DANCERWEALTH WORKBOOK

To be used in conjunction with www.stripandgrowrich.com ONLY



This page intentionally left blank

How to get the most from DancerWealth

Thank you for taking the opportunity to see what DancerWealth is all about. You have just proven that you aren't just interested in improving your skills and increasing your income dancing-you <u>TOOK ACTION!!</u> Congratulations!

We are committed to giving you helpful money making tips here. This isn't re-warmed information from the internet that you can get for free if you dig for it, its cutting edge SuperStripper <u>Sales Strategy!</u> We also use body language and psychology to make sure your sales "game" is making you the most money you can at all times during a shift. DancerWealth is a self-paced course. The core videos that this workbook covers are just the beginning of your ongoing education. The core videos include The Colors, The Hot Buttons, Persuasive Communication, Core Concepts of Running Your Stripping Business, and SuperStripper Club Scenarios. In the core videos you will learn to identify your target and have a strategy or two lined up before you approach. In addition to those core videos are supplementary tutorials that are updated and added on a regular basis and include The SuperStripper Guide to Social Networking, Maintaining the SuperStripper Zone, and more! If you have a question, be sure to ask in the private forums, this is where I can respond to you directly, it's like having your own personal coach!

DancerWealth has been around since 2003, but we have revamped and added much more advanced techniques. It's designed to help you put the skills you can make the most money with FIRST, then build on them so that your **confidence** (the ultimate sales tool) is higher and increasing.

Let's talk for a moment about INVESTING IN YOURSELF... If you make \$200 on an average night or \$500+ on a good night... (we've ALL made less than this at one time or another on a "bad" night, right?) Doesn't it make sense to invest **one lapdance a month** back into sharpening your skills? You could watch all of the videos once and 'know' it, but we really suggest watching it once all the way through, watching it a second time for note-taking, and <u>practicing</u> what you learn! Go comment and ask questions in the forums too.

This workbook is designed to complement your studies. You will notice that each of the core videos appears first in a small pop up window. You can resize each video to full screen size by clicking the bottom right icon. You can also pause, rewind, and fast forward each video using the buttons left of center on the video toolbar. Continued ->

Above all, have fun while you learn this stuff! We are so lucky to be able to make good money in a laid back environment while being social and looking fabulous!

Take a moment each morning when you wake up to be <u>thankful</u> for what you have, whether it's health, looks, a great family, money, fame, or something else you treasure. You will notice that when you are being thankful, you can't feel any of the 'bad' emotions at that moment. This is getting ahead of ourselves here! That's a sample from our 3rd program, DancerVictory...

I'm so glad you joined us and I know you're going to be glad you did!



To your SuperStripper Success,

Rebecca Avalon

PS-here's some stuff our lawyer Rich made me put in here....

All of the content in this workbook and on <u>www.stripandgrowrich.com</u> is protected by copyright. As part of the agreement you electronically signed upon joining, you agreed to abide our terms of use.

COPYRIGHT OF STRIP AND GROW RICH WEBSITE AND THIS WORKBOOK

The content, components and works of authorship contained in Strip and Grow Rich website and workbook, including but not limited to any design, text and image, are owned, except as otherwise expressly stated, by Strip and Grow Rich LLC and may not be copied, reproduced, transmitted, displayed, performed, distributed, rented, sublicensed, altered, stored for subsequent use or otherwise used in whole or in part in any manner without the <u>prior written consent</u> of Strip and Grow Rich.

For webpages where no third-party rights are mentioned, the following rules apply:

- You should not reproduce, transmit, modify, or use any part of Strip and Grow Rich website for any public or commercial purpose without the prior written permission of Strip and Grow

Rich Inc. This includes discussion activities on public forums including but not limited to www.stripperweb.com and www.exoticdancernet.com

- You may print the pages and store one copy for personal use, provided that you do not remove any copyright or other proprietary notices
- You should not distribute the information to any third party
- No use of any of Strip and Grow Rich website and/or its content other than the use described above is allowed or may be inferred from the present text unless expressly permitted in writing by a member of Strip and Grow Rich. If you have any question about copyright matters in relation to Strip and Grow Rich website, please contact info@stripandgrowrich.com

DISPUTES

Any dispute arising from or related to Strip and Grow Rich website shall exclusively be settled by the district court of Philadelphia. However, Strip and Grow Rich reserves the right to start legal proceedings wherever it deems fit, namely, but not exclusively, in places where the defendant possesses assets.

Whew! Now on to the GOOD STUFF!

Get ready to <u>LEARN</u>

how to EARN

more \$ money \$



every SHIFT YOU WORK!



This is the MOST Important Lesson

- You can have
- all the tools
- all the skills
- and all the know how...
- but NOTHING works if you are not in the SuperStripper Zone!!



How do YOU <i>feel</i> when you are in the SuperStripper 2	Zone?
What Music Gets YOU into the SuperStripper Zone?	
What do YOU need to hear to get you into the butt-k	icking, take no prisoners SuperStripper Zone?
What methods help you MAINTAIN the SuperStrippe	r Zone best?



How SuperStrippers Do it

- ▶ Two Secrets to Closing Sales
 - They trigger the brain's Automatic Mode to say "Yes!" with one of the 7 Hot Buttons
 - · They identify the Four Personality Types
 - Red
 - Blue
 - Green
 - Yellow



How the Brain Makes Decisions

- Automatic Mode
 - · Drives decisions all day long
 - · Driving a Car, Preparing Food
 - Fight or Flight Response
- Logical, Rational Mode
 - · Requires more thought
 - · Often need to discuss with others
 - · Takes longer to make a decision



What is the SuperStripper Key?

Name 3 More Automatic Mode Activities

SuperStrippers use the Automatic Mode The Automatic Mode doesn't require Logical Thought Logical Mode SuperStrippe triggers the customer's Hot Button to say "YES" Automatic

Can you currently identify the Automatic				
Mode? What signals do you look for?				



Unskilled Dancers battle the Logical Mode • When thinking in Logical Mode it takes longer to make a decision. Sent to Logical Dancer does not trigger the Customer's Hot Button to say "YES"

What can you do differently when dealing					
with a customer thinking in Logical Mode that					
will make a difference in your sales?					

Key Points to Remember!

- Automatic Mode is Always First
 - · Push his Hot Buttons
 - · Activate the Automatic Mode
 - · He WILL say Yes!
- Logical Mode is not a "No"
- · Try a different Hot Button
- Negotiate VIP



Personality Types

- There are Four Basic Personality Types
 - Red
 - Blue
 - Green
 - Yellow
- Identify the customer's personality type
 - · Figure out which Hot Button is most effective
 - · Sell him what he wants



GrowRich				
•				



Reds

Typical

Reds portray a confident attitude. They love a good challenge and are focused on seeing results. They have a strong desire to win. They like being with the beautiful, top of the food chain type of people. They are usually insecure and need to get approval from others, which is the main reason they overachieve. They are good decision makers, and usually make their decisions quickly. They are selfish. They can be short with people. They like having the best of everything including VIP Treatment. They are not good team players. They like to be in the spotlight.

