

WEDNESDAYS
with
WAYNE 
LIVE AGENT TRAINING

Model Review / Q&A with Wayne

EVERY Model has 3 components:

Financial

Cost?

Projected ROI?

Action

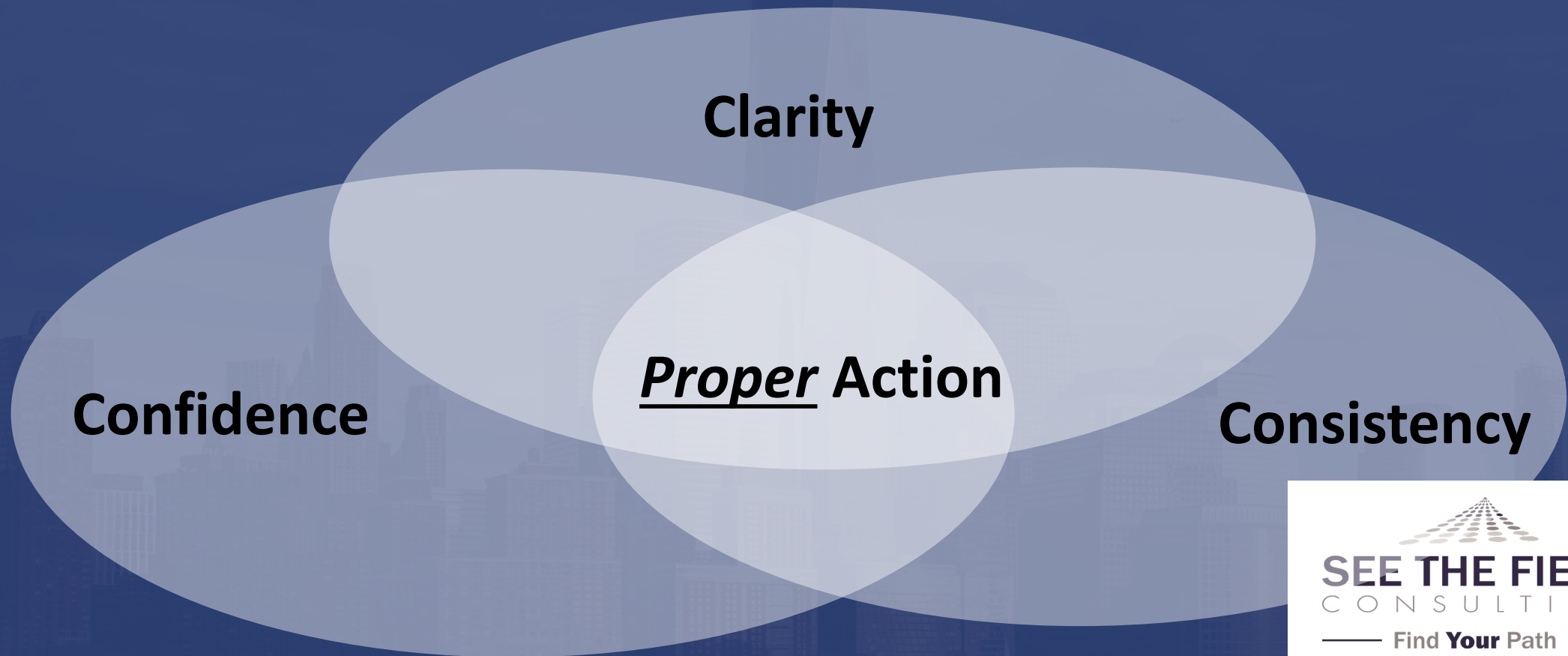
What action steps must be taken?

Am I confident to take those steps?

Time

How long is the "runway"?

The 3 “C’s” of Action



Confidence at its highest level...

