

The Perfect Funded Proposal

The Guru's Secret Weapon To MLM Riches!

By James Grandstaff and Daegan Smith

This e-Book Presented By:

Dan Liptak

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We hope you're ready to take action on one of the biggest secrets to succeeding in, what people are calling, Network Marketing 2.0. In the pages that follow, I ask Daegan to explain what a "funded proposal" is and how this concept will help make your Network Marketing business "Failure Proof" like it has for so many before you.

This audio e-Book is dedicated to those of you that apply the concepts revealed here and take massive, life changing action!

Success is Yours - Take it!

James Grandstaff



<http://InstantMLMSqueezePages.com>

P.S. Want in on a little secret? [Read page 21](#)

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Introduction

Who is Daegan Smith?



They call him ...

"The King of Never Calling A Single Lead"

Daegan is the head Internet network marketing trainer for one of the largest network marketing companies on the Internet... the author of Internet MLM Success and Net MLM Profits. He's shared the stage with network marketing legends like Dale Calvert and Tim Sales, and he's the founding partner in the most powerful online prospecting system on the Internet; Power Prospecting System LLC.

The bottom line is that Internet network marketing is his passion... his life! He lives it, breaths it, teaches it, and has the results to prove his system works. He's already helped hundreds of network marketers get their recruiting act together. I'm talking about people who never made a check over \$50 before and are now seeing consistent checks in the hundreds and thousands!

Introduction

Who is James Grandstaff?



They call him...

"The Downline Duplication Specialist"

James is a brilliant software developer and master "viral marketer" who provides lead generation and cash-flow solutions for Network Marketers. Two of the hottest products he has developed are, Instant MLM Squeeze Pages and Downline Secrets 2.

He's also the author of "How To Get Rich Building A Lazy Downline" and "7 Secrets To Building a Productive Downline" which have been read and downloaded by thousands of people across the planet.

His *proven* 3 step recruiting strategy is responsible for helping hundreds of people attract new recruits into their business on complete auto-pilot, using only the Internet.

James, like Daegan, lives and breaths this stuff... coming up with solutions that help Network Marketers build their businesses online, *is his expertise!*

Interview and Transcript

"The Perfect Funded Proposal"

with James Grandstaff and Daegan Smith

Turn up your speakers - enjoy the call!



Press "Play" To Start Call

(a new window will open)

James: Okay. Hey, guys, this is James Grandstaff, and I have somebody on the line with me by the name of Daegan Smith. Okay, now, Daegan Smith has a similar background to myself, whereas we're both network marketers who mainly - predominantly do it on the Internet. So we're *Internet* network marketers, and the reason for that is, well, Daegan has his own story and I have mine, but what we've both found out is that it's actually more profitable to do it online, and it takes a lot less effort and a lot less pain.

So what I want to talk with Daegan about today is a phrase that's kind of out there in the industry called funded proposals. Now, I'll be honest with you. I came across this phrase when I was already using funded proposals, but I didn't really know it had, a term, okay? I didn't know that it had a specific definition. I was just doing it, but I didn't know that what I was doing had a definition. That's the reason why I wanted to do this audio and bring Daegan on, because it's important that people understand this is a real thing that what we're doing out here and it actually has a definition, if you will.

Daegan Smith was a guy who started out in network marketing offline and was struggling like I was, and he was determined... he was bound and determined to make it happen for himself using the Internet. And now he is the "King Of Never Calling A Single Lead." So let me bring Daegan on. Daegan, are you with us?

Daegan: Yeah, I'm right here. Can you hear me?

James: Yep, perfect.

Daegan: Good, good. Yeah, no, just real quick, is I wouldn't even say struggling. I would say flat out failing. So, yeah, just a quick change in, I guess, wording there.

James: Okay, sure. All right. Well, that's a lot of people's story... So now, for this particular call, I want to talk about something specific... and it's funded proposals.

But before we get to that and explain the definition, I just want to start out with this question... is old school MLM still effective? What do you think about that? When I say old school, I mean creating a warm list when you join a network marketing company...

You make your warm list, which consists of friends and family. You call them up, you bug them. Hey, it's James. I'm involved in a new business opportunity. Can I come over and bring my briefcase and explain this opportunity to you? That's pretty much what I mean by old school... maybe even calling leads, calling surveyed leads that you purchased, things like that. Is that stuff effective?

