

**SEA LIFE**  
Sydney



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# Ed's SECRETS to Selling with FUN & EASE!



# SELLING can be fun....

- It will take you some practice and changes to your mindset. If I can do it...



- We'd love to help YOU become a Master Persuader & Influencer!
- I'm a Military Veteran, Corporate and have post Graduate's in Management, Marketing, Coaching & More.
- This includes spending at least \$300,000+ in Personal Development from Top Global Mentors and achieved Master Status (breaking 10,000+ Personal Coaching Hours).



# THANK YOU to our Sponsors & Partners

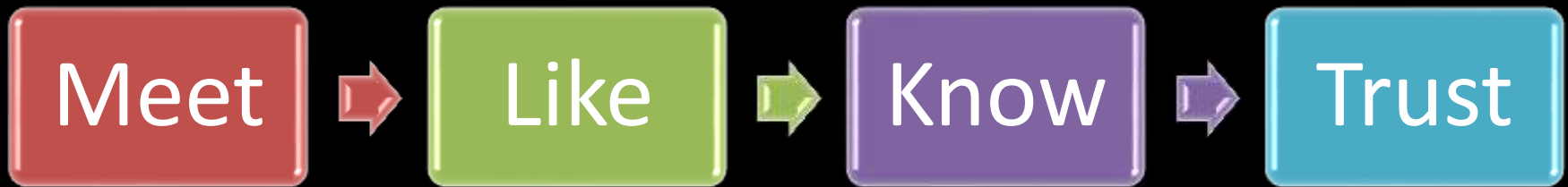


Victory Offices



teach:able

# Persuasion & Sales Process



- When you pace yourself, it takes the pressure & negative energy out of selling.



# Influence ATTRACTS

- As you get more clients, selling naturally becomes easier.



# Your Sales & Marketing Eco-System

- You can sell in so many ways and I love to keep it soft, regardless of channel!





# Abundance Family



# Ed's Reading List

- “WIN BIGLY – Persuasion in a world where facts don’t matter” by Scott Adams.
- Watch the film “1984”.
- Watch the film, “The Founder” with Michael Keaton.
- Do your FREE DISC test via 123test.com



# Ed's Reading List

- Read “Failing Forward” by John Maxwell
- Digest anything “Dilbert”
- Play the Video Game Fallout New Vegas.
- Watch Dr. Steve Turley on YouTube.



# Please ask for a copy of my Influencer Sales & Marketing Template (in Doc)

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## Edward's Influential Sales & Marketing Plan

JANUARY 2020

**VISION One Year from Now:**

- Edward Zie is to be a Global Influencer when it comes to Creating Master Persuaders & Influencers.
- He is surrounded by a wonderful community of people who support, love and drive each other across Earth.
- There is a clear sense of Strength, Helping Each Other, Action, Transparency, Fun, Intelligence and Winning
- Success requires producing great content, speak to lots of top people daily and delivering value!**



**Key Areas to WATCH OUT for:**

- Conf flow is king and only work with people who pay and respect themselves and others.
- Avoid energy vampires.
- Don't get side-tracked.
- Stay POSITIVE and BE SMART!**

**The Game Plan:**

- Lead as a LinkedIn Influencer with light support from Instagram and Facebook.
- Speak to Leads with high quality messaging and calls.
- Invite people to Webinars, drive my Meetups, drive the Vault and offer Discovery Sessions.
- Sign up 1 x New Client Each Day and make a MASSIVE Impact!**



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## 90 Day Action Plan

**Urgent (within 30 days):**

- Build strength and work out.
- Great Content & Work LinkedIn Hard.
- Fill Webinars with 100+ people per time.

**Important (within 60 days):**

- Drive heavy workshops & Online Sales.

**Coming (within 90 days):**

- Build your following & residual.

**Future Tech:**

- Heavy 3 Day Workshop (or not).





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## Edward's Daily, Weekly & Monthly Actions!


**Daily:**

- 5 x Phone Calls
- 5 - 10 x Social Media Posts
- 100+ x Respond to ALL MESSAGES
- 5 x Prayer / "In the zone"