Dysfunctional

They are very insecure so they have to put on a hard outer shell to keep people from recognizing their fears and self doubt. They will do anything to win, whether it is ethical or not. They can be sociopaths who create their own moral universe. They crave constant reinforcement of their value from others. They are very ego centric. They are verbally abusive to people and use fear and intimidation to manage others. They are horrible listeners. They expect and demand VIP treatment. They resent it when others are in the spotlight. They work terribly as team players. They are above the rules that regular people need to follow and have a strong sense of entitlement

Highly Functioning

They can be humble when under authority. They are very driven to win, but they will not do things unethically to win. They have a good self image and do not need the approval of others. They are somewhat self-centered but have awareness of others needs. They thrive on challenges. They have learned to listen to others and include people in their decision making process. They like VIP treatment, but they don't demand it. They want the spotlight, but respect and acknowledge others for their achievements. They are willing to work hard to earn what they get. They don't go out of their way to express their emotions, but they can do it. They are empathetic to others



How to Work with a Red

Dress	More formal than casual
	Expensive, designer
	Classic wealthy look
Appearance	Shorter hair styles
	Sharp and classy over trendy
	Well groomed, clean shaven
Tone of Voice	Loud and forceful
	Can be profane/sarcastic
	Rapid speech
Timeliness	Usually a few minutes late/busy schedule
	Upset if they are on time and others are
	late
	Always seem to be in a rush
Greeting Them	They have a firm handshake
	Do not violate their personal space
	Speak confidently and loudly to gain
	respect
Closing Them	Do NOT tell them what to do
	Challenge them
	Show them how to get results fast
	Avoid small talk, get to the point
	Flatter them
Teaching Them	Praise them, then make correction, praise
	again
	Don't criticize them
	Be firm and certain of what you say
	Do not embarrass them
Inspiring them	Challenge them and put them into
	competition
	Expect a lot from them



Blues

Typical

They are fun loving. They live for the moment. They like bright things and happy people. They like to follow strong leadership as long as the leaders treat them nicely. They love a sense of humor in someone. They are very spontaneous. They are not mindful of being on time. They are forgetful. They spend their money freely (don't save much at all.) They love to travel and have adventures. They love to be outside in the sunshine. They love being social and meeting new people.

Dysfunctional

They are constantly late for everything. They do things without thinking of the consequences of their actions, leading to a lot of regrets. They are indecisive and very scattered with a short attention span. They are terrible at following through. They can ruin relationships by saying things they don't mean because they talk before they think, or because they talk too much after drinking excessively. They build up high debts living for the moment, and spend forever trying to pay them off. They ignore their problems and procrastinate in general. They are forgetful, leading them to be unreliable.

Highly Functioning

They are mindful of being on time. They have some control over thinking through their actions and their consequences. They can be good at following up with increased focus and effort. They have learned from their mistakes to try and think before they talk. They face their problems and deal with them. They outline their daily tasks to help keep them on track. They cut back on some of their reckless spending. They can keep themselves focused pretty will even if their task is not fun and exciting. They learn to keep their focus even if they are bored.



How to work with a Blue

Dress	Bright colors
	Hip and trendy
	Usually casually dressed
Appearance	Spiky, lots of hair product
	Can be sloppy, wrinkled
	Always in fashion
Tone of Voice	Upbeat and happy
	Loud and fast
	Use a lot of hip expressions and slang
Timeliness	They are usually late
	Will go off on tangents and cause
	meetings to go off track/schedule
Greeting them	They will get close to you, hug them
	They are informal
	Give them a big smile
Closing them	Tell them what they should do, but nicely
	Focus on short term goals
	Let them know they will have fun
Teaching them	Use an even tone of voice when correcting
	them
	Don't belabor your points
	End comments on optimistic fun note
	Let them know they can do it, so they
	don't lose faith in themselves
Inspiring them	Give them simple short term contests they
	can achieve easily
	Publicly recognize them when they achieve
	success
	Let them know that to be included in an
	inner group they need to produce solid
	results



Yellows

Typical

They are personable and friendly. They are loyal and excellent team players. They are supporters rather than leaders. They will follow an ethical leader. They are huge on honesty and integrity. They are very family oriented. They love animals and the great outdoors. They are very environmentally conscious. They are natural peacemakers. They do not like conflicts and confrontations. They love to volunteer for a worthy cause. They do not like people who are materialistic or greedy. They do not like people who are phony, and they are very intuitive. They are very creative and expressive

Dysfunctional

They are extremely sensitive to criticism and rejection. They shut down when someone confronts or yells at them. They hold their emotions for long periods of time if they think expressing them will cause a conflict. When they get to a breaking point they explode, worse than any other personality type. They are not goal oriented or highly motivated to achieve excellence in a business setting. They dwell on problems. They can talk your ear off when you are in a hurry, and get offended when you are abrupt with them. They are professional worriers. They beat around the bush when confronting anything unpleasant. They buy people's excuses or reasons for not achieving their objectives, being too sympathetic. They are very gullible.

Highly Functioning

They can take criticism and rejection without taking it personally. They learn to not dwell on problems. They learn to be empathetic instead of sympathetic. They learn to be aware of when other people do not have excess time to chit-chat and let them go without thinking they are rude. They learn how to be more goal oriented and results focused. They learn how to confront issues and express their feelings even if they don't think it will be popular. They realize that they cannot save everyone; they can only help those who want to help themselves.



How to work with a Yellow

Dress	Casual and comfortable
	Not expensive, flashy or trendy
	Lots of earth tones
Appearance	Longer hair, not styled in any special way
	Nothing flashy for jewelry
	Least physically fit of all types
Tone of Voice	Happy and worm tone of voice
	Speak softer and slower
	Rarely sharp or sarcastic
Timeliness	Usually on time or early
	Respectful of others time
	Spend much business time making small
	talk and building rapport
	They will get close to you. Hug them
	Softer handshake
	They respond well to a warm smile and
	eye contact
Closing them	Be sincere and interested in their needs
	Listen to them
	Tell them what to do
	Do not challenge them or be boastful or
	materialistic
	They respond to honesty and integrity
Teaching them	Compliment them, correct them very
	nicely, then praise them for their
	commitment
	Be very mindful of your tone of voice,
	don't yell at them, curse, or corner them
	If they know you care about their well-
	being, they will take instruction
	They respond will if you make them feel
	guilty about letting you down
Inspiring them	Don't put them into competition
	Let them know their participation is helping
	others and you will be proud of them if they
	achieve



Greens

Typical

They are very logical and calculated in their thinking. They do not make snap decisions. Rather, they love to gather and analyze data before making a decision. They are naturally skeptical of people's motives. They prefer getting facts over having intuiton or depending on faith. They are very realistic and have a tendency to prejudge people. They need a precise plan to follow or they do not function well. They need structure in general. They do not like suprises and are not at all spontaneous. They are perfectionists. They tend to be very emotionally detached.

