



1

# EVOLVE

ENGAGE

VISION

OPPORTUNITY

LISTS

VOLUNTEER

EXPLORE

## e·volve

/ēˈvālv/

See definitions in:

All
Biology
Chemistry

*verb*

verb: **evolve**; 3rd person present: **evolves**; past tense: **evolved**; past participle: **evolved**; gerund or present participle: **evolving**

- develop gradually, especially from a simple to a more complex form.  
"the company has evolved into a major chemical manufacturer"

Similar:

develop
progress
make progress
advance
move forward
▼

2

# ENGAGE: FINDING BUSINESS

- MEETUP
- EVENTBRITE
- CHAMBER
- LINKEDIN

**REGISTER & GO:**  
**MEETUP:** 10 GROUPS/2-4 PER MONTH  
**EVENTBRITE:** 1 PER MONTH  
**CHAMBER:** 1 PER MONTH/1 PER WEEK  
**LINKEDIN:** IN PERSON/ZOOM

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# ENGAGE: NETWORKING ESSENTIALS

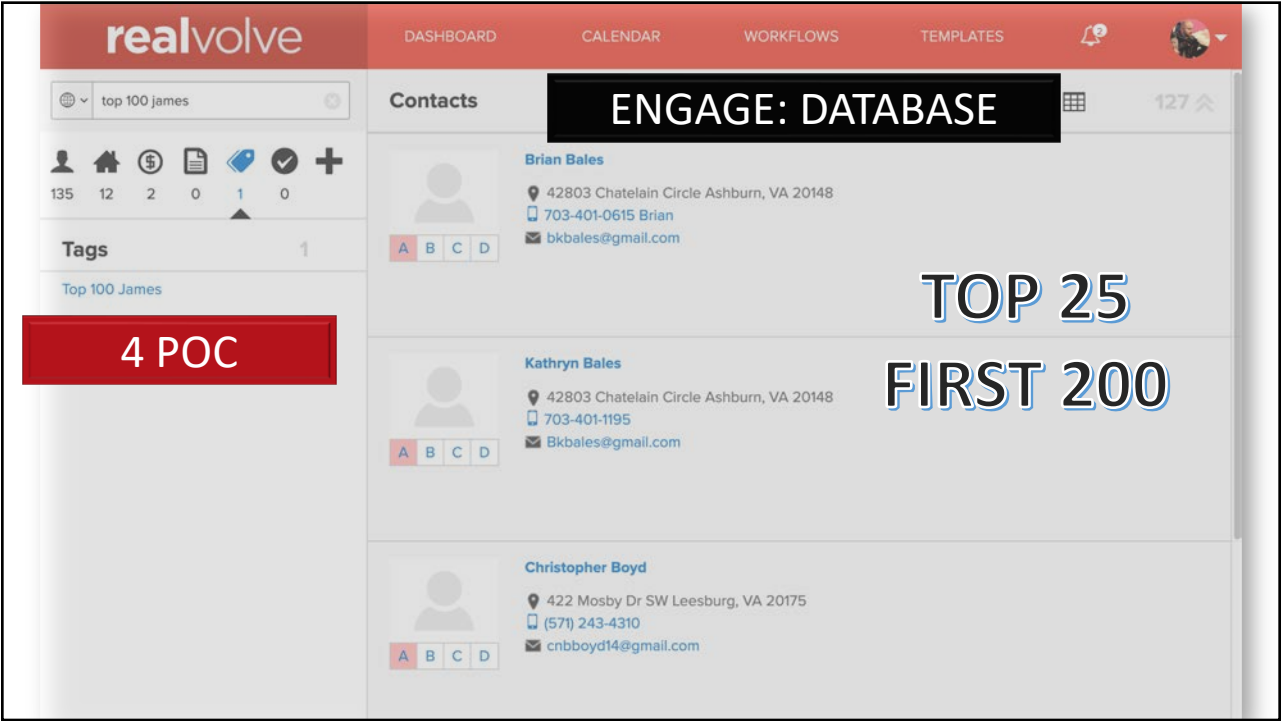
- CURIOSITY
- FOCUS
- CONNECT

**MINDSET:**  
**CURIOSITY:** EVERYONE YOU MEET KNOWS SOMETHING YOU DON'T  
**FOCUS:** THAT PERSON IS THE ONLY ONE IN THE ROOM  
**CONNECT:** FIND 3 WITHIN THE PARTY/EVENT

4



5



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## ENGAGE: DATABASE ALERTS

### 4 ALERTS TO MEASURE

Google alerts

Search terms:

Search terms:

Search terms:

Search terms:

#KWFR

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## ENGAGE: CONVERSATIONS

ASK

CHALLENGE

CONNECT

### Ask:

How is the year going so far?... (F)... Did you get a chance to get away this Summer? (R) ... How is work right now? Is it crazy? (O) ... Do you have any plans for the rest of the year? (G)

**Challenge:** (This will likely come up during the FROG) ... How is the house? Is there anything I can help with today?

**Connect:** Is there anyone I can connect you with this week that will make your life easier? (Trades people, school, counselors, etc)

**Pray:** Would it be ok if I keep ... in my prayers? Is there a specific thing you would like me to pray for in regards to...

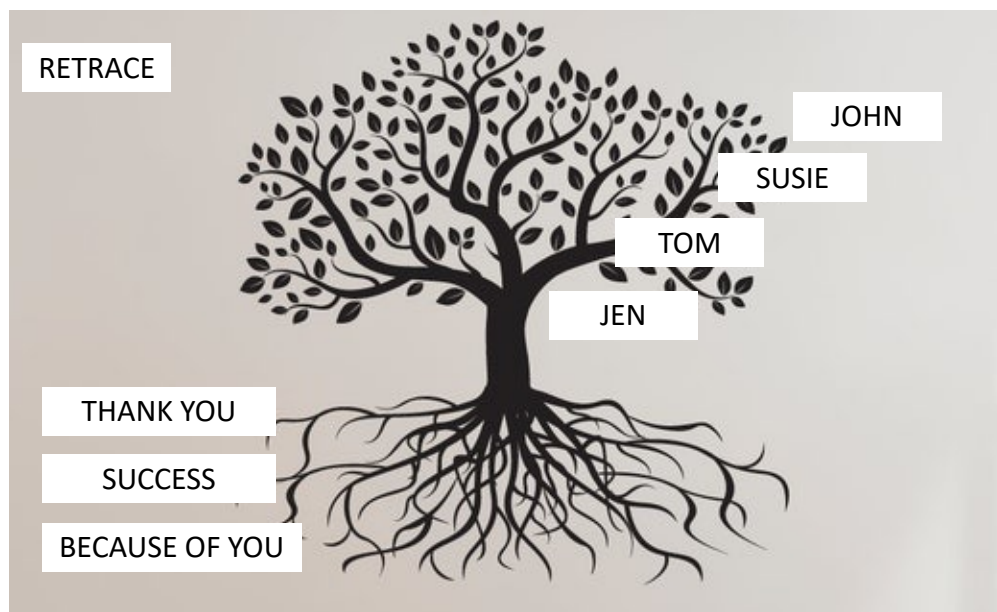
8

## CLIENT CONNECTION:

- Thank you for the **TRUST** you have shown in our Company over the years and recognizing the unique **VALUE** that we bring in Real Estate.
- In the future when someone asks about Real Estate we would love for you to connect us. Simply ask for their **PERMISSION** and copy us on a text or email with them!

