


Cracking The Genius Code! Mastermind Think Tank

FEB 02, 2024, 1:55 PM


ID: 712-227-077

TRANSCRIPT

 Wayne Lyons

0:01

Hey, greetings, piece of love. You guys welcome another fabulous Friday here, cracking the genius code. We have an opportunity in this start of a new month February here. Just an opportunity to give thanks and honor to meet with great leaders once again being intentional, having a game plan put forth. We have an agenda prepared for today, some key leaders once again. Establishing a vision that we could manifest and put our hands to work, you know, faith and works brings results and it is us who plant the seas and water the sees, but it is the creator who makes those seas grow and just having that faith and opportunity as a family coming together with faith and is National Faith League and Just we are honored to be here so in the first couple of minutes as we welcome everyone, just give you guys an opportunity to go through the agenda, what we are going to be sharing and if you see in the chat we have to start to these calls, we could do a 2 min drill, you know, usually that is a football term, but I wanted to give this call that same type of terminology, just an opportunity for us to put together for each of these Fridays of motivational message, you know, something that you want for the recording to.

 Wayne Lyons

1:28

Be encouraging for not only yourself, but for every listener who is hearing this call, who is reading the script, who is watching the Youtube videos, what is something you want to take away that fool for thought gives them something that is encouraging, something inspirational, something that is helpful, something that is. Going to be nutrition for your spirit, for your finances, for your business, for your personal life, anything that you guys want to share, I definitely want to show deference and for Mr. Harrell, Mr. Winslow, Mr. Benton, you guys, thank you for being consistent and joining us again on another week and after we get to the 2 min drill or get through the 2 min drill we will go into we have a keynote message and I know we then dedicate a specific keynote speaker, but I know we are all here and leaders who sharing the common goals of bringing resources to the community and helping the business world.

 Wayne Lyons

2:32

So I wanted to edify some of the the resources that is been brought by some of these key leaders and rapid recognizing marketing. 1 of the tools, some of the tools that we have access to, so speaking in 10 min on marketing, what are some of those sales tools that we have, some of those advertising tools that we have, some of those helping the business grow tools. So talk about marketing, talking about operation and some of the things that help us to make sure we are functioning and staying organized as an organization as a company. Helping those tools be edified as well as funding resources when we get to the point of having the business being pro promoted, being operating and generate an income, how do we scale, how do we get larger funding, how do we get credit, how do we get capital, you know, so talking about different funding sources.

 Wayne Lyons

3:28

And then after we get through those keynote resources, we want to hear back from the team, just everyone what are their wishes wants and needs in order to improve in order to reach the goals that you have set for yourself for your organization. And then after we get through the wishes wants and needs from the team, any new call that we may have, I know so barely said he may be able to join being able to help him understand. His sphere of influence. They may want to join these calls, what would that look like, how would they participate, how would they get the invite links out and just feedback in farewells until the next week, going week to week, making sure that we are happy with what we accomplished this week. Making sure we follow it up on what was stated last week and just keep the momentum going on this wonderful fabulous Friday leading into this weekend, just great day to be here.

 Wayne Lyons

4:26

So with that being said, I will pass it to Mr Harrell. If you had any for the 2 min drill, any encouraging words, words of wisdom, motivational messages you would like to share?

 SH Sam Harrell

4:41

My greatest view for today, having spent some time over the past few days working on some projects with other organizations, I think your organization is sort of interconnected with them with the stem that people working on, trying to get a website put together for them that will enable them to make connections throughout the country. I am still waiting for some information from Mr. Washington that will enable me to actually move forward in developing the platform, although I have identified within the technology that we have the capability of satisfying. Much of what you are looking for, but until I get his the content from him, I will not be there really fully, fully say that with with the degree of confidence I would want to, but that said.

 SH Sam Harrell

5:34

At least we are in a position where we can pull the trigger of making some things happen technologically, which can also be shared with this group, our group here with the genius code. And and and see what we can do to perhaps create a platform, a similar platform for you for us. So that is pretty much where my head is that in that regard? I am excited to see that Mr. Winslow is on with us today. I appreciate talking to him last week and looking forward to much of what he has to could continue to contribute. As well as Mr. Tony here, we look forward to him as well. So those are my thoughts for the moment. I am a little under the weather today, but that is okay. My mouth is still working so we can still get some things accomplished.

