



NETWORKING FOR PROFITS MASTERY

“NETWORKING FOR PROFITS MASTERY” is a 12-month Program that will help you master the art of building a vibrant client base.

We have designed this proven successful system to help you build a consistent 6 - 7 figure business that attracts the clients you love to work with.

This customized step-by-step program will provide you with all the knowledge, coaching, tools and confidence to do just that, and achieve the lifestyle you desire.”



Networking for Profits Mastery

Business Connections Made Simple!



WHY DID WE CREATE THIS PROGRAM?

We have a real problem! According to research, **“only 6% of the businesses in the entire country make a 6-figure income”**. Most businesspeople have really never been taught how to successfully get business.

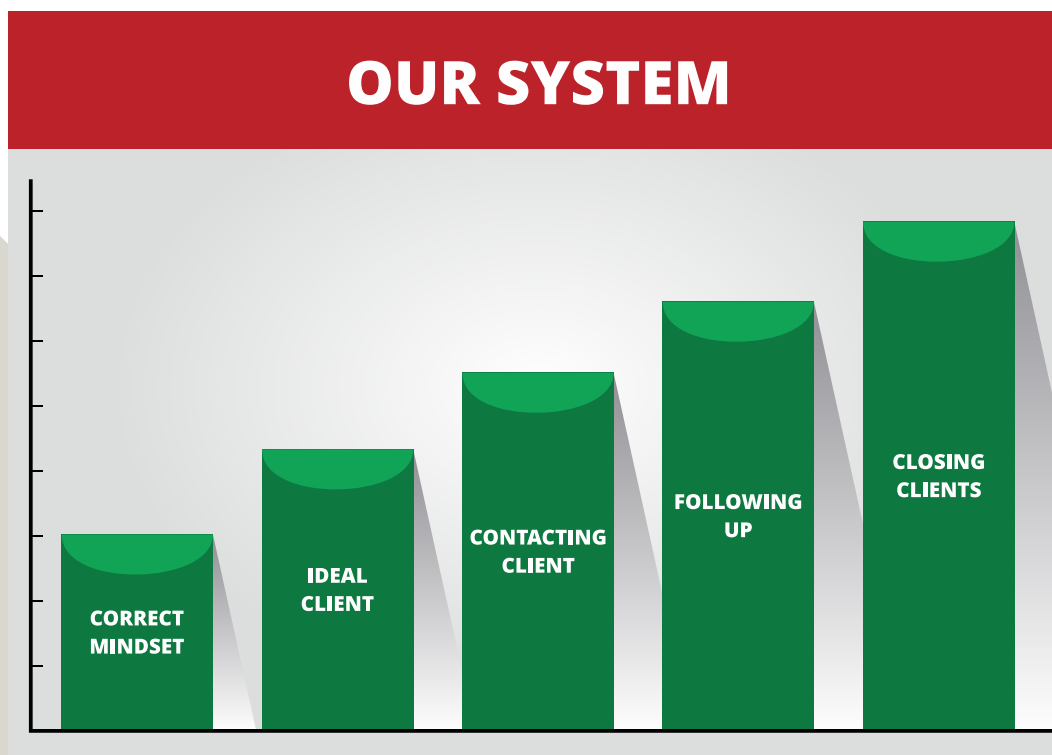
Networking for Profits Mastery was researched and developed to provide you with everything

you need to achieve your goals and a 6-figure business and beyond!

In this program you will discover and MASTER how to:

- 1. Get Your IDEAL Clients**
- 2. Make MORE money and**
- 3. Have MORE free time!**

Here is the proprietary, proven and successful system we have developed:



All the elements of our program fit/address these 5 pillars. Mastering them will indeed deliver to you, a steady stream of ideal clients, an ever-increasing income and more and more free time!

As alluded above, many businesspeople do not really know and PRECISELY, to be fair, they just have never been taught how to drive business in on them in HIGH VOLUME, follow up and close all these sales. It's all a hit and miss proposition, as opposed to the above clear and workable sequence.

