

Azam Meo's don't-let your-business-become-a statistic Empire IQ Test.

10 questions that'll take an ordinary company, teetering on the edge of bankruptcy, from zero to a thriving **\$50,000,000** multinational Empire... in less than 15-20 hours a week and for **next to nothing!**

Working smarter **always** beats working harder...

- This will PROVE to you that it doesn't matter what market, industry or economic climate you are in, you'll no longer get to blame anybody or anything else, just **fix these 10 items** because this is the difference

between working a job and **running an Empire** -

"This will be worth millions to you... or it won't.

It really depends on what you do with it, this is the financial equivalent to 'Weapons of Mass Destruction' so the use, implementation and overall harm/benefit you cause solely relies on what you ignore/embrace.

*This is a collection of lessons I've learned over the years, and it could very well save your life - and I don't just mean financially either. This is like shaving off years of learning, trial and error and 'what-everybody-else-is-doing' heartaches. Put simply; this is how to **build an Empire**.*

*It'll only take a few minutes to go through this and you can watch the accompanying video for a more in depth discussion about the items below, it'll really help you understand this more and see the real reasons almost **nobody does this** - or even knows about it.*

*These are **NOT** huge secrets, and you'll agree with everything - but you just aren't doing it, like I said almost nobody is. In fact, I use to challenge people by offering to buy their companies for at least **\$1,000,000** cash if they honestly answered 'Yes' to even **three** questions.*

Never once did I have a taker.

So even if you and I never connect or work together, consider this gift as my way of breaking bread with you. Below are some ways we can work together.

This Empire IQ will help you even if we never work together.

This will help you see exactly how me and my friends build companies, buy and sell real estate, etc. This is how I suggest you build your business so even if you don't get to become a student of mine you can still model your activity around this.

This is how you build an empire.

Take the test, see how you do, when you're sure that on a scale of 1-10 you are a 19 about becoming a student of mine and getting personally trained by me then go forward with the application process (if applications are being accepted) and let's rock.

Also keep in mind that the type of business, economy or industry that you enter is **never** the determining variable - it is always your skill. I really appreciate you and your involvement in what I'm trying to do for you so please let me know your thoughts - it means the world to me and all of us. When you're done, this is the page you want to go to:

<https://www.WeBuildEmpires.com/SA>

Thanks – Much Love - and God Bless!

- Azam



Start of Test:

Simply answer these yes/no questions with as little thought as possible, **keep track of your "yes" answers** and how many you have, your score will range from 1-10, you can use the scale at the end to see what your results mean.

1.) I have identified at least 3-5 people who would at least double/triple by business - make me two to three times as much money as I'm making right now - if they said 'Yes!'. I know exactly who these people are and I have a concerted, proactive and highly targeted machine in place to contact them for compliance.

Yes

No

2.) Hiring/interviewing or the trial phase of new employees or team members is done at my company without me having to talk to a single person - I hire/train people without talking to them - then when somebody is showing potential I spend time interviewing them. Because this machine is in place, I spend a specified chunk of time 'interviewing' top people for my team. When somebody starts on my team I the exact ROI I will make, I will pay them X and make back 2-3X in the first week for example.

Yes

No

3.) I have a book of tightly scripted Policies, charts, diagrams and checklists that can be handed to a fifth grader that explain in simple, yet highly specific terms exactly how my company is to be run - every week I evaluate current Policies and test new Policies, each week I'm testing at least one idea that can double/triple my compliance rates and my net income.

Yes

No

4.) I have outlined detailed and foolproof guidelines for each member of my team so they know exactly how they can make over \$100,000 (or 10k-\$30k) a month, I regularly hold meetings with them and help them stay accountable by **Policizing** their best ideas and testing them - and I know how to start hiring them immediately without paying them a penny until they've made me money - when I do pay them it is out of the money that they've paid me.

Yes

No

5.) I can/have run my entire business with a single conference call once a week, if that.

Yes

No

6.) I appreciate the skill of cold calling and know the statistics, therefore everyday my company is using the phone to make new contacts, solidify/reignite relationships and grow my business - this is done with regular training, accountability and Policy-testing.

Yes **No**

7.) Every conceivable form of dialog, from email, phone, website, voicemails, VBs, etc. all forms of initial contact, follow up contact, etc. - any and all **marketing, communication and dialog** that my company has with anybody, is 100% scripted, Policized and tested weekly for improvements.

Yes **No**

8.) In one sentence I can explain exactly what needs to be done or happen for my company to be ten times the size it is now.

Yes **No**

9.) I know where we are in the business cycle, I have identified the largest players and have a vested interest or ownership in each of their companies, furthermore I know who the potential 'buyers' of my company are, their criteria and I know exactly what needs to happen for my company to be sold, funded or taken 'public'. (this leads to immunity from potential 'Depressions')

Yes **No**

10.) I'm doing what I love

Yes **No**

Then some bonus questions:

11. I have isolate causes, charities and/or non-profit organizations that my business can and has partnered with?

Yes **No**

12. I have tested at least one way to double my business in the last 90 days?

Yes **No**

13. All of my past and current clients, leads, acquaintances, potential JV partners, vendors, client referrers, etc. all hear from me at least once a week?