Daegan: I mean, in my opinion, the answer is gonna have to be yes and no. So the answer of yes is... if you think it'll work, there's gonna be a way that you can find to make it work. And I met lots and lots of network marketers from all different breeds, so for me to be a person that's gonna say it doesn't work would be the type of person that I've encountered that would say that the Internet doesn't work, and it's not the case. I mean, it all can work for you, but the difference is old school network marketing is a tougher road than more of the Internet network marketing approach... that it's really growing into these days. Because if you know that you don't have to call leads to make this stuff work, if you know that you don't have to literally qualify each lead and get rejected all the time in that process and take all that emotional pain on just to grow your business, why would you?

James: Right.

Daegan: You know, why would you? And the truth is you don't have to, but you can and it will work. Now, the other part of my answer to that question is... that it depends on who you are. I met network marketers that are great over the phone, great doing things in person, but they're far and few in between. It's not an easily duplicable skill, and I think that's the main point when addressing this question, is that we get indoctrinated with the idea that duplication is what it's all about, but then we're told to do things like go buy some leads. Here's your script and call them, because it's easy and duplicable.

Now, it is easy, and it is duplicable, because anybody can go out and spend some money on some leads and anybody can go out and re-read a script to some leads. But it's not necessarily, for most network marketers, duplicable where it counts, and that's in results. And so the way that I've found success for myself and you as well, is seeing, all the successes that you've had, James, is through streamlining that process, getting rid of the personal sales portion of it, and making it simply a game of finding the right people, presenting them with the right offer and letting them make the choice. It's much more natural.

So does old school network marketing work? Yes, but it's gonna be increasingly hard to convince people as time passes, as more people learn that it's not necessary, that it needs to be done. So it's gonna be a harder sell to get people to want to do that, to call leads and get rejected over and over again when they can turn on their computer and see people doing it a much smarter way. Does that make sense?

James: Yeah, absolutely, and it leads into my next question, which is... what do you think the future of MLM network marketing looks like?

Daegan: That's a good question, and the first thing that comes to mind is a quote from - I think it's Jim Rohn, and he was asked that question. What's the future gonna look like? And he said, "Opportunity mixed with problems," pretty much. Opportunity, and the wording's a little different, mixed with adversity, right? That's the quote, that's the real one.

So in the future, it's gonna look the same. There's gonna be lots of opportunities. There's gonna be lots of adversities. And what I mean by that is the future of network marketing, I mean, especially if you're passionate, you want to be the best at this stuff that you can be, is gonna be in streamlining the process. So that means using things like the Internet and teaching people to use things like the Internet because it is far more duplicable than not.

But let's think about it. At the same time, it's still a skill learned, so you still got to learn how to do it, but it's gonna be a lot easier for people to do it that way. That's gonna be - instead of here's what you do, and everyone gets sent the list, write down your 12 best friends' names and go sit at Starbucks all day and just mess with people and try and tell them about your - here's a funny story. I don't mean to break this up -

James: No, go ahead.

Daegan: But I was sitting in a coffee shop a couple days ago and this nice young lady came up to me and was like, "Hey, how are you?" I didn't know her, but just a nice lady. "I'm good, I'm good." She's, like, "What do you do?" I'm, like, "Oh, I run an online business, and a lot of times what I do is I go to a coffee shop and hang out there and do my business up there."

And her eyes just get bright, and she sits down and she starts talking to me about her e-commerce business. And basically what it is, is it's Amway on the Internet, is what it was, and I asked her... "Well, that's great that it's e-commerce, but do you guys do this marketing thing online?" And she's, like, "No. I mean, we buy the stuff online, but we do all our prospecting in person cause we," - and the catchphrase that she used was, "We only look for business builders for the right minded type of people."

James: Okay.

Daegan: And my response to her was, "Well, to be honest, I'm at this point pretty good at what I do." And it's a hard sell to get me as a person who's pretty good at this stuff these days, to go into coffee shops and talk to people about an e-commerce business, but then not know how to do it and not expose people how to do it on the Internet. And so there's gonna be this dichotomy in the future of people that know and people that don't know, and what's gonna happen is the people that know how to do this stuff online, that side of the scale is gonna get a lot heavier. There's gonna be a lot more people there than the people that don't know.

James: Right.