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## ENGAGE: CONVERSATIONS



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### CYCLE FOLLOW UP

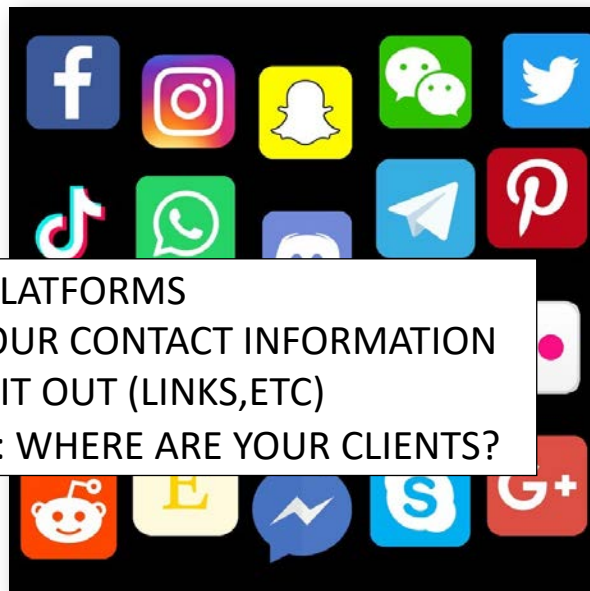
1. CONTESTS/REGISTRATION
2. WEALTH PORTFOLIO
3. CHARITY (FOOD BANK/EVENT)



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### ENGAGE: SOCIAL MEDIA

#### PLATFORMS



SELECT 3 PLATFORMS  
 UPDATE YOUR CONTACT INFORMATION  
 FULLY FILL IT OUT (LINKS,ETC)  
 AUDIENCE: WHERE ARE YOUR CLIENTS?

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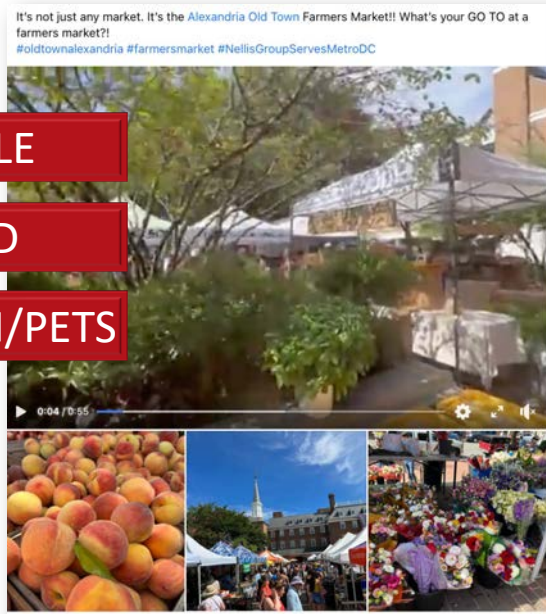
## ENGAGE: SOCIAL MEDIA TRACTION

### ONLINE REACTIONS

#### PEOPLE

#### FOOD

#### CHILDREN/PETS



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## ENGAGE: SOCIAL MEDIA

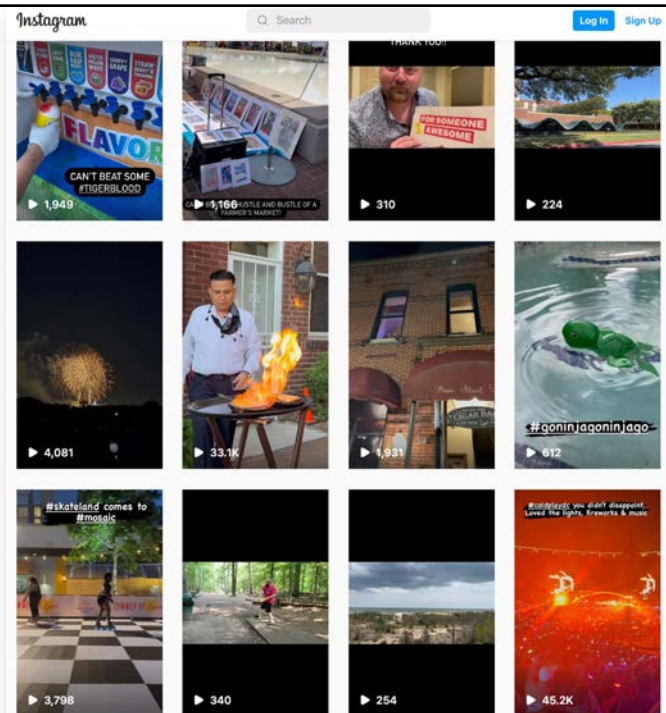
### VIDEO:

#### STORY

#### FEED

#### LIVE

#### REELS



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## ENGAGE: SOCIAL MEDIA MAUI

LIFESTYLE

OCEAN/BEACHES

RESTAURANTS

PARKS

EVENTS

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ENGAGE REVIEW

### STAR 3 ACTION ITEMS

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## MISSION STATEMENT

### MISSION

**TODAY:** 1-2 SENTENCES THAT DESCRIBES THE PURPOSE OF YOUR COMPANY

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## NELLIS GROUP MISSION

### MISSION

TO INVEST IN PEOPLE'S LIVES AS THEY INVEST IN REAL ESTATE

4,300 HOMES SOLD	212 2020 HOMES	85+ CHARITIES SUPPORTED	\$2.5 M CHARITY DONATIONS
83% BUSINESS FROM REFERRALS			

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## SAYLES TEAM MISSION

### MISSION

CREATE A MISSION STATEMENT TODAY

Be the leading resource and expert with a customized relationship.

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## VISION STATEMENT

### VISION

FUTURE BASED: A STATEMENT THAT DESCRIBES YOUR LONG TERM GOALS AND IMPACT YOU WANT TO HAVE AS A COMPANY. (5-15 YEARS OUT)

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## NELLIS GROUP VISION

### VISION

Be the industry leader in Real Estate innovation, investment and resource to all clients. Create wealth building for clients as they invest in real estate. Impact the community through charity that influences the next generation.



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## SAYLES TEAM VISION

### VISION

MAKING MAUI A BETTER PLACE FOR FUTURE GENERATIONS THROUGH INVESTING IN OUR CLIENTS AND CULTURE.

ENRICH THE LIVES OF OUR CLIENTS TODAY AND GENERATIONS TO BECOME BY INVESTING IN MAUI REAL ESTATE AND CULTURE. CREATING A BETTER MAUI FOR TOMORROW.



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## CORE VALUES

### CORE VALUES/VALUE STATEMENT

LIST OF VALUES THAT DRIVE YOUR COMPANY (COMPANY CULTURE)

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## SAMPLE CORE VALUES

Accountability  
 Boldness  
 Collaboration  
 Continuous improvement  
 Curiosity  
 Customer commitment  
 Diversity  
 Honesty  
 Humility  
 Inclusion  
 Innovation

Integrity  
 Making a difference  
 Passion  
 Persistence  
 Self-improvement  
 Sustainability  
 Teamwork  
 Transparency  
 Trust  
 Vulnerability

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## NELLIS GROUP CORE VALUES

OUR CORE VALUES

F L E X



### FAITH...

Our faith impacts everything that we do as a company. It is the essence that drives our actions and is the impetus for how we conduct ourselves. Every client is viewed as a blessing and we are thankful to be able to serve you.



### LEVERAGE...

We utilize the unique skills and specialties of each team member to deliver an educational, inspiring, and smooth transaction. This combination of our knowledge, skills, and proven track record produces a successful real estate experience for our clients.



### EXCELLENCE...

Our team researches the market, analyzes the latest real estate trends, and adapts to changing conditions in the global real estate world. We seek to exceed the expectations of our clients in pursuit of excellence.



### X-FACTOR...

X-FACTOR...Our team is unlike any other real estate company in the area. Each member possesses a unique skill set so our clients know they are going to have a specialist working with them in every phase of the transaction.