 Wayne Lyons

6:28

Okay, sir. Thank you for the feedback. Thank you for the comments and the having a good faith knowing that there is will there is a way I am looking forward to continuing to

grow, continuing to get those follow ups and hopefully Mr. Washington gets the correct links to that where we could help out with the HPC resource centers and all the HUD teams and the STEM innovation network. And just thank you for that feedback. And I will pass it over to Mr. Winslow you have any wonderful, wise words motivational messages?

 Terence Winslow

6:59

I do, but I want to yield to Mr. Anthony Benton because I got a little background noise in about 2 min, I will not have that noise. So let me yield to Mr. Anthony Bon.

 Tony B.

7:13

Greetings, gentlemen, thank you, Mr Winslow. Yes, Tony, be here. I am just really excited for this month because February is usually a special month for me, you know, of course, the season of love a month of my birthday and then typically in the super bowls always around this time of the year. So it just seems like all those things have aligned this year and God is good and to really allow me to have that in my city. At the same time, I think it is a it is truly a blessing and an honor. So it is very exciting news to be involved in that and just to continue to grow in the community as we are having an event a couple days leading up before the Super Bowl that we are looking to capitalize on the community, there is a lot of events. It is literally like a super week, so all week events happening and just looking to, you know, just make the connections of where God's allowing myself to be used and the people that are going to be here and use this amazing opportunity.

 Tony B.

8:22

To grow so much from and, you know, I know that is the theme of the call is a lot of football terms. National Face Faith League N F L. But so I think it is just only fitting and, you know, it is truly a blessing to just be a part of that as I said. So thank you guys for allowing me to share. I also yield to anybody else with any opening remarks.

 Wayne Lyons

8:50

Yes, sir, thank you, Mr. Benson, and definitely is man a great time of the year, a lot of festivities, a lot of eyes on the Super Bowl and just understanding that is what we are as a team we work for all year. To be able to hold that trophy at the end of the year show our hard work as pay it off and we come together and celebrate together, we grind together, we sign together. So that is absolutely fabulous Friday and thank you for sharing.

 Terence Winslow

9:20

Again, I hope that the background noise is not such a distraction, but again, it is always an honor and a pleasure to be here, so any words of wisdom I would want to share would be. Faith demands a plan. Faith demands a plan. And it is it is, you know, I was watching the games as they came down to the wire and I really do not follow the NFL humbly. I have never followed it. I just wait till the end, you know, the wild card or this or that or like I tell my friends. E SPN to tell me everything that happened. So that is usually how I follow sports that they will keep me up to date on the too many drills. But what I learned about the business world is faith demands a plan? And so when I look I was just talking to a gentleman this morning in the gym.

 Terence Winslow

10:17

We are both veterans and we were talking about Perty and, you know, like I said, Perty party out of San Francisco. Man, he is he is around legends, you know, Joe Manana, you know? Just just everybody from even Terrell Owens made that squad, you know, Jerry Rice, you know, just pick somebody. But when you look at the championship, San Francisco's won. We know that legendary story. But then when we look at championships that Kansas City has won after the last 5 years. They have gone to the Super Bowl 4 out of the 5 times. And this year they did not really quote unquote, have a good season as they would say, I do not know, but how did they make it to the Super Bowl? They made it to the Super Bowl again and I think that has a lot to do with faith has a plan because if you do not have a game playing in sports, how do you get out there and compete with the other team?

 Terence Winslow

11:20

Same thing in a battle plan. You know, whether you are in the military. If you do not have a battle plan, how do you plan on getting a victory in battle? And what I like about this call is we are businessmen entrepreneurs, so we definitely should be following a business plan. And and as we can do that and help people understand the value of faith, demands of plan will help so many people really execute their visions and dreams, so thank you for allowing me to share that.

 Wayne Lyons

11:53

Hey, man, that is great words and I definitely have some I want to share in regards and in connection to that with my message of motivation is the testimony that I have from just watching the a documentary series last night, but I still have. A Mr. Sir Bailey on the call is on the iphone, but I definitely want to give and yield the floor to him and give an opportunity right now. We are doing a 2 min drill and what that is. There is an opportunity to check in any motivational message. You have wise words or encouragement that you want to share on the call that wait the recording when it comes back, you could take away something that is encouraging and inspiring to you as well as all the listeners who will be able to get this information back.

