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# 10 STRATEGIES FOR FAST STARTING DISTRIBUTORS

**CHEAT  
SHEET**

# 10 Strategies For Fast Starting Distributors

“A Comprehensive FREE Report From Todd Falcone For Network Marketers Looking To Create More Success And Income In Their Businesses”

As a network marketer, **it is vitally important that you get all of your new people off to a FAST start**, helping them to create some quick success, so that they have some documentation and confirmation that what they are doing really works.

If you are involved in network marketing, MLM, or Direct Selling of any kind that involves YOU recruiting new distributors or reps onto your team, it is imperative that you get them off to a proper start.

Think about this for a moment:

**You get paid on the accumulation of sales volume as your team grows.**

Read that again.

You get paid on the accumulation of sales volume as your team grows. If you ever expect to generate a substantial income by sales taking place in a growing organization, you must take steps to ensure that you create an environment for growth to occur.

Signing someone up and “hoping” they do something is a recipe for failure. Your role...your RESPONSIBILITY as a SPONSOR is to provide support for your new team members.

Sponsoring or signing someone up into your business is the BEGINNING of the sale, not the end. Too often people think that once they’ve “closed” someone into the business their work is done. This is really where the real work begins and how the greatest profits are generated.

In fact, it is even written in almost every Policy & Procedure Handbook for every network marketing company in existence that **YOU MUST PROVIDE SUPPORT AND GUIDANCE** for your new team members whom you personally enroll or sponsor.

If you haven't taken the time to READ the Policies and Procedures or your "Distributor Agreement" for your network marketing company, I strongly suggest you do so.

If I were to guess, I'd say 99% of people that sign up into network marketing businesses never bother to even go through their distributor kit...and if they do, they rarely read through the RULES...the policies that they are to abide by in order to operate with the utmost integrity.

Read them if you haven't yet.

You need to **start operating immediately from a position of accountability and personal responsibility**. Gone are the days of finger pointing and blaming. It isn't your sponsor's fault, the comp plan's fault, the system's fault, the product's fault...or anything else's fault.

It is YOUR fault. Success is going to be your fault. Failure is going to be your fault. You get to take the blame and responsibility for your own success...or failure. Step up and start taking that kind of responsibility in your life and in your business and you'll find everything moving in the right direction.

This entire business is based on **PERSONAL RESPONSIBILITY**.

Start being responsible for all of your actions, including how you treat your reps and what you do with them as they join your business.

They need your help. They need your guidance. They are new and they don't know what to do. Help them. Reach out and give a helping hand; be a giver. The more you give, the more you will get back.

Your goal is pretty simple: to give birth to winners and create as many successes as possible. Your core objective is to SPONSOR someone, help

them create success, and drive depth in that sales organization. And...it doesn't matter what type of comp plan you're operating under. The philosophy is the same.

### **A Bad Start Generally Leads to a Bad Finish.**

What's a bad finish? It is someone who comes in and stays for a moment, and then leaves. A bad finish is a quitter. A bad finish is someone who plays for a bit, then bails. And trust me, there are THOUSANDS, in fact TENS of thousands of people who enter our profession and then bail.

They tell others. Remember that. Take the responsibility to BE THERE for them. If you have a responsible person on your team that WANTS success, but you don't show them how to get it and they leave, they'll tell a slew of other people how "network marketing doesn't work." We don't need that. And, we can prevent it. YOU can prevent it.

How? By paying attention and by being present. Be a helper. Be there. Be willing.

### **A Fast Start Means Everything to Both You and Your New Business Partner Get them a check and they're likely to stick.**

People don't stay when they aren't being paid. Your job is to HELP them get paid, not just to sign them up and point your finger to go "do that." They don't know how to do "that." You must TEACH them.

If you don't get your new person going and help them to achieve some even very moderate level of success in the first 90 days, they will leave you.

Look. You can either enroll someone and be responsible for helping to mold them into a superstar producer or you can flake, not pay attention, waste your time and create a revolving door in your business. Which one you want?

How much money do they need to make? There have been some stats produced on this, by someone. Not sure who. But, it essentially says that if you can get someone to earning \$300 to \$500 a month in their first few months, you will keep them. I don't think that applies to everyone, but getting them in the black (profitable) is a rather important first step, don't you think?