Yes **No**

14. I know the exact DAILY activity that my business must engage in for me to make at least \$30,000 a month? (five calls and two signs a day for example)

Yes **No**

15. My mission statement is in the form of a "hook" (can be printed on a shirt that people would WANT to wear) that makes it clear how my business is improving the world and changing lives and anybody on my team can repeat it verbatim?

(Examples: We are building a world with an average human life expectancy of 250 years, I built a robot that buys and sells houses for you while you sleep, The largest group of special needs business owners, the number one youtube channel for Indiana real estate – My mission is to make lifelong friends helping folks around the world create generational wealth with Indiana real estate, etc.)

Yes **No**

16. I have a "Welcome Package" that thanks new people for joining my movement and my people have a nickname (Azamologists, BigReia Homeys, etc) with common goals and shared behavior identified so they know what is expected of them so that we can build a lifelong relationship?

Yes **No**

17. My business is really a movement disguised as a business and this movement is solving a specific set of problems in the world and any of my clients and team members can you exactly what that is?

Yes **No**

18. I have tried to dramatically change the life of at least one of my new leads this week?

Yes **No**

19. I volunteer for at least one hour a week?

Yes **No**

End of Test.

Add your "Yes" responses together by giving yourself one point for each, then total your score from 1-10. Then you can use the scale below.

See Your Results:

3 or more

You are a genius and among the most disciplined business owners I've ever met, you should be making at least \$100,000 a month.

4-6

You have an eight figure business and make a few hundred thousand dollars (or more) a month.

7 or more

Your focus isn't on your money as much as it is how much other's in your company are making, how large your company is growing and how well you are serving others **How'd you do?**

I'd love to hear about it, and hopefully we can connect on some projects.

And you know... just for being such a good sport, I want to give you...

A Surprise Bonus

Everything explained and outlined above is a **skill**. None of it is talent, intrinsic or inherent from birth. It is all a matter of using just a little discipline, a little willpower and a little ambition to follow through with what you focus on.

You'll notice that I strongly advocate meetings and 'Policizing' your business for maximum growth. We all know that we can do more, help more, contribute more, etc. but we almost never do. How many times have you started a diet or exercise routine and been so vehemently intent on sticking to it, but then...

A week later you're back to business as usual.

What's the problem?

Three words: **Repetition, Accountability** and **Discipline**.

This is the **RAD Model** that we've developed to slowly grow, improve and master your skill, income and ability to perform at gradually better levels. It is easily one of the biggest 'secrets' I know to making any dramatic change in your income or life.

It is with this model that you can slowly take your company from zero to whatever threshold you desire, the three diagrams below will explain this more. This kind of training is how you avoid your business from becoming a statistic, this is how to get your Empire going.

Mastery

RAD Model - mastering any skill set

Typical model/timeline for most people and companies seeking skill sets, this is why true mastery, or even skill, is so rare.

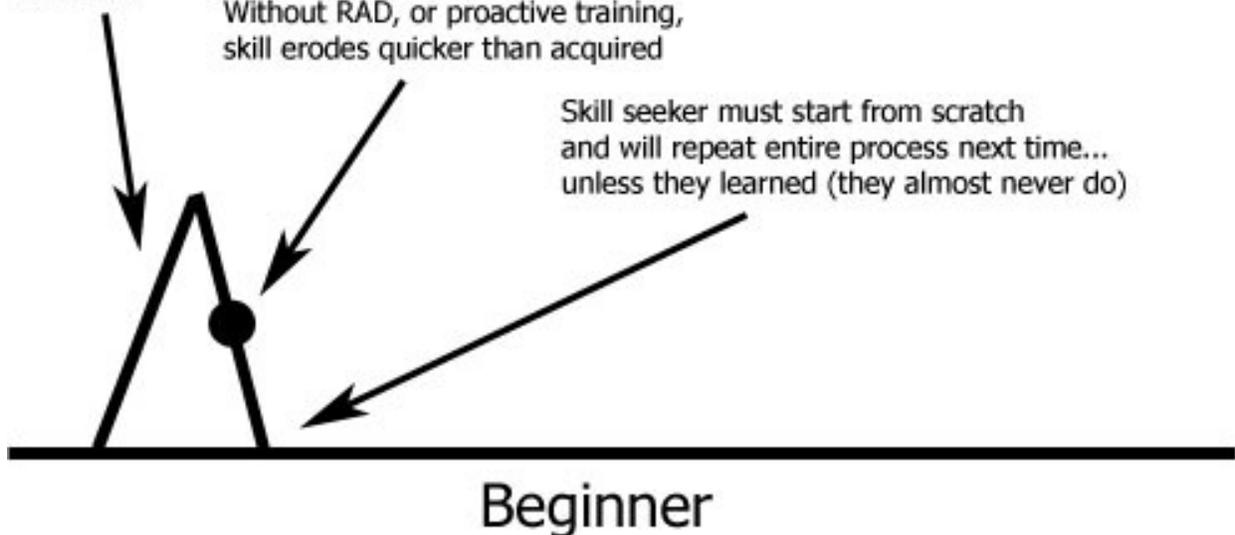
"Anything worth learning, won't be mastered in a day."

