





Ed's SECRETS on Attracting HIGH VALUE Leads!



**You want people with their Credit Card
ready to go**



- 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).

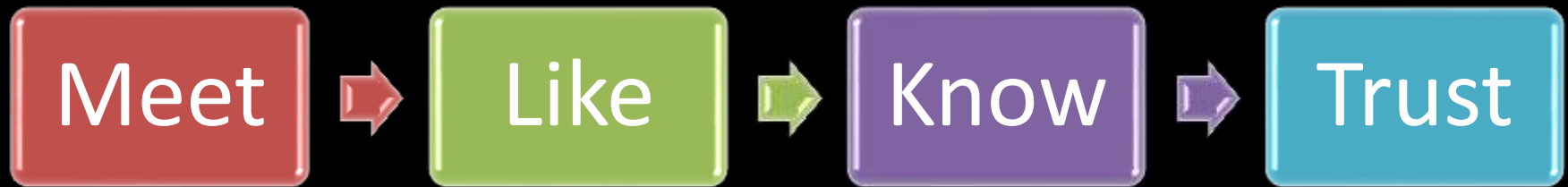


THANK YOU to our Sponsors & Partners



teach:able

Persuasion & Sales Process



- As you get more people following you and loving you; more leads are quite natural.



Influence ATTRACTS

- Trust and a positive reputation is everything!



Your Sales & Marketing Eco-System

- Leads come from all angles, however rarely just from one Channel. Usually quite a few overlapping messages hit them over time.





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)

Edward's Business & marketing Plan
March 2021

VISION One Year from Now:

- Jessie & Edward Zia with Excellence Above Coaching is to continue building themselves as Global Influencers with a connected National Australian Meetup Network.
- Our community is full of top-quality entrepreneurs who we love, and we are honoured to work with.
- We compete and become known and loved by the free events, content and help that we provide.
- Our continued success comes from sticking to strong daily action and speaking to lots of winners.

Key Areas to WATCH OUT for:

- Cashflow is king and only work with people who pay and respect themselves and others.
- Avoid energy vampires and do not get side-tracked.
- Must keep selling and driving Teachable.
- Keep up the posting and speaking to people every day!
- Stay POSITIVE and BE SMART!

The Game Plan:

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





90 Day Action Plan

Urgent (within 30 days):

- Drive Teachable Sales
- Fill Webinars, ZOOMs and Meetups.

Important (within 60 days):

- Launch workshops across Australia as part of our Meetups.

Coming (within 90 days):

- Build workshops and go more.

Future Tack:

- Continue our work and get top speaking opportunities.

URGENT
Within 30 Days

SORT OF URGENT
Within 60 Days

IMPORTANT & COMING
Within 90 Days

NICE IDEA, ONE DAY!
90 Days & Beyond







Edward's Daily, Weekly & Monthly Actions!

Daily:




- 10 x Phone Calls per day
- 10+ Posts per Day
- ALL MESSAGES
- 5 x Prayer / "In the zone"

Weekly:

