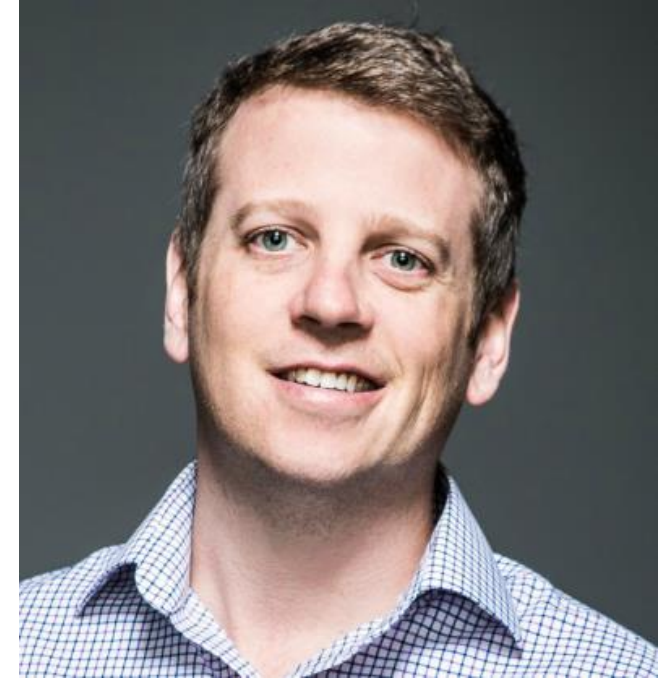


Welcome to the Ascend Pre-Event Training!

What to Do Before, During and After Ascend!



Josh Turner from
LS LinkedSelling

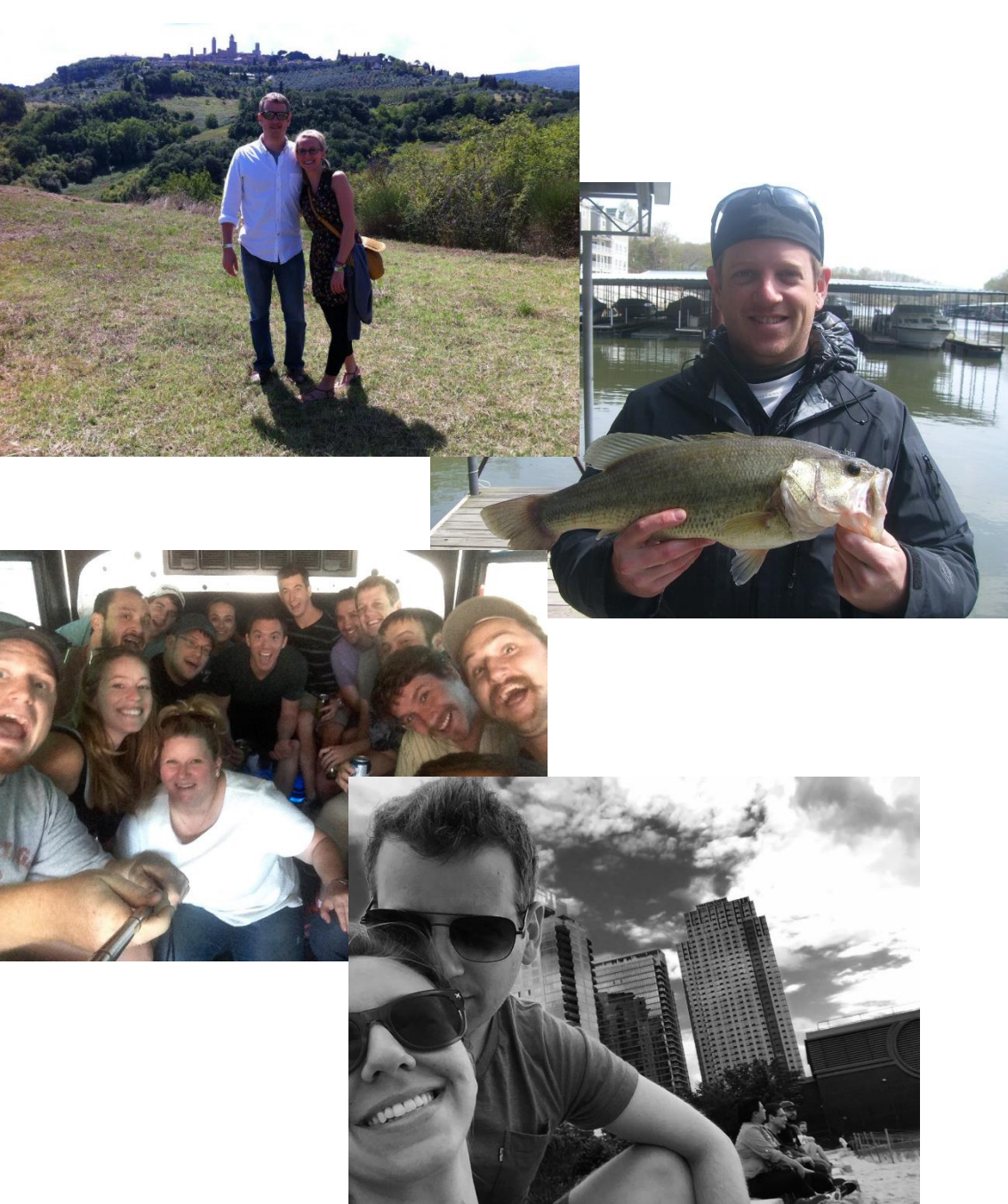
Why are we here?

