

Azam Meo's don't-let your-business-become-a statistic Empire IQ Test.

10 questions that'll take an ordinary company, teetering on the edge of *bankruptcy*, from zero to a thriving **\$50,000,000** multinational Empire... in less than 15-20 hours a week and for **next to nothing!**

Working smarter **always** beats working harder...

- This will PROVE to you that it doesn't matter what market, industry or economic climate you are in, you'll no longer get to blame anybody or anything else, just **fix these 10 items** because this is *the* difference between working a job and **running an Empire** -

"This will be worth millions to you... or it won't.

It really depends on what you do with it, this is the financial equivalent to 'Weapons of Mass Destruction' so the use, implementation and overall harm/benefit you cause solely relies on what you ignore/embrace.

*This is a collection of lessons I've learned over the years, and it could very well save your life - and I don't just mean financially either. This is like shaving off years of learning, trial and error and 'what-everybody-else-is-doing' heartaches. Put simply; this is how to **build an Empire**.*

*It'll only take a few minutes to go through this and you can watch the accompanying video for a more in depth discussion about the items below, it'll really help you understand this more and see the real reasons almost **nobody does this** - or even knows about it.*

*These are **NOT** huge secrets, and you'll agree with everything - but you just aren't doing it, like I said almost nobody is. In fact, I use to challenge people by offering to buy their companies for at least **\$1,000,000** cash if they honestly answered 'Yes' to even **three** questions.*

Never once did I have a taker.

So even if you and I never connect or work together, consider this gift as my way of breaking bread with you. Below are some ways we can work together.

www.WorkWithAzam.com - My Alliance Project, this is how I 'hire' and build my team, I train you and we split your profits

www.AssetSecrets.com - All 10 of these items are in place in our business, so here you can benefit by buying deals (real estate, companies, etc.) right alongside me and my team

www.MeoMethod.com - Hire me and my group to put all of these 10 items in place (and more) for you, you do nothing - just walk away and let us go to work - when you come back you won't believe how little you are doing or how much you are making

So check 'em out and I look forward to working with you.

Thanks and God Bless!"

- Azam



Start of Test:

Simply answer these yes/no questions with as little thought as possible, **keep track of your "yes" answers** and how many you have, your score will range from 1-10, you can use the scale at the end to see what your results mean.

1.) I have identified at least 3-5 people who would at least double/triple by business - make me two to three times as much money as I'm making right now - if they said 'Yes!'. I know exactly who these people are and I have a concerted, proactive and highly targeted machine in place to contact them for compliance.

Yes **No**

2.) Hiring/interviewing or the trial phase of new employees or team members is done at my company without me having to talk to a single person - I hire/train people without talking to them - then when somebody is showing potential I spend time interviewing them. Because this machine is in place, I spend a specified chunk of time 'interviewing' top people for my team.

Yes **No**

3.) I have a book of Policies that can be handed to a fifth grader that explain in simple, yet highly specific terms exactly how my company is to be run - every week I evaluate current Policies and test new Policies, each week I'm testing at least one idea that can double/triple my compliance rates and my net income.

Yes **No**

4.) I have outlined detailed and foolproof guidelines for each member of my team so they know exactly how they can make over \$100,000 (or 10k-\$30k) a month, I regularly hold meetings with them and help them stay accountable by **Policizing** their best ideas and testing them - and I know how to start hiring them immediately without paying them a penny until they've made me money - when I do pay them it is out of the money that they've paid me.

Yes **No**

5.) I can/have run my entire business with a single conference call once a week, if that.

Yes **No**

6.) I appreciate the skill of cold calling and know the statistics, therefore everyday my company is using the phone to make new contacts, solidify/reignite relationships and grow my business - this is done with regular training, accountability and Policy-testing.

Yes **No**

7.) Every conceivable form of dialog, from email, phone, website, voicemails, VBs, etc. all forms of initial contact, follow up contact, etc. - any and all **marketing, communication and dialog** that my company has with anybody, is 100% scripted, Policized and tested weekly for improvements.

Yes No

8.) In one sentence I can explain exactly what needs to be done or happen for my company to be ten times the size it is now.

Yes No

9.) I know where we are in the business cycle, I have identified the largest players and have a vested interest or ownership in each of their companies, furthermore I know who the potential 'buyers' of my company are, their criteria and I exactly what needs to happen for my company to be sold, funded or taken 'public'. (this leads to immunity from potential 'Depressions')

Yes No

10.) I'm doing what I love

Yes No

End of Test.