Dysfunctional

They overanalyze everything to the point of not taking any action. They expect everyone and everything to be perfect and are very critical if they are not. They are very unforgiving. They are difficult to get close to because of their distaste for intimacy. They are too skeptical. They miss out on a lot of opportunities because they need see documented success before they take action. They come off as cold and uncaring. They can be selfish. They need to win every argument and do things their way. They are not very social.

Highly Functioning

They learn to just do it and grab the concept of learning from your experiences, instead of from a book. They stop being so judgmental of people and especially stop prejudging people before they really get to know them. They learn that they do not need to win every argument. They don't need facts for every decision. They learn the value of faith. They open up their emotions to people they feel comfortable with. They lose their deep need to be perfect and develop a desire to be excellent instead. They learn how to be focused on results over methods when trying to achieve success.



How to work with a Green

Dress	Very non-descript, nothing stands out	
Bress	Nothing flashy, trendy, or expensive	
	Usually more formal/conservative	
Appearance	Standard hairstyle, nothing wild or stylish	
Appearance	Least concerned about appearance	
	Most likely to wear glasses (rather than	
	contacts) and be OK with baldness or	
	physical imperfections	
	Usually physically fit	
Tone of Voice	Borderline monotone. Slow and deliberate	
	Very articulate. Very little slang, good	
	vocabulary	
Timeliness	Very prompt	
	Upset when others are late	
	Efficient with use of time	
Greeting them	They will not get close to you/germ	
	conscious	
	Like having their personal space	
	Usually no smile or small talk	
Closing them	Do not tell them what to do.	
	No hype, make logical arguments	
	Answer all their questions, the more facts	
	the better	
	Explain their options and then back off	
Teaching them	Give it to them straight. Don't sugarcoat	
	Be specific with your comments, always	
	offering ways to find solutions	
	Walk your talk. Do what you say you are	
	going to do	
	Refer to documented sources to validate	
	what you are teaching them	
Inspiring them	Do not look over their shoulder	
	Raise their expectations	
	Stress excellence over perfection	



What is YOUR Personality?

Part 1

Rank yourself using the following scoring system

- 5 for a statement that is always true of you
- 4 for a statement that is usually true of you
- 3 for a statement that is true of you 50% of the time
- 2 for a statement that is rarely true of you
- 1 for a statement that is not true of you at all

Section 1

	1.	I enjoy taking charge of a situation		
	2.	I prefer being around attractive, sharp people		
	3.	I enjoy challenges		
	4.	I like to keep score at whatever I'm doing		
	5.	I enjoy having the best of everything		
	6.	In order to win, there will be a few casualties		
	7.	Pressure makes me perform at my best		
	8.	Wimpy people drive me crazy		
	9.	I like to keep my schedule very busy		
	10.	I do not like people touching my stuff		
	11.	I do not take directions very well		
	12.	I am very impatient		
	13.	I do not like doing things that make me look stupid		
	14.	Winning is very important to me		
	15.	I do not feel comfortable showing my emotions		
			Total	
			iotai	
Sec	tion	2		
	1.	My motto is "Have fun now, worry about it later"		
	2.	If I get bored with my work, I stop working on it		
	3.	If I'm not having fun, I will stop what I'm doing		
	4.	I am drawn to things that are bright and colorful		
	5.	I have a tendency to lose track of time		
	6.	It's important to follow the current fashion trends		



	7.	I am spontaneous		
	8.	I love to travel and experience new things		
	9.	I am very curious and adventurous		
	10.	I hate the pressure of deadlines		
		I am more into concepts and details		
		I love to play games whether I win or lose		
		I prefer to follow a strong leader than be one		
		I like to be the center of attention		
	15.	I am very optimistic		
		, , ,		
			Total	
Soc	tion	.2		
360	LIOII	13		
	1.	I consider myself to be a peacemaker		
	2.	I love being in the great outdoors		
	3.	I do not like to be pushed		
	4.	I am turned off by materialistic people		
	5.	I am not very driven by money		
	6.	I love animals		
	7.	I am very spiritual		
	8.	I place a high value on integrity		
	9.	I am very loyal		
	10.	I love to create		
	11.	I will generally avoid an argument if possible		
	12.	I think of others' needs before my own		
	13.	I love to volunteer for a worthy cause		
	14.	I do not like people who are loud and boisterous		
	15.	I believe the best things in life are free		
			Total	
Sec	tion	4		
	1.	I like things to be predictable		
	2.	I am always on time for appointments		
	3.	I am conservative with my money		
	4.	I like having a detailed plan to follow		
	5.	I don't like it when other people get emotional		
	6.	I am very consistent with my schedule		
	7.	I am very precise in what I do		
	8.	I don't need to have VIP treatment		
	a	Llike things that are measurable		



10.	I enjoy watching documentaries
	I love finding deals when I buy something
	I hate being told what to do
	I have a tendency to ask a lot of questions
	I do not make quick decisions
	I rely on facts more than gut feelings.
	Total
Part 2	
In the f	ollowing section you are given two adjectives. Circle the one that is most like you
1.	Aggressive
2.	Spontaneous
3.	Compassionate
4.	Analytical
5.	Competitive
6.	Creative
7.	Curious
8.	Conservative
9.	Resourceful
10.	Intelligent
11.	Adventurous
12.	Loving
13.	Extroverted
14.	Driven
15.	Systematic
16.	Loyal
17.	Charitable
18.	Relentless
19.	Skeptical

20. Optimistic



- 21. Consistent
- 22. Focused
- 23. Sensitive
- 24. Friendly

Part 3

In order to determine your score, put the numbers in the following column. For your answers from Part 1 score as follows

All Points from Section 1 go in the Red Column. All points from Section 2 go to the Blue Column. All points from Section 3 go in the Yellow Column. All points from Section 4 go in the Green Column.

For your answers in Part 2, score as follows

If you circled numbers 1,5,9,14,18,or 22 add three points for each circled item to the Red Column

If you circled numbers 2,7,11,13,20,or 24 add three points for each circled item to the Blue Column

If you circled numbers 3,6,12,16,17,or 23 add three points for each circled item to the Yellow Column

If you circled numbers 4,8,10,15,19,or 21 add three points for each circled item to the Green Column

Total up each column and determine which one is highest. That is your dominant Personality Type

Red	+	_=
Blue	_ +	_=
Yellow	. +	_=
Green	+	=

Now that you have a better understanding of yourself and why you make the choices that you do, you can begin to understand other people and the reasons they make the choices that they make. Previously when you "got lucky" or someone "liked you" it was really just that you accidentally matched up the proper closing method with his personality type. Wouldn't it be great if you could do that ALL the time? You can! Now, you **KNOW** what works with his personality type as long as you can identify it!



