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## Be a Millionaire

\$5,421,367.11, it's almost surreal to me to be able to say that. I hope I haven't lost you by putting this big number up on here. I hope you're not one of those people that says, "I can never do that." Let me tell you something. If I can do this, anybody can do this. I'm not throwing these numbers on here to sound like a big shot or to impress you or anything like that because frankly I don't have to impress you. Once this webinar is over, I'm going to keep living in my beautiful house and you're going to keep living in your beautiful house, so it doesn't matter. The point that I'm making is that we've been able to go from nothing to internet millionaires. It wasn't easy and I'm not trying to paint a picture like it was easy.

As a matter of fact, it was hard, but we've got a system and at month 18 I figured out six very important things. We struggled for 18 months and then it shot up to \$30,000 a month, it continued growing from there. We average now anywhere from \$70,000 to \$80,000 a month.

When you look at our year, if you were just going to focus on one month you might see a \$30,000 month or a \$50,000, you might see a \$150,000 month. It really varies because I'm an entrepreneur and we own our own business. Like I said, there's no paycheck that comes from the internet once a week.

What changed? That's what you want me to get to and that's what I'm getting to right now. What changed in month 18? Pay close attention because this can make you very, very wealthy. Before I jump in, I am going to preface it by saying one thing. If you've been doing this for anytime at all, if you've been trying to make money online, if you've been doing a little bit of this, a little bit of that, if you've been spending a whole bunch of your time just trying to figure it out and you're still not making any money, something's got to change. You may not want to agree, you might look at some of the things that I'm going to say, "Oh no. I'm not going to do that." Okay, no problem. Stay broke. You might look at something like, "Yeah, yeah, yeah that will work for him but not for me." Okay, no problem. Keep challenging the system. Keep challenging what an internet millionaire is telling you should do and stay broke.

What's going to happen here is, just like with, her old corporate mindset was preventing her from doing what she needed to do and from just accepting everything. There's going to be certain things that I say that your subconscious is going to be telling you, "No, no, no. I don't have to do that." Because you're too busy trying to piece together a whole bunch of little things from this guy, a free video that you got from that guy, a thing you downloaded from this when you're listening to 13 different internet marketers. You changed your niche, and your direction based on what's launching today or tomorrow. You're still not getting the results that you want.

Here's what you need to do. You need to pay freaking attention and you need to do these things. Some of them have to do with mindset, your subconscious is going to be, "Yeah, yeah,

whatever, I don't need to do that. Just get right to the important stuff, . I don't need to do all that stuff." You do. You do, dude, and that's the reality. That's what I learned at month 18. I had to stop fighting it and I had to change my thinking and change my approach. I was thinking that I was going to jump on the scene, I was going to change the internet marketing landscape because I'm paramedic, super door to door salesman, extraordinary. I've arrived, so now make me rich, internet.

That's not the way that it fricking works. It's an unforgiving, highly advancing industry. You're starting from scratch. I don't care how awesome you are, whatever job you used to do. You could be an astronaut for all I care. If you're not making millions of dollars on the internet right now, then you need to shut up, pay attention, listen, take notes and then act.

I changed my thinking, and I changed my approach. You know what, if I'm sounding a little too harsh for you now, if it's not sugar coated, you should log off the webinar because you're still waiting for somebody to come over and drop off a check from the internet for you. It's going to take hard freaking work, man. It going to take hard work and it's going to take a change in the way that you think and a change in your approach.

I started doing these six things. First and foremost, I broke the digital divide. This is important and a lot of you guys are thinking, "What do you mean? I have to talk to people? I wanted to do internet because I didn't want to go anywhere."

Here's what I learned. What I learned is that you must talk to people. Just because it's the internet, you cannot remove the human aspect of building a business. You must keep in contact with your peers, and you must make a personal connection, one that simply cannot be done digitally. I'm sorry. I don't care who you are. I will argue this with anybody on the face of the planet.

You make a completely different connection with a human being when you're standing in front of them and you say, "Hey, how are you doing? My name is," and you extend your hand and you shake their hand and you say, "I'm an internet marketer. What do you do?" The connection that you can make with somebody when you break the digital divide is totally different than anything that you'll accomplish by sending a private message, "Hey dude, what's up. Got a big launch tomorrow, hope you're on board. Here's the link."