 Wayne Lyons

12:36

So I will yield the floor to you, Sir Bailey.

 iPhone

12:42

So I did not realize I was off me. Excuse me, and good afternoon. I am inside of a library, so I was probably just listening. I want to say thank you, Wayne. And again, the best to the cracking the genius code collective. Good hope you well, Tony B and everything went well overseas. Yeah, Mr Harrell, great piece to you. I am I am listening. Good, thank.

 Tony B.

13:15

Prudence, sir, bless you.

 Wayne Lyons

13:17


Sorry, greetings. Thankful that you are able to join us. And definitely here in the play bag. Yes, sir, yes sir. So in love. And as I share a wonderful Wednesday last night on the thankful Thursday after a Bible study, I wanted to meditate and just kind of relax in my mind and I ran into a documentary series about Alexander the Great and it was talking about the making of a God and just what he went through in relation to strategies, in relation to having relationships, and just the heart of a warrior, but also the the heart of 1

who has been called or chosen, they said many are called but few are chosen, and the thing that resonated in his heart, and I felt the conviction in which he was on this journey where he was brave enough to make this.

 Wayne Lyons


14:20

Not only Victoria season war against a larger army, but also against the universal nature the realm of crossing the Sahara Desert to go on the spiritual quest to reach this part of his life, where he felt he had to not only overcome the armies that he was battling, but he had to go in the opposite direction to fulfill what he had in his heart that was given and planned inside of them that many well, I am not going to say many, but men of the past had failed on that journey, but he, still in his heart of hearts, knew that he was called to make that trip to be successful, to get the confirmation that he was indeed that leader to fulfill that journey and part of what this empire for the youth mastermind consulting group National Faith League, I feel that same inclination in my spirit that although the journey may be difficult if God put it in my vision in my heart that he surrounded me with such great leaders, such great tools such great.

 Wayne Lyons

15:36

Understanding that it is for a greater purpose, something greater than just the physical, but through faith, and that is what have been the overall arts and theme here, our faith and what we believe. The power of believing if we truly believe in our heart that we will succeed, we will become that success and that is what helped Alexander the Great become a legend in his own rights. And we have that same opportunity here in our in our present time to to be legends in our own accord by what we produce by what we create by by the space that we build and the team that we build. So we talk about the Super Bowl. I believe this is the <US_DRIVER_LICENSE> of our Super Bowl game to be able to know that. We are destined to be victorious based on our faith, based on us believing that the gods that be have chosen us for this calling and we have an opportunity as long as we have a plan that is how he was victorious in battle.

 Wayne Lyons

16:41

They had a plan that was able to have a strategy to go forth and understand what would be effective and conquering the army and not only just physical tools and strategy, but also psychological tools where the invading on all the the rival armory as they sent out their peace treaties, he knew that the army general, who he had conquered their wife and daughter, who was the soon to be fiance he knew that the king of that land of Persia, I would say p I used the name, they wanted peace, and in order for peace, he was willing to betray his own men and rather than acknowledging that. He had a strategy to make sure he was able to use relationships that gave him advantage in war, so just understanding that when we have the right relationships in place and we have the right strategy for the physical world, but also the mental war, we give ourselves the opportunity for Alexander to become victorious, so I just wanted to put that on the table and just if you guys get an opportunity to just check out the documentary about Alexander the making of a guy and just let it inspire and encourage you guys the same way and encourage me to.

 Wayne Lyons

18:04

Even in the midst of a bell, in the midst of circumstances that are difficult to know that we are called and chosen for this and as long as we believe that we will be victorious. We will. And I wanted to start off the call, start off this fabulous Friday with that message and as we move forward to the next agenda item, just thank you guys for joining us once again. And I just want to talk about the key notes and the resources. So talking about marketing, I am going to share this screen because I am glad we have Mr. Harrell here and I am going to actually use his website and sharing.

 Terence Winslow

18:50

Yes.

 Sam Harrell

21:41

okay. Right now we are looking at the my my website. Still,

 Sam Harrell

21:55

I see Sam Holt s consulting services, that is what I see. Mm hm, okay, yeah. Mm hmm.