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**VISION: GOALS FOR 2023**

**HOME SALES**

HOW MANY HOME SALES HAVE YOU MADE? \_\_\_\_  
HOW MANY HOMES TO SELL BEFORE 12/31/23? \_\_\_\_

**HEALTH**

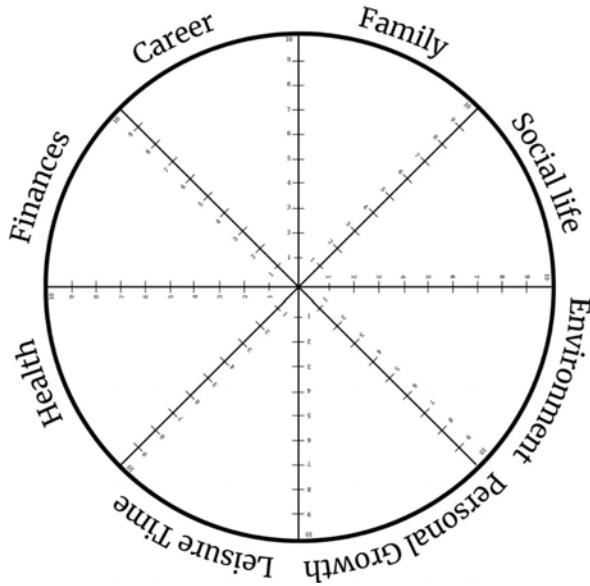
WHAT IS YOUR CURRENT WEIGHT? \_\_\_\_  
WHAT IS YOUR IDEAL WEIGHT? \_\_\_\_  
WHAT IS YOUR WAIST SIZE? \_\_\_\_  
WHAT IS YOUR IDEAL WAIST SIZE? \_\_\_\_

**EDUCATION**

MENTOR: BUSINESS, WEALTH, HEALTH, PG  
WHICH 2 MENTORS WILL YOU FOCUS ON IN 2023?

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## VISION: WHEEL OF LIFE PLAY



**DRAW CIRCLE**

**PLOT MAP**

**CONNECT DOTS**

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## VISION: YOUR ONE WORD

**SPIRITUAL**

**PHYSICAL**

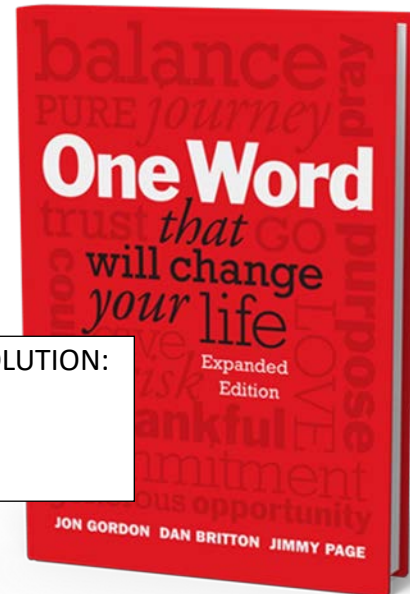
**EMOTIONAL**

**RELATIONAL**

**MENTAL**

**FINANCIAL**

INSTEAD OF A NEW YEAR'S RESOLUTION:  
PICK ONE WORD  
6 SENTENCES WITH THE WORD  
QUOTE(S) WITH THE WORD



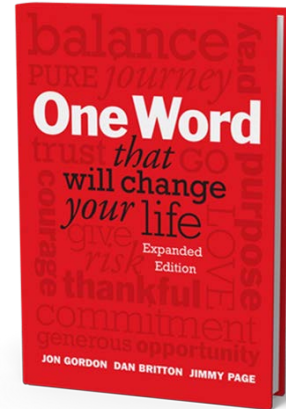
30

## VISION: YOUR ONE WORD

### SAMPLE ONE WORDS:

FUEL  
TREASURE  
LOVE  
LIGHT  
BLOSSOM  
GROWTH  
BUILD  
CONSISTENCY  
ABUNDANCE

GRACE  
FOCUS  
FIT  
HEALTH  
THRIVE  
JOY  
EMBRACE  
CHANGE  
CREATE



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## VISION: YOUR ONE WORD PLAY

SPIRITUAL

PHYSICAL

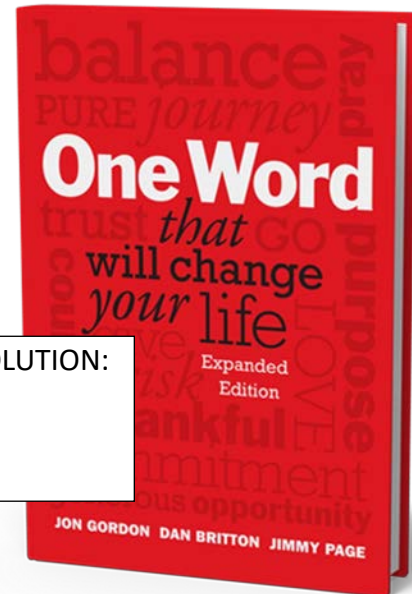
EMOTIONAL

RELATIONAL

MENTAL

FINANCIAL

INSTEAD OF A NEW YEAR'S RESOLUTION:  
PICK ONE WORD  
6 SENTENCES WITH THE WORD  
QUOTE(S) WITH THE WORD



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## VISION: COMPANY WORD PLAY

SPIRITUAL

PHYSICAL

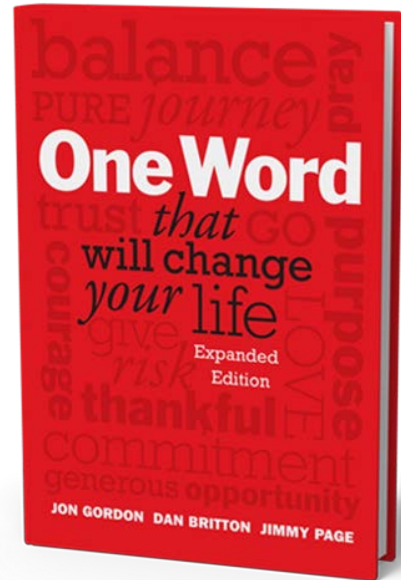
EMOTIONAL

RELATIONAL

MENTAL

FINANCIAL

PICK ONE WORD  
6 SENTENCES WITH THE WORD  
QUOTE(S) WITH THE WORD



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## VISION: YOUR FUTURE PLAY

1 YEAR

5 YEAR

10 YEAR

20 MINUTES



FAMILY  
MONEY  
WORK HOURS  
LOCATION  
INVESTMENTS



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Virginia  
Maryland  
Washington, DC

**NG**  
NELLIS GROUP  
— SELLER WILLIAMS CAPITAL PARTNERS —

**39+**  
Years of real estate experience

**4,400**  
Families served by the Nellis Group

**83%**  
of our business comes from referrals

**\$2.6M**  
Given to charities by the Nellis Group

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Virginia  
Maryland  
Washington, DC

**NG**  
NELLIS GROUP  
WILLIAM WILLIAMS CAPITAL PROPERTIES



TO INVEST IN PEOPLE'S LIVES AS THEY INVEST IN REAL ESTATE

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**FAMILY BUSINESS**




**40<sup>th</sup> YEAR**

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# MISSION

## SAYLES TEAM MISSION

CREATE A MISSION STATEMENT TODAY

Be the leading resource and expert with a customized relationship.

We deliver reliable real estate experiences beyond expectations to enhance our client’s Hawaii lifestyle through lifelong relationships and our local expertise.

Leading the real estate industry with exceptional service.

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# VISION

## SAYLES TEAM VISION

MAKING MAUI A BETTER PLACE FOR FUTURE GENERATIONS THROUGH INVESTING IN OUR CLIENTS AND COMMUNITY WITH ALOHA.

ENRICH THE LIVES OF OUR CLIENTS TODAY AND GENERATIONS TO BECOME BY INVESTING IN MAUI REAL ESTATE AND CULTURE. CREATING A BETTER MAUI FOR TOMORROW.

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## VIRTUAL SEMINARS

**TRUST/WILL**

**VENDORS FOR BUSINESS**

**USE THE NEWS**

This is the exclusive webinar we hosted for our Clients:



**SUCCESSION**

**YOUR DESIRES**



**[www.NellisGroup.com/ESTATE-SEMINAR](http://www.NellisGroup.com/ESTATE-SEMINAR)**

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## VIRTUAL SEMINARS

**INSURANCE**

**INTERIOR DESIGN**

**INVESTING IN RE**

Learn everything you need to know about the Insurance as it relates to real estate and personal property from a local D.C. Metro area expert, Brandon Wince! Sign up for our FREE Real Estate and Personal Property Insurance Seminar.



