

DROPPING THE MESSAGE (DTM)

The Purpose of a DTM is to open the door to mentorship for someone to potentially connect with your mentors and this environment. A DTM is given when you have had a conversation with somebody and you can sense they are “looking” for further growth and options in their life based on how your conversation with them has lead forward

Be BOLD, DTM as you don't want to leave a stone unturned. It is where you have the power in your hands to open the door to mentorship and change for someone. **Simplify and Execute**

COMMON DTM FRAMEWORK *(Online & In Person)*

💡.... Well I can't promise anything but my mentors **do take on a handful of people from time to time to mentor in life and business**. I'll be seeing them tonight so I can put in a good for you and check if they have capacity to connect if that's something you might find value in?

💡.... I can't promise you anything but I could potentially open that door for you to learn from my **mentors if you keep your options open in creating more income** and if that's something you're serious about?

💡....I see I mean I can't promise you anything, but if you are serious about **exploring other ways in building personal and financial success for the future** I could potentially open that door for you to my mentors to learn more about what I do if that's something you'd value me doing for you?

💡This will be like a **shot in the dark**, so I **can't promise you anything** but since you shared the above it got me thinking that if I was able to open a door for you to connect with my mentors is that something you would value also having successful people guide you?

(If in person with a C list, ask “what's the best way to contact you/stay in touch?”)

DIFFERENT EXAMPLES (Online & In Person)

🔥 A few examples of how and what I've used below to open a door to someone

1. 🗣️.....Yeah, they actually work with multiple people at a distance across nz and aus :) In that case I'm going to have a chat with them this weekend, **this will be like a shot in the dark so I can't promise you anything but I could potentially mention your name to them and open that door for you. To help me vouch for you, what would you want them to know about yourself?**
2. 🗣️ Okay bro like I mentioned last time my mentors are selective and they only take a few people on from time to time. **I'd be happy to mention your name to them when I see them this Saturday and see if they're open to meeting you and discussing further if you'd place high value on me starting that process for you?**

🔥 Example DTM online

Opening the door to a partnership however first building value and slipping a dtm into the message once we saw the hunger to get ahead.

**** KEEP IN MIND, CASE BY CASE BASIS ****

🗣️ Seems like there was a lot of great content to learn and apply from that seminar! Property investment is definitely great and my mentors do that too. They suggested that we focus on building an ongoing debt-free cash flow first where we won't have to trade time for money anymore, which is what they've done. We're just so fortunate that they are willing to mentor us in life so that we can build the same asset that they built that allowed them to step into early retirement :)

🗣️ To be honest with you though, I know that there's a lot of ways to make money out **there so I didn't really care** much about what they did. What really impressed us was the fact that **such a successful couple were willing** to teach us how to become great leaders, build an extraordinary life, and impact other people's lives despite our age. I'd love to tell you more but it's really hard to do over text haha and like I mentioned before probably my mentors info to share.

🗣️ I see that you are also looking for ways to get ahead in life and make a change in your lives just like Hina & myself, **I can't promise you anything, but I don't mind dropping your name in the conversation the next time I see my mentors this Saturday evening to potentially arrange a coffee meeting with you. Is that something that you would place a high value in?**

Variations of opening the door to mentorship

After talking about multiple income streams, mentorship. Ideally when circling back.

🧠 Hey ____ I just caught **up with my mentors**, and they mentioned how **they are selecting** a few people to coach and mentor in growing a secondary income stream and in life too. Not sure **if you're open to other opportunities** but based on our previous chat you came to mind and I **could potentially put in a good word for you** to them if that is something you'd place **high value on to learn more and connect with them?**

🙌 Opening the door as a circle back

🧠 Hey ____ I remember having a chat about (business/mentorship/ways of getting ahead/investments/growth opportunities) with you, and my mentors shared how they have capacity and are open to selecting a few people over the next few months. You came to mind, can't promise you anything but is that something you're still seeking/in the pursuit of?

🧠 Hey ____ it was great to catch up with you the other day and connect on similar mindsets and values. I was thinking if you do keep your options open and serious about pursuing other ways to grow ahead in life, I'm happy to open that door further for you to my mentors if that's something you would appreciate me doing for you?

If someone who has left the process prior and tries to pursue again OR wants to reconnect in the future when "the timing is right"
(Lean into mentors and huddle play if this is the case)

🧠 All good bro, in regards to mentorship, honestly? **It's going to be difficult for that door to be opened again since the spot you were/are interviewing for has been (is being) subsequently filled.** More importantly, I would have to chat to my mentor to see if there is a possibility of you starting a process again, typically **it's unlikely that a door would be opened again** in the case where you hadn't prioritised it the first time.

How **serious** would you say you are about pursuing this (now)? I'd be **putting my credibility on the line** by putting a case forward for you so I want to make sure you're really hungry!

*** *Mindset behind this is to 'take away' the opportunity considering our standard of looking for the right people, not EVERYONE. Want people who will commit.* ***