They want to see progress. You want to see them progress. You want to see them "get it." You want it to "snap" for them, so they SEE the bigger picture and are "locked in" and going nowhere (meaning...not leaving you and your business).

**The number of no-shows is directly proportionate to the lack of immediate guidance and training you provide** a new distributor in the first 24 to 48 hours of them enrolling.

The WORST thing you can do is sign someone up and then ignore them for the first few days they're in your business.

Start them now. Start them today!

The more support and guidance you give them from DAY ONE, the higher the likelihood that they will stay with you. And trust me...you want that!

Stop worrying about what you have done or haven't done in the past and the mistakes you will for sure make in the future. We all make mistakes and always will. The key is to lessen the number of mistakes we make in the business. But...being human means it will always happen.

Just don't let it happen ALL the time. And when it does, simply forgive yourself and then do it differently next time.

**Start learning to focus on today.** The past is history; it's gone. The future is unknown; it's tomorrow. The present is the only thing you can be sure of. So, invest your energy and time on the present, the now, what is right before you. And, do the very best you can do with everything that you've got.

If you've been a flaky sponsor in the past or a ball dropper, change. Do it differently from this point forward. Who you were doesn't have to be who you are now or in the future.

**Anyone can change.** In fact, you can do it right this second. Literally, change happens in an instant. It begins with awareness. Once you are aware of something, a habit that isn't serving you, a friend that is constantly negative, a flaw in your approach, then and only then can you change it.

Start operating from a position of awareness...eyes wide open and seeing everything around you. Too often people go around with their eyes open but with blinders on or filters over their eyeballs, only seeing the things in their life they want to see.

## **Raising Productive Distributors is your Primary Concern and Will Create the Greatest Business Growth**

You're probably going to need to sign a lot of people up into your network marketing business if you ever expect to get to six figures or more annually.

You'll end up sponsoring a lot of people over the course of your "life" in your network marketing company.

In my life, I've sponsored as few as 50 or 60, and as many as 150. My record is personally sponsoring over 400 people into one company. Not every distributor who signs up does something. In fact, many of them "talk the talk, but never "walk the walk."

There are doers and there are "don'ters." Some produce and some make excuses. **Some find every reason to make things happen** while others find nothing but flaws and spend their time complaining.

You can only do the best job you can do. If you give it your all and you can really say you've given everything you have with all you've got, then you should be able to sleep soundly at night.

When I lay my head to rest every night, I can sleep peacefully knowing that I am doing all I am capable of to assist my new reps in creating successes for themselves. How do you sleep at night?

## **You Lead, They Follow. Then, They Lead.**

I say that knowing full well you can either lead them to the promise- land or to the caverns of hell. Be careful with your character and where you are choosing to lead people.

Once you establish a leadership position and you are both consistent and reliable in that position, **people WILL do what you do**, what you tell them to do, and follow you wherever you lead them.

Be the example. Set the pace. Make them “want” to be you. Be a shining example of success, achievement and character. They are watching you. In fact, they are watching your every move.

More than anything, your new reps...in fact, ALL of your reps will do the things you do. So, if you want THEM to do something, YOU better be doing it.

Sure, people will do those things you ask of them, but they will, in MUCH greater numbers, quite literally “copycat” you. Smart reps that want success know it is important to model it, to copy it. So...be SUPER careful what you are doing and what they see you doing.

Lead by example. Out-work them. Out-pace them. Out-produce them. Out-do them in every way you can. Make them want to throw their running shoes on and get in line to follow you because **YOU REPRESENT EVERYTHING IN LIFE THEY WANT.**

It is your responsibility to demonstrate successful work habits. One of the biggest mistakes you can make is to let people know or think that ALL you do is play. **Play is important. Balance is critical.**

And there's a time and place for playing hard. However, you have an organization to lead. They don't need to see you taking triple shots of tequila and dancing on the tables at your event.

They need to see stability, confidence and commitment. Let them see you sweat. It's good for you AND them.

## **Invest Heavily in your Greatest Assets**

You are your best asset. Investing in you is really the most important investment you can ever make in your business.

The more you are, the more you can be. The better you get, the easier it becomes. The acquisition of knowledge creates an advantage for you. Seek to create a Grand Canyon between you and anyone in the marketplace you compete with. Be the leader of the pack and create some space between you and second place.

