call.

846

02:32:57.810 --> 02:33:06.720

1 - Pedro Adao: for designing your challenge you guys get that immediately, you can start watching that so between now and Tuesday you're making progress okay so.

847

02:33:07.380 --> 02:33:25.140

1 - Pedro Adao: that's the fast action of probably missing one thing too, but it's like over 5000 a value and it's just Scott put that in the chat you know mine but then the chat and the fast action bonuses guys will be delivered tomorrow I just came up with those this morning real talk.

848

02:33:27.720 --> 02:33:31.590

1 - Pedro Adao: So I gotta get my team leads a day to get those packages for you guys.

849

02:33:32.610 --> 02:33:44.910

1 - Pedro Adao: So you guys will have those tomorrow okay and i'm just going to drop the link here crush it workshop.com let's go okay all right questions i'm going to come to serena.

850

02:33:46.110 --> 02:33:49.740

1 - Pedro Adao: serena you've had amazing energy this whole time i've been watching you.

851

02:33:51.330 --> 02:33:57.090

1 - Pedro Adao: I want to chat with you for a quick second here to how my friend, how can I serve you what's your quick question.

852

02:33:57.210 --> 02:33:58.740

1 - Pedro Adao: Questions thoughts feedback.

853

02:33:58.860 --> 02:33:59.280

1 - Pedro Adao: How are you.

854

02:34:00.030 --> 02:34:02.790

Serena TRU wellTH: i'm great Thank you and it's surrender like serenity.

855

02:34:03.330 --> 02:34:06.030

1 - Pedro Adao: serenity not serene Okay, I thought I was thinking tennis.

856

02:34:06.570 --> 02:34:08.190

Serena TRU wellTH: I know it's hard.

857

02:34:08.400 --> 02:34:09.360

1 - Pedro Adao: When I love it.

858

02:34:09.870 --> 02:34:10.680

1 - Pedro Adao: i'm all for that.

859

02:34:11.430 --> 02:34:22.740

Serena TRU wellTH: Thank you, I just wanted to say thank you to you and I really wanted to say thank you for bringing Barry on today like she was total rock star didn't know her at all, and I have a girl crush to now.

860

02:34:24.480 --> 02:34:31.470

Serena TRU wellTH: i'm part of her fan club now um and so today, she was talking more about the and my question is about.

861

02:34:32.670 --> 02:34:40.410

Serena TRU wellTH: The framework, like the challenge framework, and I just wanted to make sure that I understand understood correctly, what she was talking about, and that.

862

02:34:40.920 --> 02:34:53.130

Serena TRU wellTH: you're i'm sure you're going to go more in depth in the training, but just a high level she had talked about teaching at a high level and talking about the problem, the solution and the mindset Is that correct when we're creating our three days or five days.

863

02:34:54.270 --> 02:35:07.230

Serena TRU wellTH: And again, she had said that when we're creating our challenge framework so like the content that we're actually presenting that we focus on the problem, the solution and the mindset.

864

02:35:08.670 --> 02:35:16.320

1 - Pedro Adao: yeah Okay, so that framework, so the problems Lucia mindset like i'm pretty sure she was talking more about designing your high ticket offer.

865

02:35:17.730 --> 02:35:24.990

1 - Pedro Adao: and designing your virtual event with that Okay, so that wasn't so much challenge Pacific.

866

02:35:25.410 --> 02:35:40.800

1 - Pedro Adao: Okay yeah it can apply to a challenge right because think about it, have an eye every day and every day there's been content right we've shared content we've also we've also have talked about some mindset.

867

02:35:41.880 --> 02:35:55.350

1 - Pedro Adao: mindset specific questions and issues related to that content right have you guys seen on the fill the fire on your homework worksheets that almost every day, we had a little section at the bottom for mindset.

868

02:35:56.850 --> 02:36:02.790

1 - Pedro Adao: Because there are mindset traps and every step of the process.

869

02:36:04.350 --> 02:36:13.920

1 - Pedro Adao: So let's take step one micro niche there is a how many guys have how many of you have already had to fight through some mindset limiting beliefs around micro niche.

870

02:36:15.600 --> 02:36:26.520

1 - Pedro Adao: I don't have one I can't have one I don't know what mine is Mrs confusing, this seems too difficult, what if I don't have a micro niche.

871

02:36:29.040 --> 02:36:35.400

1 - Pedro Adao: How would I know my micro niches even correct, however, now my migraine or if I just knew my micro niche.

872

02:36:37.740 --> 02:36:44.790

1 - Pedro Adao: All this always happens to me, I always see something and then I can do it stories lies limiting belief blah blah garbage.

873

02:36:46.140 --> 02:36:54.060

1 - Pedro Adao: Okay, so when it comes to Oh, if I micro niche i'm going to lose a lot of money because i'm going to miss out on customers Li na.

874

02:36:54.420 --> 02:37:04.890

1 - Pedro Adao: Okay, so there's just with micro niche I gave you guys a worksheet because there's limiting beliefs there's a mindset that you're gonna have to get into to actually successfully do step one.

875

02:37:06.120 --> 02:37:06.960

1 - Pedro Adao: I mean, I see that.

876

02:37:08.100 --> 02:37:11.370

1 - Pedro Adao: and on date, then, and then we taught movement based messaging.

877

02:37:12.540 --> 02:37:19.050

1 - Pedro Adao: How to take a stand for someone your your who how you know how to take them on how to offer them a path of transformation.

878

02:37:20.370 --> 02:37:32.280

1 - Pedro Adao: All kinds of more limiting beliefs i'm not a movement maker i'm just a housewife i'm a housekeeper i'm a bookkeeper I you know i'm just a blah blah i'm just whatever.

879

02:37:33.540 --> 02:37:40.350

1 - Pedro Adao: here's the biggest lie, as some of you guys are still gently when i'm not a movement maker on just a.

880

02:37:49.050 --> 02:37:52.410

1 - Pedro Adao: How many guys right now that's something you're wrestling with i'm just a.

881

02:37:53.670 --> 02:38:04.980

1 - Pedro Adao: Right i'm just a guy and guess what I was just I was just a financial planner living in obscurity, four years ago, good thing I didn't let that stop me.

882

02:38:07.080 --> 02:38:11.310

1 - Pedro Adao: or better put good thing I got tricked into doing this.

883

02:38:14.430 --> 02:38:25.710

1 - Pedro Adao: But what I got tricked into and I had to figure out by accident now I can invite you to doing it intentionally on purpose with a proven playbook.

