



Elite CONSULTING

OLD WAYS



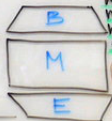
TAKE A WHOLE BRAIN APPROACH



1st Meeting



WHO I AM
WHAT WE'LL DISCUSS
WHY IT'S OF VALUE
HOW I WILL RUN IT



ESTABLISH YOUR AUTHORITY



DISCOVERY MEETING



VIDEO

S.O.C.I.T.



???
...
VERY GOOD QUESTIONS

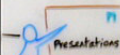
RESPONSE PLANNER



MESSAGE STRUCTURE



HAMBURGER



Presentations



POINT VALUE EVIDENCE

PERSUASIVE LANGUAGE



GESTURES



movement



INSIGHT TO ACTION

YOUR SUCCESSFUL FUTURE

Elite