To help you get the most value out of Ascend for your business.

Now is the time.

Josh Turner

- Built #1 LinkedIn marketing firm in the world.
- Wall Street Journal bestseller
- Clients like Microsoft, Neil Patel, GKIC
- 27x growth in 3 years.
- Led several fast-growth businesses prior to LinkedSelling
- Responsible for tens of millions in client revenue.



Also joining us...



Sara Flowers

After 10+ years...

- There are 3 pillars to achieving 27X growth.
- There are different revenue-generating strategies within each.
- Not every business is a fit for this.
- There's a framework!



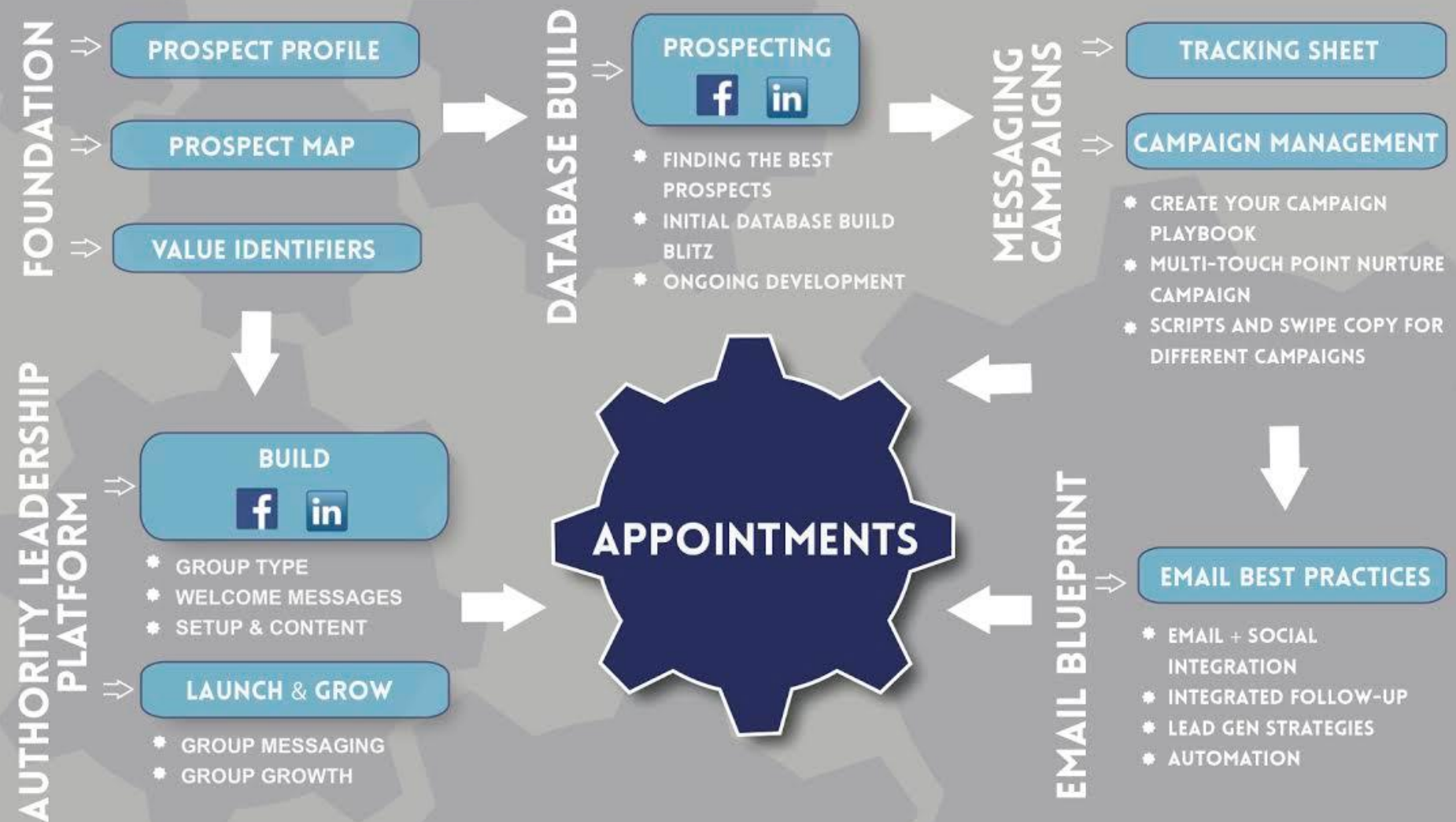


Blueprint



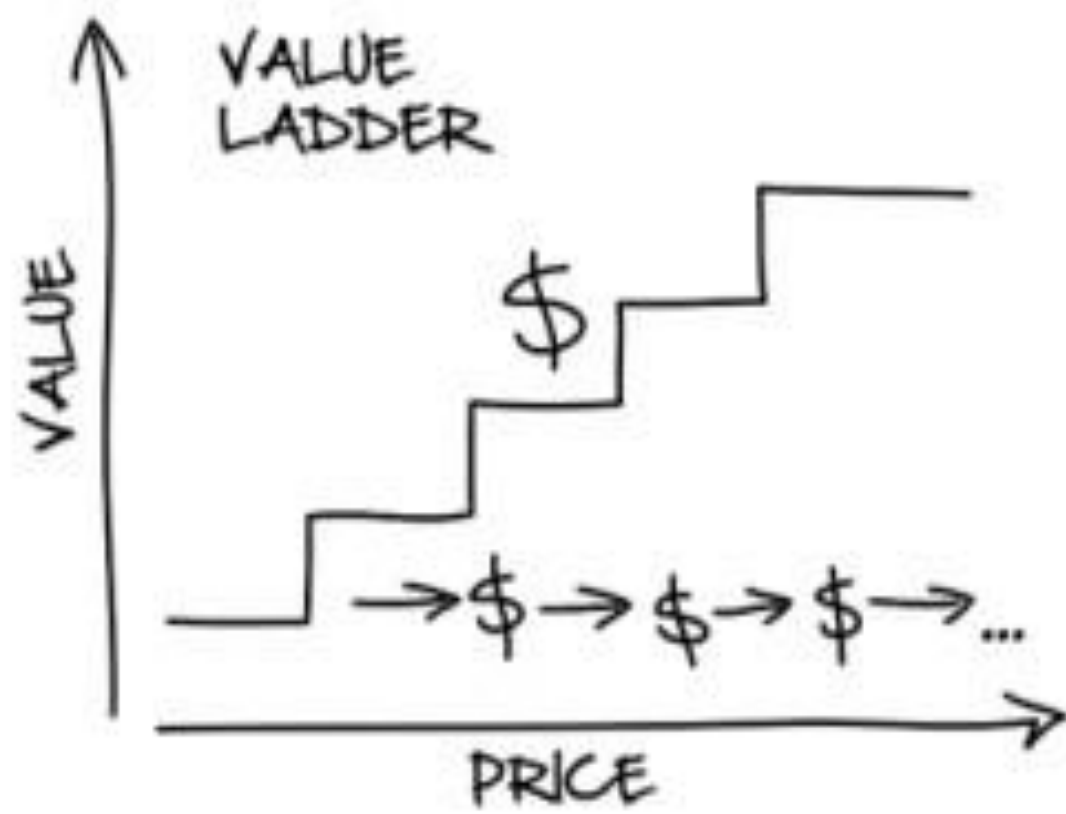
More clients.