884

02:38:28.440 --> 02:38:28.950

1 - Pedro Adao: Okay.

885

02:38:30.030 --> 02:38:36.930

1 - Pedro Adao: So this is just a trash garbage thinking not going to serve you.

886

02:38:38.400 --> 02:38:53.130

1 - Pedro Adao: You know, when you just are you are just right here at the right time with with the right thing in front of you ready to go you're just one decision away from getting on a track to actually lining up your life with impact and income that's your just.

887

02:38:54.240 --> 02:39:00.600

1 - Pedro Adao: Your life is just about to get started, how about these thoughts these beliefs these mindset shifts.

888

02:39:01.320 --> 02:39:21.120

1 - Pedro Adao: Okay challenges I can't run a challenge i'm too shy i'm introverted Oh, you know i'm too tall too short too skinny too fat to white to black to ball to this i'm just too I can't run a challenge i'm just to another bunch of garments lives excuses not true.

889

02:39:24.720 --> 02:39:34.290

1 - Pedro Adao: Every one of these steps, there is a mindset piece then you're going to have to work through so so that part so that part of the framework.

890

02:39:36.210 --> 02:39:44.820

1 - Pedro Adao: serena is is is it can hold true a lot of what Barry does teach and what my teaching challenges, there is a lot of crossover.

891

02:39:45.240 --> 02:39:55.590

1 - Pedro Adao: Which is great, because once you guys get good with your challenges and you're ready to take on a virtual event when you're ready for that big for that purpose, driven payday.

892

02:39:56.010 --> 02:40:06.750

1 - Pedro Adao: All of your experience that you gather doing challenges is going to set you up to look like a pro for your virtual event Okay, how do I know that.

893

02:40:08.880 --> 02:40:14.550

1 - Pedro Adao: I didn't think I know that because guess what there was a time or Pedro this first ever virtual event.

894

02:40:16.140 --> 02:40:17.040

1 - Pedro Adao: And when I was.

895

02:40:18.210 --> 02:40:19.020

1 - Pedro Adao: Two years ago.

896

02:40:20.610 --> 02:40:23.550

1 - Pedro Adao: I did my first ever virtual event not 10 two years ago.

897

02:40:25.680 --> 02:40:33.630

1 - Pedro Adao: I was bonkers nervous I flew to North Carolina or South Carolina to variant blue studio okay I hate.

898

02:40:34.170 --> 02:40:50.520

1 - Pedro Adao: I hate traveling that far I hate time zones, I love my time zone, I have horrible jet lag I I fly to North Carolina and South Carolina it's three hour time zone change i'm doing something i've never done before.

899

02:40:53.100 --> 02:41:03.690

1 - Pedro Adao: i'm doing something for the very first time that i've never done before, and most of my experience when it comes to live events in person.

900

02:41:05.460 --> 02:41:16.140

1 - Pedro Adao: i've done hundreds of in person retirement workshops and I had done, I believe, three in person 100 X events and conferences.

901

02:41:16.410 --> 02:41:30.030

1 - Pedro Adao: So in my mind in person surrender many people in the room, which I love people in the room, I love talking to you put people like it's my vibe energy there's a feedback, I can jam with them.

902

02:41:30.420 --> 02:41:42.900

1 - Pedro Adao: guess what now my first time in a studio is big ass warehouse and i'm talking to like 14 or 18 screens and there's just 1000 faces on the screens.

903

02:41:44.970 --> 02:41:49.710

1 - Pedro Adao: And the whole three days guys can tell you nervous.

904

02:41:51.240 --> 02:41:54.600

1 - Pedro Adao: nervous every single day of the three days.

905

02:41:57.540 --> 02:42:07.170

1 - Pedro Adao: Literally I I deliver passion content i'm training my face off and I walk off the stage and i'm like was any good.

906

02:42:08.580 --> 02:42:14.370

1 - Pedro Adao: she's like I was amazing i'm like are you sure because, like, I was used to I there was nothing.

907

02:42:15.060 --> 02:42:31.620

1 - Pedro Adao: I was used to feeling the people's energy and the vibe off the crowd and now the crowd is all on screens and I didn't even I I didn't know how addicted I was to needing people in the room, so I didn't know I didn't even know how to evaluate myself.

908

02:42:34.770 --> 02:42:37.830

1 - Pedro Adao: Can I tell you guys, though, that first virtual event.

909

02:42:39.120 --> 02:42:41.520

1 - Pedro Adao: was our first ever purpose driven payday.

910

02:42:44.910 --> 02:42:50.940

1 - Pedro Adao: The people that jumped into our crusher program back then literally Those are some of.

911

02:42:51.960 --> 02:43:01.590

1 - Pedro Adao: The biggest testimonials now we have were people that were in that program good thing I wasn't afraid to do something for the first time.

912

02:43:04.290 --> 02:43:10.410

1 - Pedro Adao: good thing I wasn't a good thing I wasn't unwilling to to be nervous and scared i'm scared for three full days.

913

02:43:14.490 --> 02:43:15.720

1 - Pedro Adao: As you want know the outcome.

914

02:43:17.880 --> 02:43:23.400

1 - Pedro Adao: In over 425 people enroll in a \$10,000 coaching Program.

915

02:43:25.590 --> 02:43:26.490

1 - Pedro Adao: Who is good at math.

916

02:43:29.130 --> 02:43:30.450

1 - Pedro Adao: math me.

917

02:43:31.830 --> 02:43:38.700

1 - Pedro Adao: coca didn't put in the chat in the map when 425 people sign up for a \$10,000 coaching Program.

918

02:43:44.970 --> 02:43:47.370

1 - Pedro Adao: Kansas \$4.2 million weekend.

919

02:43:54.600 --> 02:43:55.770

1 - Pedro Adao: And I did it afraid.

920

02:43:56.820 --> 02:43:57.870

1 - Pedro Adao: For the first time.

921

02:43:59.610 --> 02:44:09.570

1 - Pedro Adao: And you know, the only reason why I was able to perform and delivered a high level because I had run I believe by that point probably 40 challenges.

922

02:44:11.490 --> 02:44:15.510

1 - Pedro Adao: So by that time I got to my virtual event I had to develop the skills.

923

02:44:16.950 --> 02:44:22.530

1 - Pedro Adao: I actually I don't even know why I was so nervous, because a virtual event isn't just like a challenge just bigger screens.

924

02:44:23.250 --> 02:44:32.280

1 - Pedro Adao: there's no different but, in my mind I got kind of I was like wait a minute there's a lot of screens and there's a stage, and so, in my mind, I was like I thought it was.

