

THE UNDERGROUND MANUAL

TO GROWING YOUR

NETWORK MARKETING BUSINESS

ONLINE!

ROBOTIC RECRUITING FORMULA

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INTRO:

Learn Robotic Recruiting Now, Or You Will Hate Yourself Later

Today's day and age is much different than it used to be in the past. If you are still using home events and cold market prospecting methods, then you're doing it wrong. There's billions of people on the internet today, and if you're not using the internet to grow your network marketing business, then you're doing it completely wrong. With today's technology you don't need to be a programmer or a designer to set up online systems that make money for you. You can set these all up in under a couple of hours. In this report I will help you set up a "recruiting robot" that will generate leads from the internet and suck them into your network marketing business automatically (even if you have no tech experience whatsoever).

Imagine that, having a robot that generates new leads and recruits them into your business automatically every single day.

Just think about if you had an extra ten leads per day. Think about an extra twenty or an extra thirty leads per day that were seeing your sales presentation. How much bigger would your numbers be? Probably a lot bigger right?

I'm going to take you through a step-by-step process to get this "recruiting robot" set up. That way, you can start recruiting people from the internet into your network marketing business even if you have no technical experience. Today there's software that makes this very, very simple to get all of this up and working. You should be able to do all of this within a weekend, or over the course of a week, without a doubt.

Sound too good to be true? Stick with me here...

MEET ADAM

To introduce myself, my name is Adam. And the reason I've made this report is because I want to give you a shortcut that I wish I would have known about earlier in my Network Marketing Career. See, I've climbed to the top of the Network Marketing world. And I've built network marketing successfully both ways (the traditional face-to-face, belly-to-belly style of marketing and I've done it the robotic way). I've built my business to a point where I was making the average American yearly salary, in a month, but I was doing it the old school way. I was on the phone, constantly doing three way calls and dragging my friends to home meetings. I was constantly in living rooms, every single night of the week. Sometimes two, three times out of the night, every single week. And eventually, I just got burnt out.

My business started to crash. I went from making about forty thousand dollars a month feeling like a real life Rock Star driving around Boca Raton, Florida in my Aston Martin all the way down to about three thousand dollars a month and eventually no income and living off credit cards. I was in a shit-hole financially to say the least.

At the same time I saw there was people recruiting tons more people than I ever could, earning way more than I ever did and they were doing it all on the internet.

That's when I decided, "I need to figure out how to make money on the internet."

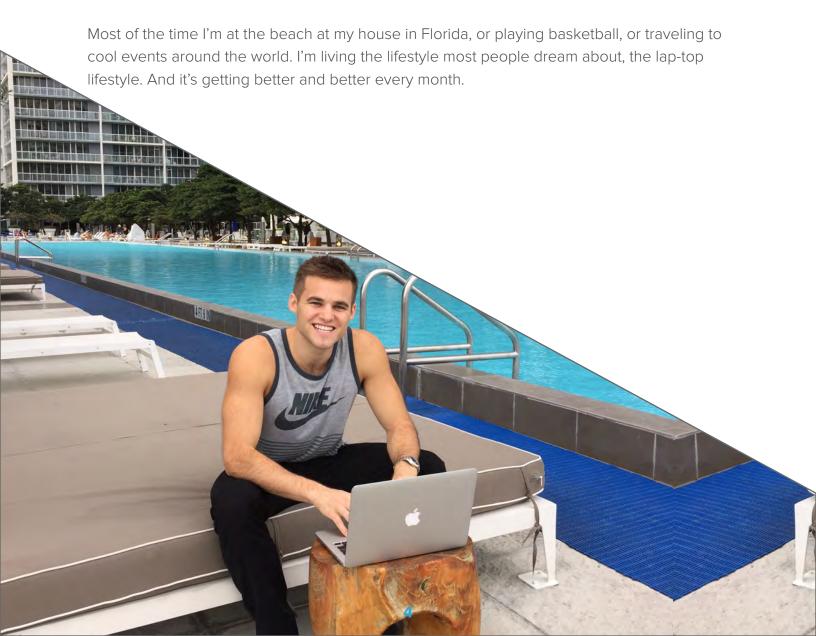
So I went on to master this skill, and I studied under a gentleman named
Russell Brunson, who is one of the most brilliant internet marketers on
the face of the planet. He has a multi-million dollar a month
software company, a \$400K/mo supplement company, and
is at the top of several network marketing
companies... All at the same time.