 Sam Harrell

23:31

I would like to speak to that if you do not mind. The as a developer, the facility access business directory is right now. There is 88,000 businesses listed worldwide with a considerable number, probably more than half of those from the United States alone. What we are trying to do here with this program, this local city partners program is basically shared a wealth. It is a recurrent income. We identify persons such as yourself in a particular city or state, and as you have conversations with businesses in your local area, you can turn a 15 min conversation into a recurrent income for yourself that represents half of the monies that they pay. For the for access to a marketing tools. So every month they pay their marketing tools fees, half those dollars go to you for the person who referred it.

 Sam Harrell

24:31

And if you go back up a little bit more, you see the red arrow there that that number that is sitting in that box whenever you join and become a member. A city partner member, you receive an ID number and every company that you talk to about becoming a member of the facility access directory family and and you encourage them to purchase 1 of the marketing tools programs. You use your number and there when they create their account, they place the number, you give them your number into the boxes there and and that identifies you as a person responsible for their existence in the program. And therefore, on a monthly basis, as they make their payments and you receive half of those payments going directly to you, it is a way of enriching you. I mean, imagine on a monthly basis right now for Silly Access is creating approximately a thousand to 1,200 new members a month.

 Sam Harrell

25:36

So imagine if you are doing 1212 100 members a month as a result of your efforts, half that money goes to you. What that what that fundamentally means is you can be generating 5 to \$10,000 a month of income. So that is exciting when I think about it and that is what this program enables you to do. And so I appreciate Wayne sharing that with you, but that is just 1 of the programs I have developed over the years using these technologies. 1 of the things I also do is I and here is a good a good e.g. of the locations throughout the country that you can type into. And if you can scroll up a little bit more on the benefits, they are going to scroll down, I should say. Yeah, this describes the kind of benefits that are available to your persons like yourself who may become members of this this this program.

 Sam Harrell

26:36

So I encourage you to take a look at it. Do not harm no foul right now just to give you an idea, we are offering a free subscription. And no cost for the for the life of your subscription to give you the ability to become a state or city partner, that means you are able to have a conversation with people that cost you anything. But once those people

come in and they join and they and they and they sign up to come to the marketing under 1 of our marketing plans, again, you receive half of those dollars to you to yourself that can fund an organization that can put money your your pocket is as a personal income. All these things are available to you. So that is what we are offering right now, but that is just 1 of the other things I am doing here.

SH Sam Harrell

27:23

I just recently finished a business plan I wrote for a company, an organization in Hawaii that is setting up a surfing retail business. And they are getting funded this month. And the the son of the gentleman who is who hired me to do this work I have known for a number of years, a few years back, I wrote a proposal to the Samoan government. Recommending that they take this young man and use him as their sponsor into the United States, the US Olympics committee at which they did, they approved him, signed him up and he has already been at the 20. 2020 Olympics, which became 2021 because of the COVID, but he was a participant in that well, he is going back this year to 2024 Olympics and they have asked me to help them to accomplish that feat as well.

SH Sam Harrell

28:19

So there are a number of things that s consulting services does. That is that is a part of my plan. Mr Winslow mentioned having a plan. My plan is to help others, that is my plan. We help people to heighten in and sharpen their vision, helped them to accomplish their vision. And and and and my the way I generate my income is to I carve out a percentage of whatever it is that they are doing, help them get in a map and I become a coach of theirs, if you will, a mentor of theirs, help them to accomplish what they want to. That is what I do and I have been doing that for a number of years now. So that gives you an idea of the kind of things that I am doing again I mentioned earlier that I am working on a a website design, a website platform for the hub, STEM net and H.

SH Sam Harrell

29:15

B. C. A group to give them the ability to communicate with all their members nationwide. And so as soon as I get the additional information from Mr. Washington, I will be diving head on to that, but that is fundamentally that is what Sam does. I appreciate you sharing that point and give me the opportunity to explain what that is. Thank you.

SH Sam Harrell

37:18

I just want to bring out that the Hanoi program that Wayne just discussed is another 1 of those programs that I was has been developing over the last several years fundamentally is designed to be a catch all for all the different platforms that we have here, representative of each 1 of us. So if there is a desire to to access and have membership in this hoary that is also available to everyone as an affiliate. I appreciate you bringing it up. Here is an e.g. of our affiliate page and what we do there. And this is some of the companies that are currently affiliated with the new tree and are able to take advantage of these the exposure that we provide. So again, available to all of you, please feel free to peruse that and get more familiar with now.

