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## A Performance Mastermind Academy

### Frequently Asked Questions

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Welcome! Our PMA360 Performance Mastermind Academy is designed to provide you the insight and wisdom you need to create your dream business and life.

We will do everything on our part to support you on your journey, and we expect you to do the work to achieve your desired results.

Below is some more insight on expectations and answers to the most commonly asked questions about our community.

In order to provide our cutting-edge products and insight, while serving you to the best of our ability, we are set up as a **group** Performance Mastermind Academy. If you need one-on-one support, you can access our three one-on-one sessions or apply for our platinum coaching. Please see details on these options below. If you have additional questions that are not answered below or provided in the **Welcome & Getting Started** PDF, please send an email to [Support@MillionaireSeries.com](mailto:Support@MillionaireSeries.com).

You can find it here: [Welcome & Getting Started](#)

#### **How can I best benefit from the PMA360 Performance Mastermind Academy?**

- Review and follow the instructions in *Welcome & Getting Started*.
- Your primary goal is to create a winning Formula, so you can achieve the results you desire.
- Complete your plan, determine your niche market, and two to four strategies of lead generation strategies you will consistently complete to attract your ideal client.
- Create your sample PPS (Peak Performance Schedule) and then complete your daily PPS (what you actually do each day).
- Identify your PHs (Power Hours) including four to six BPHs (Business Power Hours) and one to two PPHs (Personal Power Hours). BPHs include HVA's (High Value Activities), and IPA's (Income Producing Activities). Examples include warm calls, meetings with referral partners



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and presenting to organizations where your ideal client resides. PPHs include HVAs to master your foundation (inner game). Examples include focused breathing, meditation, prayer, yoga, etc.,

We recommend you first listen to the live calls without taking notes. Once the call is uploaded in the member's area, you can listen and take notes.

- Your success begins with your mindset, mental outlook, and attitude.
- Focus on a Successful Mindset (what you want, why you want to achieve your goal (Level 3 Why), and what you can do to make it a reality).
- A "can-do, will-do" attitude produces the best results.
- What got you to your current level will **not** get you to your next level.
- Have the courage to do what needs to be done.
- When you get off course, take a minute to pause and breath. Once you have slowed down your mind, first get clear on your goal, then determine what action you should take to get your on a direct flight to your goal, next take action and begin to complete the task.
- Change what you need to change.
- Work daily to elevate your Worth Barometer (beliefs and self-esteem).
- Show up above the grid (a mental state that is accountable, responsible, kind, joy filled, focused on win-win, etc.). Determine what triggers you to go below the grid (fear, anger, worry, unfocused and easily distracted, a win-lose or a lose win attitude, etc.). Identify what strategies work best for you to get to an above the grid state.

### **How can I best balance my current workload and the homework in PMA360?**

Schedule one or two hours per week (in a location where you can focus and will not be distracted) in your calendar that allows you to work on the material in the course. Our materials are created to support and assist you to create a process that enables you to get the results you desire – personally and professionally.



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The first two courses in the Million Dollar Marketing System require more introspection and personal time (away from work). The remaining courses in the system and our PMA360 Performance Mastermind Academy contain the high value elements/activities you must complete to get the results you desire.

### **Do I need to turn in the homework?**

We strongly encourage you to complete the homework noted as critical and fax it to us at 602-508-9492 (you can complete other forms as needed).

If you paid the full retail price of your course and want to qualify for our 60 day conditional money back guarantee, you need to sign the Conditional Guarantee form and complete all of the homework each week (see personal accountability below for details). Please email [Support@MillionaireSeries.com](mailto:Support@MillionaireSeries.com) to access the form.

### **How does a mastermind work?**

The “mastermind” concept was originally introduced by Napoleon Hill in his timeless classic, “Think and Grow Rich.” He describes a Mastermind group as “the coordination of knowledge and effort of two or more people who work toward a definite purpose in the spirit of harmony” and.... “no two minds ever come together without thereby creating a third, invisible and intangible force, which may be likened to a third mind [the master-mind].”

Mastermind groups are powerful because they combine a collective energy that is much greater than the result anyone could achieve independently.

Mastermind groups offer a combination of coaching, peer insight, knowledge, and support in a group setting to sharpen both your business and personal skills. The mastermind’s ultimate goal is to assist the members in achieving a higher success in all areas of their life and business.



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Mastermind groups set the bar at a level that supports the members to step out of their comfort zone and step up to the next level of performance.

Mastermind groups challenge the members to create and implement goals and brainstorm ideas.

