

GO PRO RECRUITING MASTERY 2019

DECEMBER 11TH-13TH, 2019 | LAS VEGAS, NV

RESULTS WORKBOOK



— 10TH ANNUAL —

GO PRO

RECRUITING MASTERY

DECEMBER 11-13TH, 2019

MGM GRAND, LAS VEGAS



THIS WORKBOOK BELONGS TO:

If found, please call, text or email me at:







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AGENDA

MGM GRAND, LAS VEGAS

WEDNESDAY, DECEMBER 11th

4 PM Doors Open

5 PM - 9 PM Day 1 Opening Session

9 PM - 11 PM VIP Party/Meet &
Greet with Eric Worre

THURSDAY, DECEMBER 12th

9 AM - 3 PM Day 2 Morning Session

3 PM - 5 PM Lunch Break/VIP Lunch

5 PM - 9 PM Day 2 Evening Session

FRIDAY, DECEMBER 13th

10 AM - 3 PM Day 3 Morning Session

3 PM - 5 PM Lunch Break/VIP Lunch

5 PM - 8 PM Day 3 Closing Session

SATURDAY, DECEMBER 14th

4 PM - 9 PM Super VIP* Private Party
at the Worre's House

*If you are not yet a Super VIP ticket holder and would like to upgrade to experience all the Super VIP perks, please talk to our VIP concierge team and they will be happy to assist.

WELCOME

to THE 10TH ANNUAL GO PRO
RECRUITING MASTERY EVENT!

For the past 9 years, it has been our honor and privilege to play host to the biggest and best celebration of the Network Marketing Profession.

Go Pro Recruiting Mastery, which started in 2010 with just 200 attendees, has grown into so much more than a training event ... it has become our Profession's annual family reunion and MUST-ATTEND event.

As we kick off our 10th anniversary, we want to congratulate you on making the decision to join us as we help you take your career and leadership to the next level.

You are one of the smart ones who are moving away from an economy and system that are broken. You have decided that you want more out of your life, you want more for your family, and you realize being a Network Marketing Professional gives you the best chance for success.

Once again, we have assembled a lineup of training and presenters that is unmatched. Our goal is to present you with





skills, strategies, and new ways of thinking that will help you push through your fears so you can experience a breakthrough and make 2020 the best year of your life.

For the next few days, you will be surrounded by top leaders, million-dollar earners, motivators, and other entrepreneurs and visionaries who have come together to share their wisdom, tips, strategies, and support. So, give yourself permission to set aside the responsibilities and stresses of your day-to-day routine and fully immerse yourself in the life-changing training, unsurpassed sharing, and exceptional camaraderie that this event has become known for.

Now is YOUR time!

Your Biggest Fans,

Eric & Marina Worre



RECRUITING



When we created this event 10 years ago, many thought it was impossible to hold a gathering of people from different companies and not have to worry about everyone trying to recruit each other. But that's what we did. We created a safe environment because we have a very strict no recruiting policy.

During our time together, we encourage you to enjoy the camaraderie and proximity that has been created for you. However, for the next two-and-a-half days, we want you to avoid the temptation to try to recruit any of your fellow attendees. This is a time to focus on your skills, your mindset, and what will help you take your business to the next level. We are here to learn from one another – not to prospect each other.

EVENT RULES

This is a **NO PROSPECTING ZONE** and a **SAFE PLACE** for everyone – no matter your company affiliation! Our wish is for you to get the most out of your experience during this event, so please honor and respect others by:

- Removing all company/rank pins, buttons, badges, and jewelry.
- Not displaying any company logo gear (shirts, hats, blankets, bags, etc.).
- Consuming/using your products privately and out of public view.
- Being excited about the Profession, but keeping your products and companies out of the conversations.

Remember, we have a zero-tolerance policy! If you try to prospect somebody, we will ask you to leave with no refund. And, if someone approaches you, it's up to you to keep them in check!