The Friendship Hot Button

- Our Most Important Hot Button
- If someone likes and trusts you, it is easy to trigger the automatic mode
- If you are disliked or not trusted, virtually NOTHING will work.
- Builds a solid customer base



Write down a few key phrases that you can use to push the Friendship Hot Button for each topic:

Shared	
Interests	
Accomplishments	
Leisure	
Time	
Background	



Kids	
Education	
Sports/Entertainment	
Appreciation	
	Why does the Friendship Hot Button work
Personality Type	best with Yellows and Blues?
	best with renows and blacs.
▶ Yellows	
▶ Blues	
Strip	th l
M.	4



Mirroring/Matching

- Dress to match your audience
- · Present an image they can identify with
- Speech patterns
 - · Mimic speed
- Remember the Friendship Hot Button is triggered by making him feel comfortable around you.



When to Use Friendship Hot Button

- Slow shifts/season
- Conversation Topics for VIP room
- After a song or two of chit-chat to build rapport and trigger Friendship Hot Button, it is time to begin closing the sale.
- Reel the conversation BACK to lapdances



Close the Sale

- If you have successfully Triggered his Friendship Hot Button it will only take one or two Direct Commands to get an automatic "YES."
 - "So tell me, what brings you here tonight?"
 - · "You're ready for a dance now, aren't you?"



rm other ways to Mirror/Match

<u> </u>



Immediate Upselling Easier

- Once you've closed the first sale, immediately go for the upsell BEFORE you start dancing
 - Would you like your dance here or somewhere more private?
 - "I can do a much better dance in the back, How bout we go back there?"
- Ask him while he's in the Automatic Mode



Multiple Dance Upsells

- "We should do another one to make it even, huh?"
- "You're having such a good time, I should twist your arm for another one, huh?"
- "Wow you were just getting into it, round two?"
- Ask him while he's in the Automatic Mode



VIP Upsell after Floor Dance

- "Do you want your next dance here, or somewhere more private?"
- "You know, we'd have much more fun back in VIP, let's just skip this and go right back there, i wont charge you for this song!"
- "Are you ready to kick it up a notch now, or would you just rather continue here?"
- Ask him while he's in the Automatic Mode



Writ	e 3 other phrases to Immediately Upse
 Writ	e 3 more Multiple Dance Upsells
Writ	e 3 more VIP Upsells



nat do you say ii ne says No to your opseii?	-	
doesn't always mean No, it's just the FIRST Object	ion.	How else can you Overcome Objections?
	_	Write 3 More Strategies for "Maybe-Later
"Maybe Laters 1"		
 Commit "Maybe Later" names to memory "Ok Felix, I'll be back in a bit to check on you." "Hey Felix! I'm totally ready to get naked and play with you now!" "How could I forget YOU, Felix?" 		
From could rrorget 100, renx:		
Strip GrowRich		
The state of the s	0	
Move On with Grace		
If he still says no, move on to the next sale.		
 Always return to the "maybe later" Politely excuse yourself after second no, flash them a big smile, and move along. 		
them a big sinite, and move along.		
Strip		



	How Can You Remember Details Better?
Remember Details	
 Write it down! Don't let him see you! Business card SuperStripper Business Expense Log Excel Spreadsheet in Fun Stuff 	
ist situations where you have used the Friendship Hot	Button the Right Way, and the Wrong Way

The Right Way	The Wrong Way	
-		



Authority Hot Button

- People tend to buy from people they feel have experience at what they are doing.
- Authority Hot Button is VERY Powerful



Personality Types

- ▶ Reds
- ▶ Greens



Dress and Bearing

- Dress, Carriage and Nonverbal clues are components of authority.
- Perception is Reality
- · Create the right impression



Why do you think it	works b	est on F	Reds a	ind
Greens				
Do YOU create the	right Per	ception	to the	<u>,</u>
typical customer? H	low can	you imp	rove?	



(perience- Do you have a Myspace/Facebook/Twitte	r account?
ndorsements	
roven Credibility	
Acknowledge His Authority	What do you say to Acknowledge his
 "I can tell that a gentleman of your caliber would be MUCH more comfortable in our Emperor's Lounge" 	Authority?
Strip GrowRich	
N.	<u> </u>



Confident Speech Relays Authority

- ▶ Tell him, don't ask him
 - "You're ready for a dance now, aren't you?"
 - · "You're ready for some fun, huh?"
- Nodding head "yes" is a powerful nonverbal cue



Confident Speech Relays Authority

- Once you push his Authority Hot Button, use a Direct Link to close the sale.
 - "The moment you see me onstage, you are absolutely going to want a dance from me"

No one want to pay top dollar to an _

 "The sooner you tell me that you want a dance, the faster I can take you to VIP"



Write	3	More	Direct	Links

What is the KEY to Being a SuperStripper?

How Can you "Act as If?"

Acting ______ will program your ______ to become Successful!!

Fake it til you ______



Consistency Hot Button

- Being Consistent is Comfortable
- Comfortable = MONEY
- Work the same club, the same schedule
- Club hopping doesn't establish a base clientele



Why does this work with Greens and

Are You Consistent? Why or why not?

Yellows?

Personality Type

- ▶ Green
- ▶ Yellow



Automatic or Logical Mode

- Decisions and Actions seldom change
- Is he a quick sale (automatic) or does he take longer to make a decision (logical)





Spending Habits	
Prior Decisions and Past Actions	
Social Status	
Values	
	7
Describe a Limited Buyer	
Parata Principla	
Pareto Principle	
 80% of your business comes from 20% of your clients Very Helpful in slow seasons/economies It is easier to keep a regular customer than attract one. 	
Strip	



Strategy: Unrelated Links

- Ask a series of questions all with a Yes answer while nodding your head
 - · You're having a good time aren't you
 - · Isn't this a fantastic place
 - · There are so many beautiful women, huh?
 - · So you are ready to have some fun now, aren't you?



Write 3 groups of Unrelated Links.	Practice in
the mirror or with a partner.	

In Closing

- Be consistent with your own actions
- Guide him to be consistent with his actions and decisions
- Establish a behavior pattern and watch that pattern continue





Describe a situation where you felt like you **Reciprocity Hot Button** owed someone something. Did it work? Human Nature · Deeply rooted psychological process · When we feel like we owe someone something, we automatically say yes when they ask us for something Quid Pro Quo ▶ Beware- it works both ways! **Reciprocity Hot Button** Secondary Hot Button • Right Way vs. Wrong Way · Not applicable for most customers · Use discretion What Personality Type is the Reciprocity Hot Button MOST effective with and why?



New Clients

- First Compliment Him
- Send a Follow-up email or text
- Add to Myspace, Facebook, Twitter



Do you currently use Social Networking? Ho
can you tap into it more effectively?

Established Clients

- Weekly email/phone call/ text
- Treat HIM to coffee, lunch
- Information on a topic of his interest



Name your Established Clients and ways you can push his Reciprocity Hot Button.

What should you NOT get Backwards?