Now, I had to pay twenty five thousand dollars to learn this information and you are getting access to it in a condensed version for a fraction of the cost. When you follow the steps in this report you will have your own recruiting robot up and making you money, even if you are "tech challenged" like I am.

I know that's a big promise but stick with me...

I'm going to be teaching you guys all the stuff that rubbed off on me that allowed me to finally grow my network marketing business on the internet.

Life is much different now... I've been able to completely automate my network marketing business. I'm personally recruiting people every single week. My team is recruiting people. And It's all automated. I haven't done a home event in over six months and I haven't talked to a person on the phone.



Imagine that. Having an automated business that paid you on a recurring basis, whether you were physically there or not. That way, you could do the things that you really want to do.

Let's be real, you only got in this business and invested in this information because you want something more out of life. I think I can help...

MY GOAL

Plain and simple my goal is to help as many people as possible break free. To break-free from the B.S. financial rat race. The goal of this report is to walk you through a step-by-step process of exactly how you will set up an automated online business that's pulling in new leads and making sales into your network marketing business every single day.

I'm going to show you exactly what I did and walk you through it step-by-step. That way, you can have this set up in a weekend, even if you don't know anything about computers. I know I'm promising a lot, but I promise to deliver. Just trust me here. OK let's get right into it.



THE MASTER'S FORMULA TO RICHES

Before creating your recruiting robot you need to understand the masters formula. I learned this in a book called Dot Com Secrets. It's by that same gentleman who I mentioned taught me all this internet stuff. His name's Russell Brunson. He talks about this secret formula, which is going to aid you in bringing in leads, but also help you bring in the right type of lead. That way, you're working with people that you actually want to work with. You can do this strategically on the internet. Here's how the masters formula works.

PROFILE

The first question you have to know the answer to is... Who is your ideal customer? Who is the person that you want to work with? Who is the person that you want to attract into your business? You need to get specific about this.

Answer questions like...

Who is it that you want to serve with your product or opportunity? Is it a boy? Is it a girl? How old are they?

Who is this person? What are their biggest fears? What agitates them? What keeps them up at night? What is their passion? What kind of books do they ready? What is their ultimate pain? And their ultimate pleasure?" You need to get specific on who your ideal customer is before you can begin marketing to them effectively.

When I started doing this for my business I started thinking, "Who is it that I really want to work with?" What I decided was that I wanted to work with somebody that's between the ages of like 23 and 35 years old. So I don't deal with the immature 18-year-old kids. I wanted somebody that's a little bit more mature. Then I figured my ideal customer was a male, because that seems to be who I've attracted most in my business and who have been the biggest business-builders for me, males. For you it may be different. I wanted the guy that was the ex-high school athlete. He was good in sports. He had a good head on his shoulder. He can communicate well. That's the guy that I want to bring into my business. We'll call him Jake.

Now, for your business, maybe you want to attract somebody completely different. If you're selling weight-loss supplements, maybe you want to attract Daisy, who's the 40-year-old mom who's overweight.

Or let's say that you're selling ... I don't know, what else do people sell? ... You're selling some sort of anti-aging product. You want to target Bob, the baby boomer.

I can't stress this enough you've got to get specific on who it is that you're looking to attract into your business. So go ahead and fill out the little profile diagram that I've provided for you and make sure you get specific to start bringing in the right people to your business.