Virtually via ZOOM: January 26th, 7pm-8pm

**Sign Up**

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## SOURCE: CONNECTIONS



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## SAYLES TEAM

### SWOT ANALYSIS

5 STRENGTHS  
5 WEAKNESSES  
5 OPPORTUNITIES  
5 THREATS

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<b>STRENGTHS</b>
<input type="checkbox"/> What do we do well?
<input type="checkbox"/> What do our customers say we do well?
<input type="checkbox"/> What is our unique selling proposition?
<input type="checkbox"/> Do we have strong brand awareness? Customer loyalty?
<input type="checkbox"/> Supplier, distributor, influencer relationships?
<input type="checkbox"/> What proprietary or unique assets do we have?
<input type="checkbox"/> What skills do we have that our competitors don't?
<input type="checkbox"/> Strong capital?
<input type="checkbox"/> Do our profit margins compare to industry benchmarks?

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## 5 STRENGTHS

### OUR BRAND/COMPANY

Relationship Oriented  
 Local Knowledge  
 Location/Office – IN with the H owners  
 Seasoned Team/Experience  
 Specialty Roles (dedicated client care, marketing) – staffing  
 Robust website  
 Connections – access to properties, restaurants on island  
 #1 brand on Maui  
 Personalized attention and care (taylor made/bespoke)  
 Relationship with developer/builders  
 Selling developments  
 Networking (Global Connections)  
 Quick rapport – rapport building  
 Longevity of relationships  
 Ambassadors/Cheerleaders  
 Invest in RE practice – buy tools to serve clients  
 Negotiate: deal makers  
 Designations/Constant Learning



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## WEAKNESSES

- ☐ Where can we improve?
- ☐ What do our customers frequently complain about?
- ☐ Which objections are hard to address?
- ☐ Are we new or not well known?
- ☐ Do we have any limitations in distribution
- ☐ Are our resources and equipment outdated or old?
- ☐ Are we lacking in staff, skills, or training?
- ☐ Do we suffer from cash flow problems? Debt?
- ☐ Are our profit margins smaller than industry benchmarks?

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IMPROVE

5 WEAKNESSES

Task Management: Top priorities

Delegation

Weekend Coverage (availability)

Social Media

Videos (edit and push out production) – using the same as others – finding your OWN

Banking synced (QB) - CC – different accounts

Ego in the way of best interest

Clear Job Descriptions

Projects not done (urgent vs important)

No vendor list

Duplicated efforts (resource management)

Banking emails/responses (adding to it)

Home-anniversary

Systems – things doing consistently


Follow up with past clients (7 years or more)

Expansion plans

Lacking team wide database for digital media – pool ALL photos/videos to team.

More Community Pages

Plan for Marketing & Publication



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IMPROVE

5 WEAKNESSES

Editing Team we control

Not an in-house photographer/videographer

Finishing community videos (drone work)

Prior planning when we have the people ready for it.

Sourcing the BEST vendors


Vetting vendors properly

Having connections (not combined with resources and planning)

Availability & Planning

Creativity with Photography

Sunset instead



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## OPPORTUNITIES

- ☐ Do our competitors have any weaknesses we could benefit from?
- ☐ Target market growing or shifting in our favor?
- ☐ Is there an untapped pain point or niche market?
- ☐ Are there upcoming events we could benefit from?
- ☐ Are there geographic expansion opportunities?
- ☐ Are there potential new sources of financing?
- ☐ Industry or economic trends that could benefit us?
- ☐ Social or political trends that could benefit us?
- ☐ Any new technology that could benefit us?

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## 5 OPPORTUNITIES

### OPEN/CURIOSITY

#### Locations/Referrals

Pick up Agent biz getting out of biz

Pick up biz in other parts of Maui

Floor opportunities in different locations – pick up biz during those slots

#### Open Houses

CB resources/marketing department – Oceanfront mail out project/guides on communities – don't recreate it

Monthly stats – do our own version – original content with it

#### Referrals (incoming/outgoing)

Send biz to CB to prop management: every month (2%)

Past clients – keeping them close and doing TOMA

#### Speaking opportunities

#### Virtual Seminars

Company Meetings – meet more often (2 times/month)

#### Communication Tools –

Reviewing inventory – knowing stats

Role playing/scripting

New home neighborhoods



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## THREATS

- ☐ New competitors or expansion in existing competitors?
- ☐ Is our target market shrinking or shifting?
- ☐ Could any indirect competitors become direct competitors?
- ☐ Industry or economic trends that could work against us?
- ☐ Social or political trends that could work against us?
- ☐ Any new technology that could work against us?

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## CHALLENGES

## 5 THREATS

Listing Volume at H – owners holding on to the properties  
 Making too much money on the rental  
 Competitors: Robbie Dean, Ryan McLaughlin, Tom, Villa Group, Carla, Josh German  
 H owners – want private sale not MLS  
 Limited Inventory  
 Economic Uncertainty  
 High interest rates/FED  
 McLaughlin- connected with developers (multi-generational)  
 Rob Merriman – (Discovery) 1% - if not within a month they keep the client (re-registration)  
 Buyer Agency Commission- commission compression  
 Carla – 1.5% on list side – 2.5% coop  
 Online Presence: Big Corporations – AVM  
 Social Media – influencers  
 Home Searching BETTER with others  
 Misperception by online information  
 Myth vs Reality  
 Climate Change – new report – sea level rise forecast – what is the shoreline? What will it be?  
 Building Permits  
 Water rights  
 Health care – poor care on the island  
 Technology of youthful people  
 New Agents that master tech at a higher level  
 Natural disaster/hurricane/tsunami



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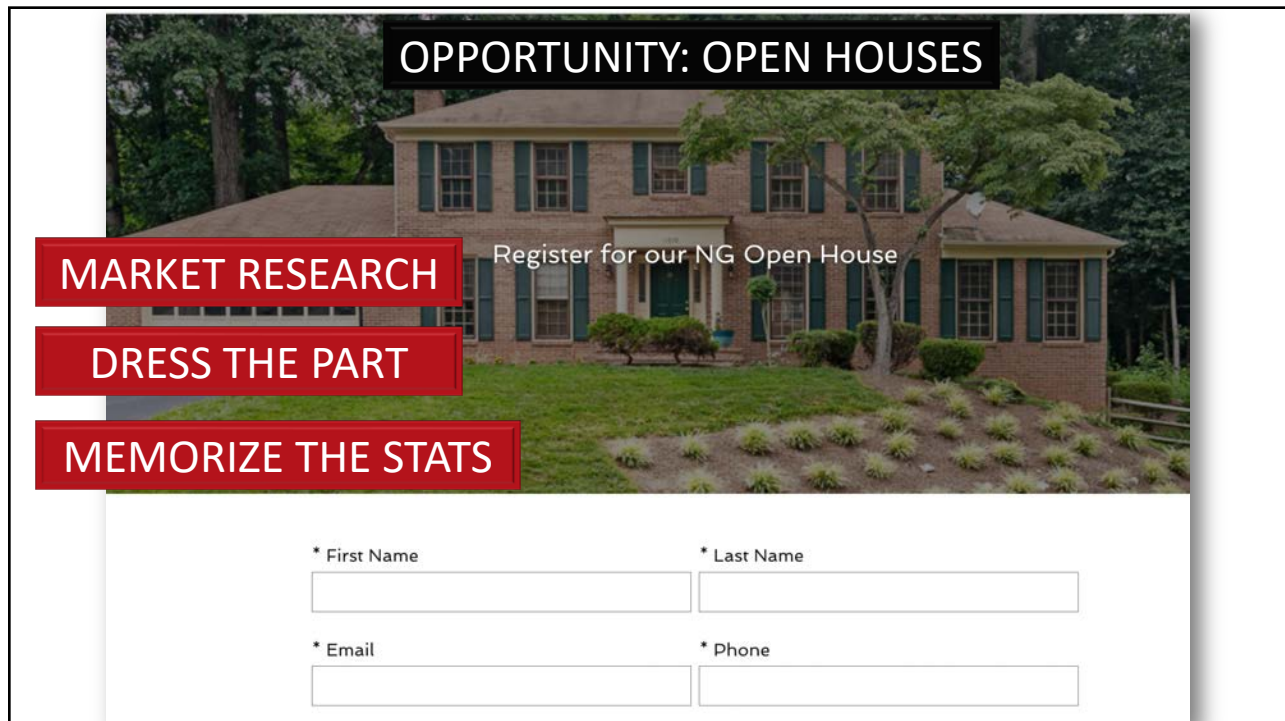