925

02:44:33.030 --> 02:44:43.710

1 - Pedro Adao: it's the same thing, whether i'm talking to whether i'm talking to whether i'm here in my office on my one computer like right now, or I met some fancy studio it's the same thing.

926

02:44:45.540 --> 02:44:51.600

1 - Pedro Adao: A little bit more production i'm like wait a minute i'm already doing this what's the big deal, but I didn't realize that till after the event.

927

02:44:52.920 --> 02:44:53.400

1 - Pedro Adao: Okay.

928

02:44:53.520 --> 02:44:56.040

1 - Pedro Adao: So yes, surface run that you want to.

929

02:44:58.020 --> 02:45:02.880

1 - Pedro Adao: People do need mindset training they just they don't just need mindset.

930

02:45:04.590 --> 02:45:10.170

1 - Pedro Adao: Because if you just give a mindset, then, how are they going to be equipped with the tools to actually do the thing okay.

931

02:45:10.500 --> 02:45:18.870

Serena TRU wellTH: that's what i'm wondering if the strategy is kind of similar to a webinar like you have a structure for a webinar you have a structure for a live event and then the structure for the challenge.

932

02:45:19.200 --> 02:45:27.420

Serena TRU wellTH: Is it similar like do you take the webinar and stretched out five days like take it and cut it into five pieces, or like, how do you create that actual structure for the content.

933

02:45:27.570 --> 02:45:39.240

1 - Pedro Adao: yeah and we're going to be spending a whole day on that in we're going to spending a whole one of those five how many guys love the fact that we have five trainings before the workshop.

934

02:45:39.900 --> 02:45:51.840

1 - Pedro Adao: it's brilliant, that is, you know why because i've been to workshops and we've even hosted some workshops and I can tell you right now that people that come to our workshop.

935

02:45:53.070 --> 02:45:57.660

1 - Pedro Adao: prepared leave the workshop run the launch.

936

02:45:59.670 --> 02:46:14.100

1 - Pedro Adao: The people that don't come prepared to the workshop here's what happens they make a lot of progress in those three days they make a ton of progress, their way further along but they leave the workshop with some to do's left.

937

02:46:15.900 --> 02:46:17.730

1 - Pedro Adao: And now there's risk.

938

02:46:19.170 --> 02:46:28.470

1 - Pedro Adao: there's risk are they going to actually finish those two dues, so my goal here is to make sure that when we finish on June 4.

939

02:46:29.160 --> 02:46:45.360

1 - Pedro Adao: Our three day workshop there's no to do is laugh you're done like so those guys, do you think I want to do five extra calls five more days of training, I mean guys like I got a wife I got kids I can use a brain two guys i'm doing as I know, it's what you guys need.

940

02:46:47.730 --> 02:47:03.480

1 - Pedro Adao: i'm done guys this week, like, I know, when you guys need so that you go in those three days it's like this, how many guys have is a great example, have you guys ever bought that um what's that thing where they send you a food in the box Hello fresh.

941

02:47:03.990 --> 02:47:04.710

Serena TRU wellTH: Oh yeah.

942

02:47:05.160 --> 02:47:07.860

1 - Pedro Adao: yeah and you guys ever done Hello first thing or another concept.

943

02:47:10.320 --> 02:47:11.820

1 - Pedro Adao: This is like Hello fresh.

944

02:47:13.140 --> 02:47:16.710

1 - Pedro Adao: Those five days are the ingredients.

945

02:47:17.910 --> 02:47:19.350

1 - Pedro Adao: Each days and ingredient.

946

02:47:21.030 --> 02:47:24.630

1 - Pedro Adao: The workshop is us cooking in the meal together.

947

02:47:26.310 --> 02:47:27.120

Serena TRU wellTH: Great analogy.

948

02:47:27.570 --> 02:47:29.310

1 - Pedro Adao: But if you come to the workshop.

949

02:47:31.290 --> 02:47:41.430

1 - Pedro Adao: And you don't have the ingredients, while i'm cooking with everybody else you're scrambling trying to go to the grocery store dig in your fridge for the ingredients are like oh.

950

02:47:41.970 --> 02:47:49.650

1 - Pedro Adao: So I want you to have the ingredients before you come to the workshop, so now we can just have fun preparing an amazing meal together.

951

02:47:51.840 --> 02:47:52.590

1 - Pedro Adao: make sense.

952

02:47:53.220 --> 02:47:58.440

Serena TRU wellTH: yeah I love it so should should we be planning our challenge, like a couple weeks.

953

02:47:58.470 --> 02:48:00.450

1 - Pedro Adao: out like a week or two yes.

954

02:48:00.630 --> 02:48:01.590

Serena TRU wellTH: Yes, yes.

955

02:48:01.680 --> 02:48:02.970

1 - Pedro Adao: yeah yeah.

956

02:48:03.330 --> 02:48:04.650

1 - Pedro Adao: yeah yes.

957

02:48:04.980 --> 02:48:14.460

1 - Pedro Adao: As much as I love quick action as much as I love do it now do it now guys i'm I designed this sequence this way.

958

02:48:15.510 --> 02:48:18.750

1 - Pedro Adao: that's why that's why the challenge ends today.

959

02:48:19.860 --> 02:48:35.250

1 - Pedro Adao: The offer goes away Sunday and we start Tuesday and the workshop is literally within two weeks because I just like straight guys real talk in years past we got people all fired up all excited.

960

02:48:36.300 --> 02:48:40.980

1 - Pedro Adao: They gave us \$2,000 not 1000 2000.

961

02:48:42.390 --> 02:48:43.740

1 - Pedro Adao: We gave them a course.

962

02:48:44.880 --> 02:48:46.500

1 - Pedro Adao: Here go watch these videos.

963

02:48:48.570 --> 02:48:55.440

1 - Pedro Adao: Then I would do some zoom kind of calls like this on zoom to kind of just break a few things down.

964

02:48:57.270 --> 02:49:09.870

1 - Pedro Adao: But it was kind of a little bit more random and disjointed and there was people that were in challenges think it was just very hard to manage because everybody was on the different time schedule a playbook.

965

02:49:11.010 --> 02:49:20.220

1 - Pedro Adao: And I just found that there was, I believe we can help more people this way so unless you've learned challenge before.

966

02:49:22.680 --> 02:49:31.890

1 - Pedro Adao: And unless you already have one scheduled I my best advice to you is don't plan your challenge until probably.