LOCATION

Once you get specific on who you want to attract, the second thing you want to know is... Where are these people hanging out on the internet? Let's think about my dream customer, Jake. This guy is between the ages of 23 and 35, ex-high school athlete, good communicator. Maybe he's working a traditional job. Maybe he's done MLM in the past. Where is he hanging out on the internet?

More specifically what Facebook pages does he like? Does he like Facebook pages like Grant Cardone and people like Tai Lopez? Does he like people like Tony Robbins or people in the self-development niche? What Instagram accounts does he follow? Who's profiles does he follow? What hashtags does he use? Also, what type of blogs or YouTube channels does this guy subscribe to? Or girl, whoever you're trying to attract into your business. Get clear on this by filling out the spider diagram before moving on.



I want to attract Jake, and I know that he's hanging out on the personal development/make money space of the world. Grant Cardone, Tai Lopez, Gary Vaynerchuck these guys are all in the make money/personal development niche. Think about the internet as an ocean, where is the fish that you wanna catch hanging out?

BAIT

Now you want to do to bring that ideal customer into your world. The secret of lead generation, is having good bait. What type of bait are you going to throw into the webs to attract your ideal customer?

You know who you want to catch. You know where he's hanging out. Now you want to just toss some bait into the middle of where your customer is hanging out. For me, it's Jake. For you, it may be Daisy, the 40-year-old overweight mom. Whoever the ideal customer is, find out where they're hanging out and what will be a good bait to lure them in. Here's a hint...

THEIR ULTIMATE PAIN POINT

Different baits are going to attract different types of people. My suggestion is to create your bait around your customers biggest problem and how you can help them solve it.

What's their biggest pain? If I were wanting to attract other network marketers... What is their biggest pain? Their biggest pain is that they probably don't have leads. (And that's exactly what this report is about, teaching you how to generate leads into your business and automate the whole thing. We will put it all together in a few minutes).

Again what is the biggest pain? It's not just that they don't have leads, but it's that they're struggling and they're tired of being made fun of and they're tired of the rejection from their friends and the family members and they don't have the social approval of people they care about. That's what they're really dealing with. You want to dig into that emotional pain.

Now, for a different type of customer, let's say we're talking about Daisy who's the overweight Mom that you want to attract into your weight-loss company, maybe her biggest pain is something like... they've tried everything, they've tried every diet, every pill, every supplement, and they still aren't able to lose that weight. They can't stand their physical body and it's making them insecure. That's what keeps them up at night. Figure out your target customers 3 biggest emotional pain points are before moving on...

INFORMATION HEALING

Now that you know their biggest pains. It's time for a little information healing. People go crazy for information these days. Especially if you can provide information that can help solve their problem. More than likely the bait that you want to throw into the inter webs is some sort of information.

Now, what kind of bait can you create? Well there's a whole bunch of different things that you can create really quickly to use as bait. For example, something could be a free video. We've done this before where we just do a free video training.

What else could you do? You could do a free report, PDF download, cheat sheet, checklist, or you could do anything really, just some sort of information that you can give these people that's going to help them solve their biggest pain that's easily consumable. This is what's going to pull your ideal customer into your business.

CREATING YOUR BAIT IN LESS THAN 5 MINS WITH FIVERR.COM

Now, how do you get these made? This is really simple. Just go to a website called **Fiverr.com.** You'll be able to hire somebody for like 5 or 10 bucks to create one of these for you. Now you have a beautiful lead magnet to attract your ideal customer. It's so simple. Don't get too caught up on this part. You could just use an iPhone video. Our first lead magnet was a free video training that we filmed on an iPhone that worked great!

DESTINATION

Lastly you want to know... Where are you going to take them? What's the final destination? I want to bring them into my consulting world, or I want to bring them into my network marketing business.