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**OPPORTUNITY: OPEN HOUSES**

Register for our NG Open House

**DOOR KNOCK**

**OH PACKAGE**

**CHARITY BAGS**


\* First Name

\* Last Name

\* Email

\* Phone

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**OPPORTUNITY: OPEN HOUSES**

Register for our NG Open House

**CONNECT WITH 3**

**VIDEO TEXT**

**PBE**

\* First Name

\* Last Name

\* Email

\* Phone

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## OPPORTUNITY: LETTERS



**FSBO/FRBO**

**ABSENTEE/AIR BNB**

**REMIANE: EQUITY**

**DB CALLS**

**NOTECARDS**

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## OPPORTUNITY: EXPERTISE



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## OPPORTUNITY: EXPERT GUIDE

PREVIEWING HOMES

PREVIEW PRIOR TO SHOWING

3 BUCKETS: GO SEE, MAYBE, TRASH

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## OPPORTUNITY: EXPERT GUIDE

COMPARISON APPROACH

"I KNOW THE ONE"

LEAD OR DIRECT?

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## VIDEO: PLAY & SHARE



VERBAL FILLERS  
STANCE  
ARTICULATION  
ENERGY

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## OPPORTUNITY: VIDEO

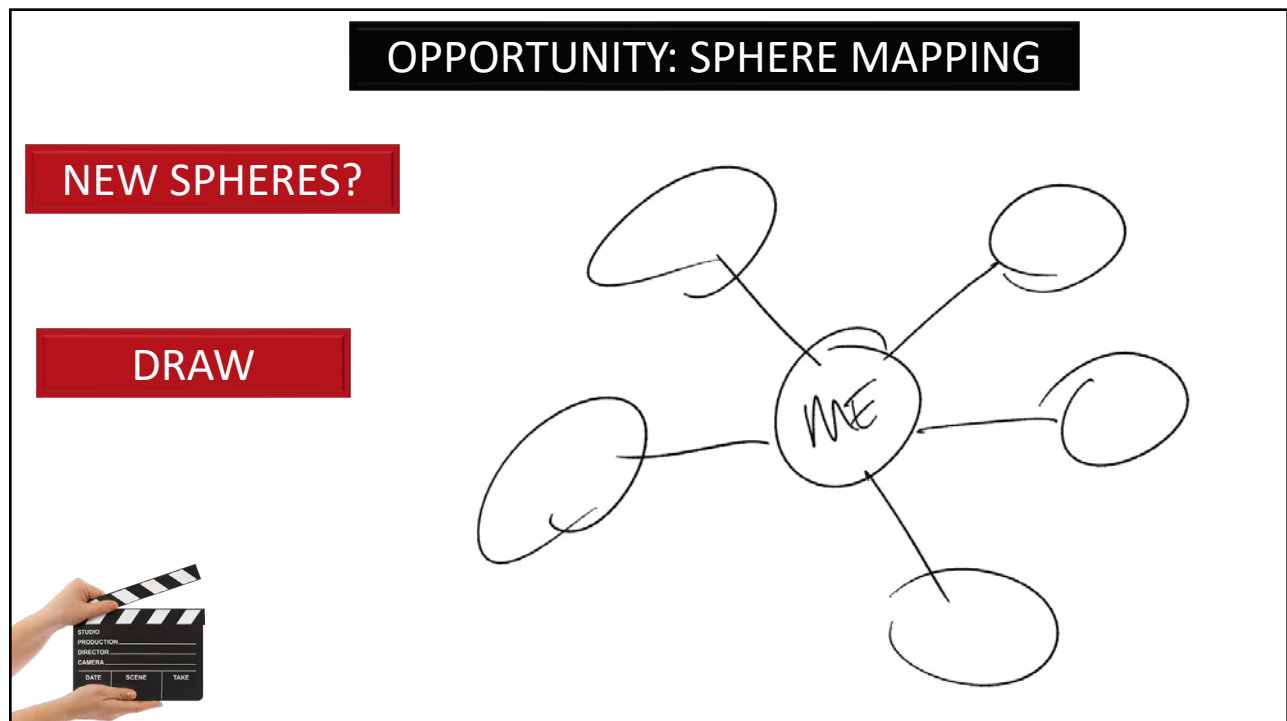


MARKET OF THE MOMENT  
FEATURED HOME VIDEO  
BUSINESS SPOTLIGHT  
COMMUNITY FEATURE  
CHARITY SPOTLIGHT  
SCHOOL REVIEW

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## OPPORTUNITY: SPHERE MAPPING

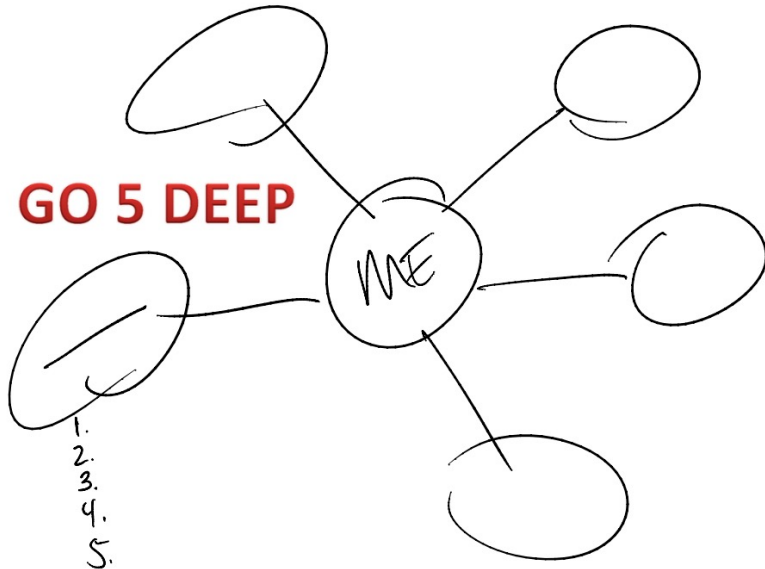
### EXAMPLES

Family Past Jobs  
Friends Sports Teams  
Church/Synagogue

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## OPPORTUNITY: SPHERE MAPPING PLAY

**GO 5 DEEP**



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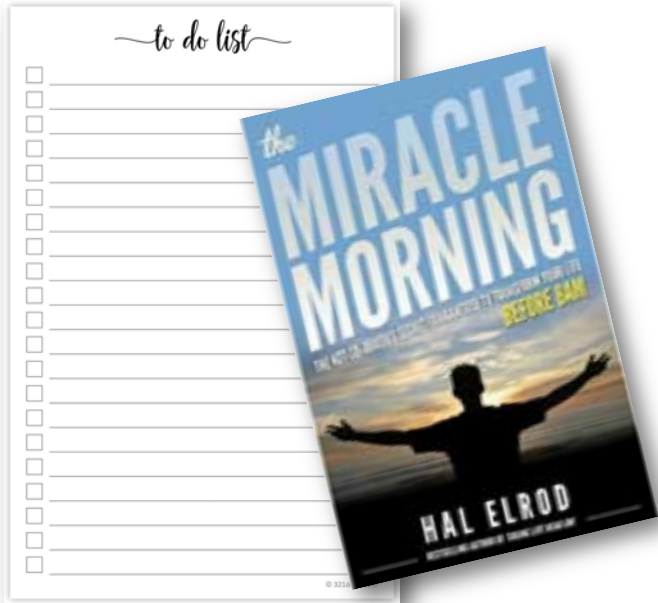


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**LIST: DAILY TO DO**

**MORNING RITUAL**

**SAVERS**



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**LIST: MORNING PLAY**

10 MINUTES TO CREATE YOUR SAVERS



## HOW TO WIN THE DAY

IF YOU WIN THE MORNING, YOU WIN THE DAY. HERE'S HOW TO START THE DAY OFF RIGHT.