- Helen Keller

Nearly any task or skill
will improve in less than
24 hours

Without RAD, or proactive training,
skill erodes quicker than acquired

Skill seeker must start from scratch
and will repeat entire process next time...
unless they learned (they almost never do)

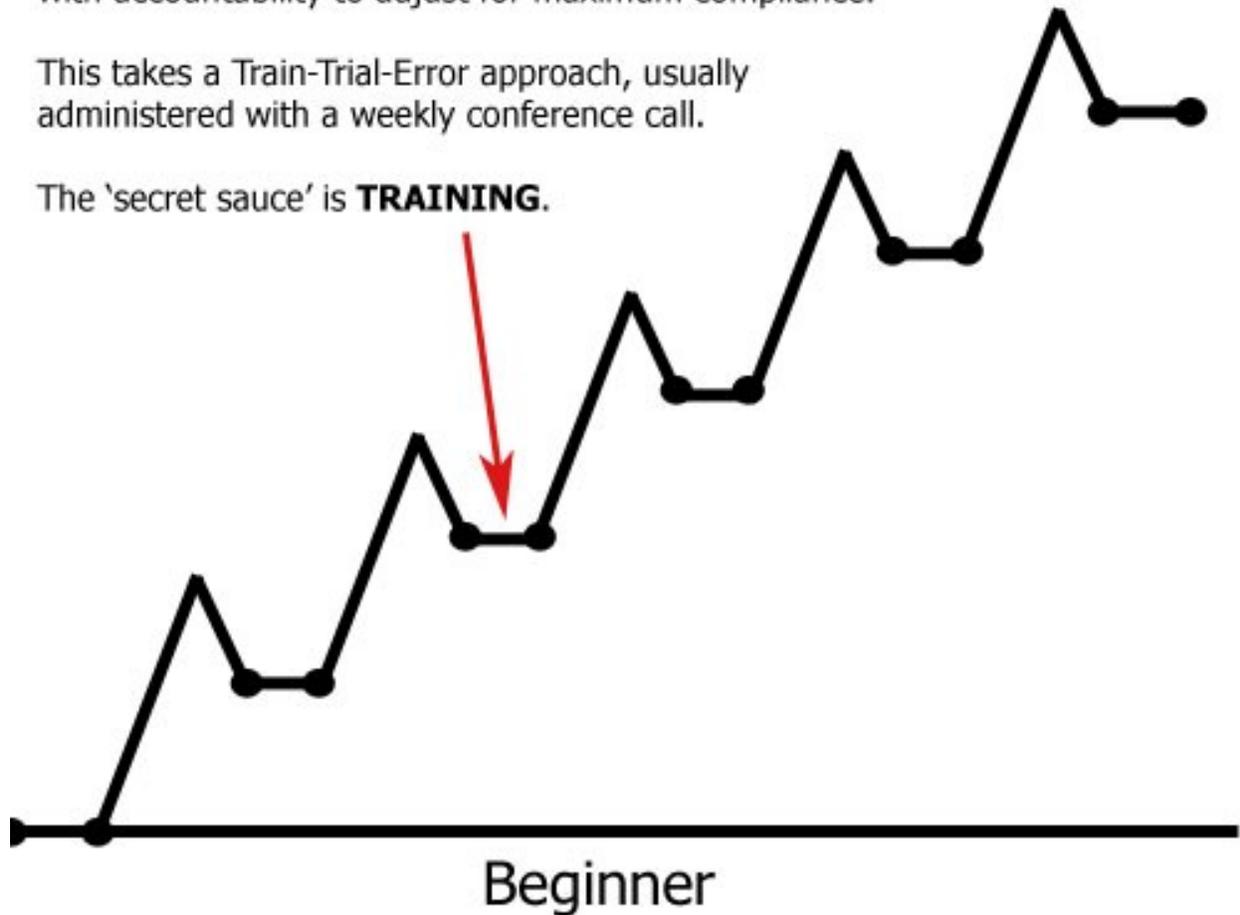


Mastery

RAD Model - mastering any skill set
Skill is gradually increased over time, with each peak surpassing the previous peak, and each low met with accountability to adjust for maximum compliance.

This takes a Train-Trial-Error approach, usually administered with a weekly conference call.

The 'secret sauce' is **TRAINING**.



Mastery

RAD Model - mastering any skill set

1.) **Repetition** - work begins and skill immediately increases

2.) **Accountability** - fall off of skill with plateau effect, training isolates problems and new policies are created

3.) **Discipline** - scheduled training to maintain growth and ensure each peak surpasses previous



If you want me to **personally** take you by the hand and put each one of these in place (and a lot more) in your company and show exactly how to start buying and selling companies and real estate the way that my friends and **invented**...

... no money down, no credit checks, hitting 10-30 grand a month on **each** deal that you do, etc. – ... so first I train **you** and then you and I **partner** together – then you can apply for that and get all the details here:

www.WeBuildEmpires.com