## **Invest in your 2nd Greatest Asset (Your Team)**

Invest time. Help them. Be present. Don't be one of those silly, flaky, no show sponsors. We don't like you when you're like that. It doesn't lead to building a check and making friends.

Instruct, guide, lead, and encourage your team members to do what you know is right. Get them plugged in. Give them the greatest chance you can possibly for achieving success in your business. Don't they deserve that?

And, you know what? If you DON'T do that, you are making one of the most costly mistakes you will ever make in this business. Ignore them at your own financial peril. Throwing prospects like pasta on the wall is a recipe for failure. Sign them up.

Work with them. Reach out. Help them. Show them what to do and they'll do it. Do it yourself and do it in front of them and they will respect you even more.

Let me go out on a limb right now and challenge your commitment level. You should be attending every event you can; every corporate event, every regional event and every local event.

If you're really in the business and not showing up at events, you're being stupid. Sorry, it's the truth. **Events drive business.** Yes, even in the "New Internet Age" of "Web 2.0," Twitters and Facebooks, Lead Capture Pages and Online Systems, the biggest earners attend events.

Look. This is a PEOPLE business, not a computer business. Sure, you can use your computer and Twitter yourself into oblivion, but if you can't connect on a one-to-one level with those HUMAN BEINGS that are on your team, you are missing the point.

I know most of the biggest earners in this profession and I can tell you this: they ALL attend events, and they ALL work with their people. They don't hide. They help. They reach out.

## Determining Deserve vs. Need

What happens when you sponsor someone who "says" they want to be successful, but their actions show otherwise?

What do you do when faced with one person who wants to crank it out, while another simply complains about literally everything under the sun. "Our product is too expensive." "I was on hold for two- minutes with customer service." "My check arrived one day later than I expected." "My sponsor wasn't there for me when I expected him to be."

**Remember this:** Actions speak louder than words.

Take this example. I just sponsored Bob. Bob says he wants to make \$10,000 a month and is ready to make a serious move. He is tired of his situation and signed up with my company.

Because I am a RESPONSIBLE sponsor, I am doing all the things outlined below for "Fast Starting" reps, yet Bobby flakes. What do I do?

Do I chase? Beg? Hope and pray?

On the other hand, I sponsored Tammy. Tammy is motivated. She is showing up. She is inviting. She is doing the things I expect her to do. She is showing up and her ACTIONS show her true desire, unlike Bob.

This is when you must make the decision to focus your time where it will be best utilized. **Give your time and attention to those individuals who DESERVE you**, not those who NEED you.

Sometimes this is a tough decision to make, but one that will be made very often as you pursue new growth in your business. Work with those who, through their actions, deserve your time. Let the flakes fall. If you've done everything you can to help them but they still do nothing, move on.

**Remember this:** Again, the quickest and easiest way to determine “deserve” versus “need” is through the ACTIONS they are taking, not the things they are saying. Careful!

People can use words all day long talking a big talk about how they are going to be your next “mega” producer, only to end up doing literally nothing. Watch out for those time-wasters.

**Focus again on those who DESERVE you because of the actions** they take beyond simply signing up. Just because someone has an ID number and is in your system does not mean they deserve your attention. I'll meet my reps half way.

I'll help them build, but I won't ever build it for them. Ever.  
Tick tock goes the clock. You just sponsored a new rep, now what?

## **Here are Ten Strategies for Fast Starting Distributors and Raising a Winning Team:**

**Strategy # 1: Sponsoring is the beginning of the sale.** The act of closing someone or enrolling them isn't the end. You aren't finished.

People often get to this point and say “Phew! I got one,” then drop the ball and neglect the MOST important part of the sponsoring process...being an actual SPONSOR!

I understand the feeling that signing someone new has in your business. You feel as if you’ve “closed” a person, so it may feel like the end of a process, but it is really just the beginning. Treat the sign up as the start and not the end. Your work now begins.

**Strategy # 2: Don’t assume anything.** You have no doubt heard that when you assume something, you only end up making “an ass out of you and me.” The truth is that the only ass is you. And I mean that in the most loving way.

If you assume something, you’re simply being lazy and not taking or avoiding a simple part of the process: DISCOVERY.

For example, let’s say you sign up a new rep today that has three years of prior network marketing experience. Many people will make the broad assumption that if that individual has three years of field experience in network marketing, they actually know what they are doing. We would hope they would, but we aren’t building businesses on hope alone. What you know makes you better.