HOW TO GET THE MOST OUT OF

GO PRO

RECRUITING MASTERY

- 1 **Decide to play like a PRO.** This is YOUR time to learn and grow by immersing yourself fully in the training and sessions.
- 2 **Show up to each session rested and early** – and stay to the very end.
- 3 **Be high energy and engaged** – not just an audience member. Don't sit back and just expect to be entertained. This event is about sharpening your mindset, learning new skills, and teaching you how to grow your business.
- 4 **Resist the urge to get distracted.** Close your social media pages. Don't open your email inbox. Or better yet, completely turn off your phone and mobile devices and turn on your mind.
- 5 **Take notes on EVERYTHING!** Over the course of the next two-and-a-half days, you're going to be hit with a lot of information and, at some point, you're going to be mentally exhausted. This is when you need to keep writing! Even when your mind is tired, you're still going to be able to capture great ideas.
- 6 **Meet new people.** Remember, you are in a safe place surrounded by like-minded people from all over the world. They are people like you who have realized there is a better way. Get to know them!

NOW LET'S GO TO WORK!

ERIC WORRE

At the age of 23, Eric Worre was a junior college dropout with no real marketable skills and – having already burned through 18 different minimum wage jobs – his ability to take care of his young family looked bleak. Fortunately, that's when Network Marketing changed his fate and cemented his future.



During his Network Marketing career, Eric earned more than \$15 million in commissions and built sales organizations of more than 500,000 distributors in more than 60 countries. But Eric's ambition to help as many people as possible was larger than his own successes. Inspired by what the Network Marketing Profession had done for his life – and while still at the top of his game – he retired from being a distributor and today he is the most trusted and watched generic coaches in the world.

Since founding Network Marketing Pro in 2009, Eric – along with his wife Marina – have continued to elevate the standards of the Network Marketing Profession worldwide. To do this, they provide countless complimentary training videos for the Network Marketing community on everything from mindset to skill building through NetworkMarketingPro.com – the most-watched online training site in the Network Marketing Profession.

Eric's international best-selling book *Go Pro – 7 Steps to Becoming a Network Marketing Professional* has sold more than 3 million copies, been translated into multiple languages, and is widely considered the “training manual of the profession.”

Eric also produced and released the documentary film *Rise of the Entrepreneur – The Search for a Better Way*. Considered by many to be the most powerful recruiting and belief-building tool in Network Marketing history, this film is a gathering of some of the best experts and thought leaders who will forever change how people view work and wealth.

In addition, Eric and Marina have created some of the largest and most successful live generic training events for the Network Marketing community including *Go Pro Recruiting Mastery*, *The Most Powerful Women in Network Marketing* (an event designed specifically for women), and *Beyond Leadership*.

Eric's mission and message are simple: to educate the world that if you have an entrepreneurial bone in your body, Network Marketing – while not perfect – is the best form of entrepreneurship available to the average person.



IDEAS, QUOTES & NOTES

A great idea – even the smallest – can be worth a lot of money in Network Marketing. A quote can change your life and the trajectory of your business. And your notes can become the training manual for you and your team's success.

Over the course of the next two-and-a-half days, write down as much as you can. Then, at the conclusion of this event, make sure to review your notes and highlight the ideas that you are going to implement in your business.

Remember, change doesn't happen overnight, but the ideas that you take away from this event WILL have a lasting effect on your future.

[illegible][illegible]

What's Working in Network Marketing NOW

For this year's Go Pro Recruiting Mastery, we reached into the field to find the best strategies, programs, and systems that are working for companies and distributors right now. Over the next two-and-a-half days, our Field Leadership Presenters and Case Study Interviewees are going to equip you with what you need to know to implement these strategies into your own business.

Make sure to take notes and then, go back and highlight the ideas that you're going to bring to your team so that 2020 will be your best year yet!



[illegible]

[illegible]



COURTNEY EPPS

Courtney Epps is an international speaker and author of *More Relaxing Less Taxing*.

She is a Fractional CFO to over a dozen small-to medium-sized companies and owns a full-service accounting firm. She has owned her own practice for 17 years. Her experience is in public and cost accounting, providing clients with tax preparation, tax planning, income tax accounting, and consulting services to better run a business.

IDEAS, QUOTES & NOTES

[illegible]



FRAZER BROOKES

Frazer Brookes is a second-generation marketer to parents who have made 8 figures in the industry since 1987.

He consults companies on social media strategy and is an international speaker who has presented in 32 countries to date. Frazer has shared his social media tactics and strategies training over 500,000 Network Marketers in the last 30 months.

IDEAS, QUOTES & NOTES

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The Million Dollar Hall of Fame is a program founded by Network Marketing Pro, Inc. in 2018 to recognize distributors who have earned \$1 million or more in commissions in one year. All earnings are verified, making this the ONLY verified group of annual 7-figure earners in the Network Marketing Profession.