Add your "Yes" responses together by giving yourself one point for each, then total your score from 1-10. Then you can use the scale below.

See Your Results:

3 or more

You are a genius and among the most disciplined business owners I've ever met, you should be making at least \$100,000 a month.

4-6

You have an eight figure business and make a few hundred thousand dollars (or more) a month.

7 or more

Your focus isn't on your money as much as it is how much other's in your company are making, how large your company is growing and how well you are serving others

How'd you do?

I'd love to hear about it, and hopefully we can connect on some projects.

And you know... just for being such a good sport, I want to give you...

A Surprise Bonus

Everything explained and outlined above is a **skill**. None of it is talent, intrinsic or inherent from birth. It is all a matter of using just a little discipline, a little willpower and a little ambition to follow through with what you focus on.

You'll notice that I strongly advocate meetings and 'Policizing' your business for maximum growth. We all know that we can do more, help more, contribute more, etc. but we almost never do. How many times have you started a diet or exercise routine and been so vehemently intent on sticking to it, but then...

A week later you're back to business as usual.

What's the problem?

Three words: **Repetition, Accountability and Discipline.**

This is the **RAD Model** that we've developed to slowly grow, improve and master your skill, income and ability to perform at gradually better levels. It is easily one of the biggest 'secrets' I know to making any dramatic change in your income or life.

It is with this model that you can slowly take your company from zero to whatever threshold you desire, the three diagrams below will explain this more. This kind of training is how you avoid your business from becoming a statistic, this is how to get your Empire going.

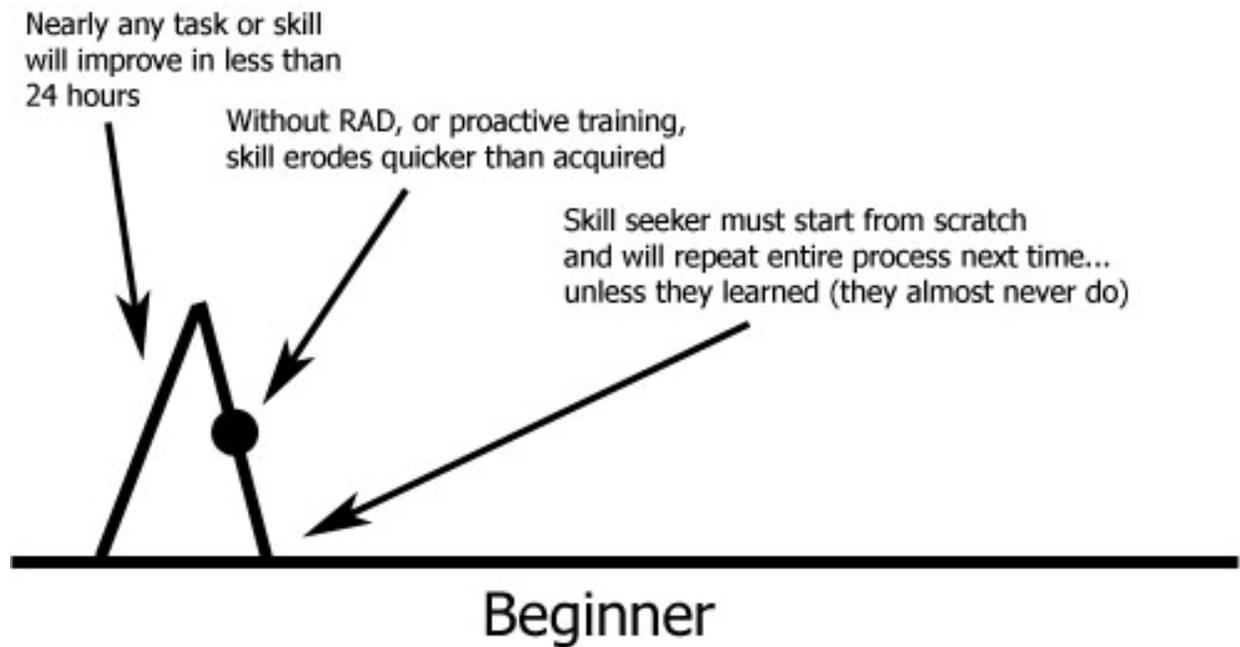
Mastery

RAD Model - mastering any skill set

Typical model/timeline for most people and companies seeking skill sets, this is why true mastery, or even skill, is so rare.