We provide various mastermind levels. These include:

**PMA L2 (Foundation, Success, and Mindset Mastermind)**

**PMA L3 (Marketing including Marketing to Women and Couples)**

**PMA L4 (Scripting and Selling Mastermind)**

Details of our various programs and different PMA Mastermind levels are discussed in detail in the [Welcome & Getting Started](#) PDF.

### **What support do I get in the mastermind?**

First, you get collective insight from hundreds of other advisors, consultants and small business owners through the information contained in the performance mastermind academy. Our academy provides insights to help you with challenges and solutions that you, personally, may have never even considered.

You are able to ask questions on our live calls or email your questions prior to the call. Questions are answered on the live calls and need to benefit other members. (If your question is unique to you, see optional strategy session below). If there is information that could benefit other performance mastermind members and is not in the community, please let us know so we can consider the question or topic for a future training.

We price our mastermind, as well as our marketing and selling resources, based on a group rate. **This rate does not provide individual one-on-one coaching.** If you need individual coaching, you can access our three one-on-one coaching sessions or apply for our PMA360 Platinum Coaching. If you need support in improving your



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accountability, you can access our weekly accountability coaching, see the: [Welcome & Getting Started](#).

All questions should be emailed to [Support@MillionaireSeries.com](mailto:Support@MillionaireSeries.com).

Please provide a 72-hour cancelation notice to reschedule a call.

Content questions are answered on our calls as follows:

PMA L2 covers all aspects of your inner game, foundation, success, and mindset.

PMA L3 covers marketing, branding, and positioning. It also includes marketing to women and couples.

PMA L4 covers scripting and selling

#### **When can I access the recording of a live call?**

Live call replays are available as follows:

PMA Live level (the live level provides you access to the last month's call and future live calls).

PMA MTM level (the month-to-month level includes essential trainings, resources, bonuses (L2 \$1,385; L3 \$1,779; L4 \$2,173), as well as the last two month calls).

PMA Access level (requires a commitment which depends on the level and requires a signed agreement. You get access to all previous calls.).

Our goal is to have the live call edited and uploaded into the appropriate Performance Mastermind Academy level prior to the next month's call. While we normally have the calls edited and uploaded earlier than our goal, if we have to re-record or add in additional material, it can take longer.

#### **Are calls ever rescheduled or canceled?**

While we do our best to not reschedule or cancel calls, calls may be rescheduled or canceled due to emergencies, travel conflicts or other unforeseen circumstances. If a call is rescheduled or canceled, we



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encourage you to use the time to listen or re-listen to training's in the member's area.

### What are the different resources you offer?

Please review the [Welcome & Getting Started](#) PDF.

### How can I upgrade to a higher PMA level?

Send an email to [Support@MillionaireSeries.com](mailto:Support@MillionaireSeries.com) and request an upgrade to the desired level.

### What if my situation changes?

Once you sign the contract, the entire balance is due (because you have access to all the resources), even if you wish to cancel. We use a third party for billing and installment payments. If you come into a financial crisis, you can request extended terms such as lowering your payment but paying longer. This change will incur additional finance charges and requires financial proof of the hardship. You can request a 60 day financial hardship suspension (proof is required). All finance changes are subject to third party approval.

### What if I have trouble or can't get on a webinar?

The vast majority of problems are due to your computer settings and our webinar provider: "Go to Webinar." If you are experiencing technical difficulties, you can contact them directly at (800) 263-6317. They will be able to offer you additional support and answer any questions you have regarding the webinars.

### A few last tips...

**Wing it** actions produce **wing it** results. **Extraordinary actions** produce **extraordinary results**. Create your plan, set your goals, identify your high value activities and then, like Nike says, **JUST DO IT!!!**

Create a "can do-will do" attitude. Whether you think you can or you cannot, you are right! When you create a Formula that includes a game



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plan based on universal principles, along with a great attitude, anything is possible.

Lastly, have fun!

We each have unique DNA and talent; it is our job to find that passion, work with people we love serving and enjoy the journey. It all begins with your first step in the right direction. Now, go make it happen!!!

Again, if you have additional questions that were not answered, please email [Support@MillionaireSeries.com](mailto:Support@MillionaireSeries.com).

Thank you for joining our Performance Mastermind Academy Community. We are so excited to embark on this journey with you. We look forward to providing you the insight, training's and material needed to create your dream business and life!

To Your Continued Success,

Annette Bau &  
**The PMA360.com & MillionaireSeries.com Team**

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