Creating Reciprocity

- ▶ To Extend VIP
 - "I'll buy the next round of drinks if you stay for another half hour"
- ▶ To Close Bar Customers
 - "I'll buy you a drink, if you get off this bar stool and mosey on over to the couch with me."
- Use Sparingly and Appropriately

Strip	Rich
V.	4



Test Drive	Do you think this strategy can work for you?
 VIP Upgrades Offer a free lapdance on the floor At the end let him decide if he want to upgrade If he doesn't want to upgrade, charge normal price 	
Strip Grow Rich	
What are your Club's rules on handing out business ca	ards?
What is the local law regarding handing out business of	cards?
Do you have an easy to remember email or website?	
Use this Hot Button Appropriately	
What acts of Reciprocity have you successfully used in	n the past? What is your comfort zone?
Where do you draw the line? What acts of Reciprocit	y will you NOT do?
How can you avoid getting caught on the WRONG side	e of Reciprocity?
There is no such thing as a	



The Contrast Hot Button

- Secondary Hot Button
 - · Use only as needed for backup
- Handy for analytic types who always think in Logical Mode.
- Show them how they can get the best deal



Why does this work well with Greens?

How is this Hot Button different?

Personality Types

- ▶ Green
- ▶ Yellow



Cost Comparison

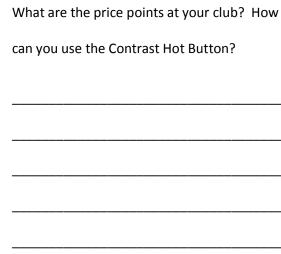
- Set a HIGH Adaptation Level First
 - · Reds will buy right away
 - Establishes a price point to negotiate down to what you think he might buy
- Always Negotiate down from the TOP!





Cost Comparison

- Mention Highest VIP Price, then negotiate down to what you are REALLY trying to sell
 - "The Cristal Room is our most exclusive option, it is \$850 for the first hour, and that includes the bottle and my time"
 - "The Dom Room is the next option, it includes the bottle and my time for \$750"
 - "The Venus Room works a little differently. You don't have to buy a bottle, just two drinks and dances are 3 for \$100."



Memorize Total Cost

- Reveal ALL hidden costs
 - · Room Rental Charges
 - Bottle Charges
 - Drink Minimums
- Not Revealing Hidden Costs can RUIN your sale, upset the customer, and waste time.



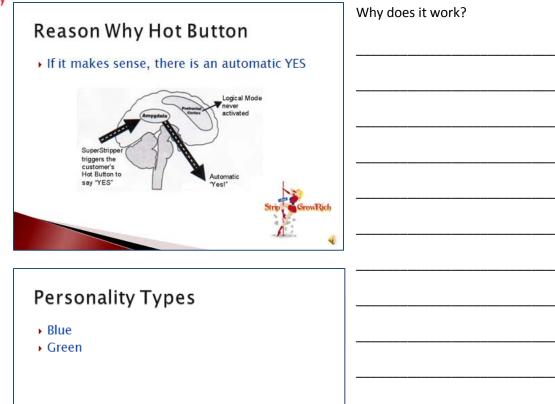
If your club doesn't have VIP, how can you still use the Community states and the Community states are stated as the community states and the community states are stated as the community stated as the com

What is the total cost for each of the different
rooms at your club?

Instead of getting frustrated with the finicky customer who has to know every little detail , how can y	ou
use the Contrast Hot Button to close the deal?	

The Contrast Hot Button is a Hot Button





Things to say that push the Reason Why Hot Button

Price		
Timing		
Impending Event		

Strategy: Targeted Statement

- Ask qualifying questions to find out what he is looking for. Assure him that you are the entertainer who can provide him what he wants.
- Use a Targeted Statement to call to action.
 - "You're ready for me to take my top off and wiggle for you now, aren't you?"
 - · "You're ready for a dance now, aren't you?"



In Closing

- · Give him a valid reason why
- Use with other Hot Buttons
- Most effective if in the Automatic Mode



	he Reas eds to be	/ Hot But	ton to
			ton to



The Hope Hot Button

- Hope is our fundamental internal trigger. Against all logic, reason and common sense we will act on our hopes and dreams
- This hot button is so powerful that rather than engaging in laborious thinking we make quick amygdala based decisions.



'hy do you think the Hope F	Ot Button work	OIT ALL PETSOI	ianty types: Di	scuss III the For	
Vays to push the Hope Hot I	Button:				
Goal Achievement					
lappiness					
ndependence					



Health	
Other ways to say "The VIP Room"	
Peer Acceptance	
Fame or Notoriety	
Stability	
Hope Hot Button	
• Top 5 Things Men Hopes for in a Mate • Attention	
 Admiration Physically Attractive Mate Conversation Sexual Fulfillment 	
• His Needs, Her Needs, Willard Harley, Ph.D	
• www.marriagebuilders.com	



It's Different

- . The way you speak to customers is different from ordinary daily speech
- Simply by changing your sentence structure will get your customer to say "Yes" more



First Impression

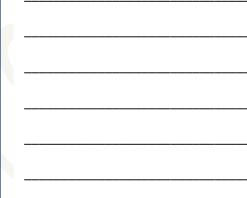
- ▶ Awesome
- ▶ Fantastic
- ▶ Wonderful



The First Impression What to say when asked "H

Bad	Good
"I'm good""Eh, OK""Good, How are you?""I've had better days"	 "I'm Awesome" "I'm Fantastic" "Wonderful, and you?" "Getting better all the time"
	Strip

Will you change the way you speak to make
more money?





Tie Downs

- Definition: Turn ALL of your questions into statements
- Why it works: It's a flirty, fun and positive way to communicate
- Especially effective with a head nod



Tie Downs

Instead of

- "Can I sit down with you?"
- · "How's your day?"
- Are you having a good time?"
- · "Wanna Dance?"

Say

- "You wouldn't mind if I sat down."
- "It's a GREAT day, isn't it."
- "You're having fun, huh"
- "You're ready for a dance now, aren't you."

Strip GrowBl

Direct Commands

- **Definition**: A probing question that gets the client to tell you what he wants.
- Why it's important: If you know what he wants, then you can be that girl! By asking probing questions, you can also discover if the patron wants to be sold on a dance by you or if he is a timewaster.



Changing your speech patterns requires
concentration, sobriety and effort!
Write 3 more Tie Downs
Even though these phrases sound like a
foreign languagepractice them in the mirror
or with a partner until they flow naturally



Direct Commands

- "So tell me, what brings you here tonight?"
- "Oooh...what exactly is a "good dance" to you?"
- "What makes you ready for a dance?"
- "Besides myself, how many other girls were you considering getting a dance from?"
- "I know you don't know, but if you did know, what would it be?"



Direct Links

- Definition: The moment you____ you will "
- why it's important: These phrases bridge what the customer just told you he wanted...and how you can provide that service. These phrases also help you to keep on topic of lapdances when the conversation starts to stray. If he's not talking about table dances, he's wasting your time!

Strip GrowRich

Direct Links

- "When I Dance for you, you are going to tingle all over!"
- "The moment you see me onstage, you are absolutely going to want a dance from me"
- "The sooner you tell me that you want a dance, the faster I can take you to VIP"



Write 3 more Di	irect Commands
When can you เ	ise Direct Links?
Write 3 more Di	irect Links



Targeted Statements

- Definition: Probing Question that targets the client to commit NOW.
- Why it's important: This is the client's call to action. Timewasters beware!