I broke the digital divide. I started keeping in contact with my peers by cell phone weekly. " , what the hell are you talking about? I have a cell phone." Throughout those 18 months, I met a lot of people. If you've been doing this for any time at all, you're a member of forums, you're a member of Skype groups, you're a member of Facebook groups. You've made digital friends. You've made online friends, people that you're working with. If not, you're doing it wrong. You're even the wrong thing wrong.

You know what I did? At month 18, I started reaching out and say, “Hey, listen. You know what, we’ve been friends here on the Warrior Forum for a long time. Let’s connect on phone. Here’s my number. Give me a call.” I started making a more personal connection with people. I stopped talking, just started marketing and I started becoming friends. I started building relationships. I started communicating by cellphone and making sure that on a weekly basis, I made it a routine. I contacted specific people routinely. I made sure that I talked to them. I started building the relationships that I needed.

I asked for introductions. This is another thing that totally changed. If you think that your success is not going to depend on others, then you’re hugely mistaken. You’re going to need the support of others. You’re going to need people to support you, to help you, to promote for you. You’re going to need to know key people.

What I started doing is asking for those introductions to key people that I couldn’t meet on my own. For example, everybody in this industry knows everybody by at least one to two degrees of separation. It’s so much easier now. This wasn’t the case eight years ago when I started but now you’ve got Facebook. You could go to any internet marketer’s Facebook page, click on their photos, see pictures of them with somebody and you’re going to find a picture of them with somebody that you do know. You can go and then say, “Hey man. I see that you know Mike Filsaime. Have you guys worked together? How do you know him? Oh man, awesome. Would you mind introducing me to that guy? I’ve got a product. I’ve got something that I think would work out well. I’d like to get to know him better.”

When I started doing things like that and I started asking for the introductions, I realized that the big gurus were never just going to show up on my doorsteps and say, “Hey man, can we help you succeed online?” It was going to take me stepping out of my comfort zone and asking for introductions to key people to be able to get the support that I needed and build the relationship with the key influencers that were going to get me to the next level.

Here’s the third thing. Here’s a very, very important one. I guarantee you that a great majority of people on here are screwing this up. You’re probably looking at this and saying, “Yeah okay. Come on, get to the point dude.” You’re fighting it right? But you’re broke. You’re not making the money you want to be making. You’re not making the money that I’m making or else I’d be on your list; you wouldn’t be on mine. Does that hurt? Is that a little too bold? Okay, log off.

I completely immersed myself in what my mentor was doing. What does that mean? It means I unsubscribed from every other freaking distracting marketer that was breaking my focus.

Tell me right now and be honest. I’m not going to call anybody out by name or anything like that. Be honest right now. How many marketers are you subscribed to? How many marketers are you getting emails from right now? Let me see what kind of results we’re getting. Six, way too many. Thirteen, fifty-four, come on somebody’s saying six hundred, I can’t possibly believe that

seven, twenty, too many, sixty-eight, five, six or seven, ten, thirty-seven too many, a hundred and twenty, at least a hundred. That's just crazy.

: Wow. That's insane.

: I saw one of my clients' mailboxes the other day.

: Oh my God. I almost had a heart attack.

: It was like 60,000 unread messages. I'm not talking spam. I'm talking in the regular inbox.

: Oh yes, I just wanted to cry.

: It was just unbelievable. How can you possibly focus on building your internet business with that level of distraction hitting you every single day? You know what, pick up your skirt, grab your privates, and make a freaking decision already. Who are you going to follow? Immerse yourself in that mentor's training.

I decided at month 18 that I was going to eliminate everybody. I don't care how clever they were because you know what, they were distracting me. Reading the emails was distracting me. I wasn't in a position yet. I wanted to start making money. I've been learning how to make money for 18 fricking months. I wanted to start doing it.

Many people on this call spend way too much time. You only have a couple of hours a day because you've got a full-time job. You spend those two hours or three hours every single day learning, reading new emails, learning about new launches, finding out what's going on and all that. It takes up all your time. Stop it. Just stop it. It's crazy. It's insane. Just click the unsubscribe link from every fucking marketer that is just distracting you and just follow your mentor.