THE AUTHORITY LEAD GEN BLUEPRINT





More leverage.





**My first
product,
\$10,000 in
month one.**



Massive growth.

- Joint Ventures
- Advertising Scale
- Stepping out of the day-to-day

The 3 Pillars for Rapid Business Growth



3X



9X



27X

I discovered these things
the **HARD** way.

(You get to cheat and get the easy way...)

**You've taken the first step, to work
live with me and my team at Ascend!**

San Diego, CA
May 12–14 2016

ASCEND

LIVE!



**So, how do you make the most out of
Ascend and get yourself primed to reach
that 27x growth?**

There are 3 levels that go into making Ascend a success for you:

1. Before Ascend – Prep Work
2. During Ascend – The 27x Blueprint
3. After Ascend – Follow-Thru



**Step 1: Before Ascend
Get Clear on Your Goals.**

What are you missing?
What do you need to do better?

**What have you seen other
industry leaders and competitors
do that you'd like to try?**

1. Before Ascend – Goals

What do you want/need most?

- **More leads and clients?**
- **More leverage and passive income?**
- **Grow past 1-on-1 hourly work?**
- **Marketing systems to fuel your growth?**
- **More time?**

1. Before Ascend – Goals

What are your revenue goals for this year?

Where do you want your business to be this time next year?

1. Before Ascend – Goals

What types of business relationships would benefit you the most?

**Enter with a Game Plan of what you
want to accomplish/learn.**

But...

Expect that Game Plan to Change.

1. Before Ascend – Game Plan

Your Game Plan

- Allow your plan to shift based on the sessions.
- Be open-minded.
- There's a reason why these tactics are being presented...they work!

Show up ready to rock!

1. Before Ascend – Show Up!

- Arrive early to get situated.
- Get some solid rest the night before.
- Eat a good meal before we get started.
- Be open, ready to learn and adapt these tactics to your business.

1. Download the Ascend App!

Schedule

+

THURSDAY, MAY 12, 2016

8:00 am

Registration + Opening ...

>

9:00 am

Building on the Foundat...

>

10:20 am

Break

>

10:40 am

The Client Ascension M...

>

12:10 pm

Lunch

>

12:40 pm

Proven Sales Strategies...

