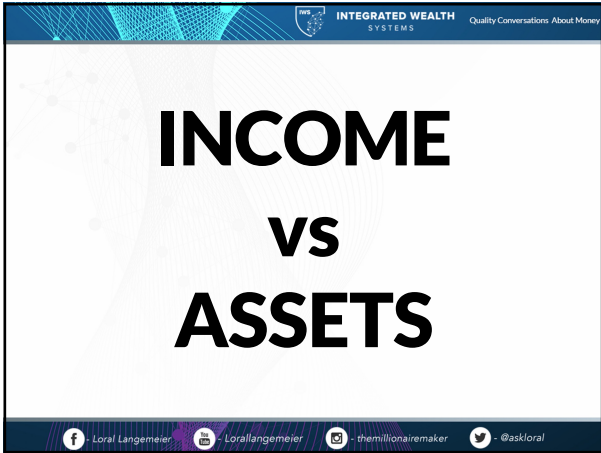




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INTEGRATED WEALTH SYSTEMS Quality Conversations. About Money.

The New York Times BESTSELLER LIST

LORAL LANGEMEIER

Books featured: *Millionaire Maker*, *How to Build a Wealth Cycle*, *How to Build a Wealth Cycle*, *How to Build a Wealth Cycle*, *Yes! Energy*.

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INTEGRATED WEALTH SYSTEMS Quality Conversations. About Money.

THE MILLIONAIRE MATRIX
THINK, ACT AND MAKE MONEY THE WAY THE WEALTHY DO

MAKE MONEY

- Cash Flow - Marketing - Sales
- Customers - Products - Services
- Revenue - Expense - Profit Pricing
- Accounting - Fulfillment
- Technology - Exit Plan

DO THIS WITH A TEAM

- Community - Mentors - Coaches
- Masterminds - Wealth Team
- Instruction - Direction
- Millionaire Mindset

LEAD YOUR TEAM

INVESTMENT EDUCATION

- Real Estate - Residential Assisted Living
- Cash & OIA - Franchises - Promissory Notes
- Loans - Commodities - Cryptocurrency
- Hemp & CBD - Precious Metals
- Securities - Cash - Insurance

KEEP MONEY

- Entities - Trusts - Qualified Plans - Tax Planning
- Insurance - Financial Protection
- Identity Protection - Credit Repair
- Tax-Free Income
- Business Funding

KEEP MONEY THROUGHOUT PROVEN IDENTITY & TAX STRATEGIES

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INTEGRATED WEALTH SYSTEMS Quality Conversations About Money

THE SYSTEM WAS NEVER **BROKEN** IT WAS **BUILT** THIS WAY

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INTEGRATED WEALTH SYSTEMS Quality Conversations About Money

W-2 INCOME		CORPORATE INCOME
• \$67,000 in top 25% of all income earners	➔	• S, C, LLC, LP, Trusts
• Taxed 40-50%	➔	• 81K Pages of Tax Deductions
• 401K	➔	• Solo 401K/Roth IRA
• Vacation	➔	• Business Trips
• Debt & Credit Cards = BAD	➔	• Debt & Credit Cards = CRITICAL
• Retirement (To be put to pasture to die)	➔	• Freedom Day (What's your number)
• File Taxes April 15	➔	• Multiple Year End Tax Filings

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INTEGRATED WEALTH SYSTEMS Quality Conversations About Money

YOU
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Integrated Wealth Systems
Community Team

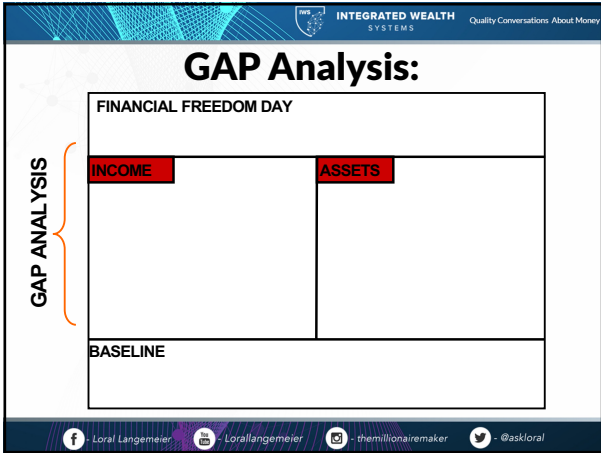
- Automated Investing
- Diversity & Sequencing
- Entity Structure
- Tax Strategies
- Due Diligence & Money Rates
- Oil & Gas
- The Business of Cannabis
- Crypto Currency
- Real Estate & Notes
- Franchising
- IRA's Solo 401K Rollovers
- Lenders & Debt Instruments
- Wealth Off the Radar Screen
- Wills & Trusts