Daegan: And so there's gonna be a lot more people online being successful in the future, but with that is gonna come the problem of how do you continue that growth right now when there's a huge amount of opportunity? Because whether you think about it or not, if you're listening to this, you are absolutely in the 99 percentile of network marketers. I've spoken at conferences and what they talk Internet network marketing is still buying leads, but buying them on the Internet.

So you can say that's Internet network marketing and calling them, you know? And that's what they think - the majority of network marketers think that's what Internet network marketing is, but it's not. And, I mean, if you know James, you know that's why it's not. I mean, you know that it's not that. It's a lot more and it's a lot more streamlined.

James: Right.

Daegan: So believe me, you are in a perfect place with a lot of opportunity because you are in that 99 percentile, but as time passes, more people will get wind of what's going on and will get good at it. So the challenge, the opportunity will be to continue to stay ahead.

James: Right. Cool, that's a good story.

Daegan: Yeah.

James: Cool, cool. Yeah, excellent. All right, so now let's just jump right into this. Let's just start off with this question and then we'll jump into it deeper. What is your definition of a funded proposal?

Daegan: A funded proposal is anything that allows you to create income in the process of growing your network marketing business. That's how I would define it.

James: Okay, so let me just ask you this... since people that are listening are probably thinking, well, I'm currently involved in a network marketing - let's just say that people listening to this are involved in a network marketing company and they're doing it online, kind of like we are, okay? They're not calling leads necessarily, but they're using free traffic, they're using Google Ad Words, they're generating traffic on the Internet. So they may be thinking, well, wait a minute. I'm already in a network marketing company. I thought that's how I was supposed to make money, from getting people into my network marketing business.

Daegan: Well -

James: I guess my question is... let's clarify that. I want them to understand that, when you say, okay, it's a way to generate income now while you're building your business. Well, if I'm generating income now, isn't that also kind of like building a business? I mean, if I'm generating money now, that is a business, right?

Daegan: Yeah, part of your business construct is growing your downline. And so the way that I think about that part of it is that's the stability. That's the long term stream of annuity that you're creating in your business. Once that thing gets started and starts growing and all the leverage starts to take over, it's gonna be there for a

long time. And, James, I know you know that, and I see it. My downline continues to grow regardless of what I do.

James: Right.

Daegan: That's the pot of gold at the end of the rainbow.

James: That's the dream.

Daegan: It's the dream, but it's the reality. It's true, it happens that way.

James: But a funded proposal is what enables you -

Daegan: Oh, go ahead.

James: I was gonna say the funded proposal is what makes that possible. Is it safe to say that, right?

Daegan: The funded proposal is what makes that infinitely easier. So the two biggest problems that I came into as my downline was growing was I would have two people that would be successful. One would have duplication going on; so would the other guy. But at a certain point, one guy's business would fail. He'd drop out, and the other person would succeed and continue to grow. And this happened more than once. I mean, the downline is large, so I had the opportunity to pull together the congruencies between these different instances.

And the two problems that they always had was running out of leads and running out of money. Well, if you can alleviate those two problems in your business, the rest of your business gets exceedingly easier, because if you don't have to worry about leads anymore, and you don't have to worry about where the money comes to get those leads, to do the advertising that will create and attract those leads, then the only thing that can, in the long run, make you fail or have you fail is your own efforts. So what a funded proposal is and what it does is... it basically makes you immune from failure, because if you are in a process where you're always generating fast profits, immediate income now, with the purpose of using those profits to continue to generate more leads so that you can qualify and pick the right people to be in your business, that can go on infinitely and your downline can grow and that can be duplicated. And there's not this - see, the biggest thing that I see when people join a business is a sense of urgency, which is needed, but it's like I've got to make this business grow now because I spent my last 15 bucks, and if I don't, I'm gonna go into bankruptcy. So there's urgency there.

James: Mm hmm.

Daegan: And the thing is... what a lot of people don't understand with network marketing is it's a leverage situation. So it takes time to build up that nucleus of leaders and that nucleus of growth, that's gonna grow on its own, and the income is gonna be smaller first. But if you take a few actions, a few things like selling information products or maybe - you know, there's all sorts of things in - when I think about a funded proposal, it could be having your own list, offering affiliate programs of good products and services that you know about and use yourself, your own products or service that you offer, because it's based on your own struggle, your own adventure in this industry. Or it could be something as simple as having a blog with some Ad Sense code on it, sending people over to read your article and invariably having a few people click the links.

