# Notification of Our Wonderful New Rep Resources Website ([scwl.org](http://scwl.org/)) and Notification of forthcoming SCWL group interview reviews next week.

# Thank you to all those who attended the interviews to become a part time commission only rep for Midwest Research SCWL!

# Our new website is now up and running on the internet. It is not so much a selling site for the company as rather a resource site for the reps, although you can refer prospective purchasers and sub-agents to it.

# I have identified a major problem with the interviews and that is that it is likely that most or all of those who attended cannot remember more than 5% or 10% of what was presented about the opportunity in the interviews. All showed great enthusiasm but that quickly wanes if you cannot remember much of what was said. Hence I need to make up for this shortcoming on my part.

# So as to remedy the problem, I am holding a number of group reviews next week starting tomorrow, Friday till Friday next week and these will be again held in the interview / study room at Concord library at 9.30 am.

# The main problem is perhaps that the interview / presentations were not taped so people cannot remember all that was covered.

# These reviews will be recorded and put up on our new highly professional resource page at [scwl.org](http://scwl.org/). One has recently been recorded with V. and that was a lunch review at Chatswood RSL with an agent from four years ago. It is up on the site but the sound quality there was a lot of background noise.

# Also, those who attended should by now have a number of questions or have a few reservations about the programs and how to go about marketing. After all, the product was highly controversial a few decades ago and there may be a few echoes of that still around, but not as much. Much material has been put of up on the website to provide answers to you but if you have heard any major objections I would love to hear them.

# If you have any particular questions or objections please put them to me by return email.

# If coming to the reviews it is essential that you book by phone or email to come and advise which event you wish to attend. You can bring a friend if you like. If you don't book and I will not know that you or anyone is coming.

# These sessions will all be recorded and placed up on the internet for you to be reminded of what was covered at your interview. Also at these reviews you will have a chance to meet some of the other reps.

# Reps who have commenced doing the handouts can come along and compare notes with the other reps doing likewise.

# If you have not had opportunity to attend an interview as yet, you are welcome to come to the reviews as we will be going over the nuts and bolts of the business and doing some training. You are welcome to record the sessions so you can listen to what is said again and again as those who do so will have the best retention.

# Remember: working with Midwest is not 'sequential' work it is 'parallel' work. You do not have to leave what you are presently doing. You can do the work in parallel without leaving your current work, or you can treat it as full time and leave what you are doing and have your time free of a 9 to 5 job.

# We have at least two ways you can be paid for doing your work as a rep. Income earning figures are now up on the website at [SCWL Commissions, Overrides, TeamBuilding.docx](http://scwl.org/SCWL_Commissions_Overrides_TeamBuilding.docx)

# Additionally, if you have a mortgage or some serious debts or need of income or wish to make a major purchase as a goal we can assist you in having these completely wiped out as an incentive to work hard with SCWL. This is done be separate means so I am happy to have a separate interview with you about this unusual legal process if you are in any of those situations.

# \*\*\* I am also available to do in-home interview presentations if you would like to hold an in- home and have some friends around. It is an easy way to arouse interest, get sales and / or start a team.

# If you have not had a chance to have an interview please inspect the website and book in to come along one day next week at 9.30 am. If you cannot make it to the 9.30 am sessions please advise me of three other times when you can make it and I will schedule other times.

# \*\*\* Please note my special offer to you for ordering your A5 lists. I am happy to place the order for you the first time if you pay the requisite amount into the bank account. Please see details at the [Printing\_the\_Lists](http://scwl.org/SCWL_Printing_the_Lists.do) article at [scwl.org](http://scwl.org/).

# \*\*\* Finally I would appreciate it if you could please give me your comments on the new website.

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