I chose two mentors. I chose two guys, two guys that I resonated with. I unsubscribed from about 40 other guys. I just stopped listening to them and I said, "You know what? When I'm ready to start paying attention to those guys because of the marketing, because I want to learn what they're doing, because I want to spy on them, because I want to duplicate them, then I'll resubscribe." They're not going to go anywhere. I'm going to only follow, and I chose John Thornhill and Mike Filsaime. Those are the two guys that I chose. I might be one of those guys for you, I might not be, but for God's sake, decide. You need to decide.

Immersion is very, very important. Stop. Just follow that one guy and know what he's doing, why he's doing it. Part of this is the mentality of becoming the marketer instead of being the marketed. I say that a lot and I don't think that people truly grasp it. You must eventually make the switch. If you're opening those emails as the marketed, you're doing it wrong. You've got to open those emails as the marketer.

An amazing thing is going to happen when you get off all these lists. You're going to stop spending so much money on garbage. You're going to focus more. The things that you're reading

from your mentors are going to make more sense because now you're paying more attention. Now, you understand why on Wednesday he mailed something in comparison to on Monday. You're like, "Oh wow, okay, there's a pattern here. So, Monday he did this, Tuesday he did that, Thursday, wow okay I see what he's doing. He's wrapping it all up on Sunday. Wow this makes sense." Instead of just 60000 emails in your inbox that you're just scrolling and randomly reading out of. You're not learning. You think you are. You think, "I'm on those marketers' list because I'm studying." You are not studying shit. Shut up and unsubscribe. Immerse yourself in what a mentor is teaching you. This is important.

I started collaborating with others and leveraging pre-created content. Especially in my niche, I was in the internet marketing niche. How the hell am I going to teach as a newbie? How am I going to teach internet marketing to internet marketers? That wasn't going to work. I tried about a dozen other niches. I was in the wedding niche; I was in the model airplane niche.

: Travel.

: Travel. We tried that for almost a year. That got us nowhere fast. We did eBay a little bit. I was in about a dozen niches, and I didn't master it. Obviously if I had been making millions on those niches, I would have kept with those niches. I still dabble in a couple of little niches. I have some medical stuff going on.

Primarily, entrepreneurs, internet marketing, I focus on list building and driving traffic. I've become very, very good at it and that's what I teach now. I realized that I had to start collaborating with other people that knew more than me creating joint products, using their material, using PLR material to create more. I basically started realizing like wow, I don't know everything.

I started doing another thing that was important. I started dual purpose content. This is huge. I started recording everything I do because no matter how trivial you might think doing something online is, there's somebody out there that doesn't know how to do it yet.

Let me tell you something. There are people out there that still don't know how to organize their email inbox, how to set up filters, how to forward emails, how to set up a vacation reply, how to create folders and labels for their emails. I just described every single module of a potential email management course, didn't I? There are people out there that would pay you for that. How long would it take you to record something that teaches people how to organize their email? That's a product that you should do.

: I know. You keep saying that.

: Because you're awesome at Gmail. You do ninja stuff with Gmail.

: I love Gmail, and I'm obsessed with having it organized. It wouldn't take a lot of time at all. While you're doing something, you just record it. Kind of like when I record videos for my team, I

record them and I make them generic so that way I could say, “Here, I’ve recorded that video. I can teach you how to do that real quick.”

: has her own team now. She slipped that in. We’ve gone to 11 employees now.

: Yes.

: We’re trying to hire two more right now.

: Yes.

: She’s got her own little clique. It’s a team. I’m not even allowed to communicate with them.

: No, you are but they tell me, “Hey, Omer asked if I can…”

: You’ve got standing orders like if ever communicates with you, you come to me first.

: It’s not that. That’s just what they do. My standing order is everything goes through me.

: runs the show now as you can tell. My point is leveraging pre created content. There are people out there trying to learn what you already know how to do.