Honorees are inducted into the Million Dollar Hall of Fame annually at either the Most Powerful Women in Network Marketing or the Go Pro Recruiting Mastery event. If you are a million-dollar earner and you are not in the Hall of fame, please visit

NetworkMarketingPro.com/Hall-of-Fame

for more information or reach out to

Daniela@networkmarketingpro.com.



CONGRATULATIONS TO THE 2019 MILLION DOLLAR HALL OF FAME INDUCTEES

ALFRED E. NICKSON

JOHN HAREMZA

ANDRÉS GUZMÁN

JOSE LUIS PASTRANA

ANTONIO MARTINEZ

JUAN DIEGO JIMENEZ

ARMANDS MURNIEKS

MANUEL WILKINS

DEBRA RAYBERN

OLGA RATNICHENKO

ERIC GRZYBOWSKI

TROY LANDWEHR

GERMAN CASTELO

YULIA CHYSTOVA

ISLAM MOHAMED &
ISLAM WASFY

WILL YOU BE
NEXT?



ARMAND PUYOLT

Armand Puyolt is a legendary Network Marketing leader, multimillion-dollar earner, expert, and consultant whose goal is to help as many people as possible raise their quality of life and create a better future.

Having experienced severe lack in his childhood, Armand committed himself from an early age to building up his outer resources and inner resourcefulness as an entrepreneur. He has created a massive team of people who focus on not only selling products, but also building the business effectively.

IDEAS, QUOTES & NOTES

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TOM CHENAULT

Tom Chenault has been the voice of the longest running Network Marketing radio show in the world for over 20 years.

He and his wife Denice have been top earners in the profession and were named founding members of the Network Marketing Pro Million Dollar Hall of Fame. Tom's passion is relationships and he has dedicated his life to helping people better theirs through his famous "Coffee Shop Interview" and his concept of "Contact Mapping".

IDEAS, QUOTES & NOTES

[illegible]



— A C A D E M Y —

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JORDAN ADLER

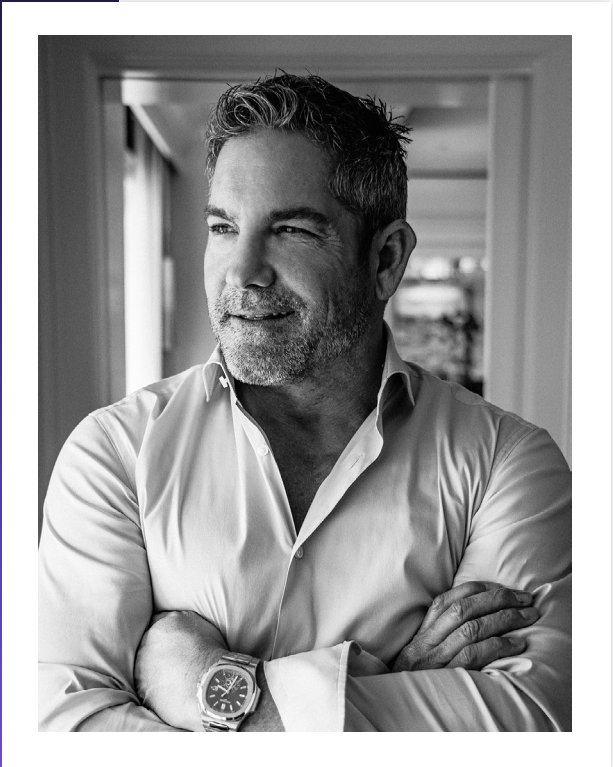
Over the past 27 years, Jordan Adler has become one of the top Networkers in the world.

His current business overrides hundreds of thousands of customers, making him the #1 distributor in his company. Jordan wrote the world-wide bestseller “Beach Money” and he just launched a second book, “Better Than Beach Money” in early 2019. Combined, his books have sold over 1 million copies.

IDEAS, QUOTES & NOTES

[illegible]

[illegible]



GRANT CARDONE

CEO of CardoneCapital, international speaker, entrepreneur and author of The 10X Rule & creator of 21 best-selling business programs, Grant Cardone owns & operates seven privately held companies and a \$1.4B portfolio of multifamily properties.

Named the #1 marketer to watch by Forbes Magazine, Cardone is also the founder of the The 10X Movement & The 10 Growth Conference, the world's largest business & entrepreneur conference.

