



You Need  
More People



# 2023 UPCOMING DATES (as of Aug 30, 2022)

## GBOGH

JAN 6-8 Winston Salem

MAR 3-5 Winston Salem

MAY 5-7 Winston Salem

JUN 10 THE VENUE

JUL 21-23 Winston Salem

AUG 19 THE VENUE

SEP 22-24 Winston Salem

## KEYSTONE

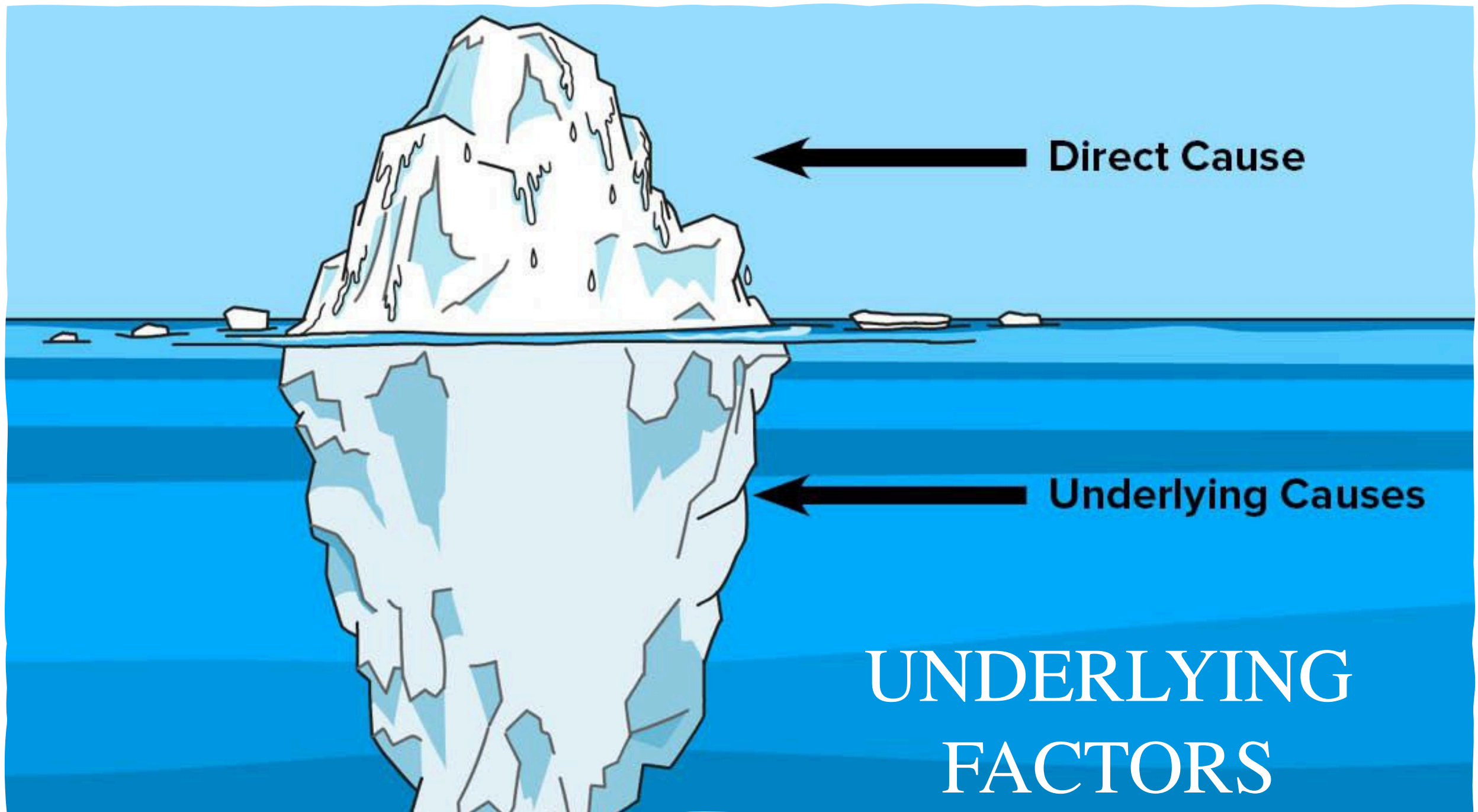
NOV 30-DEC 3

# **\*\*4 POINT GAME PLAN\*\***

(To Create Recruiting Explosion)