In truth, a business has 2 main functions:

1. Finding the customers who want what you are offering
2. Delivering that product/service

If we could bring an audience of your ideal customers to your business, chances are that you would be able to easily take care of them. But getting a steady high-volume of those ideal clients is the true challenge for most businesses.

We know it is important to have someone with the right experience to help us master the art of driving and help you with accountability. So, we go to them to learn. The same is true with the art of building a vibrant client base.

The failure rate when businesspeople try to go it alone is glaringly reflected in the continuing, constant and decades long reporting of the SBA.

According to the SBA's statistics, over 20 percent of them fail within the first year, over 50% fail within 5 years, and only 33% survive 10 years or longer*. The SBA reported that 99.9 percent of all businesses are "small businesses". That translates into a lot of failed businesses!

*(https://www.sba.gov/sites/default/files/advocacy/SB-FAQ-2016_WEB.pdf)

Also, as part of this program, we will address some other issues that plague businesspeople:

- MINDSET : You are selling yourself short and, letting fear stop you from moving forward.
- MARKET : You are trying to sell to clients who cannot afford to hire you.
- MESSAGE : You are unclear about how you are different from others who offer the same or similar service(s) to yours.

Networking for Profits Mastery is our commitment to you to ensure that YOU achieve you goals and that your business succeeds!

WHAT IS NETWORKING FOR PROFITS MASTERY?

The founder has 30+ years of experience in communications, networking and business development. BL Networking has been in existence for over 18 years. It has therefore, for one thing, passed the SBA 5-year and 10-year mark. Today we have our own vibrant client network base of over 10,000+ all over the country and have helped well over 30,000 businesses worldwide. How did we do it? Simply, we learned and applied the above system. This is a proprietary method. You will not find it anywhere!

The most important point is that you can now get the full benefits of our know-how and experience and take your business into a whole new level and beyond!

To be clear, we didn't want to create just "another training program". Our program, as mentioned earlier, is the result of years of extensive research and practice. Believe it or not, our method is laser precise. And, it has passed the acid test: "Does it work?" What does that mean for you?

It means you are being presented with a program that is proven, WORKABLE and effective and will stand the test of time.

Truly, the ONLY "X factor" left in building a vibrant client base is YOUR decision to apply what you discover.

You will see us use the very techniques that we will be teaching you how to master. We get to know YOU, personally and your business. We do regular and proprietary assessments called: "Business Development Strengths Analysis"® and help you create your unique roadmap for success. This way we can customize the program that addresses your unique needs. We then work with you on your program. You get to watch and appreciate your own progress. More importantly, you know exactly what action or step you need to take to move closer to your goals.

Throughout your entire journey our team is always by your side for any assistance you may need. We want you to Networking for Profits Mastery!





WHAT MAKES NETWORKING FOR PROFITS MASTERY SO UNIQUE?

Like we said earlier, BL Networking have been in the business of helping businesses with networking for over 18 years.

A key discovery (and never spelled out to date anywhere) is the business development cycle. That cycle goes: **NETWORKING** ----> **PROMOTION** ----> **SALES**. The entrance point then, as one can clearly see here is: **“NETWORKING”**.

A broad survey with business people revealed the following:

1. Many people frankly lost in the attend networking events and feel awkward and room. It can be intimidating.
2. They attend networking events only to wind up with poor or unsatisfying results.
3. They have no follow-up system that will ultimately generate a stream of ideal clients for their business.



As one can clearly see, the entrance point of business development remains very clogged at its entry point. In this program we teach you not only how to un-clogged the entrance point, but how to move clients smoothly and firmly through that line, turning them into paying customers. Here is the survey data:



Q: Do you drive?

A: Yes

Q: How did you learn how to drive?

A: 1. I went to a driving school and 2. Someone taught me.

Q: Do you network or attempt to network?

A: Yes.

Q: How did you learn how to network?

A: Um... um... 1. I just walked in the room and 2. Someone pushed me into the room.