SH Sam Harrell

38:23

New tree that is good. Hold on for a second there. Wait, let us scroll back down again. Okay, right there, which says the holder right there puts it to a nutri Phil it director if you click on that.

SH Sam Harrell

38:41

That is another piece, an extension of the technology that will be I will be developing for the HUD stem net, creating a segment of this for them, so we keep scrolling up. It helps us to see that our goal is, in this case, to to contribute towards closing the achievement gap, which we are experiencing in our community. This is academic achievement is what is social economic achievement gap clear that we know what the greatest greatest. I should say disadvantaged as a result of the achieving gaps of disadvantage happens to the communities of color. So clearly this is something that is on my heart on the minds of most of the people on this call and others I have talked to the achieving gas seems to be at the core or the foundation of the concerns that we have.

SH Sam Harrell

39:39

And it was sort of putting ourselves and minds together to sort of create this consortium that targets that as a as an issue, so and it gives you the opportunity to join this directory and identify yourselves as members of this directory go further down, if you do not mind. There are basically 4 as we as you saw on the new tree side website, there are 4 basic categories again the academic support, business and entrepreneurship and family support. So these are the 4 principal areas. So you want to join the directory, the new tree directory and get an opportunity to see what kind of things we are able to accomplish there when if you will go under, I think it is on going to academic, I believe quickly, academic support. All right, good. Then you see at the very top there, you see the empire for the use of you click that empire for the youth.

SH Sam Harrell

40:47

This is a a profile of the empire for the youth. It is an e.g. of everything that you would receive as a member. So you can highlight therefore, you see those different categories, specialties, curriculum, jobs, etc. You can click on those, you can there is an opportunity to get access to curriculums and things like that that are associated with. With the empire for the youth, these are this is what this technology enables you to do to present yourself, to market your business, to your objectives and to a pop to a community that we are our company is actually promoting to. So a new tree, the had tree directory. It is busy promoting itself to a global community or a US. Based community for the purpose of exposing all of our members to the committee at art.

SH Sam Harrell

41:42

So I want to offer that to everyone who is interested in participating in that and feel Free to take advantage of that for yourself as well.

I iPhone

41:53

Hey, thank you both and everyone. I need to run to get to another appointment in the next 10 min. But Mr. Had you were saying that temporarily your consulting surface is offering or maybe it is not from the consulting but there is an offer to to be a part of the website or to be a part of the collective With without costs.

SH Sam Harrell

42:22

Yes, yes, yes.

I iPhone

42:24

And then I am also interested in the consulting at a percentage basis as you were speaking on. But like I said, I have to run 1 thing I am curious about in terms of content on a newer tree, is that expected to be exclusive, but 1 be on the annuity platform as well as others.

SH Sam Harrell 42:55

Oh, yeah. There there is no exclusivity here. I mean, you are able to put a participate in whatever platforms you want to, uh,

I iPhone 43:02

Sounds good, sounds good.

SH Sam Harrell 43:03

yeah, yeah.

I iPhone 43:04

I look forward to talking to you later in next week, I believe.

SH Sam Harrell 43:07

That will be great.

I iPhone 43:08

I know maybe we can schedule some time.

SH Sam Harrell 43:11

That will be fine. Look forward to it. Thank you. Thank.

I iPhone 43:13

Uh, thank you and thank you again, Wayne. Beautiful day, Winslow. And Tony Beef is.

TW Terence Winslow 44:16

I heard you mention several of the platforms. Number 1, Ringcentral to edify Ringcentral. Why is Ringcentral so important? There is a term in the financial services world called fund ability. If you do not have an 800 number as a business owner, that is 1 of the red flags from being funded out the gate, you are not fundable. See, a bank is not going to share that information because when they look on the secretary of state and information, if they start seeing those red flags, even if you have got a 700 + credit score, even if you have been banking with them since the last 20 years when you work at, you p s or Fedex or, you know, the school system, you was not a business owner and now that you have started your business as a passion and they look on this, you know, secretary of state information.