967

02:49:34.590 --> 02:49:41.820

1 - Pedro Adao: You guys should probably if you're super Quick Start you probably should think about running your first challenge.

968

02:49:43.140 --> 02:49:44.700

1 - Pedro Adao: The week of.

969

02:49:46.590 --> 02:49:49.980

The 13th.

970

02:49:51.030 --> 02:49:59.100

1 - Pedro Adao: If you are super aggressive ambitious like the week of the 13th can be a great first run your challenge.

971

02:49:59.940 --> 02:50:14.220

1 - Pedro Adao: Because why because you could probably have all the challenge ready to go by the end of our workshop maybe you have a day or two for cleanup and you could start promoting people into your challenge the week of the six.

972

02:50:15.420 --> 02:50:29.100

1 - Pedro Adao: You can start making posts going live either running your ads sending out your emails using the organic training, right now, and you got from Richmond guys how many guys how many guys like.

973

02:50:34.380 --> 02:50:48.750

1 - Pedro Adao: I mean this dude this guy who's made millions dollars from challenges he's so grateful to me he's literally like Pedro i'm giving this to you because you changed my life with challenges, but like this is really a \$4,000 course.

974

02:50:50.970 --> 02:51:03.750

1 - Pedro Adao: This is really important, now please guys that's not a joke that's not pretend it wasn't \$4,000 three years ago that's literally a \$4,000 price program that is bonus in here to this offer.

975

02:51:04.290 --> 02:51:21.810

1 - Pedro Adao: Okay, so whether you're gonna run organic organic traffic emailing ads you're going to have you can do that all the week of the six and then run your first challenge on the 13th or page or that feels a little bit fast for me okay i'm not the 20th.

976

02:51:23.370 --> 02:51:27.900

1 - Pedro Adao: And it's still too quick Okay, then how about the 27th.

977

02:51:30.300 --> 02:51:31.740

Serena TRU wellTH: What i'm hearing you say is pick a date.

978

02:51:33.000 --> 02:51:35.190

1 - Pedro Adao: Thank you, you took the words out of my mouth.

979

02:51:35.760 --> 02:51:37.200

1 - Pedro Adao: guys, let me encourage you.

980

02:51:39.510 --> 02:51:45.690

1 - Pedro Adao: If you're a quick start if you're like the hair do it on there on the 13th.

981

02:51:47.130 --> 02:52:01.470

1 - Pedro Adao: Okay, if you're a little bit need a little bit more time then do it on the 20th and if you're Mr Mrs planner, it has to be all perfect if you need a lot of time.

982

02:52:02.520 --> 02:52:05.790

1 - Pedro Adao: Then guess what you can do it on the 27th.

983

02:52:08.640 --> 02:52:11.010

1 - Pedro Adao: And if I can just be super real with you.

984

02:52:13.740 --> 02:52:34.050

1 - Pedro Adao: If you don't run a challenge either the 13th the 20th to the 27th if you don't pull the trigger and do it in the next three weeks the odds of you actually ever doing this go down dramatically now I have so many people who have been in my world for like a year.

985

02:52:35.100 --> 02:52:51.180

1 - Pedro Adao: A year like they bought the course they were in our coaching program they were just around around around and then they literally launched a challenge eight months in nine months in 10 months a year in do a 12 month Program.

986

02:52:53.550 --> 02:52:59.010

1 - Pedro Adao: And they finally kind of a collect and have success so i'm not here telling you.

987

02:53:00.270 --> 02:53:04.980

1 - Pedro Adao: That, for some people, they just needed a little bit more time.

988

02:53:07.140 --> 02:53:10.920

1 - Pedro Adao: However, i'm trying to tell you that human behavior.

989

02:53:12.420 --> 02:53:20.220

1 - Pedro Adao: Human behavior human psychology just kind of real talk, then, if I could just get you to like do your first one in the month of June.

990

02:53:21.480 --> 02:53:24.720

1 - Pedro Adao: Oh, my word you're going to your chance of success.

991

02:53:26.550 --> 02:53:38.490

1 - Pedro Adao: goes on dramatically, because once you do it the first time they're going to be hooked once you see it once you guys see comments once you guys start getting dmz if I showed you guys the mind DNS.

992

02:53:39.930 --> 02:53:41.430

1 - Pedro Adao: You guys are all being in tears.

993

02:53:43.620 --> 02:53:51.750

1 - Pedro Adao: If I showed you the DNS i've already gotten from people were like dude you freakin have already changed my life in the last four days.

994

02:53:52.860 --> 02:54:04.650

1 - Pedro Adao: I got DNS I was depressed and suicidal hearing your story changed everything for me i'm i'm going to move forward i'm going to live i'm going to pick myself up i'm going to move because of what you shared Pedro.

995

02:54:06.270 --> 02:54:10.560

1 - Pedro Adao: When you tell you start getting these kind of DNS you will never not do this again.

996

02:54:12.450 --> 02:54:18.030

1 - Pedro Adao: You will never not just again, you will never think i'm just whatever little thing you put there.

997

02:54:19.260 --> 02:54:30.510

1 - Pedro Adao: So that's why I know guys out there soon as that you start I don't care if there's two people in your challenge your first challenge is not for them it's actually more for you.

998

02:54:32.970 --> 02:54:46.620

1 - Pedro Adao: Your first challenge you're doing it for them, yes you're there to serve them you're who you're there for them, but it's really mostly for you to become and step in and move into your future.

999

02:54:48.060 --> 02:54:49.350

Serena TRU wellTH: So that the learning.

1000

02:54:49.710 --> 02:54:52.980

1 - Pedro Adao: And it's just it's about the learning sort of it's also about the becoming.

1001

02:54:54.150 --> 02:54:56.040

1 - Pedro Adao: it's also about the becoming all right.

1002

02:54:56.970 --> 02:54:58.470

1 - Pedro Adao: Great questions when I move on.

1003

02:54:58.530 --> 02:55:00.090

Serena TRU wellTH: yeah quick real quick.

1004

02:55:00.150 --> 02:55:10.830

Serena TRU wellTH: And if we're wanting to plan or do do we plan our content in advance for the challenge, or do you recommend just kind of going off the cuff like did you have a structure put in place or did you just kind of make up the content as you're going along.

1005

02:55:11.100 --> 02:55:17.700

1 - Pedro Adao: Now i'm gonna i'm gonna i'm going to give you, we have a framework now I mean I don't know along the way, because I was the pioneer I had no.

1006

02:55:17.730 --> 02:55:18.510

Serena TRU wellTH: I had yeah.