Targeted Statements

- "You're ready for me to take my top off and wiggle for you now, aren't you?"
- "You're ready for a dance now, aren't you?"
- "If anyone would **now** want some fun, you would!"
- "Imagine my body dancing for you now in private, you can't wait can you?"



Assuming the Sale

- Definition: You assume he's going to buy option 1 or option 2.
- Why it works: You don't give him the option to say no! It breaks the flow to say something different than the choices you offer.



Write 3 more Ta	argeted Statements
-----------------	--------------------



Assuming The Sale

- "Would you like a lap dance here, or would the VIP room better suit our needs?"
- · "Will it be cash or charge?"



Reverse Links

- Definition: "When you try to____, you will___"
- Why it works: Allows you to regain control of the conversation when the client has initial resistance



Reverse Links

- "The more you try to think you don't want a dance from me, the more you want to"
- "The more you say you don't want a dance, the more you really want to spend time with me"
- "The more you try to find another girl to talk to, the more you'll notice I'm the one you want to spend time with."



write 3 more Assuming Phrases
What are some situations where you will use
reverse links?
Write 3 more Reverse Links
WITTE S HIGHE REVEISE LINKS



Unrelated Links

- Definition: Ask a series of questions where the answer is Yes, then ask for the sale
- Why it works: Gets them used to saying yes, which means they are more likely to say yes when you ask for a dance.



Unrelated Links

- "You enjoyed my stage show before, I saw you watching me."
- "This club has sooo many beautiful women, doesn't it?"
- "It would be fun to spend time together, wouldn't it?"
- "You're ready for a dance now, huh?"



Redirecting Conversation What can you do differently to

- Definition: When a customer goes off topic, this brings them back
- Why it works: You can't sell lapdances if you're not talking about lapdances.
- No Buts/Howevers/Ifs
- Replace But, However, and If with the word "And"



Write another series of Unrela	ted Links
NATIONAL CONTRACTOR OF THE SECTION O	P1
What can you do differently to	redirect
communication better?	

When can you use Unrelated Links?



Redirecting Communication

- "I respect that and....let's go somewhere."
- "I appreciate that and...lets have some fun now."
- Eyes On The Prize: your conversation doesn't have to revolve around dances, but know how you can bring it back to ask for that dance.
 - "Really? Well my favorite place that I visited so far was Copenhagen, Denmark."
 - · Let this sentence sink in, smile. Count to three.
 - · "OK, enough of this talk.. let's go play!"



Framing Your Conversation

- Always bring the conversation back to Lapdances!
 - . "OK, enough of this silly talk, lets get naked!"
 - "Gosh, I've been blabbing on and on... you're ready for a dance now, aren't you?"



Sales Scripts

- Avalon's Base Introduction Dialogue for Quick Sales
- "You need a girl on your lap, don't you?"
- "Now do I get to name you or do you have a name?"
- "Now (insert name) where you from? What brings you to town? What do you do when you're not at (insert name of club)? I bet you're having fun tonight, huh?"
- "So tell me, what brings you in here tonight?"
- "You're ready for a dance now, aren't you?"
- "Do you want me to dance for you here or would you prefer to go somewhere more private (this opens the door for price negotiation/upsell)"



			•		

Create Your Introduction Script.



Planning Responses

- Plan your responses to certain conversations that always seem to happen:
 - · "So what do I get in VIP?"
 - · "Can I touch you?"
 - · "Are you any good?"
 - · "What happens in VIP?"
 - · "What's the difference?"
 - · "Oh, this is just a tease!"
 - · "What are you going to do for me?"



What questions do you always get asked?

Planning Responses

- "You might (look around slyly) get a really good lapdance!"
- "You can hold my hand all you want!"
- "Nine years of experience and never had to enact the money back guarantee!"
- "Out here you are only allowed to grope the chair. In VIP you don't have to grope the chair"
- "And you love to be teased or else you would have stayed home!"

What are your new	Planned	Responses?
-------------------	---------	------------

NI	nn	Var	ادما	0	mm	un	iatio	n
1/10	חכ	veri	Dai	CO	mm	ıun	iatio	n

- Head Nod "Yes" while asking the Question with a Tie Down
 - · "you're ready for a dance now, aren't you?"
 - · "You want to go somewhere more private, huh"



17.00	 —
100	
rin Grow Rich	
A	
4	



Non Verbal Communication

- Do not be afraid to draw his eyes to your cleavage!
 - "Unconsciously" touch boobs during conversation to "fix" them in the outfit.
 - Wear Sparkly Medallion Jewelry attracts eye to cleavage.
- You WANT the customer to objectify you. That's what he's there for.
 - While sitting on a guys' lap, position cleavage a few inches away
 - · Lean back to make eye contact
 - · Lean forward so his attention on cleavage



Timing and Delivery

- Perfect Practice makes Perfect
 - · In the Mirror
 - · With a Partner
 - · On your Significant Other
 - · Download SuperStripper Brainstorming Worksheets
- When you speak persuasively you will close more sales.

Who can you practice with? Even if it's just you looking in the mirror, block out time every day to
practice speaking persuasively. The more you practice, the more natural it will become to say these
phrases that WORK!

I will set aside _____ minutes a day.

I will master these phrases by _____

I will listen to the Strip and Grow Rich Podcast entitled "SuperStripper Summer Secrets" and follow the weekly guide to work on my communication skills starting on ______.



Core Concepts of Running Your Stripping Business

Top 10 Myths of Stripping

- 1. Younger is Better
- 2. The Less I wear, the More I make
- 3. Ethnic women make less money
- 4. Guys only like blondes with big boobs
- 5. "There's no money in the room"
- 6. I need to be more slutty to compete
- If guys aren't asking me for dances, then they're not interested in me
- 8. Making money is more luck than skill
- The guys in the room don't want to spend money
- 10. There are too many girls working tonight



Why Clients want Dances from Some Women and Not Others

- ▶ Self-Confidence
- Personality
- Sincerity
- Attitude
- Overall Looks



Getting Started

- Go to the club you are interested in, on the same shift that you are interested in working
- Not all clubs are created equal
 - · Upscale Gown Clubs
 - · Neighborhood Clubs
 - Third Tier
- Find out how flexible the scheduling is
- Inquire about mandatory fees and tip out



What personal aspects can you improve, not
just to sell more dances, but to be a happier,
more well rounded person?
List the Top 5 Clubs in Your Area

What other Myths did you USED to believe?