NETWORKING:

We teach and groove you in on everything you need to know so you network as a “pro” using our famous book “Everything You think you know about Networking is Wrong”. We go over the full theory and do the practical exercises and networking becomes second nature to you. After this, you will be able to network with Anyone, Anywhere.

PROMOTION:

Here we go over the most effective way for you to make your product/service known. Here we address the 3 keys barrier to achieving a steady 6-7 figure business: MINDEST, MARKET, and MESSAGE. As part of this, you will craft and master your own powerful and effective elevator pitch that will produce a lasting impression while creating a strong desire for your product(s)/service(s).

SALES:

As it has been said, and rightly so, “Until something is sold, nothing is about to happen”. One can get skilled at networking and promotion. These 2 skills do not necessarily lead to a 6-7 figure revenue. Sales do. There is a myriad of sales techniques in existence. Here we get to work out the sales approach that is the most suitable and successful and in alignment with the 2 prior steps. And that is how you achieve the dreamed of, but seldom achieved A.B.C. aka “Always Be Closing”!



SO, WHAT WILL YOU GET BY TAKING THIS PROGRAM



In **Networking for Profits Mastery**, you will have the tools and the skills to confidently:

1. Get into the right “Business Development” mindset.
2. Nail down exactly WHO your ideal customer is.
3. Identify where to find them.
4. Present yourself and talk with your client base and keep their attention and interest.
5. Deliver an effective “elevator speech” that gets attention!
6. Connect with people where they are at (this step is easily missed).
7. Carry out an effective and orderly follow-up to keep your pipeline full of ideal clients signing up for your products or services.
8. Build sound, win-win relationships with other businesses in your community (Joint Ventures) where they easily and happily refer clients to you.
9. Close business deals effortlessly!

“From first moment I met Basile, he inspired me. He made me feel like I knew him all my life. He encouraged me and found a way assist the company I work for without hesitation. I got the opportunity to get involved in his program and I must say it was AMAZINGLY mind-blowing, not that I was surprised. Basile Lemba is the Networking Guru and I will recommend him to every and anyone from small business to multi- billionaire businesses. Once in business, you need to connect with Basile Lemba. From the bottom of my heart, I want to say special thanks for the opportunity to learn from you.” **Your inspired Pupil. Kalisha Thomas.**

“This program is great! I especially enjoyed the interactive exercises. I was able to learn techniques I have been hoping to learn for years! . ” **(Dan Aminoff's - Mortgage Executive)**





"I can honestly say that the "Networking for Profits Mastery" has totally changed my life. It has helped me overcome my fears and given me more self-confidence. I am now doing things I have never thought possible before. After joining this program, I have used Basile's system and have learned how to define my ideal clients and where to find, contact and follow-up and close them. Net results? I have increased my production by 300% in just a few months. I will highly recommend his program." (**Valerie Richardson's - Coach/Consultant**)

We realize that we may come across perhaps bold and confident, but that is simply because we have a track record as attested to by our own client base's rave and numerous testimonials!

THE DETAILS OF NETWORKING FOR PROFITS MASTERY

BUILDING YOUR CUSTOMIZED ROADMAP

We will work with you to build a customized strategy and plan that fits your unique situation using our proprietary "**Business Development Strengths Analysis**"[®]. Every 4 months, we will do a review, evaluate the progress with you, and adjust your plan as needed.

LEAD GENERATING MASTERY RETREAT

It all starts with getting leads. This conference has 3 parts.

- **The first part** is truly nailing down in detail **WHO** your ideal clients are (This is easily a make or break-it step for any business). Done properly, you will only be talking to real and qualified clients.
- **The second part** is discovering how to find them. After this you will be set with a non-stop stream of the clients **YOU** want and who want you!
- **The third one** will be connecting and establishing win-win relationships with partners who will be referring business to you. As a note ALL "Fortune 500 companies" have at least 150 affiliates i.e. 150 people or companies sending business their way regularly. The point? Having referring partners is the secret to creating and maintaining a high level of new business.