Take the time to dig. You may find out, as I have on many occasions, that my new rep with several years of network marketing experience quite literally knows NOTHING about the business.

I’ve worked with people that haven’t even yet talked to people, sold a product, signed someone up, or even know how to conduct a simple three-way call.

Take Baby Steps. **Don’t assume they know anything.** And, if they tell you they do, have them prove it to you. I’ve worked with brand new reps that tell me they know how to do a three-way call...so I ask them on the spot to do one.

They can’t. Clear sign.

Start from the beginning “as if” they’re totally new and inexperienced. If they really DO know something, you’ll see it in the first few days as they unfold before you.

Show them how to do this. Give them their best shot at success by not assuming they know how to do anything. If they know something, you’ll know they know it, and you will be able to move onto the next point.

**Strategy #3: Make them part of the family.** I want my new people to feel so comfortable in their new business that they feel “at home.” In other words, to feel so comfortable that if I had them over to my home, they could simply make their way over to my refrigerator without asking and make themselves a sandwich.

We all have friends like that, and they’re probably our closest friends; those we feel the most comfortable around.

When you enroll someone, they are essentially “outsiders.” They’re new. Get them introduced to the team. It is YOUR JOB as a sponsor to make them feel comfortable and to welcome them. Get them plugged into the other people you work with.

**Don’t keep your new rep a secret from your upline leadership team.** That’s just downright dumb! Everyone upline from that person has a financial interest in that person succeeding. If I have a new person coming in on my 2nd level, 5th level, or anywhere else for that matter who is ready to BUILD, I want to know them.

Immediately, on day one, begin plugging them into other leaders on your team and do a round of introductions. Make them feel at home. This little technique does a super job of “cementing” them into your organization so they don’t go elsewhere.

If you are in a business right now where your sponsor didn’t do a good job of getting you introduced to the upline leadership team and the only person you know in the company is that person, then take it upon yourself to start meeting other people in your line of sponsorship.

**Strategy # 4: Help them establish a basic game plan.** New people don't know what to do because they have never done it before!

You can't expect a new person to even know what the "game plan" may consist of because again, they've never done it before.

This, too, is YOUR job. Sit down with them and have a discussion about what they want and how fast they want to get it.

You're going to be working with this new individual and it is important you have some idea as to what it is they want and what kind of energy they will be able to put forth into the business.

**Here are a few questions you can ask them to begin creating a basic plan:**

1. When will you be working? In other words, what time of the day and what days will they put time into the business?
2. How many days per week?
3. How many hours per day do you have to devote or are willing to devote to the business?
4. Do you want to go slow or fast?
5. What kind of budget do you have to work with to promote?

**Find out EXACTLY what they want to accomplish in their business** and by **WHEN**. Then, help them create a plan to get wherever it is they are looking to go.

If you fail to plan, you plan on failing. Cliché and direct, huh? So what. I'm being serious here. You can't get something by shooting from the hip and hoping. What's the plan?

Get with them and establish a basic getting-started game plan to get them moving quickly to generate a check.

People who fail to create plans for themselves always end up fitting in to someone else's plan. Unfortunately, that other person's plan for them isn't

nearly as good as the plan they'd make for themselves if they just took the time to make one.

**Strategy # 5: Plug them into training.** Again, people are very unlikely to do anything do if they don't have a clue about how to do it. Not only will they be paralyzed in fear, they simply won't budge.

The quicker you can get someone plugged into "how to" training, the better their odds of succeeding will be. You need to do this TODAY. Get your new rep plugged in NOW; right this minute. As soon as they are in, they begin getting trained.

They need to know how to talk to people, how to present, what tools to use, and what resources are available to them. They need to begin working on their beliefs and their brain may need to go through some very serious change in order for them to survive in our profession.

**TODAY is a good day for training. Not next week, but now.**

How soon do you want to start making money? Most people's answer is now. So, there you go. Train them now. Get them plugged in and make them report back to you that they did it if it involves them doing anything on their own.

If I assign a new rep a few tasks, they are to report back to me that they've done what I've asked them to do; otherwise, I won't work with them.

Remember, actions speak louder than words. If they do what I ask of them, that is a good sign. If they don't, that's a great sign.

Why? Now I know that I won't be wasting the next 30 to 90 days partnering up and teaming with someone who doesn't understand the concept of basic responsibility.