1. RECRUITING – EVERYONE’S #1 PRIORITY
2. EVERYONE COMES TO THE OPPORTUNITY MEETING
3. GET PAID TO RECRUIT
4. SPRINT TO DISTRICT





**Direct Cause**

**Underlying Causes**

**UNDERLYING  
FACTORS**





# **\*\*4 POINT GAME PLAN\*\***

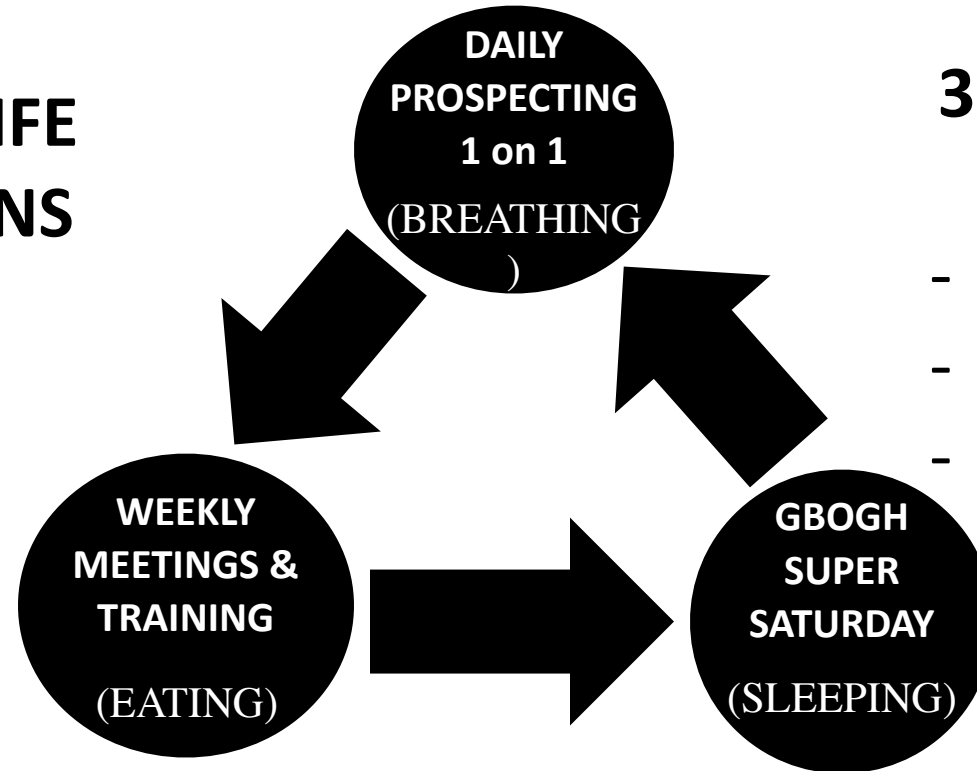
## **\*\*\*CYCLES OF GROWTH\*\*\***

We Build Organizations Using 4-8 Week Cycles



### **3 IMPORTANT LIFE CYCLE FUNCTIONS**

- BREATHING
- EATING
- SLEEPING



### **3 IMPORTANT BUSINESS LIFE CYCLE FUNCTIONS**

- Daily Prospecting
- Weekly Webinar/Training
- FSS Quarterly

**R E C R U I T**



Ray Kroc  
Sold the DREAM  
not the hamburger!



# LET OTHERS SELL THE DREAM



CHRIS & TARSIA GRAY

WARREN POWERS

OLIVIER BRUTUS

MARY HAYES

BELDA RUBIO

BILL ORENDER

GLENN WILLIAMS

# HIGH SCHOOL FOOTBALL – FRIDAY NIGHT LIGHTS



ONE ON ONE



# COLLEGE NATIONAL CHAMPIONSHIP





# THE SUPERBOWL





# YOUR GOOD FRIEND





**VIP**

**Below RVP**

**Platinum - 100 Recruits**

**Gold - 75-99 Recruits**

**Silver - 50-74 Recruits**

**Bronze - 20-49 Recruits**



# GET BIG OR GO HOME



SPECIAL GUEST  
**BILL ORENDER**  
\$1,000,000 EARNER



**ANDREA BURKS**  
\$1,200,000 EARNER



**PEGGY HIGHTOWER**  
\$1,200,000 EARNER



**GLENN WILLIAMS**  
Primerica CEO



**ANDY YOUNG**  
\$1,500,000 EARNER

Register Now

TICKETS  
**\$50**  
TICKETS

[www.getbigorgohome.com](http://www.getbigorgohome.com)  
Benton Convention Center  
301 W 5th Street  
Winston, Salem, NC 27101