"Anything worth learning, won't be mastered in a day."

- Helen Keller

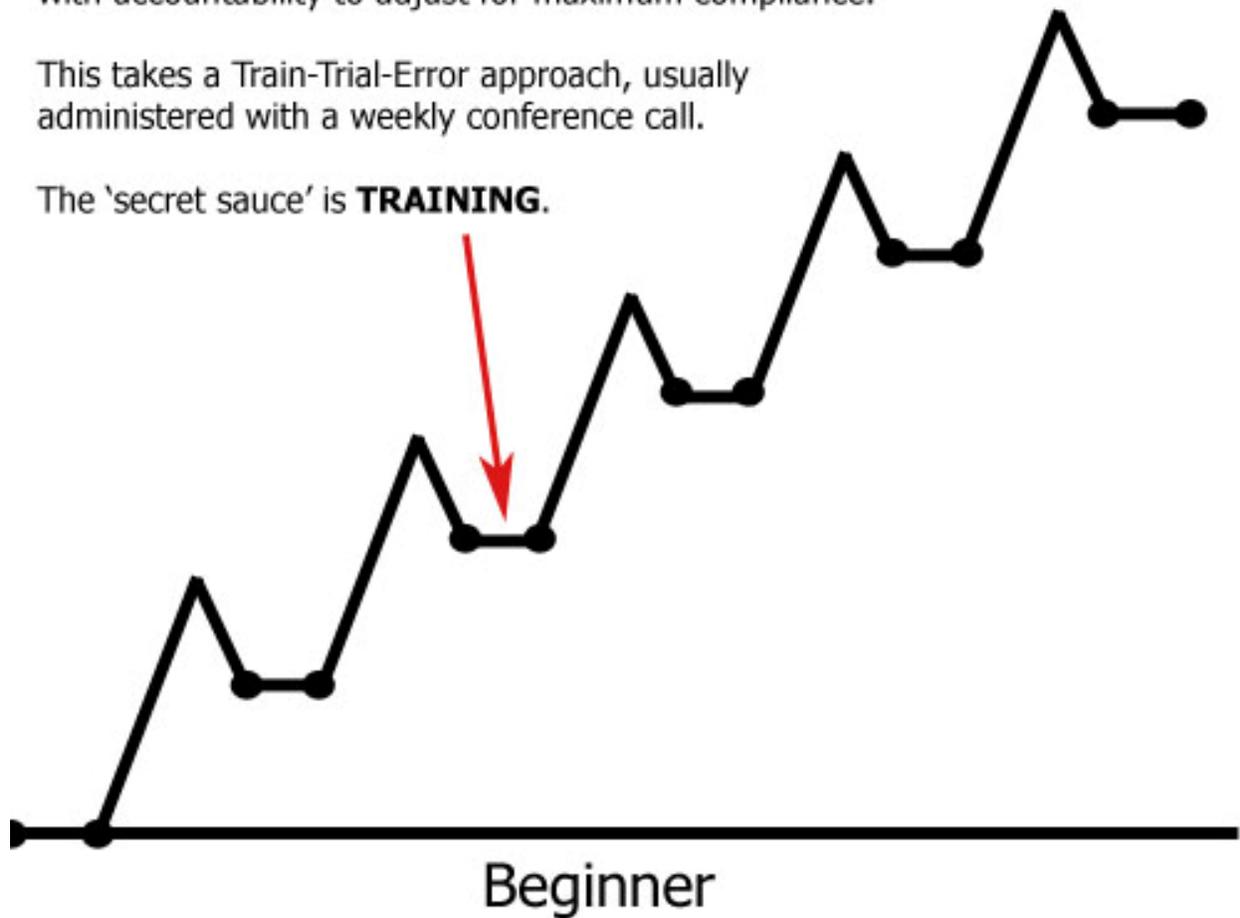


Mastery

RAD Model - mastering any skill set
Skill is gradually increased over time, with each peak surpassing the previous peak, and each low met with accountability to adjust for maximum compliance.

This takes a Train-Trial-Error approach, usually administered with a weekly conference call.

The 'secret sauce' is **TRAINING**.



Mastery

RAD Model - mastering any skill set

1.) **Repetition** - work begins and skill immediately increases

2.) **Accountability** - fall off of skill with plateau effect, training isolates problems and new policies are created

3.) **Discipline** - scheduled training to maintain growth and ensure each peak surpasses previous



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Feel free to pass this on to somebody that you think could benefit from it.

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