S	A	V	E	R	S
Silence	Affirmations	Visualization	Exercise	Reading	Scribing
Meditation. Prayer. Breathing. Whatever it is for you, the idea is to quiet your mind, block out the chatter, and start the day with calm thoughts.	Encouraging words you tell yourself to achieve your goals, overcome fears, be healthy and happy, and live out your purpose.	Imagine yourself doing each thing, step by step, that you need to do to accomplish your goals. Then imagine what it will feel like when you succeed.	It doesn't have to be powerlifting or long distance running. Just do some bodyweight exercises for 5 minutes to get the blood and oxygen flowing to the brain.	Fill your brain with positive thoughts and ideas to improve yourself. Learn the knowledge of people who have accomplished the things you want to do.	Writing or journaling is a great way to process your thoughts and reflect on your life. It will help you be more self-aware and more articulate.



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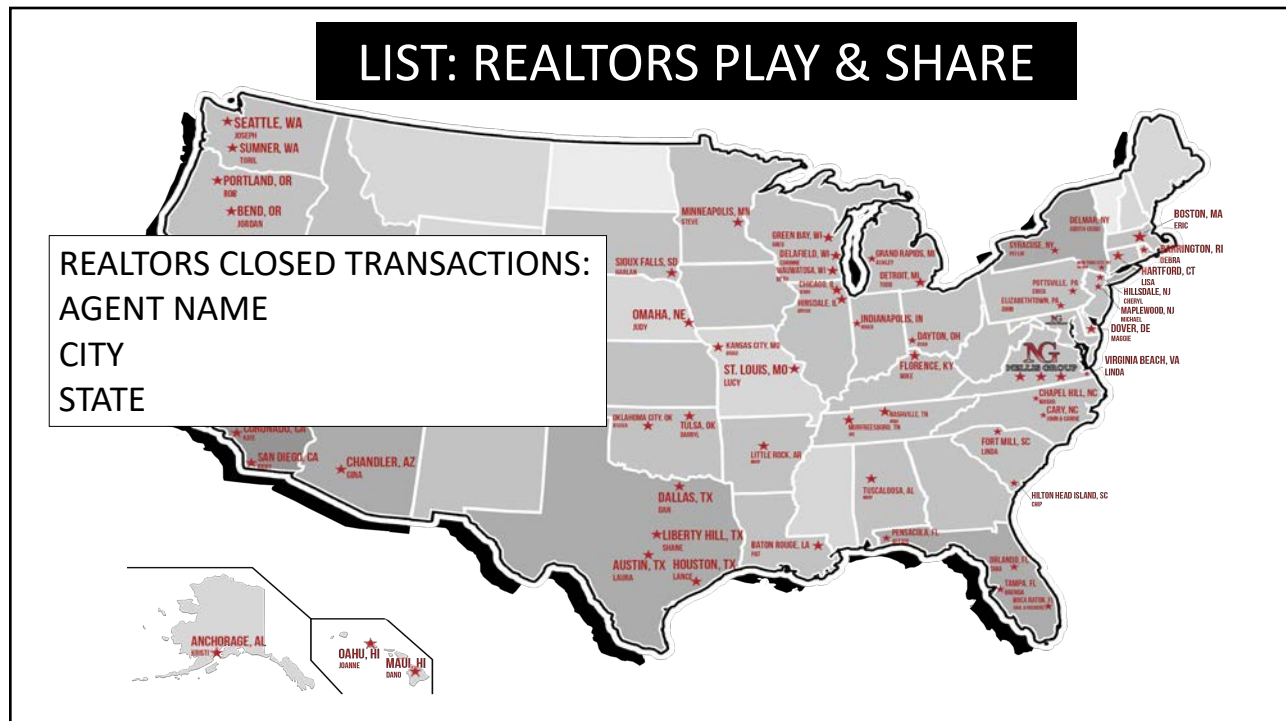
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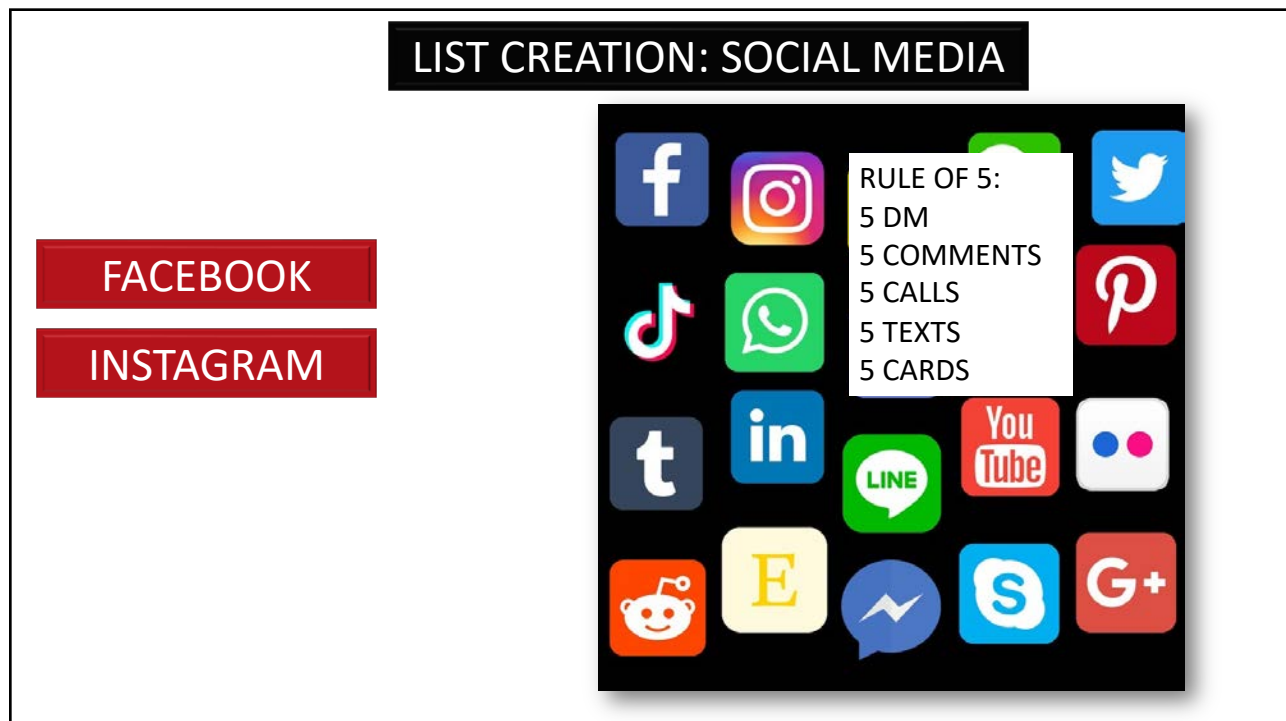
**Christopher Boyd**  
 422 Mosby Dr SW Leesburg, VA 20175  
 (571) 243-4310  
 cnbboyd14@gmail.com