All these sorts of things create income immediately, from one transaction, and it's gonna come to you now and it's a lot easier to make that money than it is to make the money in your business. But the difference is the leverage, the power in that income that you have in your business, is something very long lasting. The money will come this month, next month, the month after, et cetera, et cetera. A funded proposal type of income is a one time sale, or could be recurring, but it's not of the same leverage magnitude that the nucleus, the business builders, the momentum, the real duplication that's going on in your business for the long run. Does that make sense, or was it too wordy?

James: Absolutely. No, that's perfect. I mean, that's what I wanted to hear. Yeah, I want people to understand that they can take that quick sale - I like how you said that. It's a one time sale. You take the quick sale, whether it be selling information or maybe leads - maybe you have a system in place for your downline where you refer them to a leads company that offers commissions.

Okay, anything to generate a quick income so you can focus on building this long term passive income, recurring income from your network marketing business. Yeah, that's exactly what I want people to realize, but one thing that I need to make clear for everybody listening is that... don't get addicted to making the quick buck and then taking that money and then *not* using it for what it's intended purpose is, which is to invest back into your business, because so many people have never even made a dollar on the Internet, okay? So they go on there and they start taking some of our advice and they start generating this quick money from a funded proposal, let's say, but they're just taking that money and using it for, let's say, personal stuff.

Like you said, some people come in with this sense of urgency... *"Hey, if I don't make money in the next 30 days, they're taking my house away."* Well, for one... then you shouldn't be in this business to begin with. Just go get a job. But it's important to take the money from a funded proposal and reinvest it back into leads, and I know that there are people probably listening that probably know that, but when it comes down to it and they're getting this money coming in, are they doing the right things?

Daegan: Yeah. The other thing here is exactly like you said, the urgency. I didn't bring this point up clearly, The urgent solution to the problem of money right now is the quick things you can do to make money; so the funded proposal solutions. And if you take those actions to make the first money, that you can then reinvest and recycle into the business. Now it's not a do or die situation. Now you have time to learn the things necessary, that must be learned to grow an organization that continues to grow.

The other thing is it's - I was taught when I first got into network marketing, well, call these leads, get them into your downline, then give them the - the script and tell them where to get leads and have them do the same. It's incredibly myopic. There's so much more opportunity. Not everybody wants to join your business, and it's probably something that you've head before, but there are a lot more people that want to know how to do something, or that want to go and read an article on your blog that's got some Ad Sense on it than want to actually join your business.

James: Sure.

Daegan: And if you're always leaping over that just to try to get people in your business, you're missing out on massive amounts of opportunity that can help your business grow smoother, quicker, faster, easier.

James: Absolutely. You're right. I mean, there are some people who are gonna be like, you know what? I'm not involved with - or how about with the Internet now? The problems that I've seen come up where customers have asked me, and subscribers and members have said... *"Well, I'm promoting company X"* but there's hundreds of people that already belong to company x, and they keep saying, *"Well, I'm not interested in that. I already belong to that,"* or, *"I don't want to join that,"* and then they think that's the end of it. That's it, move on to the next one.

Well, those people, if they're already involved in this industry, well, what do they need? You know, what are they looking to do? Okay, and then that's when you can introduce an affiliate program or an information product that will help them get closer to where they need to go, and in the meantime, you're earning a quick commission to go ahead and reinvest in more leads or, better systems or whatever.

So you're absolutely right there. It's all about - somebody may not be interested, but they may be interested in something else that you can offer them. So it's almost like we have to be - you have to be a problem solver.

Daegan: Exactly.

James: And that's -

Daegan: I mean - oh, go ahead.

James: No, no. Go ahead.

Daegan: I was gonna say, and the first thing you've got to do is solve your own problems. And I've seen on a large scale that the two biggest problems that network marketers have, especially when it comes to online, is getting consistent lead flow of their own unique leads, and having the money to do it on an ongoing basis. Well, the answer to that problem isn't necessarily to just put more people in the business. The answer to that problem is to deal with it directly, and the funded proposal idea, that is a solution, is the direct solution to those two problems.