FOLLOW-UP MASTERY RETREAT

In a recent survey, 97% of the business owners and professionals confided that they were challenged with client follow-ups. Follow up has its own know-how. Because that know-how has not been clearly defined and shared with the above 97%. In this conference we dissect the anatomy of follow up and get you to put together a follow-up system that works for you, putting behind you any and all follow-up challenges. It has been said: "The fortune is in the follow-up". In this conference, we firmly put in your hands the keys to your fortune!

CLOSING DEALS MASTERY RETREAT

Many business people can easily make good presentations. However, that very last step at the end, closing the deal is seldom mastered and Unfortunately defeats all the preparation, presentation efforts. Here we cover:

1. The 4 steps used by the top worldwide successful salesmen in one-on-one.
2. How to close a group and
3. How to make Corporate sales.

Having the above knowledge takes the anxiety off of closing and does boost your confidence. We add to this practice and you now achieve mastery in closing and ever increasing and unlimited revenues.



THE DETAILS OF NETWORKING FOR PROFITS MASTERY

IMPLEMENTATION GROUP COACHING CALLS:

The most successful people in the world, and in all industries, DO GET COACHING. Tiger Wood, Serena Williams, Lee Iacocca, Michael Jackson, and Oprah Winfrey all valued their professional coaches. Getting coaching is no longer just “a good idea”. It is a MUST if anyone is serious about achieving meaningful or outstanding results.

Twice a month, join in on a call with other entrepreneurs. The coaching call begins with 10-15 minutes of Business Development education, followed by discussions on successful applications of what has been taught so far, Q&A, and group coaching. The focus is on ensuring you can implement what is being taught.

ACCESS TO OUR PREMIUM ONLINE EDUCATIONAL LIBRARY:

Gain access to valuable knowledge with access to interviews from our TV show with over 150 successful entrepreneurs. Topics cover virtually every industry. Over the last 18+ years, we have produced and compiled a vast array of materials. Just tell us what you are up against and we will get you the materials on that subject. To put it in simply, we are handing you here the keys to our library!

EVENT/FIELD TRIP BUSINESS EVENTS:

Participants have opportunities to attend our monthly Breakfast Events as well as other events we put on during the year.

In addition, you can also attend events or travel with Basile Lemba, the founder of BL Networking on specially selected business excursions. There, you can get:

- Hands-on training and coaching.
- Knowledge of how to build joint venture partnerships to achieve even greater rates of

growth in your client base.

(Note: Travel and event ticket costs not included)

MEMBERSHIP TO “CUSTOMERS' ACQUISITION MASTERY” FACEBOOK SUPPORT GROUP

Get instant access to Basile and to fellow students and others who have mastered the art of building a vibrant client base from this program. Ask your questions and collaborate with a like-minded community of supportive and successful business owners.

GROUP/TEAM MEMBER WEEKLY ACCOUNTABILITY MEETING

Accountability is and will always be the ruler to measure our clients’ progress and sustained mastery in the program. Meet regularly with those who went before you and help those who follow in your footsteps. We make it a part of this program because we know that it will be extremely beneficial to you, having seen what it has done for our past students.



NETWORKING FOR PROFIT MASTERY

WHAT WOULD THIS ONE YEAR MASTERY PROGRAM BE WORTH TO YOU?

Imagine all the following benefits: Greater confidence, Defining your ideal client, Knowing where and how to contact them, Mastering the follow-up and closing skills you need to achieve a 6-7 figure business.