What’s the other thing? Oh wow, how important this is. I created a game plan. I realized at month 18 that I was going into work every single day for an unappreciative corporate boss where I had requirements. I had every day at the end of the day, my sales report was due. I had a form that I had to email. I had a spreadsheet that I had to fill out. I had material management things that I needed to submit once a week. I had tasks, and you do too. When you go to work right now, you’ve got things you got to do.

It’s not like you walk into work every day, well it depends on what kind of job you have like yes but most of us, we go, we show up to work, we have our work. We know what we’re supposed to do today. We pretend we don’t, but we know what we’re supposed to do.

My point though is that I wasn’t approaching my own business that way. I was sitting down every day and starting from scratch. I had no budget. I just had no plans. You know what, I was just sending money frivolously. I was buying everything. Whenever I saw a notification about a product, “Oh, well that sounds awesome. It’s Amazon so let me go ahead and buy that. I haven’t done anything on Amazon yet. Oh, look at this. This has to do with Instagram. I haven’t done anything on Instagram and oh look at this here’s another product. This one is about list building. I got to build a list so I’m going to buy this.”

The point is that I wasn’t buying tools. I was just buying stuff that I thought I needed. It looked cool. I was starting from scratch every single day. I finally said no, this is stupid. At my day job, I’m

given a budget, I run the sales department. I have a certain budget that I have for the year. I must manage my budget and from that budget I must hire people. I can print business cards. I'm only allowed this amount.

My general manager gets a much bigger budget from the corporation. He gets to assign the department budgets. The customer's service manager, the office manager, she gets her amount, I'm using she because she's a woman, she gets her budget. I got my budget. The service manager, the warehouse manager, everybody gets their own budget.

I wasn't doing that in my own business. I was just showing up every day. When something came out, "Let me buy that." Here's the thing. Up until that month, up until month 18, I thought, and I think a lot of people no matter whether you're willing to admit it or not because most of you people on here are probably, "Oh no, no, no. that's not me." But deep down you know I'm fucking talking about you. Did I freak you out? Because just made a face.

: You said the "F" word.

: I cursed, oh my God. Ethel, he just said the f word. I would never ask you to change the person that you are to make me feel more comfortable around you. You damn skippy that I'm not going to change the way I talk. Bottom line is this, you need to stop spending money online and focus—it's going to take money to build your business, but you need to buy tools, you need to buy things that you need. First, you need to know what you need. Do you have a business plan? I didn't have a business plan; I was just going about it day by day. What is the business plan? How much money, how much capital do you have to work with? If you don't have any, how are you going to raise the capital? How do you know how much to raise? Well, if you had a plan, you would know what tools you're going to need, right?

If you're building a house, you need to make an inventory. Okay, it's going to be two stories, we need this amount of wood, we need this amount of plywood, this amount of plaster, this amount of drywall. You freaking do the math. You haven't done that, don't kid yourself. You're showing up every day and you're just like oh, let me read that eBook, let me see what that guy's doing, let me buy that other product. You're continuing to think that the magic button that's going to make you rich is perpetually eluding you.

You think like I thought, I used to think that it was all about the search. I used to think that the journey to success was the search, that I was searching every day for that magic button. I was looking for it and eventually, I would find that product, that thing, I would eventually find that one thing whether it would be Amazon, I kept on sitting at my computer everyday thinking that magic thing was perpetually eluding me.

You know what? It was just my thinking. That was what was fucked up, it was just that I wasn't thinking right. I wasn't running my business like a business; I was going in every single day to a job, and I was working for them, and I was doing that like a business. But when it came to my

own house, I had no discipline. I wasn't running like a customer service department. That's the reality if you're an online marketer, you're trying to build a company. Right now, you might be a one man show, or one woman show, that means you're wearing all the hats. You still have a marketing department, a research and development department, a customer service department, you have all of that. Are you spending time in each one? Have you even made a schedule for yourself? Do you follow a schedule every day? "No, what do you mean? Why the hell should I do that?"

Well, because if you've got three hours a day to do your job at home for your own company, how much of that are you spending on product creation? How much of that are you spending on list building? How much of that are you spending on marketing? How much are you spending on customer service? How much are you spending on email and how much are you spending on YouTube just dick-ing around watching stupid videos that get you nowhere? Guilty, still do that.