Simple Economics

- There is an infinite amount of money in the room
 - · Not an even "split" between dancers
 - · Credit cards create unlimited spending
- Every Person who walks into the club has the intent to spend money
 - · it is your obligation as an entertainer to take it



Social Capital

- Create trustful working relationships with support staff (waitresses, VIP hosts, Security)
 - · Give them incentive to scope the crowd for you
- Stay at one club
 - Moving from club to club causes personal and professional instability
 - · The grass isn't greener at a similar club



Tipping

- The more you make the more you tip
- DI\$10-20
- ▶ Housemom \$5-10
- ▶ VIP Hosts 10-20% of VIP sales
- ▶ Security Staff \$5-10
- Valet \$5



What	can yo	u do tor	norrow	to imp	rove yo
Socia	l Capita	15			
Jocia	Саріта				
What	are the	e Tippin	g Policie	es at Yo	ur Clubî



Pareto Principal

- ▶ 80/20 Rule
 - · 80% of your Profit comes from 20% of your clients
 - 80% of your clients only constitute 20% of your profits
- Your time is better spent focusing on VIPs than on Limited Buyers
 - · 80% Base Clientele/ 20% Foot Traffic
 - Helps keep earnings consistent through slow seasons and down economies



Be An Entertainer, Not just someone dancing

- Magic or Parlor Tricks
- ▶ Theme Costumes
- Acrobatics/Pole Tricks
- ▶ Fire show
- Seated Chair Massage
- Jokes



Run Your Stripping Business

- If you treat Stripping like a Hobby, it will pay you like a Hobby
- If you treat Stripping like a Job, it will pay you like a Job
- If you treat Stripping like a Business, it will pay you like a Business



What percentage of your income comes from
Regulars vs. foot traffic/Limited Buyers?
What can YOU do to set yourself apart from
everyone else at your club?
Do you want to be PAID like a businesswoman
or like a hobbyist?



Run Your Stripping Business

- Get applicable licenses
- Keep records of income/expenses
 - Bank Statements
 - · SuperStripper Business Expense Log
- Hire a Certified Public Accountant
- File a Schedule C Tax Return
 - · Consider LLC for more protection
- More details in DancerWise



Run Your Stripping Business

- · Create a Routine
 - · Work the same shifts
 - · Have a preparation ritual
- Work Special Events
- Work Extra Shifts during busy season
- Schedule Vacation/Periodic Breaks
- · Know your limits, you are only human



Run Your Stripping Business

- Supply and Demand
 - There is no demand for your supply of boredom
 - · There is a demand for the busy SuperStripper
- "Act as if" you ARE busy
 - Practice pushing customers Hot Buttons
 - · Work on building social capital
 - · Bring a motivational sales book



Things	Ineed	to do 1	to run	my bus	iness:	
\\/hati	is your	Curron	t Pouti	no2		
vviiat	is your	Curren	i Nouti	iie:		
How c	an you	improv	e your	Currer	nt Rout	ine?



Run your business SOBER

- Drunk Strippers are Inefficient Strippers
- Drunk Strippers are NOT attractive
- To Mirror/Match a customer who is drinking
 - · create a code word for virgin drinks
 - · Rum and Coke Lite
- "I don't need to be drunk to be attracted to you!"



Identify Target Clientele

- ▶ The one with MONEY
 - · Shoes, Watch, Jewelry
 - · Use your Social Capital Resources
- ▶ The one with MOTIVATION
 - · Ping Pong eyes
 - · Ordered more than one drink



Attract Target Clientele

- Your first impression makes a difference
- Older Wealthier Reds
 - · Dance to classic rock music
 - · Wear traditional glamorous dresses
- Younger Hip Blues
 - Dance to Top 40 music
 - · Wear trendy styles
- Logical Greens/Emotional Yellows have more logical buying habits

Why do	,		,		
What ty	pe of C	lient d	o you	attract	:? What ca
ou do o	differer	ntly to	attract	t more	clients?



Passive Sales Techniques

- ▶ Myspace Page or Custom Website
- ▶ Twitter Update
- ▶ Blog



Back-End Sales

- Private Parties
- Costumes, Jewelry, Cosmetics
- Pole Parties



Network Marketing

- Access to hundreds of contacts/day
- Viable Plan B for retirement
- Build a residual income while dancing
- Provides access to group health insurance
- Gives you a great cover for "What do you do?"
- More information in DancerVictory

use?	
use:	
Wha	t other products can you
sell?	Are you interested in Hon
Rase	d Businesses?
Dasc	a basinesses:





Busy Club Hustling

When the Supply of Dancers is	, You are in		
What are His Buy Signals?			
An effective one-liner is all you need in	n this situation		

Selling to Groups

- Approach the one giving the strongest buy signals
 - · Give him the best dance you can possibly give
- Wait 5 minutes
- Approach whomever your original guy is talking to
 - · Use Authority Hot Button



How can you approach groups differently?				



Selling to Groups

- Always ask for a second dance when the first was paid for by someone else
 - "Since he paid for that, can we stay for one more, since I'm already naked on your lap?"
 - If Yes, be witty: "Well good, because I really didn't want to get dressed just yet!"
 - If No: "Oh, what a shame, I really didn't want to get dressed just yet. Well, tips are always appreciated!"
- Trigger Reciprocity Hot Button
- · "You should return the favor, huh?"



Sell VIP to Everyone

- Always mention VIP to each and every customer AS SOON AS he commits to buying one dance.
 - · "Would you like it here or somewhere more private?"
- If he doesn't buy right away, negotiate
 - "If you'd rather be back there, I won't charge you for this song."
 - "No you can decide at the end of this song. It's quite the deal to get a free lap dance!"
- Some clubs count and take a cut from every dance you sell. So, in order for this to work, you need to have social capital with the floorman.



Double Clients

- Schedule only ONE Regular per night
- Keep your appointments!
 - · Even if the unexpected one pays better!



If you are not selling VIP to everyone, WHY?
Think Long Term: Multiple Visits by a
Medium Spender adds up to more than a One
Time Big Spender



If you Do Double-Book

- Jim is High Dollar VIP
- Bob is Limited Buyer who usually spends \$60-\$100
 - 1. Make eye contact with Jim
 - 2. Excuse yourself politely
 - 3. Trigger Jim's Friendship Hot Button



Responding to OTC Requests

- Customer "I just want to take you out to dinner."
 - before a dance: "Well, I don't do that with people that I meet inhere. I have been burnt by doing this in the past, so I like to take it slowly. And I would like to show you my sexy/beautiful talent at lap dancing... so can I?"
 - during a dance: "I don't know.. let's start out by getting to know each other here for now, this is a very safe environment for me and I've been burnt before in the past."
 - "Thanks for respecting that."



When will you use the Baiting Technique?

How can you respond better to OTC?

Baiting

- · When he is stuck with someone else
 - 1. smile flirty back
 - Walking RIGHT in front of him or sell lapdances in close proximity to him.
 - 3. Stealth Move
 - 4. Close
 - · "It's about time"
 - · "We've waited long enough, lets go back there!"





Extend VIP

- Its easier to keep your VIP customer back there than it is to go find a new one.
- When taking bathroom breaks go together.
 - · It maintains rapport.
 - Don't look at going to the bathroom as a break from him, just as something more to do together while killing time.



Extend VIP

- Experiment in the Different Rooms
 - · Start in 30 minute room
 - · Suggest a move to the Champagne Room
 - Then move up to a sky box, celebrity booth or whatever your club calls them.
- You lead him around as a sexy tour guide.