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VANITY URLs




**FACEBOOK.COM/NELLISGROUP**




**INSTAGRAM.COM/NELLISGROUP**

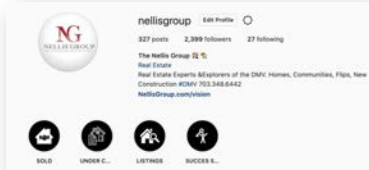



**TWITTER.COM/NELLISGROUP**

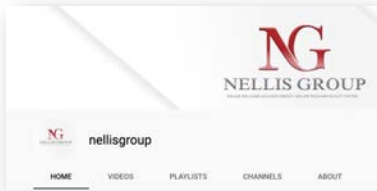


**YOUTUBE.COM/NELLISGROUP**










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HASHTAGS

# #

**HASHTAGS:**

#THENELLISGROUP

#NELLISGROUPVIP

#NELLISGROUPSERVESMETRODC

SEARCH YOUR COMMUNITY

SEARCH KEY WORDS

MAKE IT UNIQUE TO YOU/YOUR BRAND

LEVERAGE WHEN POSTING

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## LIST CREATION: FIRST TIMERS PLAY

10 BUYER TIPS

10 SELLER TIPS

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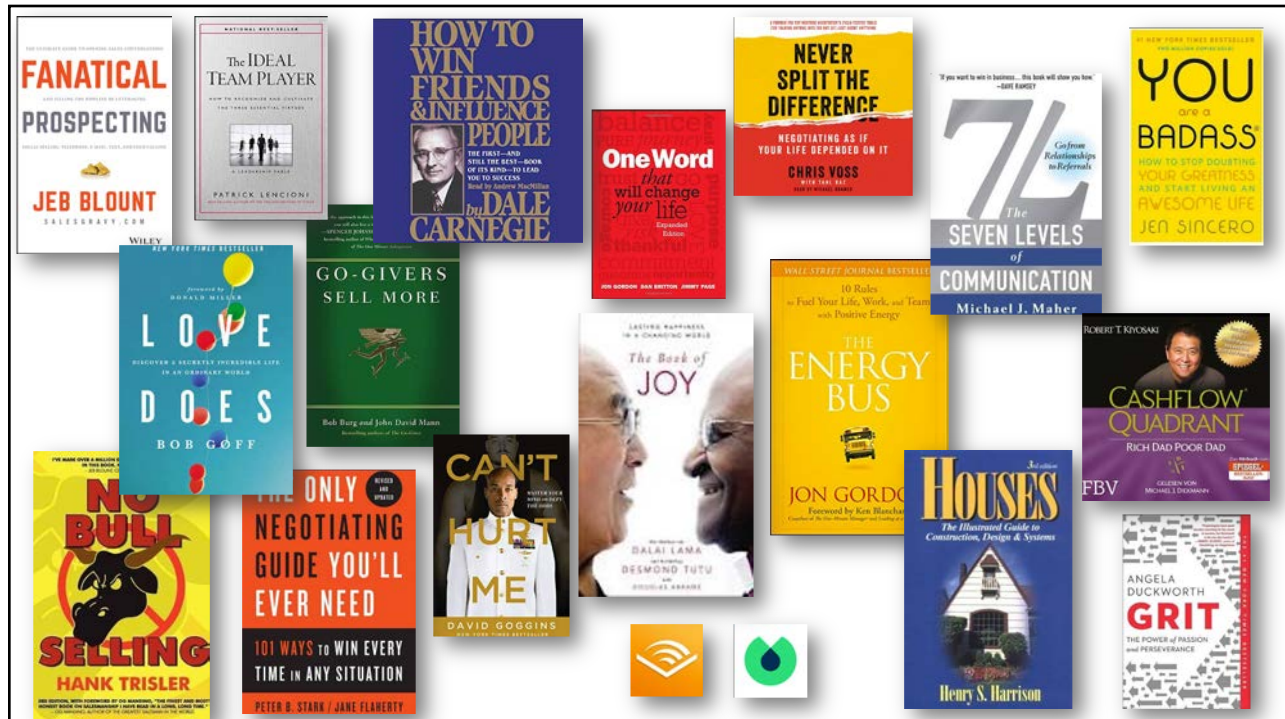
## LIST CREATION: FIRST TIMERS PLAY & SHARE

LIST 10 BUYER TIPS

LIST 10 SELLER TIPS

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90

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1. LOCAL, LOCAL, LOCAL (\$\$ Stay Here)
2. 501c3 (IRS compliant)
3. PASSION (Does it align with yours?)
4. IMPACT (community, life, neighborhood)
5. BOD (Board of Directors)

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VOLUNTEER: CHARITY	
	     
SOURCE	
	      
BOD	<p>SOURCE: HOW MANY SALES SINCE INVOLVEMENT? BOD: WHICH CHARITY? INVOLVEMENT?</p>
	   
	     

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VOLUNTEER: CHARITY	
	     
SELECTION	
	      
	<p>NAME YOUR 3 CHARITIES</p>
	   
	     

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**VOLUNTEER: LOCAL**

PTA

COACHING

BASE MOM

NEIGHBORHOOD WATCH

COMMUNITY ONLINE



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**VOLUNTEER: TIME**

WHERE

WHEN

HOW

SELECT 3 ACTIVITIES IN 2023




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VOLUNTEER: SHARE

SELECTION

SHARE ACTIVITIES  
SHARE TOP IDEAS

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VOLUNTEER

STAR 3 ACTION ITEMS

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EXPLORE: BE THE EXPLORER

BE PRESENT

TOURIST

RELOCATION



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EXPLORE: AREA PLAY

LANDMARKS

TOURIST

RELOCATION



**SELECT 1 OF YOUR COMMUNITIES:**

- TOP 3 LANDMARKS IN COMMUNITY
- TOP 3 RESTAURANTS IN COMMUNITY
- COFFEE SHOP(S) IN COMMUNITY
- PARKS IN COMMUNITY
- AMENITIES IN COMMUNITY



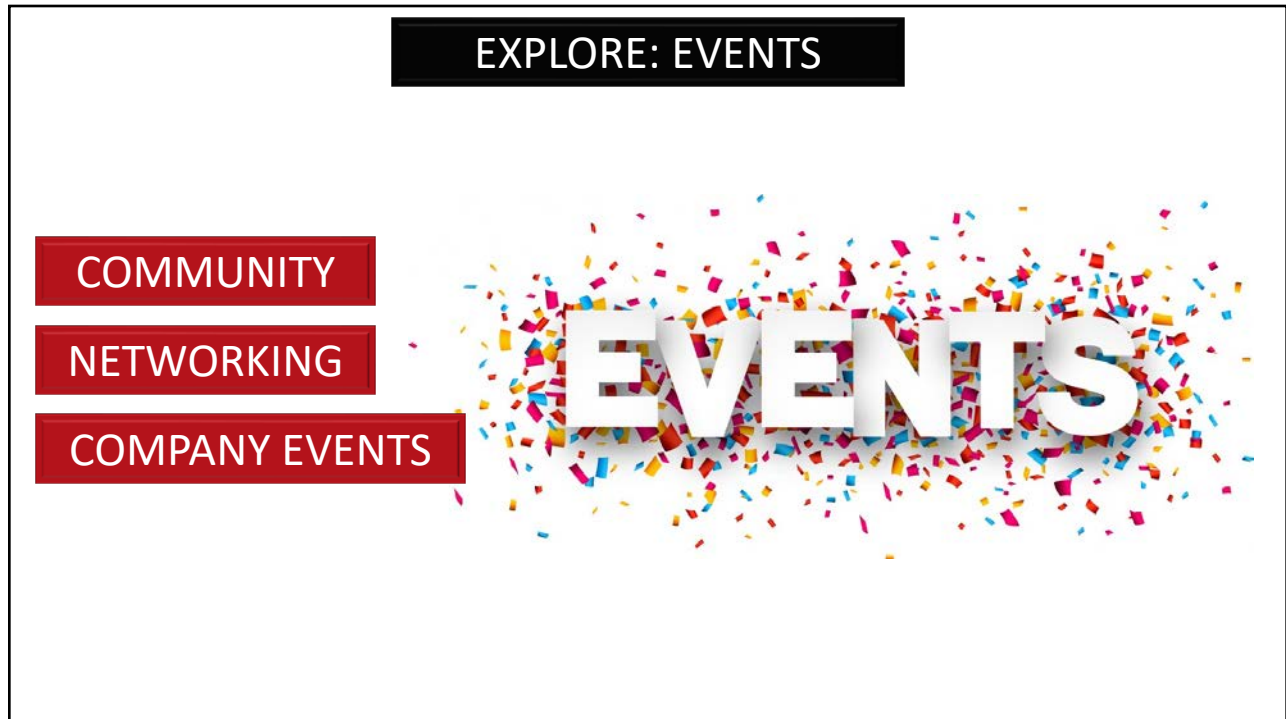
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EXPLORE: EVENTS/POSTS/GIVEAWAYS