**JANUARY 6 - 8, 2023**  
Friday 7pm - Sunday 1pm



RULE  
NUMBER  
ONE

SHOW UP FOR  
EVERYTHING

100







\$20

UndeniaBULL  
UnbreakaBULL  
UnshakeaBULL  
UnstoppaBULL  
NTOUCHABULLS





1<sup>ST</sup> RECRUIT

1<sup>ST</sup> SALE

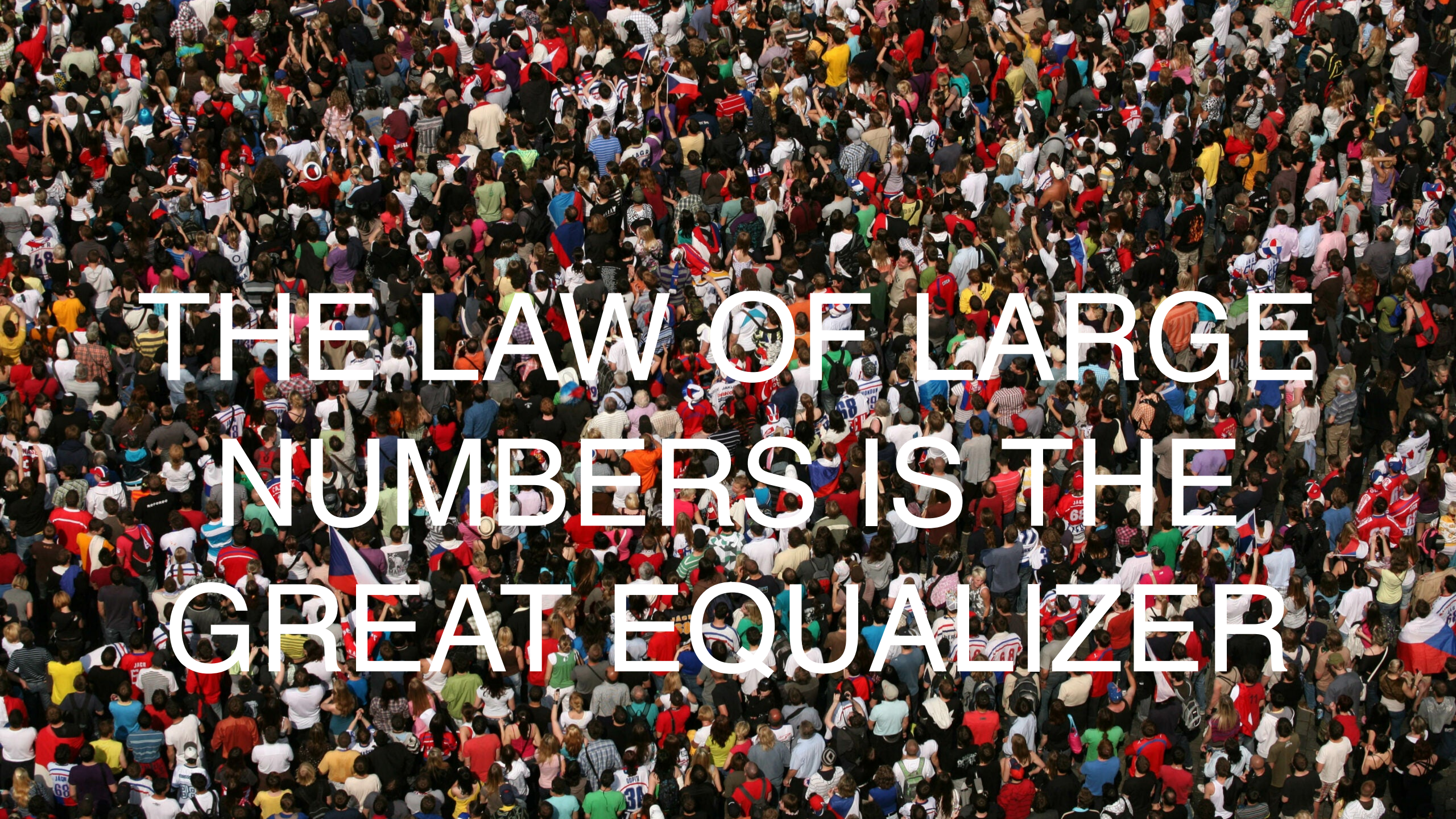
BONUS

PROMOTIONS

TOP 10 AT YOUR LEVEL

RALLY AWARD