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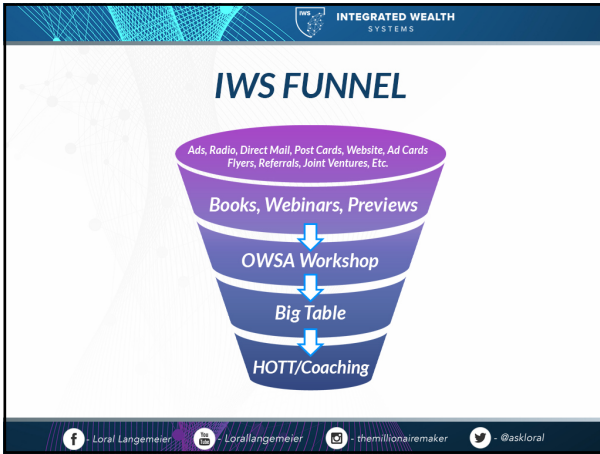
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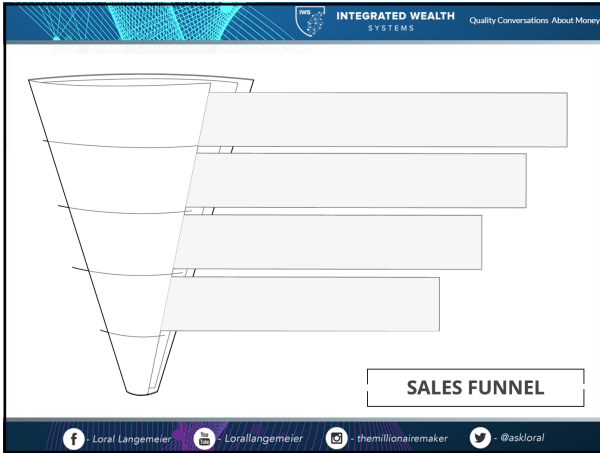
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INTEGRATED WEALTH SYSTEMS Quality Conversations About Money

BUILD YOUR TEAM

Name	Phone	Email	Address

ORDER FORM

QTY	ITEM	PRICE	TOTAL
TOTAL \$			

PLEASE PRINT LEGIBLY

Company Name: _____ Date: _____

Address: _____

City, State, ZIP: _____

Phone: _____

Email: _____

Payment: Cash Debit Card AMEX VISA MC

Card # _____ Expire _____

Name of Card Card _____

Money De Card _____

Signature _____ Date: _____

SALES FUNNEL

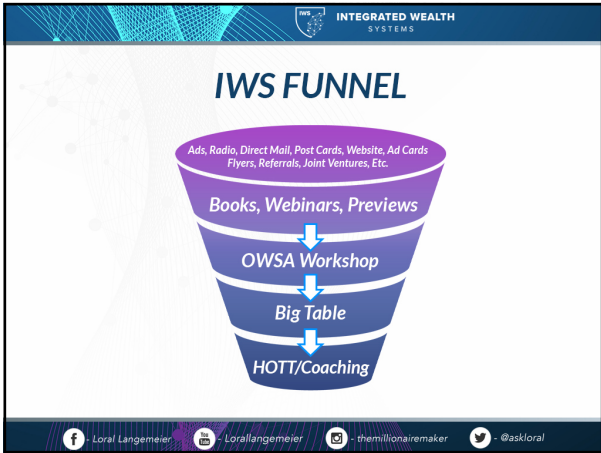
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- Team Sheets
- Order Forms
- Funnel

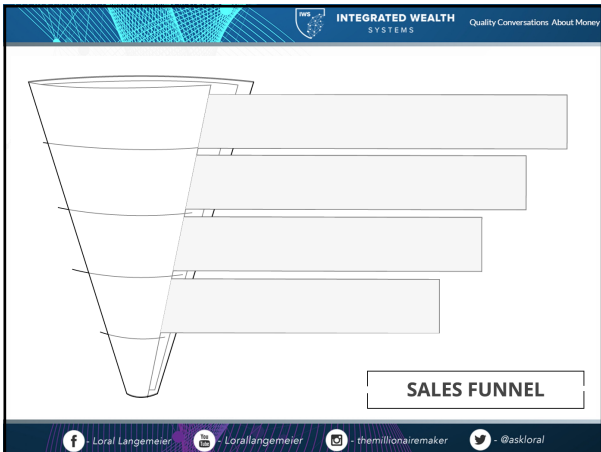
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- Team Sheets
- Order Forms
- Funnel