>

3:00 pm

Break

>

L

Schedule

News Feed

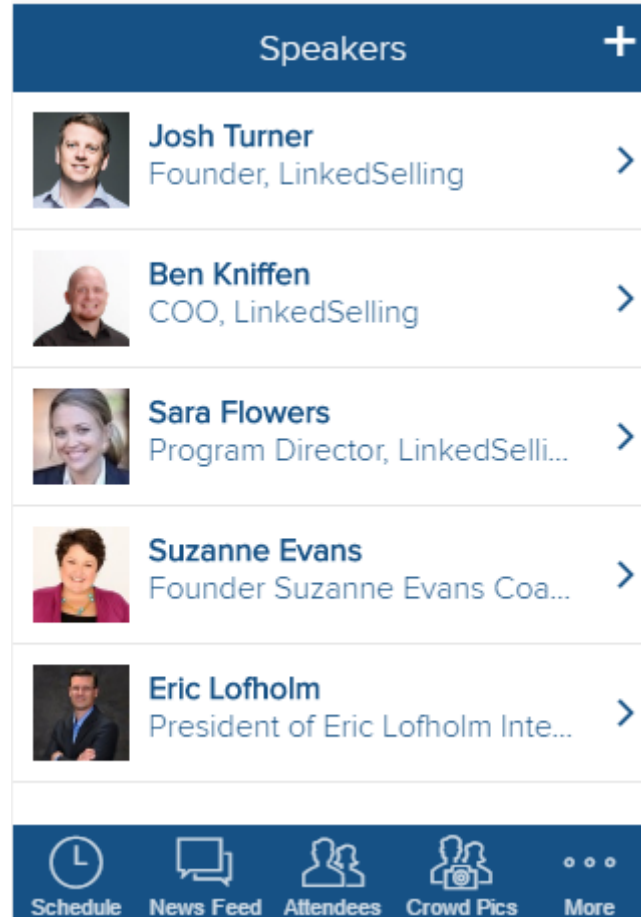
Attendees

Crowd Pics

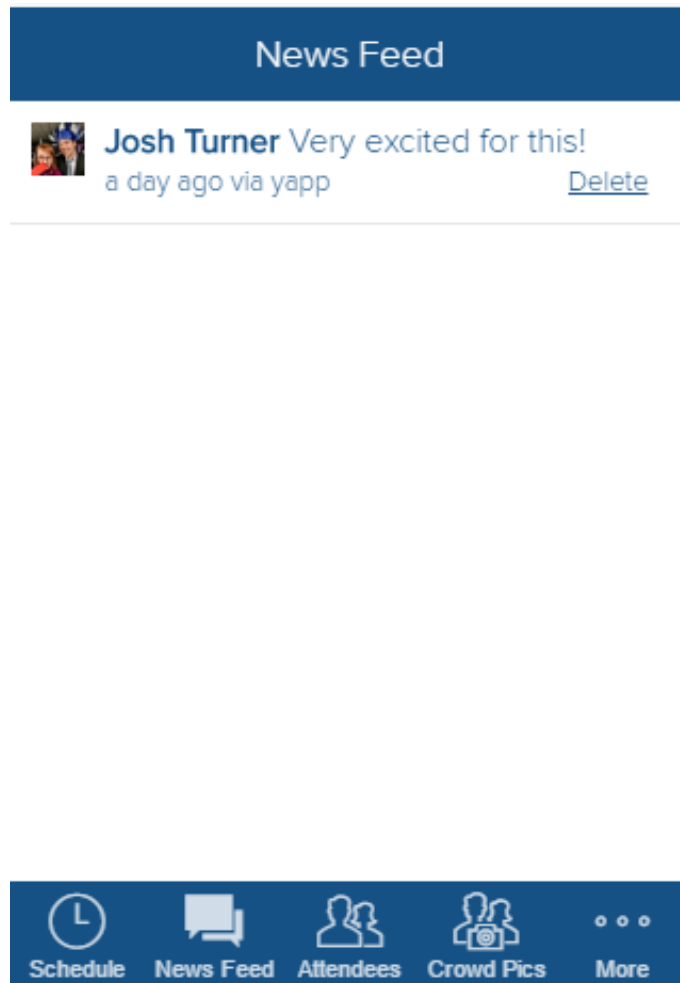
...

