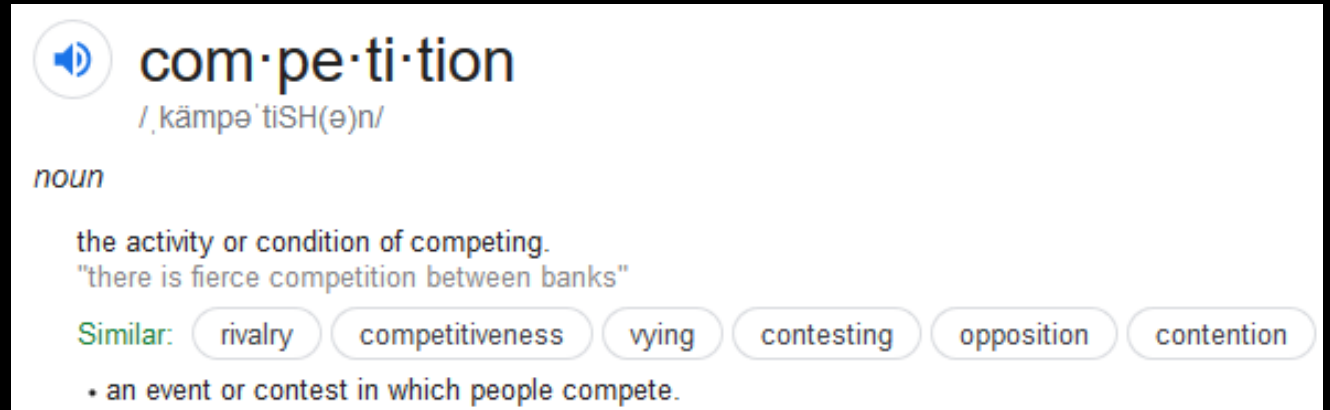



HOW DO YOU GET
BETTER AT WHAT YOU
DO?
YOU COMPETE.

Competition affects your brain, motivation, and productivity



A screenshot of a dictionary entry for the word "competition". It includes a speaker icon for audio, the word "com·pe·ti·tion" with syllable markers, its phonetic transcription "/ ˌkæmpəˈtɪʃ(ə)n/", and the part of speech "noun". The definition is "the activity or condition of competing." followed by an example sentence "there is fierce competition between banks". Below this, a "Similar:" section lists related words in rounded boxes: rivalry, competitiveness, vying, contesting, opposition, and contention. A final note states "• an event or contest in which people compete."

 **com·pe·ti·tion**
/ ˌkæmpəˈtɪʃ(ə)n/
noun
the activity or condition of competing.
"there is fierce competition between banks"
Similar: rivalry competitiveness vying contesting opposition contention
• an event or contest in which people compete.

Competition can increase motivation, improve productivity and performance, and provide accountability and validation.

But Why?

THE RIVAL EFFECT


THE MOTIVATING EFFECT

ACTIVATING THE BRAIN'S REWARD CENTERS

When we see someone else just like us being able to complete a task and gain the recognition we seek, we up our game to achieve these outcomes for ourselves.

When we see peers of ours achieving better results than we do, it drives us further than we normally drive ourselves, thus improving our performance levels.

Winning a competition activates the reward centers in your brain and produces a rush of dopamine (the feel-good hormone) in the hypothalamus, the pleasure center of the brain. Once you experience this rush, you're motivated to experience it again and again.



QUESTION I'VE ASKED
MYSELF:
HOW CAN I MAKE YOU
ALL BETTER?

SO WHAT'S
NEXT FOR
US?

THE ACADEMY 

**“THE ACADEMY” FOR
MORTGAGE**



The Academy


- This is a mentorship program.....
- Let's Learn, Grow & Get Better
- 2x/month starting 6/3
 - First and 3rd WED of every month.
 - We compete
- I'm your host, I'll have other top originators on as well
 - Contacts added
 - Content created
 - Closings



I will teach you “SIMPLE & EASY WAYS”

- How to Know your network
- How to Grow your network

I will teach you how to execute, execute, and execute

- Mindset...
 - Mastering Prospecting
 - Mastering your Schedule
 - Marketing...
 - List Building
 - Using Technology to reach your customers at scale
 - Building A Team
 - Developing better relationships with agents
 - Building your name, your brand, your business
 - Develop your CRM into a marketing machine
 - Get referrals and follow up
 - How to develop an online business
 - How to become a master at sales
 - MOST IMPORTANTLY: HOW TO GAIN A CUSTOMER AND RETAIN THE CUSTOMER FOR LIFE....
- 

THE ACADEMY ³⁶⁵

LEVELS & REWARDS

ORIGINATOR

5	SOCIAL MEDIA POSTS
10	CLOSED LOANS
100	NEW IN CRM
REWARD	1 FREE MONTH OF BUSINESS ACADEMY

CLOSER

10	SOCIAL MEDIA POSTS
20	CLOSED LOANS
200	NEW IN CRM
REWARD	FEATURED IN MONTHLY NEWSLETTER

EXPERT

25	SOCIAL MEDIA POSTS
50	CLOSED LOANS
500	NEW IN CRM
REWARD	BUSINESS ACADEMY SWAG PACKAGE

EXECUTIVE

50	SOCIAL MEDIA POSTS
100	CLOSED LOANS
1,000	NEW IN CRM
REWARD	BUSINESS ACADEMY MEDIA PACKAGE

ELITE

100	SOCIAL MEDIA POSTS
200	CLOSED LOANS
2,000	NEW IN CRM
REWARD	SPECIAL INVITE TO OUR VIP RETREAT WITH A FREE 2-NIGHT STAY

JOIN THE COMMUNITY

IF YOU'RE IN COACHING: YOU'RE IN

IF YOU AREN'T IN COACHING, \$97 a month:

WWW.BENANDERSON365.COM/PAGES/MEMBERSHIP