James: Mm hmm. Excellent. All right, well, let's do this. Let's move on here. Let me ask you this... What is the most effective and creative thing that you have done in your business to generate free leads and cash flow, i.e., a funded proposal. What have you done to generate that quick cash that's needed to grow your business, so there isn't this urgency to get that downline built today or "*I have to quit.*" So what did you do to fund your business?

Daegan: Create an audience. So the ultimate solution to it is to create an audience of people that are pre-disposed to trusting you, and then communicating with them over and over again. The first - the way that I did this at first was I created an information product based on my success. And the first thing I did was I just kind of had an auto responder follow up series that would go out to people and just kind of let it go that way. But what I found to be infinitely more effective is live interactive communication, dynamic communication on a daily basis.

So you say free, and so the way that I make that free and the way that you should understand this to be free is if anything is at a profit or at a break even, that's free. So a lot of people think about using pay per click marketing or newsletter marketing. Well, I have to invest money. But what if you make that money back? Now it's free.

James: Right.

Daegan: And if you continue to carry on a relationship with those people that opt in for your newsletter or opt in for more information about how you do network marketing, well, every click that comes after that initial opt in is free traffic to you on a daily basis, and it's growing a tighter bond between you and that person that you're interacting with. But specific tactics that I used were things that you've heard out there. The only difference between a guy that's highly successful or a gal that's highly successful is the amount of traffic that they get. So the only thing that would make probably, James, you or I different from anyone else is just the magnitude or how big we were thinking about things.

So if I did forum marketing - I did a whole bunch of forum marketing. If I did newsletter marketing, I did a whole bunch of newsletter marketing. If I did pay per click marketing, I did a whole bunch of pay per click marketing. If I did article marketing, I did a whole bunch of it. So it's not like there's a secret there that I can give you that's gonna immediately put a lot of money in your pocket, besides the idea of constant dynamic communication and the idea of just not doing a little.

See, that's the other thing that I see people have a problem with, is I'll talk about the idea of, for instance, article marketing. Completely free to do. Put your thoughts and feelings out there, put it in an article directory with a resource box, let people click over, opt into your list, develop a relationship afterwards.

James: Mm hmm.

Daegan: One of the best, most responsive forms of traffic that you can generate, and here's how I know. Because if you call a person that's opted into your list, after they've read your article, they will remember, 95 percent of the time, if they read your article. How do I know? Because if you track it and then you do that, they'll say, "Oh, yeah, that article. Yeah, I remember it." How more responsive of a lead can you get than that?

James: Right.

Daegan: So the problem that I see that people have, is they'll want to take this idea of article marketing and write one article a week, or one article a month and see what happens. No, you do it every day, or you do it twice a day, and you keep doing it and you let it build up on itself. See, in network marketing, the - to me, this is just my own little philosophy here, is we all like to talk about leverage residual income. You know, and when we think about that, we think about a compensation plan and putting people into that compensation plan or how much money we'll have when we have 500 people there, and 1,000 people there, and all that sort of stuff.

The problem with that is, is, yes, it's leverage residual, you know, money that you're making. The problem is you can't change anything about the compensation plan. You have no control over the compensation plan. The only control you have is the will you exert to put people into it. And most network marketers only look at that as being what's important.

My kind of dynamic shift or counterintuitive shift in terms of what real leverage is, is what comes before all that. So where you're getting traffic from, how much you're getting, how you're tracking it, how you're interacting with those people. Those are the things that matter, and a funded proposal fits into that part of the equation. That's the real leverage that - and the opportunity that I don't think a lot of people tap into the way that they should.

James: Okay, excellent. Excellent stuff, man. All right, and just to kind to wrap this up, if you had to describe maybe something that you've done personally or something that you've seen, let's describe, the perfect funded proposal.

Daegan: The perfect funded proposal. The perfect funded proposal to me is a system that produces a predictable response at a profit for you, with minimal effort. So a perfect funded proposal system would be literally something that you send traffic to and for every 100 people and every 100 dollars you put in there, you make 200. So, you know, that's idealistic and way up there in the sky in terms of what it is, but to me, a perfect funded proposal is knowing the specific actions.

So for me, it means knowing where to get leads, knowing where to get traffic, bringing that traffic in and knowing exactly how many conversions I'm gonna get. Now, there's always a little variance. You don't know exactly, but as close to exactly as you can, so that you know exactly how much money is gonna come out on the other end, how many people are gonna decide to find you and join your business, and you know with absolute certainty that when you take certain actions, money comes back your way, every single time. That's a perfect funded proposal system, and that entails communication, you know.