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**A YEAR FROM NOW...
YOU'LL WISH YOU HAD STARTED TODAY!**

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GAP Analysis:

GAP ANALYSIS	FINANCIAL FREEDOM DAY	
	INCOME	ASSETS
	BASELINE	

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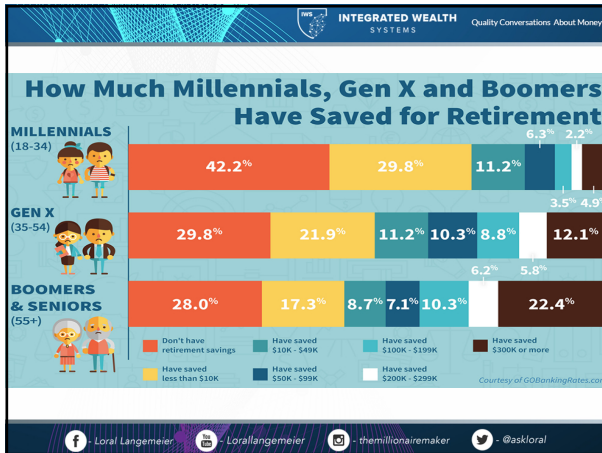
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INTEGRATED WEALTH SYSTEMS Quality Conversations About Money

W-2 INCOME	CORPORATE INCOME
• \$67,000 in top 25% of all income earners	• S, C, LLC, LP, Trusts
• Taxed 40-50%	• 81K Pages of Tax Deductions
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INTEGRATED WEALTH SYSTEMS

MAKE MORE MONEY THROUGH LEAD GENERATION, STRATEGIC MARKETING, AND SALES

01

MAKE MONEY

- Cash Flow • Marketing • Sales
- Customers • Products • Services
- Revenue Funnels • Proper Pricing
- Accounting • Fulfillment
- Technology • Exit Plan

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02

KEEP MONEY

- Entities • Trusts • Qualified Plans • Tax Planning
- Insurance • Financial Protection
- Identity Protection • Credit Repair
- Tax-Free Income
- Business Funding

KEEP MONEY THROUGH PROVEN ENTITY & TAX STRATEGIES

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ASSESS ASSET PERFORMANCE & FIND HIDDEN OPPORTUNITIES

03

INVESTMENT EDUCATION

- Real Estate • Residential Assisted Living
- Gas & Oil • Franchises • Promissory Notes
- Land • Cannabis • Cryptocurrency
- Hemp & CBD • Precious Metals
- Securities • Cash • Insurance

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04

DO THIS WITH A TEAM

- Community • Mentors • Coaches
- Masterminds • Wealth Team
- Instruction • Direction
- Millionaire Mindset

LEAD YOUR TEAM

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You can lead a human to knowledge
But you can't make him think

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Who are You?

What Are You An Expert In?

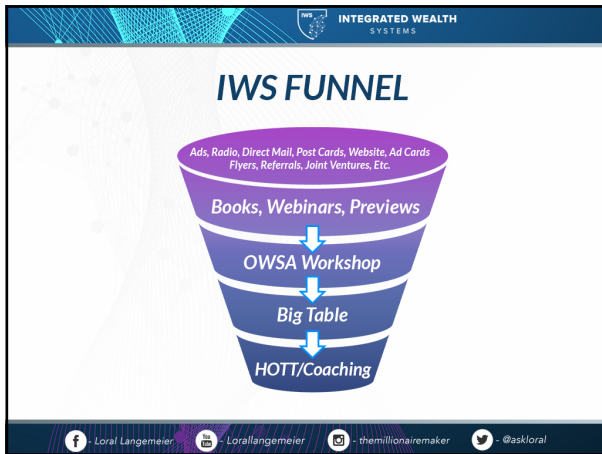
What Are You Selling?

What Are Your Prices?