TW Terence Winslow 45:17

There is things telling them that you are an immature business owner. Why should they give you money? And and that is 1 of the things we use in the private lending world is you should have an 800 number. Another 1 of the platforms that you mentioned, base camp base camp is not a CRM base camp is a project management tool, but I do have a colleague and I have a system that we have been talking about and she came from the corporate world. She spent 9 years in corporate. If you could pull up LinkedIn that way we can get this on the screen and on the recording. I would not want to give you her name. If you go to LinkedIn and see if you can find Monica Robinson. And this is going to be Monica Robinson, she used to work for co star out of Philly and co star out of Atlanta.

TW Terence Winslow 46:17

So if when you go to LinkedIn search search for her on the LinkedIn site, though, if you you are already on your LinkedIn page or your LinkedIn app and and see if you can find her as a person and because Monica Robinson is such a common name, I want to make sure you have the specific person.

TW Terence Winslow 46:43

I I cannot see it if well, the last screen I see is LinkedIn, but I do not see her actual name or the information you are referencing.

TW Terence Winslow 47:31

Maybe type Monica Robinson, New Jersey, because I want to say she is in New Jersey now, or maybe even that is her that is her Paul is right there, that is who I want you to connect with, please connect with her, she is a colleague of mine and I had her to send an email to. Greg Washington. So she is looking to get on this calendar, but definitely as a CRM or a tool that we all can start using, Monica is a trainer from Bloom Growth and she can set up a demo because this is a powerful tool that's needed for people who do a lot of Zooms. What Bloom Growth will do is as we are doing these different Zooms and training and presentations, it will actually set up to do issues tag people and even be able to export information, so. Every meeting that we come to it is just like it is being transcribed here on Ringcentral.

TW Terence Winslow 48:39

It also would do all those different, you know, features and and Monica be someone to actually give you that demo, the reason I edify Monica Robinson is because Bloom growth reached out to me as a corporate client and we developed a joint venture relationship where again, just like rocket lawyer base camp, all of these tools that I have referred to you, even Ringcentral, those companies reached out to my consulting company and asked me to use the platform. For 1 year they would not charge me. They

would not give me any affiliate commissions, but they wanted me to use them for 1 year base camp did that. They did that almost 20 years ago. Ringcentral did it and said, Hey, not only am I reaching out to you, we want Alicia with her business to sit on your corporate board?

 Terence Winslow

49:41

So they they really wind and dined us and all their partner information. I mean, they send us food, their partnerships, nonprofits that they support everything they send us, even the clothes that I wear some bringing central send it to me because Ringcentral is a you know, it is a almost trillion dollar company company. I mean, It is got a huge valuation. But for the corporate giants of the world, most of them are using the Ringcentral platform. It is. It is almost like when I when I look at the different platforms people are using, there are other platforms out there. So with this 1 Bloom growth, it is the 1 that is bridging the gap over the last 10 years. Over the last 10 years of making sure people do not meet in the online space without following up with good action items, good issues, good minute notes, good meeting notes, and in real time.

 Terence Winslow

50:42

Communicate that information just like what we are doing here today. So that is a CRM that does that, but it is a much more robust than a CRM. It is a fully integrated platform that allows any entrepreneur who is doing a lot of online meetings to actually execute and implement because that is that is what is happening a lot in the online space of the virtual space. I learned it from the military. It is harder to work in the virtual space. Than belly, the belly. And we all know why because people are doing other things when they are on the Zoom, they are not plugged in, they are not engaged. So 1 of the things with this Mastermind team, I would challenge us to do maybe bring a Zoom expert on. And let us get a Zoom etiquette class, and that would really bring value to our audience and our listeners.

 Terence Winslow

51:43

That that was 1 of the reasons when I spoke with, you know you, Wayne and Tony about cracking the genius code, I was going to do cracking the genius code with 1 of my partners out of planet marketing, his name is Darnell Sky, and we were going to write a book about this. But I could not get him to see value in using the Ringcentral platform to not only teach the business owners the value of having an 800 number, having a local number, having the fax capability, having the Zoom integration capability, having the transcription capability, having a PDF L file capability, and also you can become an affiliated up Ringcentral. And the good thing about being an affiliate of Ringcentral, they pay well, they do not they do not pay fast, but they pay well because as you refer people to use the platform, people need to use the Ringcentral platform for 60 days before they compensate you and they can compensate you with visa gift cards.