MASTERY



SEE THE FIELD
CONSULTING
— Find **Your** Path —

The Path to Mastery:

1. Unconscious Incompetence

“You don’t know what you don’t know”

2. Conscious Incompetence

“You now know what you don’t know”

3. Conscious Competence

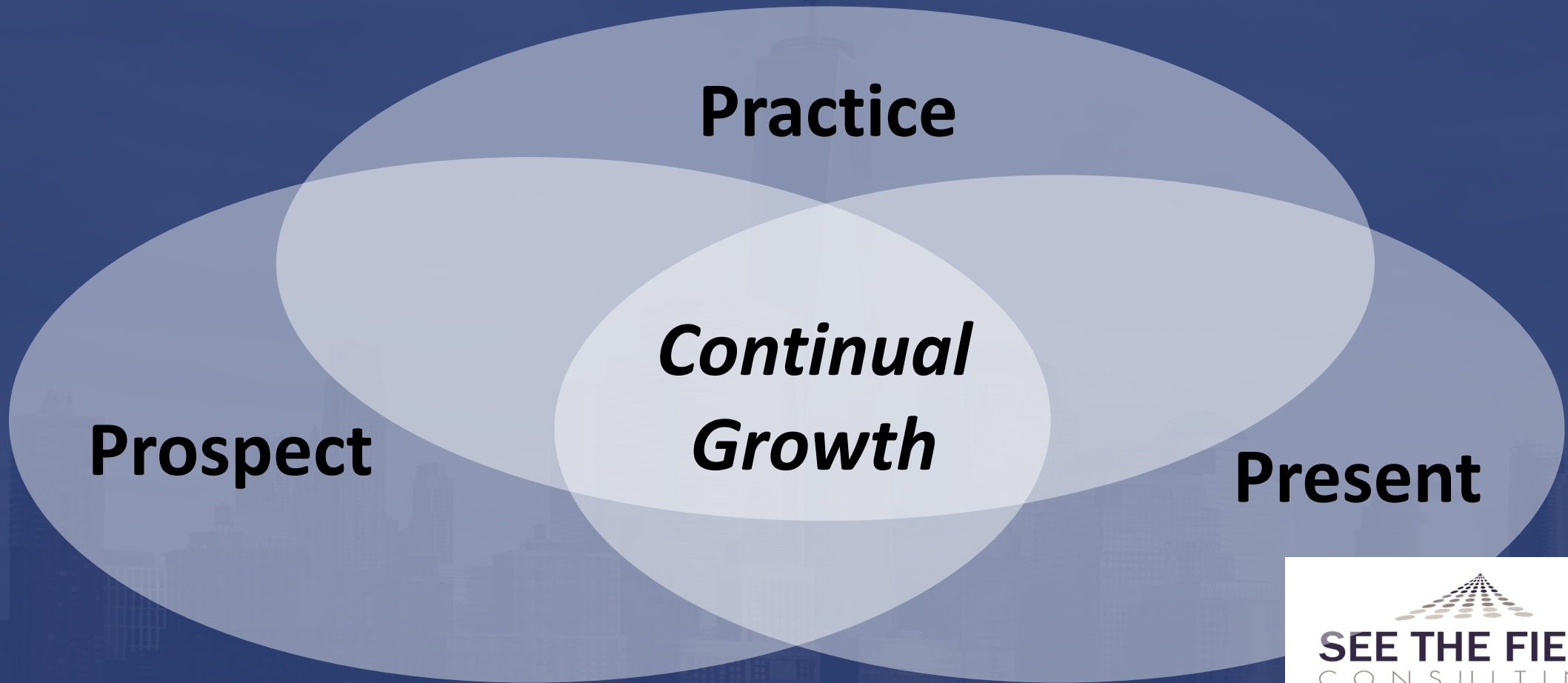
“You can do the task, with effort”

4. Unconscious Competence

“Effortless Execution”-MASTERY



The 3 “P’s” of Success





2023 Session Dates

January 4th
January 18th
February 1st
February 15th
March 8th
March 22nd
April 5th
April 19th
May 3rd
May 17th
May 31st
June 14th

June 28th
July 12th
July 26th
August 9th
August 23rd
September 6th
September 20th
October 4th
October 18th
November 1st
November 15th
November 29th
December 13th



See you January 4th @12:00pm CT

for

2023 Market Update

“The year of the PRO”