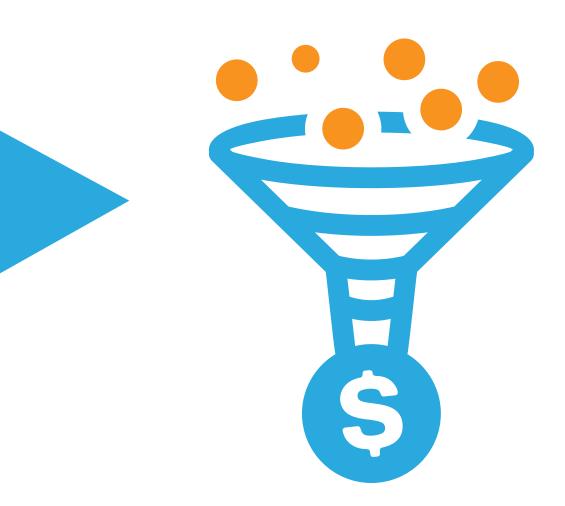
The end goal for Daisy, who's the overweight mom, you would want to her destination to be weight loss. Think about where can you serve them at the highest level? That's where you want to take them.

It's extremely important that you understand this formula. If you don't know this stuff about your market and your customer, then all of the rest of this report will be useless.

Here's a reminder of the secret formula: it's finding who your ideal customer is. You've got to get specific on this, because if you're not, then you're going to attract the wrong type of people into your business. Next, where do they hang out? Find out the FB pages, blogs, Instagram profiles, and Youtube channels. Then figure out what your bait's going to be. What is your client's biggest pain that you can help solve? Use **Fiverr.com** to make it come to life for cheap. Lastly, where do you want to take them? In this case probably into your network marketing business. That is the secret formula ladies and gentlemen.

HOW TO GENERATE ENDLESS LEADS

Now that you understand the secret formula. The second step is converting these people into leads? And how do we get this set up on the Internet? These tactics are very simple and you should be able to have this up in no time.



THE SACRED JAPANESE PHILOSOPHY

Here's, a sacred Japanese philosophy and it's the core concept behind lead generation. I got a chance to meet a 75 year old Japanese businessman who I figured was probably a billionaire. He owned baseball teams and private golf resorts, has a global company and is just brilliant. I remember, in the five minute meeting I had with him, he made a bigger impact on my life and business than anybody.

He taught me his sacred philosophy to give and then take. First you give something of value and then in return, you will take or you will receive something of value.

This is how the give then take philosophy of marketing works. It's really that simple. Remember how we created that bait? That information based product that we're going to heal your customers' pain with? That is what you want to give them and in exchange, you're going to take their email address, phone number, and name. They are now a lead.



Mr. Oshiro

That's the whole concept behind lead generation. Give something of great value so that way you build good rapport with your audience. They now like and trust you and know that you can help solve their problems. Now they will be much more comfortable giving you money.

START CAPTURING LEADS IN UNDER 5 MINS

Now we're going to set up 2 simple webpages to start capturing leads. This can be done in less than ten minutes (even if your not "techy"). The pages are real simple. The first page is just an opt-in page. All it needs is a headline, some sort of video or image over to the left, a call to action, and a place for them to put in their contact info.

An example of a good headline is how to blank without blank. How to do the thing that they really want to do without doing the thing that they really don't want to do.



For example in the weight loss niche it could be something like, how to lose weight without having to diet. For network marketers... How to recruit people into your business without having to talk to anybody. How to get the desired result without taking the undesired action.

Then over to the left, you can have a little picture or a little video where you're basically just telling them who you are, what you've got to offer them, why they need it now and how they can get it. Then over to the right, just a call to action that says, "Download your free whatever now!"

THE ONE SOFTWARE THAT RUNS MY ENTIRE BUSINESS

There's different software that you can use to set this up. I recommend and use clickfunnels. There's other software like lead pages and unbounce. But clickfunnels is easiest and will make your pages look sexy. Plus do a bunch of other cool stuff for your online business, like send emails and track all of your analytics. ClickFunnels runs my entire business so everything else that we're going to be talking about throughout the rest of this report, can all be done inside of ClickFunnels.