IDEAS, QUOTES & NOTES

[illegible]



ANTONIO MARTINEZ

Antonio “Toño” Martinez is a millennial 7-figure earner who started in the profession 8 years ago because he wanted to give a hand to his father.

His recent success has been due to the impact of the social media integration in his way of communication. He is able to influence people from more than 50 countries. He is a great promoter for events and has reached the top rank of his company in less than 3 years.

IDEAS, QUOTES & NOTES

[illegible]



WHITNEY HUSBAND

Whitney Husband began in Network Marketing when she was just 24 years old.

As a single mom facing the hardships of living off of government assistance, she hoped to find extra income selling products from her new business. After a company switch in 2013, she used Facebook to grow her personal sales and a team to reach the top level of her company in less than four months. Now, her business has flourished internationally to include a team of over 480,000 presenters and over \$130 million in sales a year.

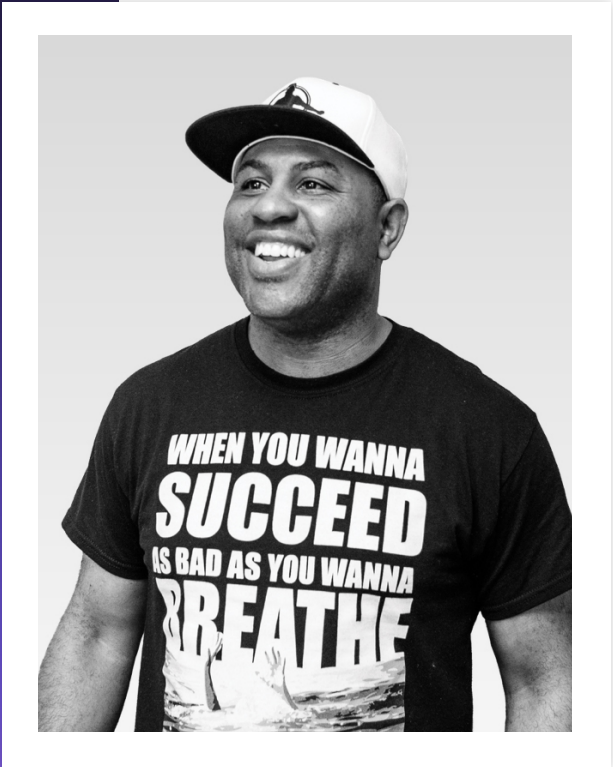
IDEAS, QUOTES & NOTES

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CASE STUDY INTERVIEWS

IDEAS, QUOTES & NOTES

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ERIC THOMAS

Eric Thomas, Ph.D. is a critically acclaimed author, world-renowned speaker, educator, pastor, and audible.com Audie Awards Finalist.

ET as he is better known, has taken the world by storm, with his creative style and high-energy messages. His words continue to impact tens of millions of people in several hundred countries across the planet! Through a significant social media presence and his recent domestic and international tours, “ET, The Hip Hop Preacher” has become a global phenomenon!

IDEAS, QUOTES & NOTES

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[illegible]

GO PRO RECRUITING MASTERY

DECEMBER 8th-10th, 2020



**Must-Attend Event for Network
Marketing Professionals**

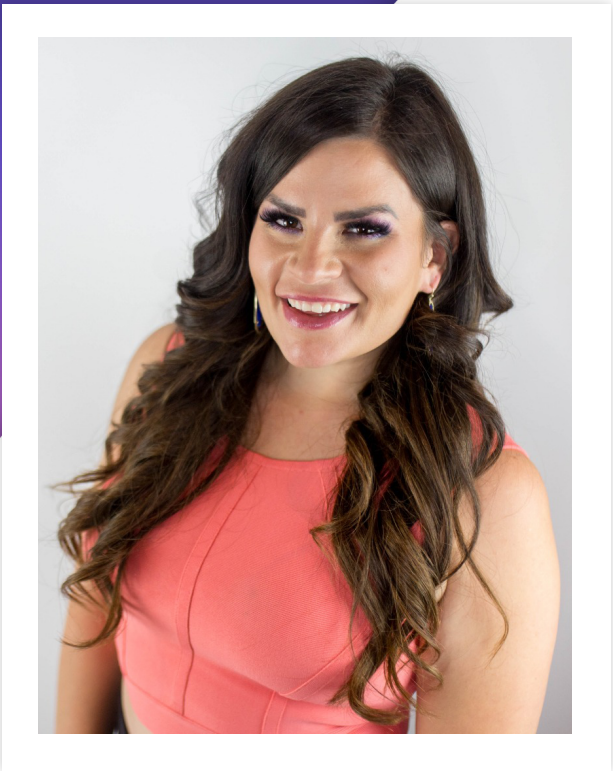
- Build Belief in Your Network Marketing Business
- Gain Strategies from the World's Greatest Thought Leaders
- Improve Your Skills and Strengthen Your Leadership
- Learn How To Overcome Mental Roadblocks
- Develop a Game Plan for Success
- Connect with Like-Minded Professionals
- Experience a Breakthrough