And so here's how I think about it. I mean, say it from kind of a foundational view and then I'll bring it back and make it real, is from a foundational view, what is network marketing but building relationships? Mostly what we learn to do is one at a time, call one person, find one person at Starbucks or the book store, talk to them. You know, and if they don't join, move on to the next one.

James: Right.

Daegan: Not incredibly efficient. Why not do one thing... make one communication effort with thousands of people and have a predictable number of them produce a response and do what you want every time you do it?

James: Absolutely.

Daegan: That's what a perfect funded proposal system is to me. So what that means is, in a real world sense, is you have what's called a lead capture page, a page where people filter themselves out. They read the headline, they see the call to action and decide to opt in. Raise your hand, yeah, I'm interested.

After they opt in, and before that, you have several traffic streams. For me, it means article marketing, newsletter marketing, forum marketing, et cetera, et cetera. And you know that certain places you go always produce results. Just keep plugging away at those, day after day, month after month. After they opt in, have a highly converting offer.

So for me in my system, I know that our offer produces about a nine percent conversion rate. That's not bad. But I know every time I send traffic there, nine percent of people are gonna buy something. And then the way the machine that keeps that thing going is constant dynamic communication through e-mail, through teleseminars, through anything that creates trust between you and your audience, gives value from you to your audience. Not just in the way of here's how to do something, but really, the real value is in sharing the story.

James: Mm hmm.

Daegan: Today I did this, or here's what was really tough for me. Entertainment, the story and how to do stuff. And if you do that dynamically over a long period of time, you come up with an incredibly stable funded proposal system. Does that answer the question?

James: Yeah, and it brings up another one now. Do you have something in place - all that stuff that you just described about your perfect funded proposal, do you have a system in place that makes that duplicatable for the people that come into your business?

Daegan: Yeah.

James: Okay.

Daegan: Yeah. No, absolutely.

James: So you as a leader, not only are you - so whatever you ended up - because with my story... whatever ended up working for me, in terms of funded proposals, generating money now, my sole focus... and I want people that are listening to this to know this too, that we as individuals can only do so much, but if we find something that works... that's successful and then you can create a system around that, that others can duplicate, that's when, this thing really starts to explode; both the funded proposal income and the income for the network marketing opportunity.

Daegan: Yeah. And, I mean, and the way that I would say it is this... although I'm a lot better than I was a couple years ago, I'm always learning, so I'm always adding to what I have. But as long as you have that foundational piece that is duplicable and creates consistent, predictable actions and makes it literally as easy for everyone else as possible - so in our system, I do all the e-mailing for people. They don't even have to do that. They just send traffic and it happens. If you can do that and make it easier for other people, man, you have a powerful thing. You have a powerful thing that's gonna help a lot of people.

James: Okay. All right, Daegan, I appreciate you taking the time to talk, to do this call with me, and I hope that everybody listening has got a little better understanding of the concept of a funded proposal and, what they're for, in terms of, building your business, thinking long term. And again, the things I've seen from customers and members and subscribers are these people want this quick, instant, cash. *"I'll join your business, but if I'm not making money in 10 days, I'm out of there."*

And we're gonna run across people like that, and I just want to explain to everybody, I want everybody to understand that if you're serious about, building passive income via the network marketing model, you have to put these other things in place, especially if you're doing it online, in order to, sustain and generate the cash flow and the leads needed, to really build a long term business to where you can quit your job.

My wife said to me *"Hey, once you're making X amount of dollars from your network marketing company then you can quit your day job,"* and it took awhile. It's takes a long time, but if you focus on building that long term passive income and you do it right, like we talked about earlier, it just keeps growing and growing and growing on auto pilot, and it's like you hit the jackpot on a slot machine, literally, so -

Daegan: Yeah, and one thing I'll say is as I came home tonight, I went to my mailbox and I had two checks from my company waiting for me.

James: That's great.

Daegan: You know, that's what it's all about.

James: That's awesome. I love it.

Daegan: Yeah.

James: All right, Daegan. That's all the time we have for this call, but, hey, thanks again, man. I really appreciate it.

Daegan: All right. Thanks for having me.

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- Dan Liptak

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