



## The Closer's Circle

*This isn't theory. This is about driving results.*

*Because in **The Closer's Circle** — it's the fuel for **winning**.*

## ***The Closer's Circle –***

***Your goals, your plan, your payday - WINNING***

Turning Solution Advisors into Master Closers

The Closer's Circle was created by **Team Faias**, a strategic sales and advisory division of **Merchant People LLC**, to recognize and elevate top-performing professionals who exemplify production, leadership, and long-term portfolio growth.

# What does WINNING look like for you?

Define It. Drive It. Dominate It.

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YOUR PAYDAY



**Buy a New Car**  
**Buy a New House**  
**Take a Trip of a Lifetime**  
**Financial Freedom**  
**Financial Peace of Mind**

**Your Vision. Your Hustle** • **Winning Isn't Luck** • **When You Close Deals, You Define Success**

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# Ownership, Resilience, and Accountability

Mindset needed in sales and building residual income

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**Ownership** sets the foundation You take charge of earning more, working smarter, and managing money intentionally.

**Accountability** keeps you consistent You track progress, correct mistakes, and stay aligned with your goals.

**Resilience** ensures long-term success When life gets hard, resilience prevents you from stopping, giving up, or backsliding.

**Together, they create a powerful financial mindset**

**Track your growth. Celebrate your monthly increase. Build long-term income**

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# What's Your Monthly Income Goal?

Clarity is the first step toward consistency

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## Because you can't hit a goal you haven't set

- Back into weekly actions from your **monthly and annual income target**
- **Track progress** and spot gaps early
- **Share results** with your family and manager for support & coaching
- **Adjust quickly** to stay on pace

## Set your target — then build your plan to hit it.

- Because success doesn't happen by accident — it happens by design.
- Your personal income plan turns big goals into daily actions, creating consistency, accountability, and predictable income.

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# Your Monthly Goal = Your Motivation Multiplier

Once you see it, you'll start chasing it.

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## Monthly Accountability

### Track Your Growth — Celebrate Your Wins

**Your plan is your scoreboard.**

Each Month, track how your actions align with your goals.

Celebrate every approval, every milestone, every mailbox dollar earned.

#### **Steps:**

1. Start with your **annual income goal**
2. Break it into **monthly targets**
3. Convert monthly into **actions** (appointments, proposals, approvals)
4. Track your wins and adjust every month
5. Celebrate progress with your **manager and family**

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Residual income is how you keep moving forward

Even when the month gets tough.

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**Power of Compounding  
Residuals  
Growth Over Time =  
Freedom**

**The Compounding Math  
Stability and  
Predictability**

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# Final Motivation - The Payoff

**Build Long-Term Income - This Isn't Just a Job — It's Your Business**

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## **Think Like an Entrepreneur. WIN Like a Closer.**

You're building an income stream that rewards consistency, ownership, and accountability. Every week matters. Every deal compounds. Every result is yours.

- Create stability and peace of mind
- Earn residuals that grow every month
- Turn today's effort into tomorrow's freedom

*Track your growth. Celebrate your monthly increase. Build long-term income.*

**Think Bigger. Sell Smarter. WIN Faster.**

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# Your Commitment = Your Mailbox Money

Let's turn those numbers into action — and action into income.

We've seen the numbers. We've seen the growth.

We've seen what happens when you focus on **WINNING deals** — it turns into **real mailbox money** month after month.

## Now it's time for commitment.

I want each of you to make one simple promise to yourself (and your future residual income):

“I will create new mailbox money every week.”

It could be one deal. It could be two. But every win builds the freedom you're working for.

So, here's the challenge, share your personal goal with your family and teammates:

- How many new approvals will you commit to this week?
- How much new mailbox money are you aiming to create?

Let's turn those numbers into action — and action into income.

This is *your business*. This is *your future income*. Let's go **WIN** it.

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