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JESSIE LEE WARD

Jessie Lee Ward became a multiple 6-figure-a-month, 7-figure-a-year earner after joining community-based marketing in October of 2015.

She builds almost solely online with no phone calls, no meeting, no events, and no leaving her family with the exception of touring the world to support her ever-expanding global team. She is a master of building high-tech, but high-touch and she encourages everyone to give Network Marketing a try.

IDEAS, QUOTES & NOTES

[illegible]



Elite Mastermind for **6-Figure** a Year and Above Income Earners

- Weekly Coaching from Eric Worre
- Direct Access to Eric Worre Through Voxer
- Best Practices/Strategies from Around the World That Work Today
- The Most Influential Community of Top Leaders in Our Profession
- Mastermind Events for Members Only

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OFFERS AVAILABLE AT:**

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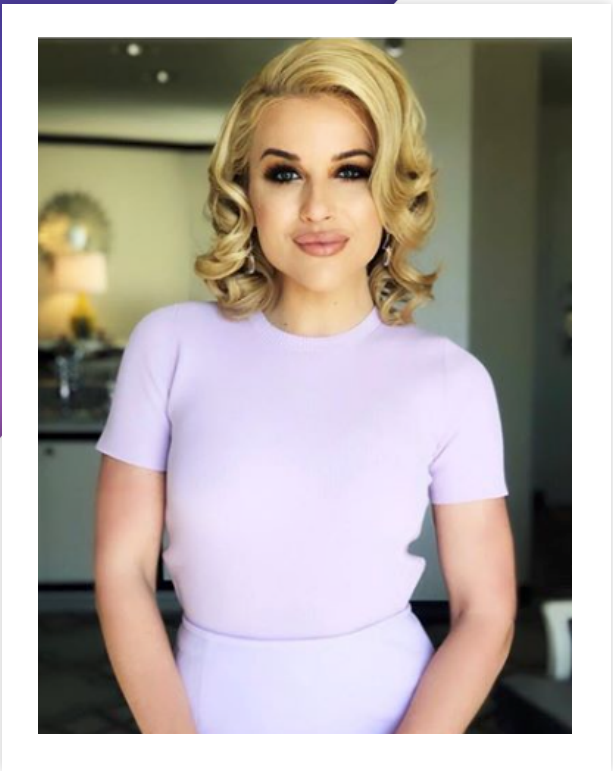
DARNELL SELF

After unknowingly joining the Network Marketing industry and 3 years of gaining “hard knocks” direct selling experience, Darnell Self joined his current direct sales company and was blessed to build an immensely successful organization that produced 40 six-figure earners before he turned 40 years old.

With a team of over 300,000 entrepreneurs, he has cultivated a team culture worthy of being mimicked by those who want to create an environment in which people can't imagine leaving.

IDEAS, QUOTES & NOTES

[illegible]



EMILY VAVRA

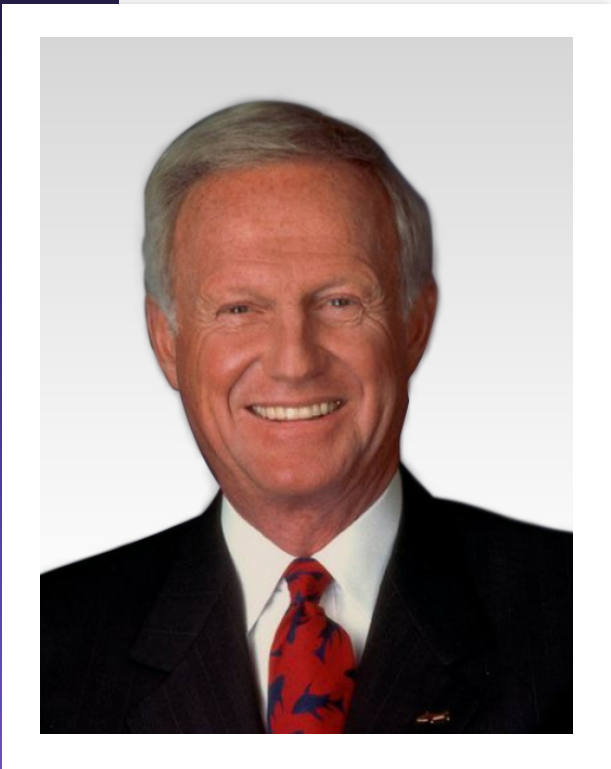
At 23 years old, Emily Vavra was flat broke and pushed herself to learn the business. By the time she was 26, she had made her first million.

