

## Module 3

Last Updated Monday, 17 March 2008

2008 Figure Business Coaching Program

Module 3 - Glenn Dietzel

Wednesday March 19th, 1:00 P.M. (Central Time)

View The Video Below then [Click Here](#) for Call in Details

View Video First

How to  
Fast Write Your Own Commission Generating Book In 10 To 15 Minutes A Day  
And Simultaneously Create The Most Expensive Programs In Your Niche With This  
Rapid Business Development System&hellip;

Are You The Intentional Choice Of Your  
Potential Buyers and Sellers?

I am excited to inform you  
that in our next module we will be covering with my good friend Glenn Dietzel  
the dynamics of how to design, author and distribute a commission generating book. By taping into your own personal  
positioning  
and projecting yourself as the expert to your local market in a way that

separates you as the only choice for your ideal clients.

Consider

This Right Now: Your target market is faced with a very real problem. With limited time and opportunity to experiment, your ideal clients intentionally narrow their choices to those who are on top.

And this is acutely true in the Recommendation Age in which you now live.

This next call is not about how to make money. This is about how to use a little known law called Zipf's Law to compel your target market to want to crave a relationship with you.

It is NOT that it is expensive and difficult to separate yourself as the only choice like most would tell you. It is that there is a very specific model that few truly understand.

Here's the Problem: Over 90% of Realtors fail to make a profit. And the new business reality in the Recommendation Age requires that this be so!

Here's the Solution: Research shows that the best lead generator is a Book connected to a process using target emotional response marketing. A unique process where your target market chooses you for life within three minutes.

Not just any book. But a commission generating book which aligns your unique proposition with the right distribution channels where you are considered more than an expert. You are the intentional choice.

Note two important facts.

1. This is a system where you don't have to invest \$100,000 like many of Glenn's clients have done in hiring his company to implement this system.

2. This is more than writing a book. This is about creating a powerful lead generation system that positions your expertise properly in the new age we now live in: The Recommendation Age.

Discover a comprehensive system to turn your expertise in any one of the areas where your inherent strengths lie: law, investing, negotiation, construction, psychology, demographics etc. into a viral system that incorporates both the offline and online worlds as you easily write your own commission generating book.

Here are just a few concepts  
you will discover:

--How to eliminate your  
competition and ethically control your target market in less than three  
minutes. Note: you must promise to use this system for only ethical and  
moral reasons due to the comprehensiveness of this system.

--How to use this  
proprietary model that will show you specifically how to take an idea and strategically  
transform it into a Recommendation&hellip;A Recommendation where your optimum clients  
can ONLY say yes to you. Over and over again.

--How to make the new rules  
of the Recommendation Age work for you. Note: If you still think we live in the  
Information Age, this is all the more reason why you must be on this call.

--How to get into your  
target market&rsquo;s mind using the Awakened Ideation system&mdash;use this specific questioning  
system to unlock the real resistance that your target market has of you and powerfully  
reframe your solutions to their hidden wants and desires.

--How to position your  
target market to overcome their natural resistance to you with your million  
dollar story&mdash;yes, you have a million dollar story and you will discover how to  
position it.

--How you can command Zipf&rsquo;s  
Law to your advantage?

--How to leverage Zipf&rsquo;s Law  
thru another little understood law, Milgram&rsquo;s Law, where you will be more than  
the perceived expert, but the only solution your ideal clients will choose.

--How to become an Insider  
in the Recommendation Age to reap the untold wealth as a Knowledge Broker of  
your local Real Estate Market.

--How to align yourself with  
a hungry market and create a data base of raging fans that want to refer all of  
their friends and family to you.

--How to author your  
commission generating book&mdash;a 100 page commission generating book&mdash;in only 12  
hours!

--How to gain instant  
access to our books-in-stores New York Publisher

And so much more.

Make sure you are on the  
call early as Glenn will be walking you step-by-step thru this proven and  
tested system that lends itself perfectly to what Brian has been teaching you.

As Brian has stressed on several occasions, "You must know how to get your customers to buy now and forever from you" and this is infinitely more important than anything else you can learn in your real estate career.

Welcome to a system that will turn you from unknown salesperson to Celebrity Expert and ultimately to the intentional choice for your ideal clients.

Glenn

P.S. Just for being on the call, you will gain the ability to get access to two Exclusive Bonuses:

1. The Idea Virus Software (Value \$197) to create your own viral eBook where you begin to make money immediately.

2. The Expert Positioner Software (Value \$147). Ethically control your target market in less than 3 minutes with this software.

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About Glenn

Glenn Dietzel is the Founder of Awakened, LLC, a leading thought company in the Recommendation Age. He has been at the forefront of authoring and business coaching/consulting now for several years. Insuring his clients all over the world author their own book in record time, Glenn teaches them to simultaneously building a profitable business using the power of the Internet.

Glenn has been called the Internet's "best kept secret" and "the profit

master&rdquo; by his peers and experts in the authoring and publishing industry. Today he is even mentioned in the same breath as Tony Robbins and Donald Trump.

Moreover, Bery Wolk, the founder of the infomercial and the secret behind many billionaire success stories including Donald Trump has just recently created a partnership with Glenn&rsquo;s company to produce the world&rsquo;s first infomercial in the authoring and publishing industry.

As a former Vice Principal with two post-graduate degrees Glenn set two Internet records 3.5 years ago replacing both his income and his wife's income in record time&mdash;127 days off an 18 page digital download&mdash;with a system he now teaches his clients. He went on to set another Internet record making his first \$100,000 from this same 18 page digital download on a list of under 500 people in less than 3 months and with no Joint Venture partners.

From Hong Kong to Hawaii, Glenn teaches people how to appropriate the specific attitudes, skills and knowledge not taught in any MBA program using the power of Entrepreneurial Authoring with its focus on rapid business acceleration using the power of Web 2.0. The success of Glenn&rsquo;s authoring and business profit system provides a first in the authoring and publishing world: Instant access to a New York Publisher.

Glenn&rsquo;s Entrepreneurial Authoring program has been recognized throughout the entire industry some of whom include&hellip;

- The marketing company to leading e-publishing giant, ADOBE
- Internet marketing experts Alex Mandossian, Armand Morin, Stephen Pierce, Joel Comm, Jim Edwards, Rick Butts and many others
- Beryl Wolk, founder of the infomercial, the newspaper insert, Cable Guide magazine etc.
- PR experts Rick Frishman and Dave Lakhani
- Personal Development Organizations including Bob Proctor, Harv Ecker, and Rudy Reuttiger
- Imal Wagner (publicist to Mark Victor Hansen and Robert Allen),
- The leading T.V. show, &lsquo;Call For Help&rsquo; with Leo Laporte
- Consultants to two U.S. Presidents
- Many mid-tier companies (under NDAs)
- Professionals from every organization including doctors, lawyers, dentists, chiropractors&hellip;
- Self-publishing guru, Dan Poynter
- Clients from more than 90 countries!
- And many, many others!

If you are ready to challenge your assumptions about the steps you must take to market yourself in The Recommendation Age&hellip;if you are ready to become more than an expert&hellip;if you are ready to become the Intentional Choice where your clients only choose you over and over again&hellip;you&rsquo;ll be glad that you met Glenn. Your personal and professional success has never been closer at hand!