GIVEAWAYS

MONTHLY GIVEAWAYS

QUARTERLY GIVEAWAYS

VIP GIVEAWAYS



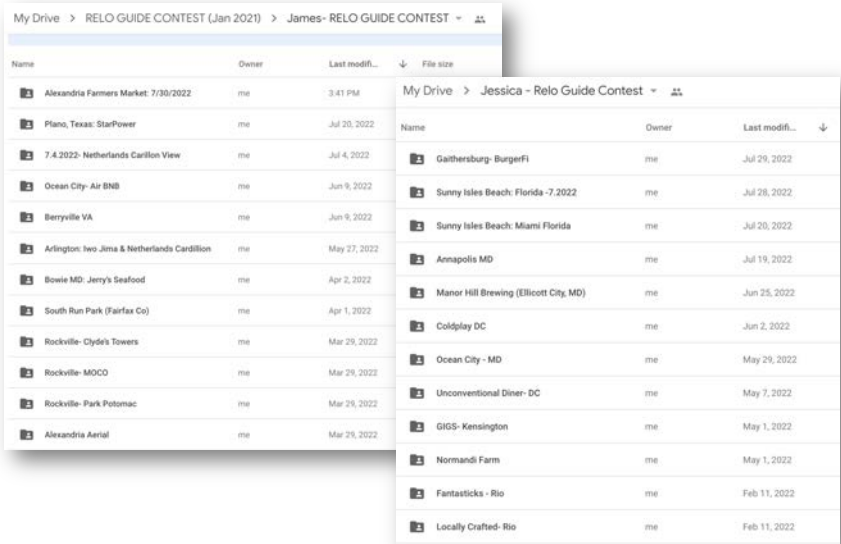
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EXPLORE: BE THE DIGITAL SPECIALIST

EVENTS

PLACES

LOCAL FLAVOR




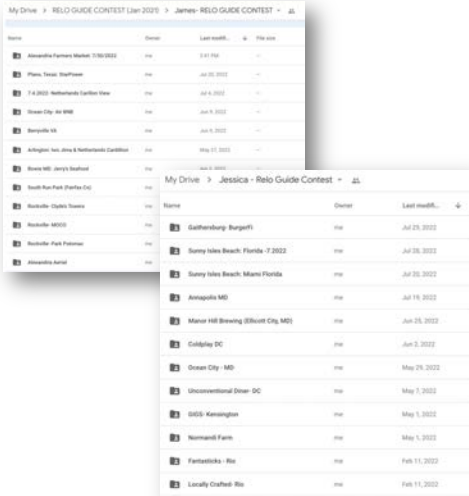
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EXPLORE: AREA PLAY

CREATE ONLINE FOLDER

COMMIT TO 2 UPLOADS PER WEEK

LOCAL FLAVOR

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EXPLORE: BE THE EXPLORER

STAR 3 ACTION ITEMS





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## EVOLVE

ENGAGE

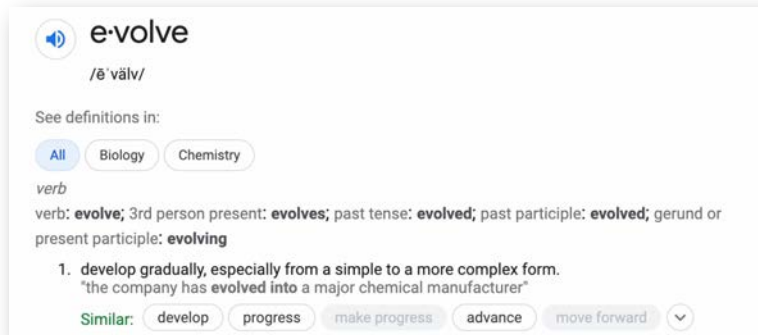
VISION

OPPORTUNITY

LISTS

VOLUNTEER

EXPLORE



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## EVOLVE

TOP 3 ACTION ITEMS  
NEXT 30 DAYS:



I WILL ACHIEVE THE FOLLOWING  
BEFORE 1/9/2023:



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[www.NellisGroup.com/Anniversary](http://www.NellisGroup.com/Anniversary)



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[www.NellisGroup.com/Birthday](http://www.NellisGroup.com/Birthday)



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[www.NellisGroup.com/Charity](http://www.NellisGroup.com/Charity)



#### Charity

The Nellis Group is proud to partner with a group of the area's best charity organizations. We love helping the community and those in need. In fact, a portion of every Nellis Group transaction is donated to one of the following charities, chosen by the client. To learn more information, visit the links below:



Find out more about our 100th Home For Charities: [Click Here](#)

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**LINDA CRAFT  
TEAM**  
REALTORS®

### Join Us for Virtual Santa Day!

We have a few more times available for your child to chat with Santa on Saturday, December 10th! They will go quick, so sign up now!



To see Santa, simply fill out one form per family, and once you do, you will be emailed a link to confirm your personal time with Santa!

Have questions?

Give us a call at 919-235-0007 to learn more.

**RESERVE YOUR SPOT**

### Join Us for Virtual Santa Day


Saturday, December 10th  
from 10 am - 2pm

919-235-0333



[SERVICE@LINDACRAFT.COM](mailto:SERVICE@LINDACRAFT.COM)

* Parent's Name	* Email
<input type="text"/>	<input type="text"/>
* Child #1 Name	* Child #1 Age
<input type="text"/>	<input type="text"/>
* Child #1 Favorite Gift(s) From Santa Last Year	* Child #1 Gift(s) They Want From Santa This Year
<input type="text"/>	<input type="text"/>
Child #2 Name	Child #2 Age
<input type="text"/>	<input type="text"/>
Child #2 Favorite Gift(s) From Santa Last Year	Child #2 Gift(s) They Want From Santa This Year
<input type="text"/>	<input type="text"/>
Child #3 Name	Child #3 Age
<input type="text"/>	<input type="text"/>
Child #3 Favorite Gift(s) From Santa Last Year	Child #3 Gift(s) They Want From Santa This Year
<input type="text"/>	<input type="text"/>


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NELLISGROUP.com/CARDS

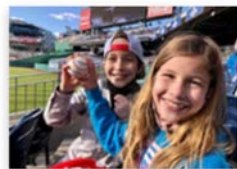




CREATE THE RIGHT RELATIONSHIPS



## DAILY STREAMING INTO MAIL

Pending


Pending


Fulfilled


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NELLISGROUP.com/CARDS

CREATE THE RIGHT RELATIONSHIPS






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**COMPANY EVOLVE**

**TOP 3 VIDEOS  
NEXT 30 DAYS:**

★  
★  
★

**WE WILL ACHIEVE THE FOLLOWING  
BEFORE 1/9/2023:**



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**OVERCOMING OBJECTIONS**

**OBJECTIONS**

**DON'T KNOW YOU**

**DON'T TRUST YOU**

**DON'T SEE VALUE**



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