To help save you time... How would you like to have my exact optin page all set up and ready to go for you with the single click of a button?

If you would like me to share the exact opt-in page that I'm using, you can just **click this link** and it will download the opt-in page inside of your clickfunnels account.

So all you have to do is create a **free trial account inside of ClickFunnels.**

You get a free 14-day trial, and my exact opt-in template will be there for you. You don't have to adjust or mess with anything, you can just pop open the editor, really simply change your headline and change the video or picture and that's all there is to it. You can have that done in less than five minutes inside of clickfunnels. If you have any issues you can message their support staff and they will help you out. Pretty cool right?

Again this is the only software that I use to run my entire business.

So that is the scoop on lead generation. Remember the give then take philosophy. You're going to give your audience some sort of information to heal their pain, and in return, you're going to take their contact information. Setup your simple opt-in page inside of clickfunnels, and if you'd like it done under 5 mins you can just use my template that I've already created for you

HOW TO SET UP A MARKETING MACHINE THAT RECRUITS FOR YOU

Okay, so now you understand the secret formula. You have your simple opt-in page set up inside of ClickFunnels. Now as soon as they opt-in, they will be redirected to a second page, which is your sales page (where you sell them on your product or into your company). This is where you're going to convert these leads into product sales or into your network marketing business.

The sales page is also really simple. It should take a whopping 2 minutes to set this up inside of your ClickFunnels account. If you'd like, you can download my template.

Click this link it'll download inside of your ClickFunnels account right away.

That way you don't have to do any of the hard work. I've done it all for you. Cool huh? Go ahead and do that now.





Here's what the page looks like. There are 3 components. It has a headline, a video, and a button to apply now or to purchase your product. Depending if you're sponsoring people into your business or you're actually selling your product. Very simple.

For your headline, use the: How to (blank) without (blank) formula that we talked about earlier. Or feel free to create your own.



The sales video is positioned as a training or something to help complement what they just opted in for. Let's say, for example, we offered somebody 3 exercises that will burn stomach fat as our bait. The second page is going to have a video that's positioned as training. Maybe this is the nutrition that you need or the one thing I use to lose weight is this certain shake, or this certain supplement (depending on what your product is). It's just a second component of the equation to help solve their pain, which is in this case, they want to get rid of fat.

That's it! A headline, video, and apply now/buy button. Get your sales page set up or download my template and next we will talk about what to say in your sales video.

STAR STORY SOLUTION SCRIPT

How do you make an effective video sales letter? There's a couple of different ways that I've tested that have had a lot of success. The most successful has been what we call the star story solution script.

The premise of this script is basically there's a star, which is your ideal customer, and then there's some sort of story. This story is the same story that your ideal clients go through all the time. The story could be, "I tried all these different types of supplements and all these different types of diets, and I tried all these different types of workouts and nothing worked. I'm still fat and I'm frustrated, I've had it up to my eyeballs until I found this." This is your solution. So the star, the story, and then the solution which is obviously your product, or your opportunity, whatever you're selling. This works real good, there's a whole explanation and sample script that I can get for you here.



Now you can make the sales video however you would like. This could be your companies presentation. Or you can make your own. Or if you suck at presenting, team up with someone that is an awesome presenter in your company and just record them!

if your anything like me and would prefer to have this script or any other script written for you, then click here to see my secret script writing tool!

UPLOAD TO YOUTUBE

Upload the video recording to YouTube and then up into ClickFunnels. It's really simple, just a click of a couple of buttons.

To re-cap, we know the secret formula, we're generating leads by using the give then take method. Now you have this automated robot. Once this is built you will be able to send thousands of people through your presentation.

Imagine bringing a couple hundred prospects each week to a home meeting. Or imagine bringing a couple thousand...