More

1. Download the Ascend App!



1. Download the Ascend App!

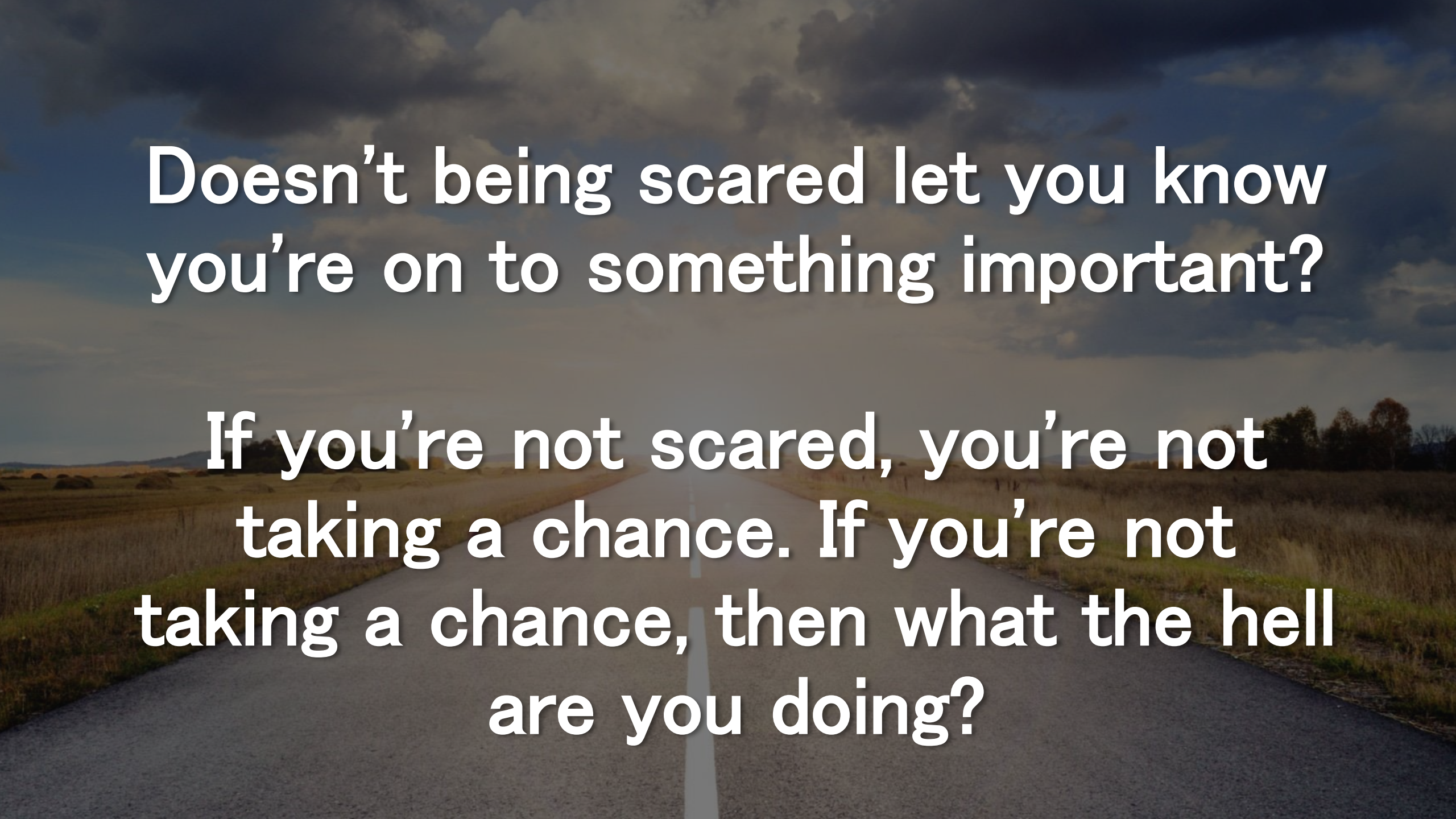


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LinkedSelling.com/AscendApp/

The background of the image is a dark, atmospheric landscape. A paved road with a white center line stretches from the bottom center towards the horizon. The road is flanked by fields of tall, dry grass. In the distance, there are silhouettes of trees and hills under a heavy, overcast sky with dark, textured clouds. The overall tone is somber and contemplative.

**Doesn't being scared let you know
you're on to something important?**

**If you're not scared, you're not
taking a chance. If you're not
taking a chance, then what the hell
are you doing?**

**“Everything worth doing
starts with being scared.”
– Art Garfunkel**

Step 2:

How to Succeed During Ascend!

2. During Ascend – The Training

Jot down a LOT of notes.

- **Brainstorm & include ideas of how to implement the strategies into your business.**

2. During Ascend – The Training

Attend every session.

- It all fits together in the 27x blueprint.
- You won't want to miss any of it.

2. During Ascend – The Training

Ask questions.

- Group Q&A
- 1-on-1 Coaching with my team

2. During Ascend – Your Mindset

Participate.

- Get outside your comfort zone.
- Interact, engage, be vulnerable.