 Terence Winslow

52:49

I sometimes use my commissions to give back to my clients because they partner with almost every major retailer so you can get gift cards, restaurant cards or you can just take the cash or the Visa debit and and now like I shared with a lot of my students or my clients and my colleagues. As you are generating commissions by helping people be fundable or get an 800 number, that is true scaling your 800 number is now making you a profit. You are not even it is it is not even an overhead, it is not even a bill to you, it is a total asset. Your debt ServiceNow has become revenue generating and that is what any entrepreneur wants. But I did want to edify Bloom growth and Monica because Monica is something I would want to share with people how to bridge those type of relationships.

 Terence Winslow

53:48

When those companies reach out to me like that, I also make sure I do a demo there. Is a fit. Like when I looked at Monica's LinkedIn profile, that is where we had a couple of discovery calls. She worked with she worked with co star. If you know what co star is, you know, my background is real estating and she worked corporate American, that is what she told me. She is like I hated working in corporate America, Terence, but when we reached out to you, we saw you were familiar with another company. Who the software that we wrote for this major company is the Bloom Grow software, so when we saw you as an independent, but you have a major firm here because you are you are like connected with Fortune 500 companies running your back end company.

 Terence Winslow

54:38

So when we reached out to you, we wanted to give you the system and 1 of the commitments when we saw training and development on your profile, we knew you were going to be like this. I am your trainer, I am your account executive. Anytime you need a demo set up. Not only would I do the demo, I will on board the people and I would train them first. And we will give them the system for 60 days. Terence, just so they only so so they are not being sold something. They are being given a system that we know in the corporate world they need they do not even know it exists. Not only will we let them use it for 60 days, we will train them how to use it. So if they do not want to pay for it, at least they know what they lost. And that is how I usually set up those relationships with those companies.

 Terence Winslow

55:32

Thank you for the latitude here today. There are a lot of tools out there, there are a lot of systems, but the protocols those came from my company, Terence Winslow Consulting, LLC, back to you.

 Wayne Lyons

55:48

Thank you so much, Mr. Winslow, and that is amazing, and I definitely am grateful for, like I said, your mentorship, your giving me access to these tools to be able to help me to learn and grow in business. And now as we lift in that lift and every time we get an opportunity to share our growth with everyone who is interested in the business and whoever wants to join these cracking the genius cold calls and that is the purpose of our having these meeting spaces. And I am super thankful and honored and I look forward to and just being able to have a great mentors you like yourself, Mr. Hall, and I will yield also to Mr. Vinson, if you had any words or feedback, anything you wanted to share as well, I am thankful and I just want to share my gratitude.

 Tony B.


56:35

And then, yes, sir, thank you gentlemen for your time. It is definitely a pleasure to hear about all the technology conversation and the Yeah, and, you know, definitely my space and field and I appreciate everything shared today and every resource is definitely valuable. That was shared. So thank you. And I definitely see the value and continuing to grow upon this and and you know, showcase use cases of it or other technologies that we are using that we are implementing within our workflows, so. Thank you, gentlemen and for your time and your latitude, I bless. Hope you guys have a good day. Looking forward to seeing you next week.

 Sam Harrell

57:15

Okay, thank you. Same here. Take care.

 Wayne Lyons

57:21

Yes, sir. Thank you. And as we wrap up this call, we just wanted to give the good farewells and just the protocols for any of the leaders who see this recording. If you have a

desire to join us, please check out the cracking the Genius Code blog and you could click on that link for the meeting to join us and we are going to be here at the same time, same place each week and we just want to keep the momentum going and continuing to grow, continuing to move forward. And I definitely want to follow what we are. Creating that news letter for the magazine to go out to the the businesses so we could get more leaders on, but to make sure we should establish a good protocol to make sure these meetings could flow information could be shared and we are all effective in our operations and like I said, these tools, Mr.



Wayne Lyons

58:13

Window said, the best tools, systems and protocols, that is what helped help us become successful, then that is the thing you to stick to it and do what works and. Teamwork, my dream work. So I thank you guys for taking the time here. I always know that God is love, love cons off. If you guys have any other thing you want to share. If not, we would go out and just thank you again. Happy Fabulous Friday.



Sam Harrell

58:41

Thank you for for the invite that we will look forward to next Friday.



Wayne Lyons

58:52

A.