Extend VIP

- Think of alcohol consumption in the VIP as a time consuming and all-important ceremonylike a geisha's tea ceremony.
 - Don't just blurt out what you want when the waitress comes over.
 - Make a big to-do about drinks. Pick up drink. Hold drink in hand and continue chatting. Make a toast. Taste shot. Put glass under the table while he downs his. Suck on lime. Wrap up lime in a napkin and put it in the ashtray. Move ashtray to other side of the table. Continue chatting about topic at hand.



ow can	YOU e	ntertai	n like a	Geisha	?



Extend VIP

- When a song you like comes on stand up and say "Ooh- I love this song." Start regular dancing. Don't take off any clothes yet.
- Intersperse dancing with lap sitting and conversation.
- Use Conversation topics from the Friendship Hot Button



Asking For Tips

- Use Discretion
 - · Is he a potential Regular or a Limited Buyer
- Quick One-Liners for Limited Buyers
 - "Its only \$20 unless I deserve a tip!"
 - Jokingly-"It's \$20 plus a \$10,000 tip!"
- If he hands you more than he owes you always ASSUME THE SALE
 - . "OMG! That is the nicest tip EVER"
 - · "How much change do you need?

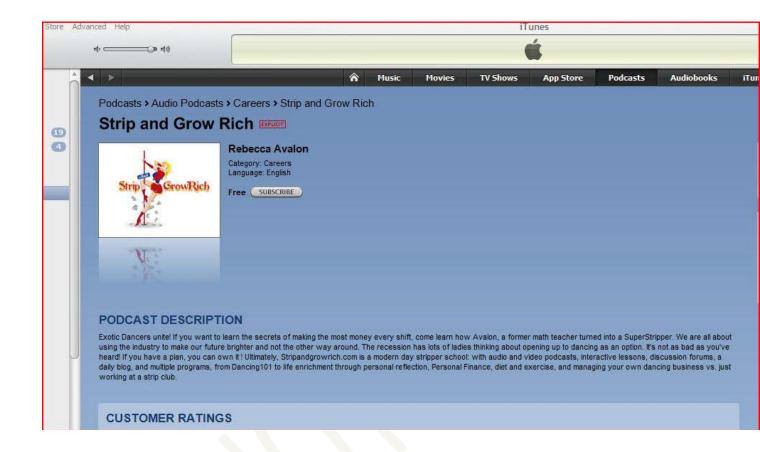


Small Club Stategies

- No VIP/Champagne Room
 - · Sell Blocks of Dances
 - If club is busy, can sell half/hour or hour blocks of time
- "I don't have to worry about counting every song and can concentrate on you having fun!"



What Conversation Topics push the
Friendship Hot Button?
What situations are NOT appropriate for
asking for a tip?
Where in your club can you take a customer
for a block of time?



The SuperStripper Summer Secrets **Podcast on iTunes** will help pace you as you learn these new skills.

Week 1

Master your Introduction Dialogue

Tie Downs with Head Nod-Phrase all your questions as statements that will lead to a "YES"

Practice evaluating customer personality types by dress and appearance

Script your Introduction: use AWESOME FANTASIC WONDERFUL

Keep track of your income and expenses: SuperStripper Business Expense Log in CafePress

http://www.cafepress.com/stripgrowrich

Week 2

Refine your Introduction

Master your rapport building Dialogue (aka Chit chat that leads to a closing line)

Practice greeting Personality types appropriately and evaluating them by tone of voice

Mirroring and Matching

Physical

Match tonality of client's voice: fast, slow, avoid slang

Locality-bond over common places you've lived/visited

Assuming Questions (Always Assume the Sale!)

"Would you like your dance here or would you prefer someplace more private?" "Will that be cash or charge?"

Practice Closing lines in the mirror or with a partner Cash in on easy SuperStripper Club Scenarios

Week 3

Write a list of Probing Questions you can use to elicit a particular response from clients. Get *them* to tell *you* what they want.

Direct Commands "Tell me, what brings you here tonight?"

Targeted Statements "So are you now ready to have your dance?"

Evaluate Customer Personality and apply appropriate closing strategy Implement Secondary Hot Buttons when needed: Contrast and Reciprocity

Week 4

Master your Conversation Links: Things you connect in conversation to re-enforce the sale. This is how you stay on the topic of buying lapdances when he wants to timewaste.

Direct Links: The moment you____, you will_____.

"The moment you see me on stage, you are absolutely going to want a private dance from me!"

Reverse Links: "The more you say you don't want a dance, the more I know you are thinking about

spending more time with me"

Unrelated Links: rapidly ask a series of unrelated questions

Week 5

Establish Social Capital

Work on Social Networking: Myspace, Facebook Twitter

Add Us!

Myspace: Stripandgrowrich, azavalon, Donovan_28

Facebook: Strip and Grow Rich Page, Rebecca Avalon, Steve Donovan, Adam Sternberg

Twitter: StripGrowRich and Private Group SuperStrippers

Week 6

Redirecting communication: When he doesn't give the right response to your questions

Eliminate the words:

BUT/HOWEVER replace with AND

IF Replace with: WHEN

Week 7

Be an entertainer...not just someone dancing. What skills can you bring? Magic Show, Fire Show, Theme Sets, Origami, Jokes, chair massage.

Week 8

Sign up for StripandGrowRich newsletter, text service Look back at your SuperStripper Business Expense Log.

Sign up for DancerWise. Now that you are making more money, you want to make sure you are being SMART with it! Learn about: * The Importance of a Financial Education * The Six Steps to setting up your Bank and Retirement Accounts * How to find quality Health, Life, and Disability Insurance * How to begin investing in the stock market (safely)* How to file your tax return right for a dancer (save \$\$!) * Basic accounting for your Stripping Business (+tools) * SuperStripper Budgeting * The difference between an asset and stuff * Investing in Real Estate * Income strategies using the options market (making your money work for YOU)

Sign up for DancerVictory. DancerVictory is a one of a kind life enrichment program for dancers. It does not matter If this is the first week you have danced in a club or if you are a week away from hanging up your stilettos for good, this program can be life altering.

Let's face it. Dancing can be an outright bummer if you let it be. If you have ever felt like an outsider looking in at the game of life, this Strip And Grow Rich ORIGINAL is for you. We took concepts from some of the world's greatest minds in self improvement and geared them up for dancers.

DancerVictory helps you create true CONFIDENCE in yourself through self discovery, planning goals, strategies on how to take action and follow through so you can live the life you have been dreaming about. Great lives are rarely born, they are MADE. We walk you through self reflection, goal setting workshops, lifestyle planning, and conditioning yourself for success.

You can't dance forever- it has a shelf-life. One of the best pieces of advice I ever got from my mentor was to *plan your exit strategy* from dancing before you ever start. It's never too late, but start NOW.

THANK YOU for being a member of Strip And Grow Rich!

If you'd like to make some extra money just by recommending our site to a friend or co-worker, please email us at affiliates@stripandgrowrich.com for details.