1007

02:55:18.630 --> 02:55:27.150

Serena TRU wellTH: that's why I was wondering, because in the beginning, I know you didn't have a framework that's why i'm thinking like for those of us who are maybe a little more logical, like me, like should we just like go off the.

1008

02:55:28.170 --> 02:55:28.650

Serena TRU wellTH: planet.

1009

02:55:28.950 --> 02:55:36.720

1 - Pedro Adao: 60 challenges later four years later we've got frameworks for you, I mean you won't have to listen here's what I have found.

1010

02:55:38.040 --> 02:55:42.900

1 - Pedro Adao: How many of you guys like to do off the cuff your spontaneous you kind of go with the flow kind of people.

1011

02:55:44.580 --> 02:55:45.720

1 - Pedro Adao: here's I have found.

1012

02:55:46.170 --> 02:55:57.540

1 - Pedro Adao: When you have a schedule, when you have content, when you have a framework you're actually more freed up to have some of those off the cuff spontaneous moments.

1013

02:55:59.130 --> 02:56:08.100

1 - Pedro Adao: But you have a but you also have a groundwork of foundation to keep you grounded to Okay, so I like to have both I like to have.

1014

02:56:09.180 --> 02:56:19.200

1 - Pedro Adao: content, I know I want to cover, but I also know i'm lead and I never want to just be super rigid and structure i'm not willing to go and.

1015

02:56:19.530 --> 02:56:29.490

1 - Pedro Adao: And and kind of flow is on being led to say things and share things that may not have been on my notes and yet and they've been the most impactful thing I said.

1016

02:56:30.000 --> 02:56:43.320

1 - Pedro Adao: never came on so you don't want to ever choke out the room for that spontaneity at the same time I wouldn't just send you guys out there to wing it five days in a row, and hope it all worked out that just wouldn't be smart either okay.

1017

02:56:43.920 --> 02:56:44.520

1 - Pedro Adao: So i've got.

1018

02:56:44.970 --> 02:56:46.380

Serena TRU wellTH: this coming Monday.

1019

02:56:47.700 --> 02:56:49.110

1 - Pedro Adao: Tuesday first class Tuesday.

1020

02:56:49.500 --> 02:56:50.880

Serena TRU wellTH: will know you had mentioned the.

1021

02:56:51.390 --> 02:56:52.710

1 - Pedro Adao: Oh yeah you guys.

1022

02:56:53.100 --> 02:56:54.750

Serena TRU wellTH: People, you have to work with them so.

1023

02:56:54.840 --> 02:57:03.990

1 - Pedro Adao: yeah what i'm not sure the team will Scott was going to email out to the all you guys for the lab for when our Monday call it is by the same time, I mean 11 o'clock.

1024

02:57:04.200 --> 02:57:11.100

1 - Pedro Adao: Monday and 11 2011 yeah for our bonus call for the bonus call and then Tuesday we can't go alright.

1025

02:57:11.130 --> 02:57:14.970

1 - Pedro Adao: guys your first challenge your first challenge.

1026

02:57:16.050 --> 02:57:27.600

1 - Pedro Adao: Take all the pressure off if you're nervous if you're nervous if, like take all the pressure off with one's only five people what if there's three people what if I don't sell anything.

1027

02:57:28.230 --> 02:57:38.040

1 - Pedro Adao: Does it take all the pressure off that first challenge is literally your test driving your test driving your new life.

1028

02:57:39.810 --> 02:57:49.410

1 - Pedro Adao: you're literally just it's like you're putting on it's like you're putting on the Armor for the first time it's like your first driving your new car it's like you're just moving into your brand new house.

1029

02:57:51.390 --> 02:58:03.870

1 - Pedro Adao: it's for you it's for you it's for you to have there's that there's a threshold that you cross in your first challenge there's a confidence that you get you become a different person guys.

1030

02:58:04.260 --> 02:58:09.150

1 - Pedro Adao: And i'm not trying to make this super whoo whoo but i'm telling you right now, when you.

1031

02:58:09.750 --> 02:58:24.270

1 - Pedro Adao: You become a new person, a different version of you a better stronger, more confident more deliberate intentional and just become a more passive version of yourself because you've done something that most people are unwilling to do.

1032

02:58:26.640 --> 02:58:36.210

1 - Pedro Adao: And guess what when you do things that most people are unwilling to do you need to become somebody that most people are unwilling to ever be GM.

1033

02:58:41.340 --> 02:58:44.790

1 - Pedro Adao: So that first one is all about that I don't care, you know, make any money.

1034

02:58:47.280 --> 02:58:52.470

1 - Pedro Adao: Now you can make money in your first time we have so many clients who made money their first challenge first time.

1035

02:58:54.060 --> 02:59:03.420

1 - Pedro Adao: 1000 2000 3000 10,000 20,000 and and really I tell you what happened those customer, I want to be very I want to be very real I don't I don't want to blow smoke and.

1036

02:59:05.580 --> 02:59:09.540

1 - Pedro Adao: The people that made lots of money their very first challenge.

1037

02:59:10.650 --> 02:59:13.440

1 - Pedro Adao: we're all already had a proven offer.

1038

02:59:15.960 --> 02:59:25.860

1 - Pedro Adao: So in Stephen D, as I think made like 30,000 on his first challenge he already had as a program Amazon coaching Program.

1039

02:59:28.230 --> 02:59:43.560

1 - Pedro Adao: So he already had that part down, many of you don't really have that yet so guess what you're going to actually learn what your customers want from you what they need from you by running your challenge.

1040

02:59:45.720 --> 02:59:54.540

1 - Pedro Adao: This the days of go build it, they will come those days are over, why would you go, why would you go competent idea, then you think people will want.

1041

02:59:55.230 --> 03:00:03.180

1 - Pedro Adao: Go waste a bunch of time and money shooting videos building a course doing all that stuff and you don't even know if anybody wants to buy it.

1042

03:00:04.950 --> 03:00:15.000

1 - Pedro Adao: Better go run a challenge for your who, for your micro niche get ask them for feedback that happened tell you they like this, where they like, where they need.

1043

03:00:16.140 --> 03:00:22.890

1 - Pedro Adao: In by the end of the five or seven days 10 days, however long you want to go you're gonna you're going to learn so much more about them.

1044

03:00:23.910 --> 03:00:31.290

1 - Pedro Adao: What they really are concerned about what they really need what's really going on you'll be so much better able to make them an offer.

1045

03:00:32.880 --> 03:00:37.500

1 - Pedro Adao: Rather, beginning of the week, you might not know even know what they really, really are thinking what they wanted, they need.

