

HOW TO COUNTERACT EXCUSES

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 - a) I have to think about it.
 - b) I have to talk to my (XYZ)
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4. I don't think this is for me.
5. I'm not business minded.
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9. "Trading is gambling"
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1

I HAVEN'T GOT ENOUGH TIME

1. Everyone has 24 hours in a day.
2. Everyday that passes by so has a \$6 Trillion industry.

BREAKDOWN: (write down in front of them/use a calculator)

ON YOUR **BUSIEST** DAY

1. How much time do you spend at work? +commute
2. How much time do you spend sleeping, eating , showering?
3. How much time do you spend on social media?
4. How much time do you spend with friends and family?

Work out how much time they spend doing XYZ and compare what they are doing that is ACTIVE VS PRO-ACTIVE.

2

HAVEN'T GOT THE MONEY

1. Can you think of 5 friends who would be interested in this opportunity? (Get them to write down their names and contact numbers - including social media names)
 - a. If you can get your 5 friends to come to a PBR - 'I' will present to them and if they sign up I will put them under you - ONLY IF you have already got the money and signed up yourself - if not they go under my organisation.
 - b. If at 20 years old you haven't got £2000 in your bank account then something needs to change.
2. Luxury items - sports cars = If i'm willing to sell my Porshe for £185 how long will it take for you to get the money??? Seconds / Minutes = Asset vs Liability.
3. Payment Types - Bitcoin, Skrill,

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I DON'T THINK THIS
IS FOR ME.

1. Understand the CEO of the company - Chris Terry created this company to help the average individual to become financially literate. His objective by 2020 is to '*empower, enrich and educate*' 1 million AVERAGE individuals.
2. He created this platform to educate the AVERAGE individual that will teach them a skill to make money in the largest financial market.
 - BIGGER than the stock market.
 - BIGGER than the music and film industry.
 - FOREX does not discriminate is accessible to ANY and EVERYONE - as long as you have a smartphone and internet.
3. Question them! Be brutal - break it down.
 - Are you working right now? Where? How many hours? How much - rhetorical.
 - Do you love your job? Will you be happy to be working at your job for the next 45 years?
 - No? I'm offering you a solution - should you choose to take it is entirely up to you.

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I'M NOT BUSINESS MINDED.

1. REMEMBER! The CEO created this company to educate the AVERAGE individual. He expected the majority of his customers would have no prior experience in FOREX.
2. You do NOT need any prior experience in the industry or in business to participate. You need a winning / open mindset to learn a NEW skill that has the ability to pay you for life - depending on how much time YOU are willing to invest in learning money making activities.
3. MINDSET - understand the power of your mind - your words. What you say and think can influence you to *achieve* or *underachieve*.

If you say you can't, you most likely won't.

If you say you can, you most likely can.

4. Do you work? How do you get to work? Train/bus - you have to put money in to your card- oyster. Do you eat at work? That cost money = expenditure.

Everyone is business minded.

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I'LL SEE IF IT WORKS FOR YOU BEFORE I JOIN

1. 100% transparency - I only work with LEADERS, I want ACES on my team. If you wait till I succeed I can guarantee you now that I won't be able to work with you directly because I'll be working on other business projects.
2. Would you rather come along for the ride or watch on the sideline with a box of popcorn?
3. Understand you can NEVER get time back. If everytime you were offered something *too good to be true* and passed the opportunity because you thought it was *too big of a risk etc...* you will forever be in the same circumstance as you have been in for the last 5 years and 5 years from now.
4. Do not allow someone else's un-abilities prevent you from success
5. Gym Strategy - Do I have to go to the gym and get a 6 pack before you join the gym too?

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WHAT MAKES YOU DIFFERENT FROM OTHER COURSES?

1. Products and Services
 - 1.1. IML Academy
 - 1.2. IML TV
 - 1.3. Harmonic Scanner
 - 1.4. Web Analyser
 - 1.5. Training + Support
 - 1.6. Swing Trades
 - 1.7. Swipe Trades
2. 7 Figure Mentorship Calls, Team Trainings!
3. VALUE - we offer much more time - for much less of the cost.

“IT’S A S.C.A.M!”
“IT’S A PYRAMID
SCHEME!”

“Still Confused About Money”

Still Cooking At McDonald’s”

Still Chillin’ At Mum’s”

Ask the guest if they know the definition of a Scam / Pyramid Scheme is to see if they actually understand what the words mean before they accuse us.

Pyramid:

1. There are **no** actual products service sold.
2. The person above you is always earning more than you. The person at the top of the company is earning the most money.
3. Illegal worldwide.

Scam:

1. When you put money towards an investment and never see the money/people again.
2. There are **no** actual products service sold.

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TRADING IS GAMBLING/BETTING

1. Gambling / Betting is by chance, trading is based on **applied knowledge**.
2. Gambling is extremely high risk.
3. Emotional Attachment involved - when you lose money you want to 'win' it back.

GOOGLE

1. It is human nature to voice our opinions - the good and the bad. Those who post online have had bad experiences and shared it publicly. Regardless of this industry, this business/company - all businesses face harsh / criticism
2. Right now, go on GOOGLE and research if LIFE is a scam? Negativity - 80% of the human brain / human nature is a scam.

SUNDAY 24TH JUNE - HAMIM

SCAM -

- Still Cooking At McDonalds
- Still Chillin' At Mum's
- Still Confused About Money
- Still Counting Actual Money

PYRAMID SCHEME-

- The products don't exist
- People who are selling the products and services do not benefit from the P&S
- The person at the top makes all the money
- You can not outrank the person above.

PRICE -

- **If not now when? If not you who?**
- **Some will, Some won't, So what? NEXT!!**