The point is that I was spending money for listening online because I didn't have a plan. I wasn't treating my business like a business. I was spending way too much time—it's a little different now. Yeah, I spend a shitload of time on Facebook, I do, but I also make a lot of money from Facebook and Facebook Ads.

Here's another thing, I've also got a different situation now than I did eight years ago. Somebody recently at the event offered me \$10,000 to spend one day with me watching what I do. That was it, they just wanted to come to work with me and watch what I do. I was like, "Dude, are you kidding me? That's terrible, why would I do that to you? You would watch me take a nap at one in the afternoon for two hours, you'd watch me watch Netflix and fool around on Facebook. I would totally ruin your career if you did that because you'll think that's what you got to do."

Here's the thing, it's a little different now. I have a little bit more leeway with what I do now than with what I needed to do back then. You need to be doing right now what I was doing back then.

Here's the next thing. I attended live events. I know some of you guys are going, "I got to go out, Ethel!" Look, I'm not going to sugar coat it, you got to go to live events. There're live events in your town, I don't care if you're from South Carolina.

: Especially if you're just starting out, you should go to live events.

: You got to, things changed for me drastically, radically. They changed for me a big time when I went to my first event. At the very first event that I attended, I met Mike Filsaime. I met Chris Myneria, I met Lian Robin Collins, I met Devon Brown, I met Matt Basa. I met all the people that I have gone on to do business with and make money with. I can't express how important it was to just walk up to these people, shake their hands, and put the name to the face.

I'll tell you what, I realized right away how important it was to go to live events. I think it was 2009, I must've gone to 14 events.

: We went to Vegas nine times.

: Yeah, that's because we love Vegas. It just so happened that that year there were a lot of events in Vegas.

: Yeah, Mike Filsaime had tons of events there.

: He had three events in Vegas. I was following Mike; he was my mentor. Later, Mike and I ended up becoming partners. As a matter of fact, Mike and I started Higher Level Strategies. He was the majority shareholder of Higher-Level Strategies, and we ended up buying it from him, we bought him out. My point is that—

: is vice president, thank you very much.

: That's right. Anyway, my point is that we attended live events. I started collecting business cards, meeting people. Today, we have a spreadsheet with thousands of names, addresses, phone numbers, which all started because I started collecting business cards at these live events and shaking hands and making connections.

If you ask yourself, “, it must be easy for you, you've got affiliates. You've got 6,000 affiliates.” How do you think that happened? You think that was through instant messaging? You think that's how I got all my affiliates, all my JV partners, all the relationships, all the following that I've built online? It happened because I wasn't afraid to get off my ass. I realized that there was still a human aspect to this business, and I needed to go and get in front of people, shake hands, and meet influencers and I attended live events as often as possible.

Especially in the beginning, I get it, you got airfare and the whole thing. How many times did we drive to events? We drove eight hours to Atlanta to save \$500 on airfare, and then we ended up wasting that \$500 on gas and munchies on the way. You're frugal, you save a couple hundred dollars. If there's stuff going on in your state, anything that's drivable. Why not set up your own meet up, your own mastermind.

You've got to start networking and socializing in person with others at these live events. That's why I created the Inner Circle program. We have a program called the Inner Circle which is freaking awesome. We just had a meet up with the Inner Circle people just last month and it was right here in our house, it was awesome. It was the first time that we had anybody come over at our house.

What we want to do is we want to invite you to be part of our Inner Circle. Imagine if you could be part of a group of people that are helping one another to build their business and to

overcome all the hurdles and all the struggles and working together to do it. What we did is we put together the Inner Circle to give you the six things that we realized are so critical.

With the Inner Circle, our Inner Circle members get a direct line to and 's cellphone. I'm on your hip all day. You can pick up your phone, Vox me, voice chat me at any time. Let me tell you how important that is. I wished so many times when I was building my business that I could get a straight answer, but I couldn't. I would have to send an email, hopefully it was the support desk.

Having a direct line is so influential in your business because whenever you're having a stumble block, whenever you're hitting a brick wall, whenever you're just not getting the result, you want to get, you just get on your phone, and you ask the question. You've got two internet marketing millionaires there to answer your question and to help you break that barrier. That's what we do for our Inner Circle members.