Since 2011, she's helped a team of over 140,000 people build their own health, wealth and financial freedom. Her reach extends far beyond business, as she is also involved in charity. She recently traveled to Uganda with Just Like My Child Foundation, in a collaborative effort to improve healthcare, educate and establish empowerment programs for young women and children.

IDEAS, QUOTES & NOTES

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[illegible]



HARVEY MACKAY

Harvey Mackay is a seven-time, New York Times best-selling author of “Swim With The Sharks Without Being Eaten Alive”, and “Beware the Naked Man Who Offers You His Shirt.”

Both books are among the top 15 inspirational business books of all time, according to the New York Times. In total, Harvey's books have sold 10 million copies worldwide, been translated into 46 languages and have sold in 80 countries. Harvey is also a nationally syndicated columnist for United Feature Syndicate, whose weekly articles appear in nearly 100 newspapers across the country.

IDEAS, QUOTES & NOTES

[illegible]



LOU HOLTZ

Lou Holtz has established himself as one of the most successful college football coaches of all time.

He is the only coach in the history of college football to take six different teams to a bowl game, win five bowl games with different teams and, have four different college teams ranked in the final Top 20 poll. Despite never inheriting a winning team, he compiled a 243-127-7 career record that ranked him third in victories among active coaches and eighth in winning percentage. His 12 career post-season bowl victories ranked him fifth on the all-time list. He was selected for the College Football Hall of Fame, class of 2008.

IDEAS, QUOTES & NOTES

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EXTREMELY
LIMITED TO

100
ATTENDEES



BEYOND

LEADERSHIP

The Ultimate Influencer 4-Day Event
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Exclusive and Intensive Strategy-Based
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CREATING YOUR GAME PLAN FOR 2020

Now that you've had an opportunity to broaden your vision and expand your perspective, it's time to activate your dreams and create your Game Plan for 2020. This is your time!

1 SKILLS

What is your Game Plan for the next 12 months when it comes to your skills? How are you going to get better and stronger in your leadership and in your personal growth? What books will you read, what courses do you need to study, and what events do you need to attend to help you reach Pro Level?

2 INCOME

What is your income goal for the next 12 months?

What would you have to do to make that number real? Who would you have to become?
What skills would you need to learn?

3 RANK

What rank would you like to achieve in the next 12 months?

What do you need to do to get you to that rank?

4 RECRUITING

At least once during the next 12 months you should bring in a new team and recruit a large group of people in a short period of time – at least 20 people in 30 days. Write down the campaign(s) you will use to do this.

5 CUSTOMER ACQUISITION

Customers are the heart of your business. The more raving fans you gather the more stable your residual income will be. What strategies are you going to implement to gather a massive amount of customers into your business?

6 CORE RANK

Identify the Core Rank in your company. If you haven't reached it yet, what are you going to do to get there in the next 30-60 days? What is your Game Plan to get people on your team to that Core Rank EVERY MONTH and to continue growing that number EVERY MONTH?

7 SYSTEMS

What are your current systems and do they need refining? What is your Game Plan for the next 12 months to get your systems solid, in place, and duplicating?

8 EVENTS

List ALL the events you are going to attend in the next 12 months. Then, write down the promotional strategies you are going to use for you and your team for each event.

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We hope during the course of our time together we've given you the strategies and skills to help you achieve your goals for 2020 and beyond.

Also, make it a point to review the notes you've taken – not just once, but regularly – and share them with your team.

And finally, always remember to

THINK BIGGER!
BE STRONGER!
MOVE FASTER!





www.NetworkMarketingPro.com