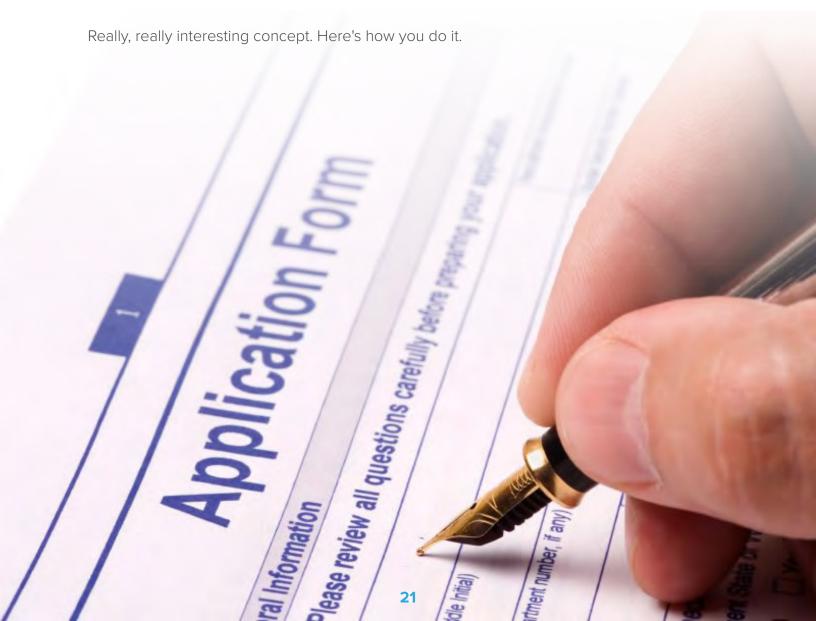
We will talk about how to find the people shortly. As for right now, I'm going to introduce you to the **Magic Script** to use for those leads that didn't apply or buy immediately, and the NLP questions we ask on the application to set up the sale.

HOW TO MAKE PEOPLE APPLY TO WORK WITH YOU

Okay. Now, let's talk about closing the deal and actually getting people in to your business. See, the big problem with MLM is the distributors sound too desperate because they're trying to get everyone to join their MLM.

FLIPPING THE SCRIPTS

If you just flip the scripts, you're going to get a much better outcome. Now, at the end of your sales video you want to have people apply to work with you. How cool is that? Having people apply to join your MLM. That totally flips the scripts when you or your team gets on the phone with these people. They are now selling themselves on why they should be able to work with you.



THE APPLICATION PROCESS

At the end of the video sales letter, when they click the apply now button, you can have it pop up to either be a <u>Wufoo</u> or <u>Scheduleonce</u> form. These are the two forms that I've used. Wufoo is really good. It's a little bit cheaper. But Scheduleonce is cool because it links with your phone and the prospect's phone. It sends them a one-day reminder and a 10-minute reminder before the call they have scheduled on the Scheduleonce form. You can insert either of these forms into your clickfunnels page in a whopping 5 seconds.

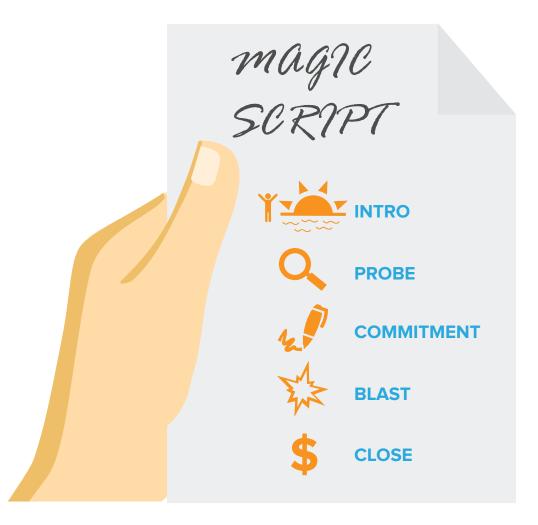
Here are the six questions that we ask on the application. You can use these exact questions when you're having people apply to join your team or change them up to fit your needs.