Here is the value a la carte, of the different elements that make up the Networking for Profits Mastery:

BUILDING YOUR CUSTOMIZED ROADMAP (w/quarterly follow ups)	\$5,000
LEAD GENERATING MASTERY RETREAT	\$2,500
FOLLOW-UP MASTERY RETREAT	\$2500
CLOSING DEALS MASTERY RETREAT	\$2500
PERSONAL, ONE-ON-ONE COACHING (twice a month =24)	\$6,000
IMPLEMENTATION GROUP COACHING CALLS (twice a month =24)	\$6,000
Q&A CALL-IN'S (twice a week)	\$5,000
ACCESS TO OUR PREMIUM ONLINE EDUCATIONAL LIBRARY	\$3,975
EVENT/FIELD TRIP BUSINESS EVENTS	\$5,000
MEMBERSHIP TO "ENTREPRENEURS NETWORKING BLUEPRINT" FACEBOOK SUPPORT GROUP	\$3,990
GROUP/TEAM MEMBER WEEKLY ACCOUNTABILITY MEETING	\$6,000

COMPARABLE VALUE **\$48,465**

BONUS (For Immediate Sign-up)

1 YEAR ACCESS TO ALL BL NETWORKING BREAKFAST EVENTS as a PATRON with FULL BENEFITS \$325

SPECIAL PDF REPORT ON THE 5 SECRETS TO SUCCESSFUL NETWORKING \$300

1 hour of IMMEDIATE Private Networking Coaching with Basile \$500

Overall and Comprehensive Business Evaluation \$3,000

TOTAL BONUS VALUE: **\$4,125**

TOTAL VALUE **\$52,590**

Your Investment at this event will be only: \$ _____ Deposit + 11 monthly payments of \$ _____
or 1 payment of \$ _____ (save \$ _____)



NETWORKING FOR PROFIT MASTERY

RAVE REVIEWS FROM PARTICIPANTS



"This was transformative. Prior to it, I felt uncomfortable attending networking events because **I thought they were all about sales.** Now I feel empowered to attend events and speak with people. I'm actually looking forward to using the tips and techniques I learned." - RaychSpeigner

"I was very glad I attended this program. It brought light to a lot of things I couldn't quite connect. I think the exercises were excellent. **I actually made a sale on my first phone call.** You did an excellent job of explaining things."
- Sonin Jones

"I have always attended events in the hope of getting business. However, I always saw it in the end as a waste of my valuable time. (After this program), I now have the confidence I need to attend any event and I know this will definitely increase my business income. Thank you!"
- Esi House, Massage Therapist

"(This program) is full of great recommendations, tools, and action for an amazing network experience. It helps you understand all the things you need to do in order to network the right way. Networking is a kind of art, and here you learn the proper techniques for it. If you really want to make your network your net worth, I recommend you participate in this program. You won't regret it!"- Virginia Dinzey-Taveras, Certified Pumpkin Plan Strategist, Re-writing Your Business Story" I came to this... feeling very uncomfortable about networking. This program opened my eyes to the mystery of Networking/Business Development and, provided me with a good toolbox of how to drum up some business very effectively. I would highly recommend this course to everyone on a business and/or personal level" Esther Searles, LED SOURCE



NETWORKING FOR PROFITS MASTERY? APPLICATION & PAYMENT



NAME _____
COMPANY _____
BILLING ADDRESS _____
CITY _____ STATE _____ ZIP _____
EMAIL _____
PHONE _____

CHOOSE YOUR PAYMENT PLAN

Your Investment at this event will be only: \$_____ Deposit + 11 monthly payments of \$_____ or 1 payment of \$_____ (save \$_____)

CIRCLE ONE: VISA MASTERCARD AMERICAN EXPRESS CHECK

CREDIT CARD NUMBER _____ EXPIRATION DATE _____

AUTHORIZED SIGNATURE _____

Terms and Conditions Agreement:

This agreement is governed under the laws of the state of Virginia. Any action at law or action at equity brought by either of the parties hereto for the purpose of enforcing a right or rights provided for by this agreement shall be tried in the city of Fairfax, Virginia. All parties hereby waive all provisions of law providing for a change of venue in such proceedings.

30-Day 100% Money Guarantee. BL Networking is committed to serving you with excellence. If, for any reason, you feel that your experience is anything less than excellent, please let us know and we will make any necessary changes to help you achieve success for your business. All our programs are covered by a 30-day,

100% money back guarantee. If, for any reason, you decide to cancel your participation in Client Acquisition Mastermind within the first 30 days, we will gladly return your payment in full.