



BARRY FRIEDMAN PRESENTS...

SHOWBIZ BLUEPRINT

MASTER THE BUSINESS OF SHOW BUSINESS

PLATINUM CLUB

PREMIUM CONTENT ~ UNLIMITED CONSULTING ~ WHITEBOARD SESSIONS





Platinum Podcast Episode 26

90-Day Money Game
Three Ways to Invite

Money Game Check In

- This is both a sprint and a marathon
- How is it going for you?
- I have spoken to most of you – reach out if you want!
- Nothing about this should be normal / B.A.U.
- This is a rewiring and it should be a daily practice
- Today we go deeper into the *Invite process*



Invite - 201

- In 22 I spoke about this being the Tweener of C&C
- It's that, and it's also a gateway into their world
- *Invite* is the first opportunity over-deliver
- It sets the expectation – present and future
- It gives you a bar to live up to and for them to expect
- *Invite* is up to you and unexpected by them – Boom!
- Let's look at 3 templates right now!



I Was Thinking About You...

- Either someone from the past or a recent connection
- Doesn't matter when you last spoke – this works for everyone
- Recall or look up a core conflict they had – and inquire
- I was thinking about _____ and wondering if _____
- *Invite* yourself to create a solution



I Just Read/Saw/Heard...

- This one jumps *Connect* and moves right to *Invite*
- Works great with regional or personal connection
- It requires quick action and generous offer. Remember, “would you be open to hearing/seeing...”
- This one can be posted on social with @ tags for companies, individuals, groups, etc
- Be bold with the *Invite*, not meek.



Nothing to Lose...

- I am following my intuition; I had a dream; Idea
- Ownership – you don't know me but...
- Who you are – a few credits and authority
- Invite into a conversation to create, solve, publicize...
- Don't let go of this until you hear a response – Important!



Why We Invite

- Income is tied to the number of proposals we submit
- This stage moves us to *Proposal*
- There is no right way – they are all right
- We invite to build our network and build trust
- We invite to put ourselves into the batter's box



Additional Support

- I have spoken to many of you in the last month
- Not part of Platinum Club and who cares?
- Let me know if you're stuck and we'll connect
- Consider this MY invite!
- You hitting your goal is all that matters





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