- 1. What attracts you the most?
- 2. What's your core goal? If you were to have the conversation with me 12 months from right now... What would have to happen for you personally/financially for you to be happy with your results.
- 3. When we create a success story with you, will you be alright with us using your testimony to help more people?
- 4. If we decide it's a good fit to work together, why do you think your would be a good candidate for our success team?
- 5. How much money are you looking to earn monthly in the next 3 months.
- 6. What's your Name, Email, Phone #?



THE MAGIC SCRIPT

The second part that really makes this work is the <u>Magic Script</u>. This is the same script that some of the most successful real estate companies in America were built on. It just works. It's beautiful and it makes it so easy to sell stuff.



We use this same script no matter what we are selling on the phone. Just make sure you follow it. If you want the script, then you can go ahead and <u>click here</u> and you'll be able to download the script. Also, you can get live recordings of our sales guy going through the script with live prospects. If you'd like to see how it's all done, then <u>click here</u> and you can get it for super cheap, but totally worth it. After all this script cost me \$3,500 to learn!

**Remember to use this script when calling the leads you've generated that didn't buy or apply immediately. They are in pain, just a little hesitant! Use this script to help them by selling them on your product or into your opportunity.

HOW TO GET AS MUCH TRAFFIC AS YOU WANT

By now you should have a well-oiled machine that's going to generate new leads and start sponsoring new reps into your network marketing business. The last component is getting traffic to your web pages. Now there's two different ways to look at traffic. I look at it as free traffic and paid traffic.



20 FREE TRAFFIC SOURCES

Free traffic is traffic that you already own and control. Think about it like your Facebook following or Instagram following. Maybe it's the phone numbers that you have or a YouTube channel you've started. If you have a Snapchat, your Snapchat followers. These are all free traffic sources that you can put a message out to and you're probably going to have a really good response depending on how well your message is framed.

When I post on social media or Free traffic sources, or even paid traffic sources a lot of the time, I use the P.A.S. formula. Problem, Agitate, Solve. One time I simply commented on a FB status talking about the audiences problems, I agitated their problem a bit, and then told them about my solution to solve their problem. And from this one FB comment, I ended up pulling in over \$4K! See traffic is everywhere on the Internet, its just a matter of directing that traffic towards you.

If you would like more in depth FREE traffic training, there's a little link you can click here that will download, <u>"20 Free Lead Sources"</u> so you can get more free traffic to your web pages that turn into leads and sales for you. Some of these <u>are pretty clever</u>;)



SCALING WITH PAID TRAFFIC

The second way to really blow things up is through paid advertising. This concept was so profound to me when I first learned it. If you could put \$1 in advertisement and get \$2 out, how much money would you spend? You'd spend as much money as you possibly could. Once you have your robot working, you can spend \$1 and get \$2 out, you can really scale things.

For example, we had a campaign that we spent about \$630 in paid advertising, and within just about a week that turned into 602 leads and over \$12,350 in commissions. Imagine that. Using the exact stuff that I'm talking about in this report.



Paid advertising. There's a whole bunch of different paid advertising sources, I'll go through a few of them here. One is Google. There's millions and millions of people searching on Google and you can go set up an ad on Google so when somebody searches in certain key words, your website pops up and they click on it. Another search engine is YouTube, a giant search engine, and you could make some sort of video ad which could be a simple iPhone video of you explaining something that you put in front of certain videos that your ideal clients are watching.

Another source is solo ads. Solo ads are basically email lists of certain groups of people that you can advertise to. For example, if you want to advertise to the health niche. You find people that have health lists, you can go to a health blog and find the contact information and ask them, "Hey, can I promote my offer to your list?" They'll work out a deal with you and you can promote it to all these people that are really targeted in your niche. If you want to do it in the make money niche then there's a different lists that you can find.