1046

03:00:38.940 --> 03:00:43.170

1 - Pedro Adao: So guys, this is the way to launch like if you have a course awesome.

1047

03:00:44.310 --> 03:01:00.210

1 - Pedro Adao: If you have something built awesome but the biggest mistake, I think you can make is to think Oh well, pages is great, let me go build my course and then i'll come back and do this horrific mistake horrific mistake.

1048

03:01:04.020 --> 03:01:13.470

1 - Pedro Adao: I will not see you back here because why building a course is such a pain in the ass to shoot the videos and create the worksheets and do all the thing.

1049

03:01:13.740 --> 03:01:21.240

1 - Pedro Adao: You will not finish most people never finish, then they then they're stuck in snow when they don't finish because they get overly critical.

1050

03:01:23.460 --> 03:01:28.620

1 - Pedro Adao: This is not quite perfect it's not quite done, I can make it better always missing this it's missing that.

1051

03:01:29.970 --> 03:01:48.420

1 - Pedro Adao: And so now you spend how many how many guys have gone down this nightmare journey three months, six months one year or longer and building a course and guess what you don't make any money you help no people building a course you only make money and help people actually delivering something.

1052

03:01:51.240 --> 03:01:55.890

1 - Pedro Adao: And, most people are happy to pretend they're making an impact.

1053

03:01:56.070 --> 03:02:09.690

1 - Pedro Adao: While they work on their course while they shoot their videos while they write their book, most people love to hide in preparation, because they're afraid of actually putting something out there.

1054

03:02:09.870 --> 03:02:23.790

1 - Pedro Adao: So they're what they say is, and they have they have a spirit of excellence Oh, I want this to be perfect, I want to be excellent, and really and that's why you spent three years on, it or how about this you're just a frame.

1055

03:02:25.980 --> 03:02:28.920

1 - Pedro Adao: You are afraid of rejection, you are full of fear.

1056

03:02:30.210 --> 03:02:32.670

1 - Pedro Adao: And so you are hiding behind perfectionism.

1057

03:02:35.610 --> 03:02:39.120

1 - Pedro Adao: And as long as you know, that's what you're doing that's fine i'm cool we're good.

1058

03:02:42.750 --> 03:02:47.430

1 - Pedro Adao: And the fact is, you don't even know what people need until you get you get amongst them.

1059

03:02:47.730 --> 03:02:54.030

1 - Pedro Adao: roll up your sleeves and do life with them that's why I love this i'm seeing the comments i'm seeing your faces.

1060

03:02:54.210 --> 03:03:03.870

1 - Pedro Adao: I know exactly where you guys are at what you're thinking why you're thinking of how I got there, and now I have never known as find dentists in some kind of create all this in a vacuum.

1061

03:03:05.790 --> 03:03:17.490

1 - Pedro Adao: So guys i'm turning right now we have a path for you guys that's going to set you up for success, yes, running a challenge in the month of June might seem quick for some of you, because you guys are probably a.

1062

03:03:18.630 --> 03:03:26.100

1 - Pedro Adao: little bit stuck in over planning overthinking analysis paralysis guys you don't need three you don't need a month plan and challenge.

1063

03:03:28.200 --> 03:03:30.510

1 - Pedro Adao: will have you guys ready to go in two weeks.

1064

03:03:31.950 --> 03:03:35.070

1 - Pedro Adao: and your first challenge you'll look like a freakin pro.

1065

03:03:36.450 --> 03:03:47.370

1 - Pedro Adao: You will look like a pro because we're gonna we're gonna we're gonna set you up you're going to have everything will be down then you're going to look like you obviously know what you're doing, because you got trained by the best in the business.

1066

03:03:48.480 --> 03:03:54.810

1 - Pedro Adao: So, even though you might be a beginner and doing it for the first time you're going to your first foot forward is going to be incredible.

1067

03:03:58.170 --> 03:04:14.850

1 - Pedro Adao: So that's the heart for the program so alright guys I Scott, you can hang if you have to I gotta jump i'm into my daughter's my daughter turned 21 guys yesterday, so we got some family stuff planned i'm crusher workshop.com.

1068

03:04:16.320 --> 03:04:22.620

1 - Pedro Adao: I wouldn't be here all day but I guess the longer we hang out here i'm just keeping you guys from jumping in so.

1069

03:04:23.070 --> 03:04:35.040

1 - Pedro Adao: Some people just wait until the call is over to buy so I don't I don't know why would we would do that so jump in guys take advantage of this program it's gonna be so much fun as we're having a blast Okay, I know today.

1070

03:04:36.030 --> 03:04:44.250

1 - Pedro Adao: Today you got a little bit a little bit extra fire a little bit of the gangster P you guys when you guys are going to find out there's a guy in a gangster P, it looks like me.

1071

03:04:45.210 --> 03:05:00.540

1 - Pedro Adao: It looks like mean gangster peace sometimes comes out when you know, like tough love time you know thanks for being kind of just tells me what kind of how it is a little bit he loves people he means well, but it can be a little bit like super direct so a little gangster p.

1072

03:05:02.070 --> 03:05:15.270

1 - Pedro Adao: Energy flowing today but here's the deal i'm for you guys I love you guys in it, if I did not know, like, I know, like, I know that this was going to help those of you.

1073

03:05:16.140 --> 03:05:21.270

1 - Pedro Adao: That want to do this, I wouldn't be here so passionate I wouldn't be getting after like this okay.

1074

03:05:21.660 --> 03:05:34.980

1 - Pedro Adao: So guys i'm fighting for you right now i'm fighting for you i'm pushing for you i'm advocating for you i've put the most ridiculous offer i've ever seen in my life on here for you guys just meet me halfway.

1075

03:05:36.510 --> 03:05:43.380

1 - Pedro Adao: Just but I I don't mind taking 15 steps towards you but can you take us take one or two steps toward me okay.

1076

03:05:46.350 --> 03:05:53.130

1 - Pedro Adao: But guys, we got this figured out, we know we're doing we've done this for so many people, and you guys next it can really be your turn.

1077

03:05:53.970 --> 03:06:03.780

1 - Pedro Adao: to really be your time so Monday you guys so much jump into the crusher workshop, you know you're going to do it, so you might as well do it by tonight and get and get the bonuses.

1078

03:06:04.920 --> 03:06:07.470

1 - Pedro Adao: Most are really hot bonuses and.

1079

03:06:09.150 --> 03:06:22.140

1 - Pedro Adao: i'll see you guys Monday for our bonus and then Tuesday the party and starting but crusher workshop calm is your next step Scott, you want to take it over.