Are YOU plugged into your training? Or are you just too good for it? You've already seen it? You've been to a hundred calls? Good for you. I don't care how big your check is, LEAD by EXAMPLE. Show up for calls, for live

events, and for any training that you can. Be visible. Make it known that you are there and that you are IN the business. Be seen.

Don't be arrogant and think that you're so good now that you don't have to learn any more. The moment you take that attitude, that is the beginning of your demise. I've been doing this for 20 years and I've seen it first-hand. It isn't pretty.

**Train your reps.** Give a helping hand and teach them to do what we do. Help them. Show them. Work with them. If they know how to do it, they probably will!

**You want people who DO.** People who are trained generally DO a lot more than others who aren't trained. It's pretty simple. If they know how to do it, they will do it. If they don't, they won't.

Which would you rather have on your team?

**Strategy # 6: Get their top ten list.** Now that you've read through at least a portion of this, you're probably aware that I don't beat around the bush one single bit. I don't have the time to play with cream cheese and fluff when it comes to teaching success in this profession.

I get a bit abrasive and direct at times, but it's for your own good. Warm Market works. Always has and always will.

Here's a brash statement. And I HOPE you take it personally. You are an IDIOT if you avoid your warm market. You are a DOUBLE idiot if you don't get your new people tapping into their center of influence.

*"But Todd...I don't want to talk to my warm market." Tough. Do it anyway.  
"But Todd...I've burned all my family and friends with other programs."*

Bummer. Now, it's time you finally get serious them and bring them a good one, a company that you are actually COMMITTED to once and for all. Look, you're looking to build a business, correct?

You want to do it fast or slow? Fast, right?

The fastest way to get started and to get your new people started is by taking your opportunity and your products to people you already know. The relationship already exists. It's quick. No rapport- building necessary. The relationship is there.

I'm not a big proponent of writing down a list of everyone you've ever known since kindergarten and then dialing your way through hundreds of people you haven't spoken to in years.

To me, it's a little creepy getting a phone call from someone I haven't heard from in 25 years, proclaiming, "Todd! Oh my gosh! So glad I found you. I've been thinking about you so much. I just launched this amazing company and you were the FIRST person I thought of when I began building it.

You will love this, man..." Um...dude. I haven't seen you in over two decades. Not interested. You're creeping me out. I am however a BIG FAN of this strategy: The Top Ten.

**My question to my new rep is generally something like this,**

"Tony...who are the sharpest people you know that, if they grabbed a hold of this, would knock it out of the park"?

Or, "Tony...who are the most successful, outgoing, motivated people you personally know"?

My objective here is to get them thinking UP the socio-economic chain in their center of influence. Generally speaking, it is pretty easy to get someone to write down a list of 10 to 25 people to begin contacting about their business, and it is WAY less scary and intimidating than writing down everyone they've ever known since kindergarten.

**WAKE UP.** If you aren't talking to your warm market about your business, I'd personally question your integrity, your commitment level and your beliefs around the business.

If it is good enough for you, how is it not good for one of your buddies? You mean, you'd take it to a complete stranger, but you won't take it to someone you love and care about?

Seriously. If you were to join my business and weren't willing to get to your "top ten," I won't even work with you. I WILL NOT work with someone who simply wants to go straight into the cold market and isn't willing to get to their center of influence.

**Strategy # 7: Uncover their Action Motivator.** Sit down with your new rep and find out what makes them tick. What is it that drives them? You've got to find the core reasons for them doing the business.

"Getting out of debt" or "supplementing my income" doesn't cut it. Answers like, "because I want to be rich" or "I want a nicer car" don't cut it either. Everyone will face challenging times during his or her entrepreneurial journey.

Those challenging times will cause many people to quit. However, those that are clear with WHY they are doing the business will be more likely to make it through those challenging times than those who haven't taken the time to gain some greater clarity and depth as to WHY they are doing the business to begin with.

You may have heard that people need to get clear with their "WHY," their core reasons for doing the business. Beyond the money, what is it they are looking for? What is it that the money will buy them?

"I want to make \$10,000 a month" is not a WHY. WHAT will you do with the money, once you get it, is the more important question.

