

About 5 years ago one of my clients started to collect my nuggets we call bits. Here are some of my favorites from myself and others.

Time is infinitely more important than money. MYRON GOLEN

Myron:

We've been taught time is money. How many of y'all ever heard that? Time is money. Okay. When somebody says time is money, I immediately know they're broke. They don't understand time, and they don't understand money. Would you like me to prove to you that times not money? Say, "Yes."

Audience:

Yes.

Myron:

Okay. So here's the proof that time's not money. When you run out of money ... how many of you have ever run out of money before in your life? I know I have back in the day, right? Okay. Did you get more money?

Audience:

Yeah.

Myron:

When you run out of time, you don't get more time.

Audience:

No.

Myron:

If I say to you, "I'm gonna write you a check right now for \$500,000," who would like the check?

Audience:

Yeah.

Myron:

There's only one caveat. You have to end your life right now after I give you the check. Now who wants the money? Nobody (laughs). Oh, that means you already know that time is more valuable than money. Right? But if you have only \$500,000 to your name, and you have a disease that was terminal 100% of the time, but there was a cure that worked 100% of the time, but that cure is \$500,000, how many of you would pay your life's \$500,000 for that cure? That's right. Even though you don't know that after you drink it you're not going to get hit by a bus on the way home, right? Why would you do that? Because you already value time more than you do money in your subconscious. But nobody's every helped you to bring that ideology to the forefront of your mind, which is why you do what most people do who've been programmed by the cultural hypnotic societal mechanism and that's this. We waste a whole bunch of time to save a little bit of money.

Myron:

Do you understand? There's nothing, there's almost nothing that can go wrong in my car that I couldn't either fix or figure out how to fix, but I don't work on my car at all. Most of the time I'm gonna take my car to the car wash. I have somebody do that. Most of the time I don't even take my car to the gas station. I have somebody do that. Why? Because my time is too valuable, and I value time so much that I will spend as much money as necessary to buy back every hour, every minute, every second of my life. Are you all picking up what I'm putting down? Say, "I'm getting it."

Audience:
I'm getting it.

Myron:

And so the reason you're spending time fixing your own stuff- I get it. You know how to fix your house. Great. But why would you do that when you can take that same amount of time and figure out how to multiply your income and then pay somebody to fix the sink, pay somebody to fix the lights, pay somebody to cut the grass, pay somebody to fix the car instead of wasting your valuable time doing those menial tasks. Are you all picking up what I'm putting down? Let me hear you say, "I'm getting it."

Audience:
I'm getting it.

Myron:

So we've been taught that lie. Time is money. Or this one's one of my least favorite. You've gotta work hard for your money. Well the people who make a lot more money than you, it's not because they work a lot harder than you. People who make 10 times the amount of money you make are not working 10 times as many hours. This whole idea of selling your time for money is like, it's insanity. How many of you get it? Say, "I get it."

Audience:
I get it.

Jason Fladlien on creating Commitment

Here are some examples of creating commitment:

"If I show you how to do _____ will you promise me to actually do it? If so, tell me yes right now in the chat box!"

"What I'm about to show you will take you out of your comfort zone... but if you wish to [insert benefit], then will you commit to me with being okay to get out of your comfort zone to solve [pain point] once and for all?"

“Are you willing to put in the work to make [benefit] show up in your life finally? If so, I want you to say out loud right now ‘I’m willing to whatever it takes to achieve [solution].’ And if you really believe it, type it in the chat as well.

“Real learning doesn’t take place unless it changes your behavior. Nothing pains me more than giving you my heart and soul – which I intend to do today – only to see you months later having the same problems with [subject] that you currently have. So, I want you to tell me right here, right now that you will take what I show you today and use it as it makes sense to do. Do we have a deal?”

Two choices Transition...by Jason Fladlien

Memorize this close below, adjust it to fit your personality, topic and audience, and then set it to slides. Bonus points if you can make it more specific towards certain benefits that your audience desires.

“Now here’s what I know about you. Even if we had 4 hours together instead of just 45 minutes, it’s going to be hard, almost impossible to create lasting change, to give you the full extent and benefits of all that I could give you. No matter how good anyone is, and I’m better than most, one measly webinar isn’t really going to go about creating the change in your life that you want and deserve. You need more than that. While what I’ve given you today was incredibly valuable, as you have told me, it’s frankly the tip of the iceberg. And if you like what I’ve shared with you so far, you’ll love what I’ve got for you next, if you said to yourself that you want to go even further than our brief encounter today. You see, before doing this webinar today, I was faced with one of two choices. The first choice is I could share what I’ve shared thus far, part ways with you and then hope that, on your own, you can make a go of it. Or my second option – I could take a more active role and responsibility for your success, to create a situation where our relationship could evolve, form a more one-and-done type of deal to an ongoing, growing and mutually rewarding relationship. I choose the second option and when you see what I have in store for you, you’ll be glad that I did. It is with great pleasure to introduce to you... [product name].”

Now, you reveal the product, and this marks the end of the transition and the beginning of the pitch.

In order to be wealthy, you have to think like a wealthy person

1 for 10
10 for 100
100 for 1000
1000 for 10K
10K for 100K
100K for 1 million

Who would take that?

What If you could only take one...which would you take?

Congratulations I just taught you how to think like a rich person..

It's not that it's too expensive..it's that it's too expensive for you...

Are there other people who do what you do but make 10X more?

Its not the the job pays too little..it's just you haven't decided yet you are going to be that valuable

Decided...

Yes you just decide to do what it take to be the person...

Let me ask you...

Are there folks who do what you do who make 10X more than you

Are they 10x smarter?

Work 10 x harder?

Work 10 X more hours?

No they have a 10X better system of thinking and making Money...and that Is what I am giving to you here..

Link back to the identity...deciding to be wealthy /getting more out of life/ becoming the person