

Millionaire Wholesaler Survey: Keys to Success From the Most Successful



Ways In Which Leaders Can Ensure That The Money Spent on Wholesalers Is Not Wasted Because They Don't Have All The Right Skills

**“I’m just
another suit
in another office
carrying another briefcase”**

A vast colony of King penguins is gathered on a dark, pebbly beach. The penguins, with their characteristic black and white plumage and bright yellow-orange ear patches, are densely packed in the background and more spread out in the foreground. Many of the penguins in the foreground have their heads tilted back and beaks open, as if they are calling or communicating. A large, bright yellow speech bubble with a dark blue outline is positioned in the upper right quadrant of the image, containing the text "I'm here!".

“I’m here!”

WHAT'S YOUR MO?

EPISSODIC MEMORY

The background of the slide features a sepia-toned illustration of two human heads in profile, facing each other. The interior of each head is filled with a complex arrangement of interlocking gears of various sizes, symbolizing the mechanical nature of memory and cognitive processes. A semi-transparent grey banner is positioned across the upper portion of the image, containing the title text.

MQ – MEMORABILITY QUOTIENT®

Passion Enthusiasm

A close-up photograph of a white-gloved hand holding a golden crown. The crown is ornate, with a lion's head on top and intricate carvings. It is being held over a dark, textured surface, possibly leather, which has the words 'THE RITZ-CAR' embossed in gold. The lighting is dramatic, highlighting the textures of the glove, the crown, and the surface.

THE RITZ-CAR



The Millionaire Wholesaler

The Typical Wholesaler



The Great Wholesaler





Peerless

***“You have to be more to
advisors than your product
and your company.”***

flickr: jacksnell

The Revenue Generator

THE CASE STUDY

Client Experience Consultant

THE CASE STUDY



“Your internal partner is your lifeline to leveraging your time and multiplying your impact”

**“I’m not 100% sure
I know how to do the job”**

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**"Nobody
cares how
much you
know, until
they know
how much
you care."**

~Theodore Roosevelt





Pat Allen @RockTheBoatMKTG - Jan 15

"Wholesalers never Google me. Just lazy"--why advisor recon is important
bit.ly/1aFPEfh via @shorespeak



Jamie Cox @jamesacoxiii - Jan 15

@MichaelKitces @RockTheBoatMKTG @shorespeak they're so dialed into leading w/
product, they overlook the obvious-who we serve, who we are..



Michael Kitces @MichaelKitces - Jan 15

@jamesacoxiii They're thinking "quantity over quality" is my guess. Smile & dial, figure
it out later. @RockTheBoatMKTG @shorespeak



Jamie Cox @jamesacoxiii - Jan 15


@MichaelKitces @RockTheBoatMKTG @shorespeak I know. What are they
thinking?



***“Listening is such a huge part
of what we do”***

***“You need
to be up on
what’s new,
what's current
and what's relevant”***





**“It's always been, for
me, a very simple
industry - it's just not
very easy.”**

A close-up portrait of a man with dark hair, wearing a white dress shirt and a dark suit jacket. He is holding a cigar in his mouth and looking directly at the camera with a serious expression. The background is a plain, light-colored wall.

**“Where ego
I go too”**

***“Living within
your means
today
is a path to
great wealth
tomorrow”***



flickr: pagedooley



**“Spend more
quiet time
to think
about what
you need
to achieve”**

2015 Wholesaler Masterminds® Business Plan

Wholesaler Masterminds® SWOT Worksheet

15 Sales Rules to Live and Die By

Brotherhood of the Bag, A Wholesaler's Handbook

Sign-up: Sunday Night Email

Send an email to:

mmi@wholesalermasterminds.com

NO Subject Required

NO Message Required

WHOLESALE SUCCESS FORMULA

$$\begin{array}{r} \text{IQ} \\ \text{EQ} \\ + \text{CQ} \\ \hline \text{MQ} \end{array}$$

**“I’ve had a pretty long career
of just good enough”**

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