Again, this isn't like sending a chat or leaving a voicemail or something like that. Naturally, there's times off. If you Vox me at 3:00 in the morning,

: You might still get a reply depending on our schedule.

: Yeah, you're right.

: Sometimes we work nights.

: Alright, I'll admit it. You might Vox me at 1:00 in the afternoon and I'm sleeping. I'll get back to you as soon as I get up.

Here's another thing that I do for our Inner Circle members. I give them strategic connections with all my contacts. Look, I've been doing this for a long time. I've got thousands and thousands of affiliates. I've done dozens and dozens of product launches. We're super affiliates, we're very sought-after affiliates. What that means is that I know just about every internet marketer out there by at least one degree of separation. I'm not saying I know everybody because it's a big industry, but if I don't know one guy then I know somebody that knows that guy and I'm pretty sure that I wouldn't have any—

: Or your wife knows them.

: You had to go there. It's funny I should say that. I had to start taking to events with me because I realized that people like her better than they like me. They would ask me at events, "Hey, why didn't you bring your wife?" I'm like what are you talking about, I'm here, what's up? They're like no.

: I remember at one even they saw you in the lobby, they're like, "Where's?" and you were like, "She's in the bathroom, dude." She's coming out in a second.

: By the way, I'm fine, how are you?

I introduce our Inner Circle members to people that are going to influence their situation. If there's a specific marketer that may be just a little out of your league or maybe you're embarrassed or you need that middle person, you need somebody to break the ice for them, that's what I'm there for. and I do that.

Here's another thing that we do for our Inner Circle members. We do live immersion. I'm not talking about a little webinar, I'm not talking about a group coaching call you do once a year or whatever, I'm doing 12 hours, sometimes even 16 hours, straight where you are immersed. You are working with your side by side, and we work our asses off on these days. That's not a day that I take a two-hour nap.

We do a break. The first time we did the 16 hours straight one, I was taking red bulls. We did one of these with our Inner Circle members, it was 16 hours long. I created and launched an entire product while we were live on this immersion. They watched me do everything. From a blank screen to a product created and launched on JVZoo making money. We didn't do an official launch with JVs stuff; this is just an internal thing. I think that product went on to just make about \$4,000 or \$5,000 if I'm not mistaken. It might be more; it might be a little less. It took us 16 hours and we recorded the whole thing.

: There was quite a handful that stayed the entire 16 hours. I was really, shocked. I was impressed, it was good.

: I don't think I'm going to do another 16 hour one though.

: No, but they're trying to get you to do one.

: Yeah, but I was falling asleep on that last hour. I was like oh God, I was so tired.

: You were going to bed, and I was like no, I'm here with you.

: We do these 12 hours live immersion so you can see exactly what we're doing, no holds barred, share screen. shares screen. You see our accounts, you see everything.

Here's another thing that we do. We do a live collaborative workshop in Orlando. We live in Orlando and what we usually do is rent a conference room, we'll rent a little room. These are intimate, there's usually maybe a dozen, I don't think we've had more than 30 people at one of these. There's usually some more because we invite some of our friends, the owners of JVZoo will come out and hang out with us, some of our other super affiliate friends will come out. We do these in Orlando.

What we do is we'll do it for like a weekend or we'll do it a full day, and we create a product live. We create a product live, and we interact with the attendees, they get to collaborate with us, we involve them in the product, and we give them the product. We let them have it and sell it as

their own; we give them PLR. We just did this; I'm going to show you some pictures of how we just did this recently and it was so much fun.

Delilah Taylor was awesome at this event because we introduced her to the owners of JVZoo. She got to sit in on an expert panel and talk on her topic, so that was pretty cool.

We do this for Inner Circle members, this is not an open-door kind of thing. This is only for our Inner Circle members, it's very exclusive.

Here's something that I do to make sure that our Inner Circle members aren't spending a bunch of money frivolously out there. I give them access to all our products for free—pretty much all. They don't get our \$32,000 coaching. I do all our digital products, all our tools, they have access to anything and everything that we have access to and many of our partner products. Guys like John Thornhill, Dave Nicholson, Michael Chaney, Lonnie Robinson, all their products as well. We've got this member's area for Inner Circles where everything—they don't have to buy it; they don't have to be spending money. I think that's a big freaking issue, a lot of people out there are just spending. Take that money and invest it in traffic.