Your Action Motivator is what moves you.  
Your Action Motivator gets you up in the morning.  
Your Action Motivator drives you.  
Your Action Motivator makes you work.  
Your Action Motivator is the ONE thing that FIRES you up.  
Get clear with it. For me, it was all the negative people in my life that said "you can't."

It is what drove me...to prove them wrong.

**Find out what DRIVES you and what drives your new person.** What is that one thing that just “makes you go”? Uncover THAT and you will be armed with something very powerful.

**Strategy # 8: Practice the Presentation and help them understand the process.**

It will be much easier for your prospect to become action-oriented if they feel they have a “handle” on things. Take some time to make sure they are clear with the process.

What happens when you prospect? What is it that we do when we prospect? What happens first? Second? What is the natural order of things? Get your rep comfortable with how things happen. Practice making calls and role-play. Make it real.

I clearly remember the first Saturday training I attended over 20 years ago. We spent half the day practicing scripts, role-playing and repeating. We literally spent several hours practicing the presentation before we actually made one. It makes the REAL presentation go much better when you’ve done a few “practice presentations” ahead of time.

Don’t expect your new rep to run out and give a ton of presentations if you fail to help them get comfortable with the process.

**Strategy # 9: Check in with them regularly.** “It’s 10 o’clock, do you know where your children are”? I remember that ad campaign back in the 1970s. I guess I am dating myself, but that’s okay.

These are your teammates. These are your business partners. It is a very good idea to keep an eye on where they are and what they are doing. Don’t become a creepy stalker, but DO keep an eye on them.

As time progresses, they become (or should become) more independent. No matter how independent and how big their group gets, check in. Keep an eye on the business.

Keep an eye on the volume. Make sure you are WATCHING your business.

Don't EVER take it for granted that someone is in your business for life, even if they are your "best buddy." You simply NEVER know.

It is simply SMART to keep an eye on your group and keep tabs on what is happening within YOUR business. After all, it is YOUR business.

So, doesn't it make sense to watch what is happening within your own company? Exactly.

**Strategy # 10: Balance between prospecting and training.** One of the greatest challenges that anyone can ever face in this business is balancing between prospecting/recruiting and training your team.

When you have no team, it is pretty easy to focus all of your time on prospecting. Then, you recruit a few people, and your responsibilities begin to shift.

Be CLEAR. Be CRYSTAL clear with what I am about to share with you. Remember it. Tattoo it into your head. Tattoo it into your mind. Don't ever forget this.

### **Always be recruiting.**

Don't ever stop recruiting and selling. ALWAYS be looking for new people no matter how big your business is. Your people are watching you. You cannot slip into management mode; it is deadly to your check and your organizational growth.

I realize that as you recruit more and more people your time will be split between recruiting and training.

Whatever you do, DO NOT slip into ONLY training and supporting. It is one of the most deadly mistakes you can make as a network marketing distributor.

One of the biggest questions I get as a business coach is related to "balancing time between recruiting and training."

My answer is this:

**Remember that you must ALWAYS be recruiting, selling and exposing**, no matter how big your group gets. There's a reason for it. The reason is simple. People will do what you do.

Go into management mode and your people will go into management mode. Now, you just went from a productive team of producers to a non-productive team of managers. Your volume drops. Your check disappears. Not fun.

Knowing that you must always be prospecting and leading by example, work with your people. Work with those that deserve your time, but don't let ALL of your time be eaten up.

**RESERVE time for you and your own personal recruiting.** ALWAYS reserve time for it. You may move from spending 90-100% of your time recruiting to 30% once you have an extremely large and mature organization.

But you will NEVER move to a position of not recruiting at all; that is, not unless you want your check to disappear.

Remember, people watch you. People will do what you do. Demonstrate productivity and stay there.

## Summary

Review and retain what I just taught you and then do it. It's based on my 20+ years of experience in the field. Ignore it and design your own demise. Do it and you have a chance of experiencing some of the same successes I have.

You reap what you sew. If you plant seeds, water, fertilize, pull weeds, and oversee your garden, it is guaranteed to bear fruit.

Take the time to re-read that statement as it pertains to your own sales organization. Water it. Pull the weeds. Oversee it. Nurture it. It will bear fruit.

Keep plugging in. I appreciate you.



**P.S.** If you have not had a chance to **pick up my NEW Training CD**, you can grab it here for **FREE** (for a very limited time).

Go to ==> <https://cd.toddalfalcone.com/free-cd>