1080

03:06:24.090 --> 03:06:24.360

Scott Benham: yeah.

1081

03:06:24.690 --> 03:06:28.200

1 - Pedro Adao: Guy is much better and handling all those questions quicker see.

1082

03:06:29.220 --> 03:06:46.230

1 - Pedro Adao: You guys can tell, I kinda long long thorough answers here scowling in your questions love you guys so much it's been an honor pleasure and be my honor and serve you it'd be my honor to take the next two weeks and I love to introduce you.

1083

03:06:47.340 --> 03:06:51.390

1 - Pedro Adao: I love to introduce you to who you're going to become at the end of this journey.

1084

03:06:54.870 --> 03:06:56.730

1 - Pedro Adao: I love to do for you, but no one did for me.

1085

03:07:02.550 --> 03:07:05.280

1 - Pedro Adao: And I took me a long time to figure this out guys.

1086

03:07:06.180 --> 03:07:27.660

1 - Pedro Adao: A long time even the mistakes, I made in my real estate career is because I did not express myself I didn't know how I had all this passionate all this vision and this did not enjoy myself like literally guys like this is, this is about collapsing years and decades off your life and.

1087

03:07:29.610 --> 03:07:31.020

1 - Pedro Adao: that's what that's what excites me.

1088

03:07:32.070 --> 03:07:46.980

1 - Pedro Adao: Diana Mitchell like there's a version of you that i'm going to you if you let me and my team we're gonna play a part in helping you meet that person and she's a badass you're gonna love her tiffany same thing with you priscilla pegging.

1089

03:07:48.000 --> 03:07:49.590

1 - Pedro Adao: Oscar Rodriguez I see you bro.

1090

03:07:51.420 --> 03:07:59.610

1 - Pedro Adao: I felt like Oscar is already doing some cool stuff like an Oscar right he's already done some cool there's a version of Oscar nother level for Oscar.

1091

03:08:00.690 --> 03:08:05.160

1 - Pedro Adao: is another se la he's probably came ease ease ease ease ease want to bury and blues people like an LM screens.

1092

03:08:07.980 --> 03:08:15.630

1 - Pedro Adao: guys there's a version of you and hey that version of you it's awesome we love that when I love and appreciate who you are right now here today.

1093

03:08:16.680 --> 03:08:21.150

1 - Pedro Adao: But can I tell you this version of you, that is there, waiting to be developed and.

1094

03:08:22.170 --> 03:08:29.820

1 - Pedro Adao: spoken to called up call doubt encouraged equipped oh my word that person.

1095

03:08:31.230 --> 03:08:32.130

1 - Pedro Adao: That person.

1096

03:08:35.400 --> 03:08:36.870

1 - Pedro Adao: That person's name blow your mind.

1097

03:08:38.070 --> 03:08:45.420

1 - Pedro Adao: And that's when you're going to have to become guys to really have the life that you want right, because if this version of you.

1098

03:08:46.980 --> 03:08:47.850

1 - Pedro Adao: Was.

1099

03:08:48.900 --> 03:08:52.980

1 - Pedro Adao: Already at that level, then you would already have the LIFE you want.

1100

03:08:55.920 --> 03:09:02.100

1 - Pedro Adao: So it's just super simple like I had to become so much more than who I was and the life I have.

1101

03:09:05.220 --> 03:09:13.860

1 - Pedro Adao: And now the cool thing is, I had to bump my way along and trial and error go broke spend three years depressed.

1102

03:09:15.660 --> 03:09:22.050

1 - Pedro Adao: million dollars coaching training transformation and by all the courses all the all the all the things.

1103

03:09:25.710 --> 03:09:42.450

1 - Pedro Adao: And now guys was a path and it's a proven path it's not our first first or third year doing this, so that's what gets me the most excited is you know we talked about Stephen and Chelsea DS today to them it's just a testimonial on a slide but I.

1104

03:09:44.280 --> 03:09:48.780

1 - Pedro Adao: Were friends now we're we're we're family I i'm.

1105

03:09:50.340 --> 03:10:06.360

1 - Pedro Adao: I see that they are now raising their boys, in a way that would never been possible, for I know that they got to buy their fam a dream home that they was never made possible, I know, like so like guys like you guys see testimonials and faces I actually know these people.

1106

03:10:07.650 --> 03:10:09.150

1 - Pedro Adao: i've been to their homes.

1107

03:10:10.680 --> 03:10:21.210

1 - Pedro Adao: I get boxers from them about how everything in their life is different because of them stepping in and saying yes to working with us, but more importantly, saying yes to themselves to go on this journey.

1108

03:10:23.250 --> 03:10:32.790

1 - Pedro Adao: So that's what gets me fired is I get to be a part in a small way to help you guys, develop and introduce yourself to this next level of you.

1109

03:10:33.660 --> 03:10:42.450

1 - Pedro Adao: that's necessary to have the impact and income, you want I wish more people talked about this, but they say, oh no just by my little.

1110

03:10:43.110 --> 03:10:56.280

1 - Pedro Adao: crypto boss, or by my little this revived my little banner here just do this and money comes out guys it's not that simple there's a journey here of developing becoming more and That to me is really what makes this.

1111

03:10:57.360 --> 03:11:14.730

1 - Pedro Adao: sauce so Scott i'm turning over you I love you guys so much, I want to see you guys win so big there's nothing my team and I won't do to help you guys pull it off the next couple of weeks crusher workshop.com is your next step, let me guys Scott gerber.

1112

03:11:15.210 --> 03:11:17.160

Scott Benham: Exposure to give it up for Pedro guys.

1113

03:11:17.940 --> 03:11:21.990

Scott Benham: Alright alright, so I have been made in the chat i've been watching.

1114

03:11:24.750 --> 03:11:36.540

Scott Benham: I went away for a second i've been watching what you guys have been asking i've done my best to paste this thing about 100 times so if you have the question what times I want you to look at the chat right now.

1115

03:11:37.170 --> 03:11:53.790

Scott Benham: Those are the times, all times Pacific Okay, we start on Tuesday may 24 that is this coming up Tuesday from noon to 1:30pm Pacific time okay that's three to 4:30pm Eastern Okay, so we go Tuesday.

1116

03:11:54.660 --> 03:12:04.290

Scott Benham: Thursday the 26th Saturday the 28 Tuesday the 31st and Wednesday June 1 and then we go right in to the crusher workshop.