Here's a funny thing. Let me ask you this question quick, be honest. How much money have you spent, the total amount of money that you spent, on internet marketing products? Products or coaching, put the total in there. Don't exaggerate, don't sell yourself short.

: We're not going to say your name.

: I'm not going to say your name but let me just get the total amount of money that you spent on internet marketing products. We've got somebody that says \$5,000, somebody says \$100,000, that's crazy. \$3,500, \$10,000, \$5,000, \$1,000.

Wow, that's amazing. You know what? Here's the thing. Part of that is going to be an addiction, you're still being marketed instead of the marketer. We'll help you break out of that. Another part of that is that you keep thinking that you need everything. If I said to you everything you need is right here, you don't have to buy it, you have no excuse to buy shit anymore, just use what's here. Here's everything I used to become an internet multimillionaire. Our partners contribute their products there as well, which is very, very powerful.

Here's another thing that we do for our Inner Circle, we do what I want to call VIP Millionaire Networking. We do at least three live events. Those days of us going to 14 events per year, we don't do that anymore. We go to four or five and I guarantee that I'll be at least three every single year for my Inner Circle members. What I do is I bring them in as part of our clique, they're with us.

They go in on the limo rides with us, they go wherever we go. They hang out with whoever we hang out with. If we're in the green room hanging out with the other speakers, that's where our Inner Circle members are. They go to the dinners, to the lunches, they partake in everything that

we partake in, so they get to rub elbows with everybody that we're rubbing elbows with. That is huge because I know for me when I went to those first couple of events, I was the guy in the back of the room that was like, "Should I go and talk to that guy? Should I not? What do I even say to that guy? That guy's an internet millionaire, how am I going to start a conversation with that guy?"

It's awesome when you have somebody breaking the ice. is the queen of ice breakers. We're talking about the girl who used to go door to door, and she'd be holding somebody's baby. Imagine that you knock on somebody's door and within a minute they're signing a check while you're holding their baby. I've seen her do that.

This is the kind of thing that we do for our Inner Circle members. It's really been awesome to watch what's happened throughout the last year and a half now that we've been doing Inner Circle. It's been amazing to watch this really grown into a family. I saw that when we invited everybody to our house. We just built our dream house, and we did a get together and we invited all the Inner Circle members. Not everybody got to fly out and be here, some people couldn't make it. We had a packed house, it was awesome.

This was just last month; this was the workshop. We did a collaborative workshop. It might look like it was a big room, it really wasn't. This was maybe 20 people. They watched us set up everything to create a product. We set up the lighting, they saw how we did the videos, we did everything. We created an entire product right there in front of everybody.

There's me and I was on camera. This is a great accomplishment because used to be very camera shy. Even just speaking here on the webinar, you didn't used to want to do that.

: No, I never used to want to speak.

: and I, we did these videos, we created this product right there in front of everybody.

We're laughing because this is a very, very funny video. I think this is about a serious point in this video as we had. These are the two owners of JVZoo, two of the three.

: I guess these guys are honorary Inner Circle members. Brian Zimmerman and E Brian Rose, two of the three owners of JVZoo. JVZoo, obviously the biggest affiliate networking platform industry right now. They took part in our Inner Circle workshop that we did.

Again, all of this is free for our Inner Circle members.

There's Delilah. Delilah got to be part of the product; she is an Inner Circle member. Look at that smile on her face, she's stoked. I copied this picture from her Facebook where she was like oh my god, I can't believe this is happening, I'm in a product right now with. She posted this. Awesome stuff, Inner Circle member Delilah there.

This was the entire Inner Circle crew that was there at the event.

We had lunch. We took everybody out to lunch. We did our breakout, our Orlando thing, the day before one of the JVZoo events. Whoever wanted to stay could stay for the JVZoo event. Everybody got to hang out with all the speakers, and it was just a great, great experience. Obviously, all the dinners and all the lunches and stuff were on me and. This place was great. I took all the Inner Circle members out, we had this big Italian feast, it was awesome.

