



*Carter*  
INSTITUTE | The Classic • 2022

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# The Classic check list

Are you ready to show Jake your best jazz hands so he can enable you to record straight to your computer?

Have you posted your questions in the event section prior?

Are you going to leverage the organic exposure?

What badge are you currently?

Do you know how to introduce yourself?

Have you completed 'connect the circle' worksheet?

If you are on the Frontline or an OG, have you made an attempt to answer any questions prior and completed the corresponding work-sheets?

# Organic exposure

## The social boost

Oh btw ... we want to organically attract more like-minded legends such as yourself. Please take a photo and tag everyone in. It not only shows your prospects that you are relentless refining your services with other industry-leading professionals, but we can all collectively use this as an exposure incubator by tagging each others social media accounts.

# Badges of honour

Badges	Months	Expectations
Hustler	0-3	Ask away
Frontliners	4-8	Fill out the appropriate worksheets and attempt the question prior
OG	>9	Your on the side bench
Superhero	Team	Co-host

# The network boost

## Who are you?

I help [NICHE] achieve [DREAM] and escape [PAIN], without [LIMITING BELIEF].

I am based in [LOCATION] and would love to network with [XXXX].

I am also wanting to collorbate with [XXXX] on [POSTS/LIVES/EMAILS/WEBINARS/SEMINARS/SERVICES].

# Connect the circle

Wins		Overcome	
Results	Impact	Client Challenge #1	
Clients	Growth	What are you doing about this now?	Solution
Personal	Freedom	Business Challenge #2	
Business	Wealth	What are you doing about this now?	Solution

*Parter.*  
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