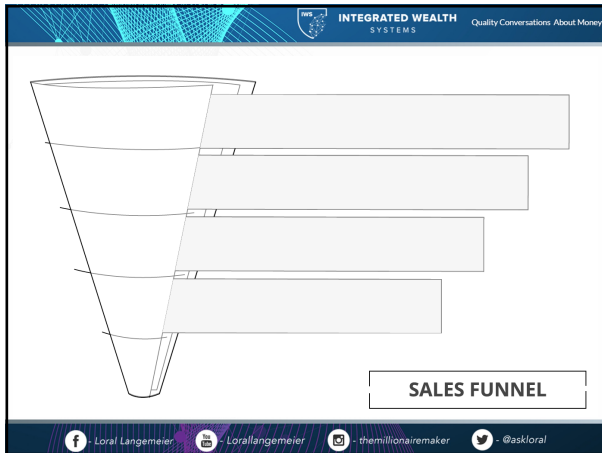
of Units x Price = Revenue Goal

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ASK	TELL	ASK
Very open-ended "what" & "how" questions ➔ 1	Reframe back what you've heard ➔ 2	Closed questions to get the prospect ready to purchase what they need ➔ 3
Intent is to gauge prospect's purchase readiness	Demonstrates that you were listening & clearly heard customer	Lead them to "yes" answers
Determines where to position the close	Determines which product/service to offer to overcome their challenge	Might lead with, "Are you ready to move forward on that today?" or "How would you like to pay?"
Are they brand new, ready for action or somewhere in between?	Might start with, "How I know we can help is..."	

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**YOUR ABILITY TO CREATE
FINANCIAL FREEDOM
IS IN DIRECT PROPORTION TO
YOUR ABILITY TO CREATE
NEW CASH**

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CUSTOMERS = CASH FLOW

SEEK OUT RELATIONSHIPS
↓
DATE
↓
DATE
↓
MARRIGE

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IWS FUNNEL

Ads, Radio, Direct Mail, Post Cards, Website, Ad Cards, Flyers, Referrals, Joint Ventures, Etc.
↓
Books, Webinars, Previews
↓
OWSA Workshop
↓
Big Table
↓
HOTT/Coaching

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INTEGRATED WEALTH SYSTEMS

TOP OF FUNNEL



- Reports
- E-Books
- Books
- Previews
- Tele-seminar
- Webinar
- Online Video
- 1 Service
- Small Product
- 1 Appt

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INTEGRATED WEALTH SYSTEMS

SECOND LEVEL




- Workshops
- Small Projects
- Product Packages
- Online Courses
- JV Partner Products
- Service Package
- Webinar Series

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THIRD LEVEL



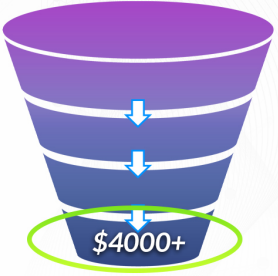
- MLM Distributorship
- Group Coaching
- 1-on-1 Coaching
- JV Partner Packages
- Package of Services

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BOTTOM OF FUNNEL



- Monthly retainer
- 6 - 12 month package
- Coaching Package

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Marketing For Cash

ONLINE

Landing Pages

- Word Press Blog
- URL's/Email

Emarketing

- Mail Chimp.com
- 1Shopping Cart.com
- iContact.com
- ConstantContact.com
- aWeber.com
- Infusionsoft.com



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INTEGRATED WEALTH SYSTEMS Quality Conversations About Money

Marketing For Cash

MORE ONLINE METHODS

- Mobile Marketing
- Social Media
- PPC/SEO
- Blog Posts
- Expert Column
- Article Marketing
- Advertisements/Sponsorships
- Affiliate Marketing



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Marketing For Cash

OFFLINE METHODS

- Speak
- Community Events
- Charity Events
- Radio - be interviewed - have a blog show
- TV
- Referrals
- JV's
- Endorsements
- Hang your sign

FREE

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Marketing For Cash

OFFLINE METHODS

- Flyers
- Advisory Boards
- Radio - buy advertising
- TV - infomercials
- PR
- Direct Mail
- Endorsements
- Ad Cards

LOW COST

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Marketing For Cash

INTEGRATED WEALTH SYSTEMS Quality Conversations About Money



You've Got To Stay In The Game!

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SALES FUNNEL

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Sequencing

Gap Analysis	Financial Baseline	Freedom Day
Assets	Entities	Cash Machine
Forecasting	Wealth Accounts	Debt Management
Leadership	Teamwork	Conditioning

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