Dr. Cindy brought her mom and dad, and we got to meet them, that was pretty awesome. Gale brought her husband, Delilah brought her husband, Brian brought his wife. This was great. Really, really family type thing that we're doing here. That's really what the Inner Circle has become.

We had the get together at our house the next day after the event. We got a big limo; it was a 22-person stretched Hummer. This is our Inner Circle Members in the limo ride coming to our house. This is mine and 's brand new, beautiful dream house. We invited everybody to come and hang out with us, there were our first guests at this house, and it was such a proud moment for me going from the floor that we used to live in to where we are now.

This is everybody inside. I'm sitting here right now, that room, this is where we're sitting. We're sitting over at the other end by the slides there. This is everybody hanging out at our house, we took a group picture. At our house, we invited a few of our internet marketing millionaire friends. You've got Anthony Aries there, we've got Brian Zimmerman in the back, a couple of the programmers from JVZoo, Robert Mercado is there, we got Chad Castleman from JVZoo and of course the two most beautiful women in my life, I'm hugging there my mom and my beautiful wife.

It was a very proud moment for me that we got to build and not just build a house of our dreams, but we got to build a house for my mom right next door. Again, I'm trying to keep it as humble as I can, but these are the kind of things that we've been able to accomplish. I'm not going to censor it; I just want you to know that anybody can do this. I'm not a special blue-collar guy from New York. We're living the life of our dreams now.

This is just one that happened, but we've got other ones. and I for our birthdays, we like renting limos. Look at this limo, we had John snoozing in there, Mike and Michelle Filsaime, Steven Renton, we got Andy, Bill Macintosh. Imagine hanging out with us on a limo ride. Here we are at the club. You see this guy with the bald head? One of our Inner Circle members, Luis Divianco. Look at Lonnie in this picture, he looks wasted.

I put these on here—not everybody likes to go out clubbing or drinking. We'd rent a little VIP area, this is private. This is a closed off section of the club. Look who's here with us, Dr. Ben Adkins, Teddy Garcia, Mike Lance, Valerie Duvall, E Brian Rose is there, Dave Nicholson, John Thornhill.

If you're not a clubbing person, here's other things that we do with our Inner Circle members at these events. We'll have intimate lunches. I've met so many people and I've made some huge deals just networking at tables like this. Right there, you've got Chris Bracey, Zonia Nobles, me.

Do you see the guy on the right wearing the black shirt tricking that Long Island iced tea there? His name is Ron Douglas. Ron is a multi-millionaire. He's in the cooking niche. He writes cookbooks. This guy is just awesome, he's awesome. These are the kind of networking things that we do.

That's Don Wilson. You've got Tanner Larson, Lo Silva, there's Brian Zimmerman there as well.

Here's one that we went to, I think this is the same place. This is the first time we went there. E Brian Rose is there, Ben Littlefield, Brad Goss the chronic marketer is there, you got Bill Guthrie down at the bottom, Mike Heraway, and me and my beautiful wife smooching there.

Here we are, on this one we went to a Hibachi thing. This is another event. I'm right up here, Jason Benoy in the back jumping up and down, Devon Brown. There's Hector Yague, he's from Spain. He's one of the owners of Deal Guardian, and there's my beautiful wife.

This was amazing. We rented a mansion, picked it. We rented it and we invited a bunch of our internet millionaire friends and we had a bunch of our clients and Inner Circle members here. Can you imagine having dinner, sitting down for a cozy dinner like this. You got Steven Renton at that table, Anthony and Heather Harries there, myself and Mike Filsaime and Michelle Filsaime. , Mike cooked that meal. He cooked spaghetti and he cooked some pretty good spaghetti.

This was at the same place. This is the next day. You could see Mike Filsaime was holding an iPad. He's sitting there next to John Thornhill, Luscious Pern, Lonnie Robinson. Look at this guy right here, Dan Crook, one of our Inner Circle members. He flew all the way from Israel to come and hang out with us at this one. You got Mike Ambrosio, me, Steven Renter, Mario Brown. That iPad that Mike is holding, he was about to share with us a brand-new idea that he had of a product that him and Andy were about to start working on. They were going to call it Webinar Jam.

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