Another source is banner ads. Basically you can go to any website that you see other people advertising on. You can just contact the host of the website and ask them, "Hey, can I put on an advertisement on your webpage?"

OUR GO-TO TRAFFIC SOURCE

The two big sources that we use and have had the most success with is Facebook and Instagram. Mainly because these are the simplest to set up and generally they have the most targeted traffic... Plus there's over a billion people on Facebook.

HOW TO SET UP YOUR FB ADS

Here's how it works, the step-by-step process to getting your first Facebook ad up. Once you have the ad up and running, you can see how your funnel is converting, and if it's converting profitably you can just scale it up and make tons of sales. Here's the step-by-step.

The first thing you need to do is you need to create a business page. Set it as either a public figure or as a community, and make it look real. Fill out all the contact information, and fill it up with some pictures and some different posts. That should only take you 15 minutes total to set that all up.

The last thing is to set up your ads. The most important thing about an ad is the image. Usually the images, should be curiosity based to make people click. Getting people's attention is the main thing. Make sure you have a good headline and some body copy and a call to action. I'll include some headline templates right here.

That's pretty much it. Set your budget to how much money you want to spend per day on advertising. You can start with as little as \$5 a day on advertising, and then you are good to go. You got your first advertisement up, and you've got traffic now coming to your web pages. That is it. You have created your lead generation and your recruiting robot. And now you know how to get traffic through your funnel which you can do through free sources or you can do through paid sources like we just talked about.

SUPER RETENTION 101 (BONUS)

Okay, so you've got it all set up by now. You understand the secret formula and how to generate leads with the give it and take method. We have your sales page all set up. You understand the application/magic script and you know how to get traffic (eyeballs) to your presentation.

BUILDING CULTURE THROUGH FB GROUPS

Now, when you start signing all these people up, you want to keep them in a group and you want to build some sort of culture kind of like there is when you build a network company the traditional way with live, face to face events. There's a couple of things that we've discovered that have really helped automate this whole process and really make it smooth. The one thing that has really been key for us is building a highly active Facebook group.

We call it the Success Team and that group is filled with excitement. Any time somebody new joins the team or gets a product, we shout them out in our Facebook group. We're also shouting out results. When people are getting results we're making that known. Social proof is a powerful influencer. Also it's used as a support forum for people that have questions. We maintain really good energy and we're always posting to keep everybody excited and fired up about what we're doing.





VOXER

Then the last thing is Voxer, which is an app you can download on your smart phone. It's better than text messaging and it's more efficient than phone calls. Phone calls take 5, 10 minutes a lot of times.

With this app it is like a walkie-talkie app, so you can communicate very quickly back and forth and your thumbs don't get tired from typing out these long text messages all day long. These two things really help with retention. The Facebook group and Voxer. That way you have everyone in the same area and you can communicate really fast back and forth and then obviously adding things like conference calls or monthly webinars are just going to add to the fire. That is that.



KEY TAKEAWAYS

Completing the master's formula and having a thorough understanding of your customer and marketplace will make marketing to them much easier.

The secret to generating leads is to give the market information that can solve their pain. When you are able to solve someone's frustration they are going to love you forever.

Stick to the scripts provided. They work!

Outsource as much of this as you can with fiverr.com. Use my clickfunnels templates to get this set up quickly.

Don't be a TALKER be a DO-ER! This report is filled with gold to take your business to the next level. By mastering the steps in this guide you will be able to live Free and Rich.

WANT MORE HELP SETTING THIS ALL UP?

If you would like to ask Adam questions or would like some additional help setting this all up...

We have a support team and are more than happy to help you out even if you think your question is silly. Adam is committed to helping his students get results, and would love to have you be his next success story.

Send Adam a personal email at adamdwenig@gmail.com

Or apply here to speak with him directly.

Just fill out this questionnaire.

With much Love and Prosperity,

. Adam