2. During Ascend – Your Mindset

Make Friends, not Pitches

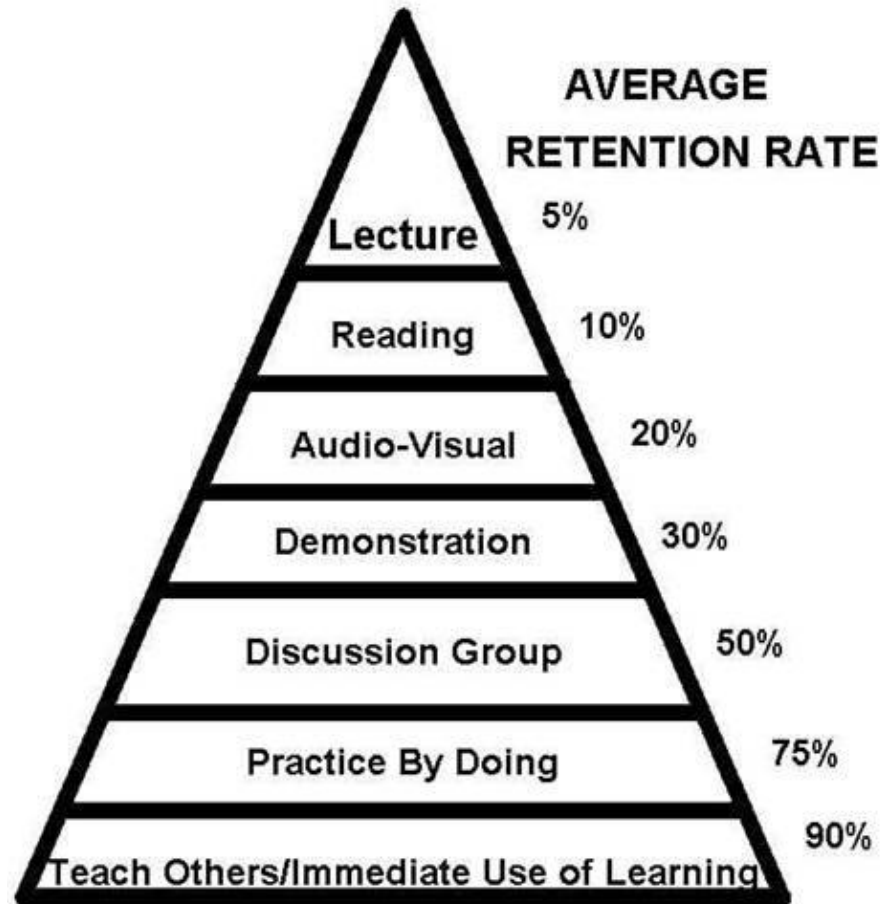
- Not just a business card dump.
- Talk to people. Avoid regular networking BS.
- Ice breakers that beat “How can we work together?”
 - Simple: “Where are you from?”
 - Conversational: “What’s been your favorite session so far?”

2. During Ascend – Your Mindset

Put yourself out there.

- Spend the least amount of time in your room as possible.
- Attend the networking party.
- Grab lunch, dinner, drinks, or do something fun with other attendees.

Step 3: How to Make S#!t Happen After Ascend!



The Learning Pyramid

Learners retain 90% of what they learn when they use immediately or teach it to somebody else.

3. After Ascend – Follow-Thru

Schedule Your Review.

- Set aside a couple hours, a day or two after.
- Review all your notes from the sessions.
- Debrief your team, business partner, spouse, friend, etc.

3. After Ascend – Follow-Thru

Implement asap!

- Identify the action items to move forward on.
- Set deadlines.

3. After Ascend – Follow-Thru

Follow up with new friends and connections.

- **Make meaningful relationships at event – not just card swaps.**
- **Share what you are working on after the event, hold each other accountable.**
- **Explore opportunities for partnerships.**

3. After Ascend – Follow-Thru

- **Remember why you attended in the first place.**
- **Revisit your pre-event goals.**
- **Take action on what you've learned.**

**After Ascend: The work is not over,
it's just beginning!**

**Remember the Learning Pyramid – be
the exception, make it happen!**

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The 3 Pillars for Rapid Business Growth



3X



9X



27X

**We're here to help and answer
any questions you have!**