1117

03:12:04.680 --> 03:12:13.170

Scott Benham: Whether you're attending live or in person that's going to be Thursday June 2 through i'm sorry second through Saturday June 4.

1118

03:12:13.920 --> 03:12:23.760

Scott Benham: Okay Saturday June 4 the workshops it's a workshop, this is not a lecture shop, this is not a kumbaya shop, this is a workshop, this is time for you to do work.

1119

03:12:24.450 --> 03:12:33.720

Scott Benham: Okay, this is not us talking at you this is you, putting pen to paper on the principles and the design elements that are necessary for you to focus on your who.

1120

03:12:33.960 --> 03:12:42.840

Scott Benham: clarify your what and deliver a powerful message, so they can take the next step with you super simple and straightforward right.

1121

03:12:43.830 --> 03:12:46.920

Scott Benham: make sense okay you're going to see a lot more of me.

1122

03:12:47.370 --> 03:12:55.650

Scott Benham: During this process okay you're gonna see a lot more of me during this process you're going to see a lot more of your crusher coaches during this process, one of the questions I saw that came up.

1123

03:12:55.920 --> 03:13:00.450

Scott Benham: fast action bonus Scott, what when do we get it when do we get it well, first of all.

1124

03:13:01.230 --> 03:13:03.360

Scott Benham: pay to just let the team know about it today.

1125

03:13:03.750 --> 03:13:12.240

Scott Benham: So we are hustling our little tails off making sure that this gets delivered for you as quickly as possible, if you could please give us the grace to get it to you, within the next 24 hours.

1126

03:13:12.540 --> 03:13:23.190

Scott Benham: I feel good about us being able to get it to you by Saturday night Sunday morning at the very latest okay we're gonna get you those things, Pedro is going to deliver the truth, and I think it's.

1127

03:13:23.670 --> 03:13:31.950

Scott Benham: The truth and proof I forget which one it was at noon know 11am Pacific time on Monday so just like you would have shown up.

1128

03:13:32.790 --> 03:13:41.190

Scott Benham: For your normal crusher lab imagine it's the same thing on Monday is going to deliver a live bonus, let me just tell you a secret one pager delivers live bonuses.

1129

03:13:41.520 --> 03:13:54.210

Scott Benham: Its next level you get way more value than you could possibly imagine alright, so please, please, please make sure that you are here with us on Monday at 11am Pacific time.

1130

03:13:55.110 --> 03:14:04.980

Scott Benham: Alright, the replace a lot of you have asked this you already have replays of this it's already there in your dashboard the very link that you click to get here.

1131

03:14:05.520 --> 03:14:09.150

Scott Benham: All you gotta do is click that link when we're not training and you're going to go to your dashboard.

1132

03:14:09.330 --> 03:14:17.280

Scott Benham: And right on the right hand pane there is all your replace their their with usually within 24 hours probably little faster we have a powerhouse team that.

1133

03:14:17.580 --> 03:14:28.650

Scott Benham: is right on it so not only are you going to be replaced, but we also take notes and we put the notes in there and we save the chats as well all right, some of you like Pedro mentioned.

1134

03:14:28.950 --> 03:14:37.980

Scott Benham: are members of level to some of pages higher ticket things if you are members of those higher ticket programs like acceleration Level two or Level three.

1135

03:14:38.220 --> 03:14:47.040

Scott Benham: you're going to want to go to ask Pedro calm speak with our amazing customer success team, so they can get you unique links for that, because.

1136

03:14:47.820 --> 03:14:54.570

Scott Benham: A lot of you are asking questions here where's it gonna be located, going to be on Facebook and zoom we do both at the same time.

1137

03:14:54.930 --> 03:15:09.570

Scott Benham: Okay, both at the same time, the workshop workshop replays are usually available within 30 days of the workshop itself okay 30 days

of the workshop itself here's why that's about 10 hours ish sometimes more.

1138

03:15:10.110 --> 03:15:19.320

Scott Benham: of raw video content, the team has to cut up and make sure they make available to you, so it takes us a little bit of time to do that okay so there's a virtual component.

1139

03:15:20.430 --> 03:15:28.350

Scott Benham: You don't have to travel you don't have to get a hotel right and then there's an in person component there's a limited space for in person, so here's what i'm gonna do.

1140

03:15:28.890 --> 03:15:48.270

Scott Benham: I gotta go jump on our team call to see how we can make this even better have an experienced but i'm going to drop in the chat right now, those details right now, and that is crucial workshop calm and our dates and times all right same time chasing times challenge calls.

1141

03:15:49.320 --> 03:15:55.560

Scott Benham: Right, the prep calls are recorded shared the same day yeah just like this okay guys.

1142

03:15:56.790 --> 03:15:59.940

Scott Benham: Let me just let me give you kind of an insider perspective if I could.

1143

03:16:00.450 --> 03:16:10.890

Scott Benham: i've been doing this with Pedro for the past two years, we started off with the very same virtual event that he was talking about before with the crush of mastermind and we came into crush it you.

1144

03:16:11.340 --> 03:16:19.110

Scott Benham: And now it's the pressure workshop okay here's what I can tell you right don't negotiate against the thing that you want.

1145

03:16:22.110 --> 03:16:30.390

Scott Benham: don't negotiate against the thing that you want, if the thing that you want, if you want to launch go with scale your business right, you have to have a customer acquisition strategy.

1146

03:16:31.350 --> 03:16:39.780

Scott Benham: How you going to get customers if it's a business unique customers if it's a hobby this might not be for you just being true.

1147

03:16:40.800 --> 03:16:54.930

Scott Benham: But if it's a business, if you expect to make business money and not hobby money, then you need to make an investment of time attention affection and finances, you need to make those investments, and I can promise you.

1148

03:16:56.040 --> 03:17:14.580

Scott Benham: being responsible for the delivery of every single program that we've done that you're going to get nothing but the best nobody delivers like our team delivers nobody has the results that Pedro has and nobody makes it simpler easier faster to compress time.

1149

03:17:16.140 --> 03:17:24.240

Scott Benham: So you can go out and buy another course that tries to do what we might do but you're never going to get pedro's insight the team's commitment.

1150

03:17:24.750 --> 03:17:37.800

Scott Benham: The dedication to delivery fulfillment and coming alongside you here over the next two weeks to get you ready to design run and fill your challenge, whether it be your first one in your next one.

1151

03:17:38.790 --> 03:17:50.010

Scott Benham: Okay super excited join me next time I gotta jump dojo crushing workshop calm we love you guys we can't wait to see you on the inside scenario.