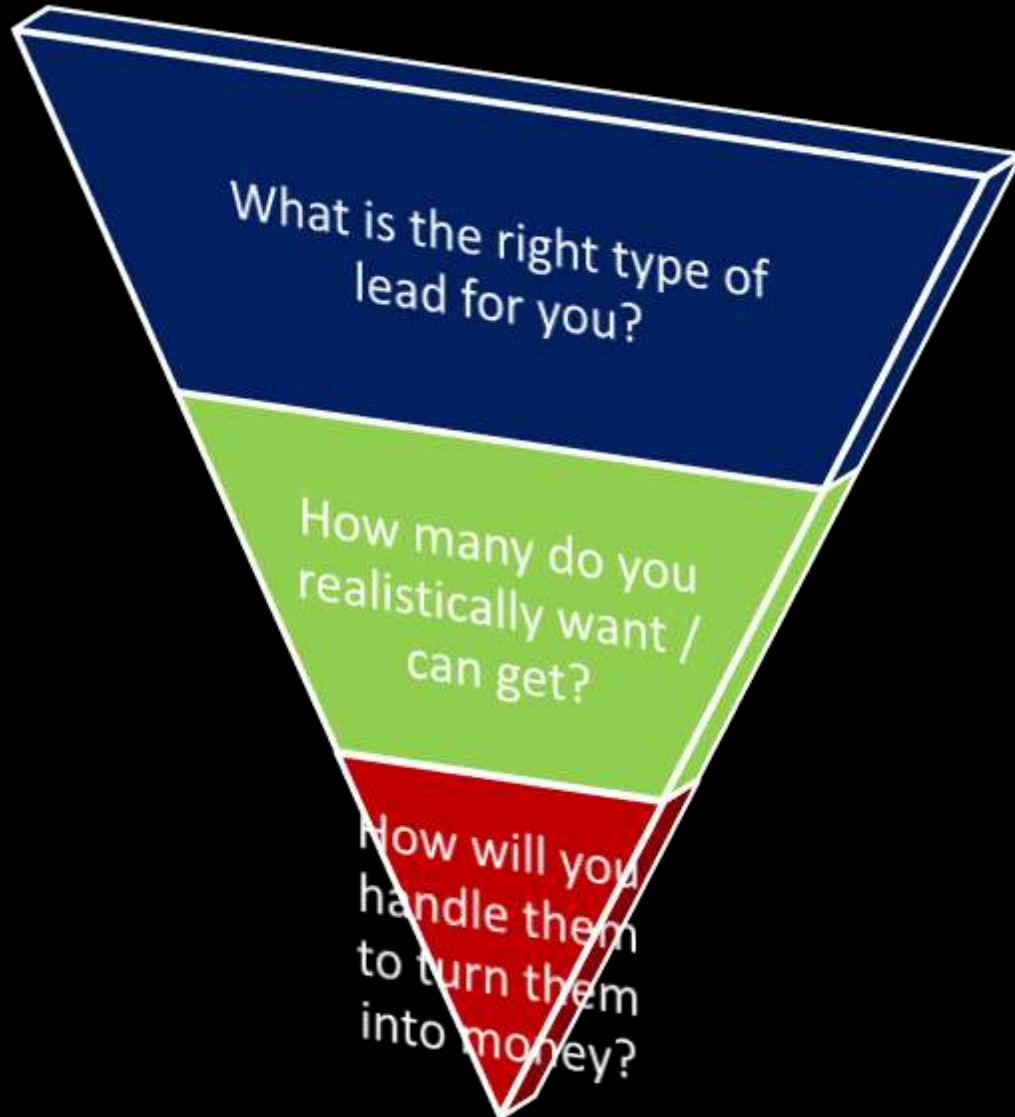
- 7 x Personal Database Email
- 2 x Meetup Email
- 1 x Live Webinar
- 1 x ZOOM

Monthly:

- 1 x Review

Ed's Lesson #1





Ed's Lesson #2

- Ponder the customer journey and make sure they love you at all angles.



Ed's Lesson #3

- Make yourself that top person for whatever your speciality / niche is. When you focus on that key skill / group, easy to win big.



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

- Have something free / easy to persuade people to come through. Something really strong.



Ed's Lesson #5

- Consider Events / ZOOMs are part of the strategy. It covers probably 95%+ of you winners listening.



Ed's Lesson #6

- Have continual messages going out daily. E.g. I get seen at least 100,000+ times daily now, so hence things are going my way.



Ed's Lesson #7

- Focus on your ideal customer and let go of people who aren't. They aren't are DANGEROUS.



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



Honourable Mentions

- Peak moments of heavy workload can break the toughest (even yours truly).
- Maintain your cool under pressure and stay focused.



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!**



Special Invite #2

Persuasion & Influence Mastery Workshop

hosted @ Novotel Sydney Darling Square

- Join us
Saturday 12th
June 2021 for a
transformational full day
experience.
- **\$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 😊

- 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 Latest LinkedIn SECRETS (May 2021)”