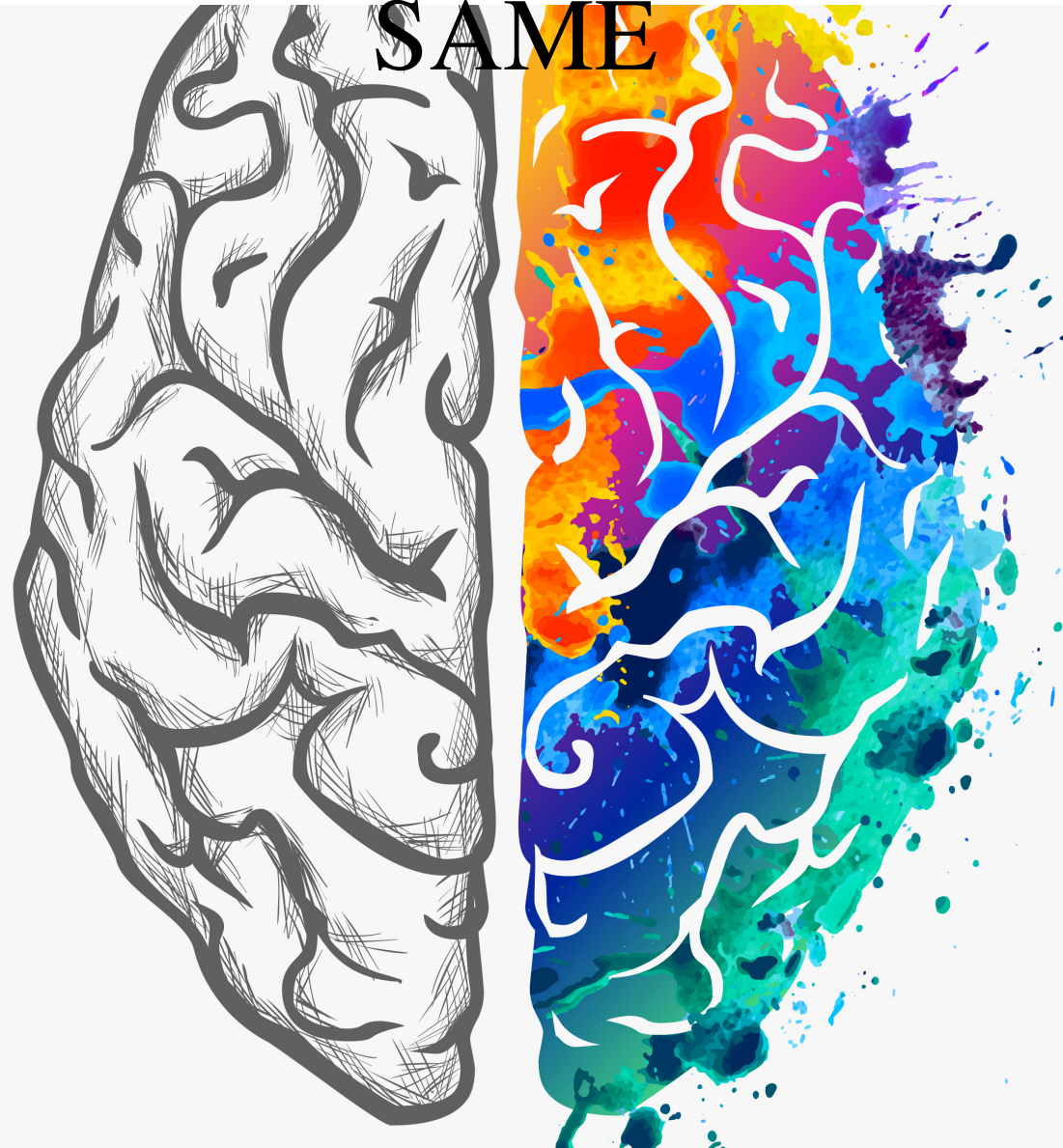
THE LAW OF LARGE  
NUMBERS IS THE  
GREAT EQUALIZER



# THE MINDSET OF THE COMPANY ISN'T THE SAME



LIFE INSURANCE  
SHC  
ANNUITIES  
MORTGAGES  
MUTUAL FUNDS  
VIVINT  
PLPP  
AUTO & HOME  
401Ks  
MANAGED ACCTS



RECRUIT  
BUILD  
DEVELOP  
RVPS





256 DRAFT PICKS  
7 ROUNDS





BUILD RELATIONSHIPS