

# MODULE 1



## 15 MINUTES OF FAME EXERCISES

WHAT COULD YOU STAND UP AND TALK ABOUT  
FOR 15 MINUTES WITH **ZERO** PREP?





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ASK 10 FRIENDS WHAT DO THEY SEE  
YOU AS AN EXPERT IN?




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## CLIENT HURDLE EXERCISE



WHAT IS THE FIRST HURDLE CLIENTS ALWAYS ASK YOU TO HELP THEM OVER?

1

2

3

4

5



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## ACHIEVEMENTS FLOW CHART EXERCISE

LIST THE TEN ACHIEVEMENTS, BIG OR SMALL,  
THAT GOT YOU HERE TODAY



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## WRITE YOUR BIO EXERCISE

IN NO MORE THAN 10 SENTENCES, WRITE YOUR BIOGRAPHY, INCLUDING WHY YOU'RE QUALIFIED TO TEACH THIS PRODUCT.



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## OBJECTION BOX EXERCISE

WRITE 5 OBJECTIONS, 5 SOLUTIONS AND 5  
BONUSES TO HELP

Objection

Solution

Bonus

1

2

3

4

5



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## WRITE YOUR RONSEAL® SENTENCE EXERCISES

HAVE A GO AT WRITING ONE SENTENCE  
DESCRIBING WHAT YOUR COURSE OFFERS



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## NAME YOUR POP-UP USING THE CHECKLIST



WRITE THE TITLE OF YOUR POP-UP PRODUCT HERE

- ☐ IS IT RONSEAL?  
\_\_\_\_\_
- ☐ CLEAR - WHAT IT DOES AND FOR WHO?  
\_\_\_\_\_
- ☐ BOLD AND BRAVE  
\_\_\_\_\_
- ☐ IF IT WAS A BOOK TITLE WOULD IT JUMP  
OFF THE SHELF?  
\_\_\_\_\_
- ☐ DOES IT CREATE FOMO?  
\_\_\_\_\_
- ☐ DOES IT ADDRESS OBJECTION?  
\_\_\_\_\_
- ☐ WHAT/WIN/WHEN/HOW MUCH?  
\_\_\_\_\_