**Weekly:**

- 1 x Personal Database Email
- 1 x Meetup Email
- 1 x Live Webinar



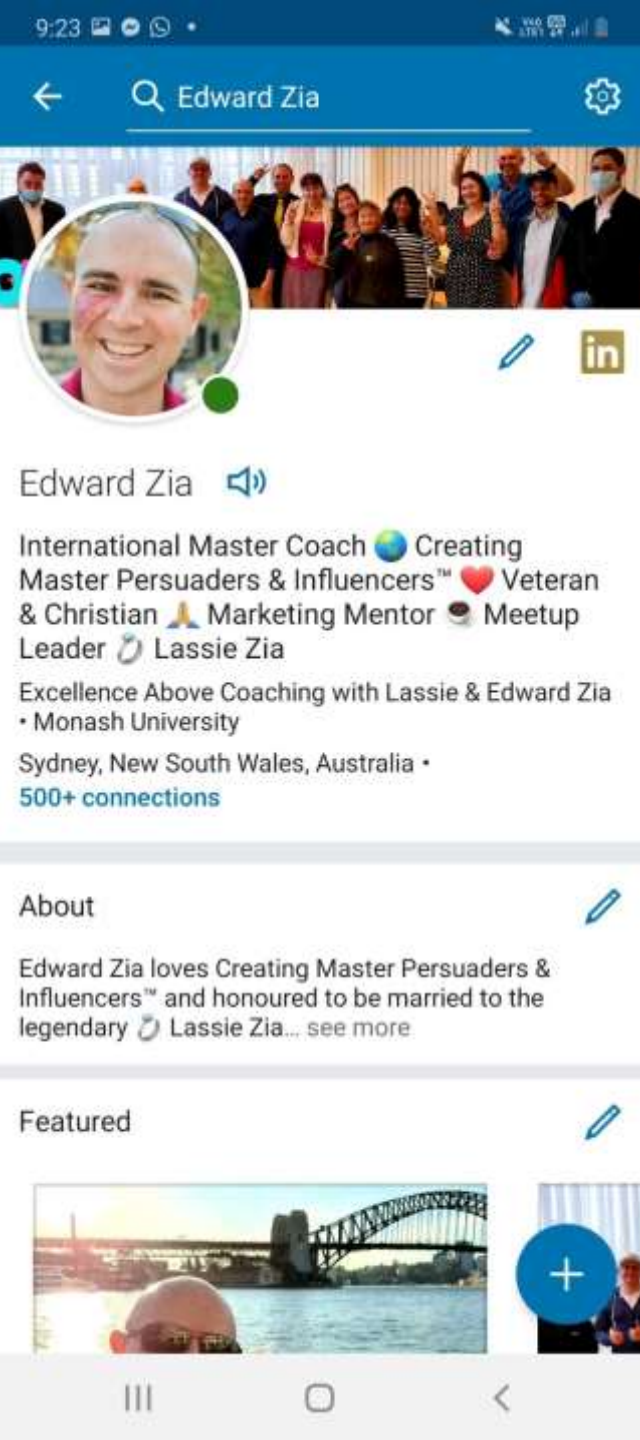
**Monthly:**

- 2 x Events
- 1 x Review



# Ed's Lesson #1





# Ed's Lesson #2

- Speak to more people each day. This practise shall stack.



# Ed's Lesson #3

- Hold that belief in yourself of what you're truly possible to be.



# Intermission + Shout Out



- Rare custom content, personal mentoring from yours truly, an international supportive community of winners starting at \$97 per month (Australian Dollars).
- Sign up NOW. You will so love it 😊





# Ed's Lesson #4

- Just tell people what you do, and drop expectations.



# Ed's Lesson #5

- Focus on those that love you and move on from those who don't.



# Ed's Lesson #6

- Use methods where automation looks after the heavy lifting for you.



# Ed's Lesson #7

- Rinse and repeat! Day in and day out.



As a result of this  
**WEBINAR** what actions are  
you going to take?



# Honourable Mentions

- The more of a presence you build, shall solve lots of this problem.
- It gets way easier over time – and keep that in mind to inspire you.



# Acknowledgements & Thanks:

- For contributions, imagery & help we wish to thank:
  - Our friends for being in our photos.
  - WeWork & Meetup.
  - Teachable.
  - Microsoft.
  - Facebook & Instagram.
  - ACCOR & Novotel.
  - The Liberal Party of Australia.
  - The NSW State Government.
  - NSW Business Chamber.
  - And everyone else who helped make this awesome!



# ***INVITE:***

## Discovery Session

- I'd love to offer you a FREE ONE TIME Discovery Session to help you become a Master Persuader & Influencer.
- I will give you at least 3 recommendations.
- We can cover key topics and talk how we can work together.
- **Message me on LinkedIn and book now friends 😊**





# Special Invite #1

## The Awesome Marketing Vault with Edward Zia™

- Join our International Community and Network with Winners across the world
- Get Coached & Mentored by Lassie & myself + become an affiliate with 30% payout
- Become a Master Persuader & Influencer + Access RARE Custom Content
- **Starting @ \$97 Australian Dollars Per Month!**

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ABOVE

Admin My Courses All Courses Preview as

# The Awesome Marketing Vault with Edward Zia™

Creating Master Persuaders & Influencers™

▶ Watch Promo

🛒 Enroll in Course

# *Special Invite #2*

## **Persuasion & Influence Mastery Workshop**

hosted @ Novotel Sydney Darling Square

- Join us Saturday 20<sup>th</sup> February 2021.
- Full day intensive.
- **\$697 + GST First Time**
- **\$597 + GST Loyalty Rate**



## Special Invite #3

### “A Powerhouse Breakthrough Mastery Day with Edward Zia”

- If you want the ultimate Edward Zia experience and to learn from my decades of experience ASAP and have legendary breakthroughs, spend an intense winning day with yours truly!
- Sign up on the [Awesome Marketing Vault Teachable Page](#), or contact me direct for other Payment Options. **\$4997 and limited spots!**



# Take ACTION now friends 😊

- Book a Discovery Session with me now (message me on LinkedIn) and for anything custom, speak to me (we can sort something out just for you).
- Add me on LinkedIn, Facebook, Insta & WhatsApp +61 458 310 670
- Join our next Live Webinar “Ed’s SECRETS to Rebooting & Rebranding YOURSELF!”

