

The 3% Club
Where Your Wealth Becomes a Predictable Result

CONFIDENTIAL QUESTIONNAIRE

When you have registered as a 3% Club member, you will be completing both a registration form and this questionnaire. The first page of this questionnaire, "Fast Facts," can be filled out and faxed in. Respond to the remaining questions in this survey by typing or clearly printing your answers on a separate sheet of paper, and number your answers correspondingly with the questions, below.

When you've finished all your responses and completed your registration form, please FAX it immediately to (877) 333-8564.

For questions on this process, please e-mail: exclusivemember@3percentclub.

Thank you!

*"Let us not look back in anger, nor forward in fear
but around us in awareness."*

- Leland Val Van De Wall

INTRODUCTION

The purpose of this in-depth questionnaire is to provide us some confidential, detailed factual background information about you. With this information we will have a reference resource to use with you in our work together. The questionnaire deals with personal and business questions, which need to be addressed and answered honestly and completely.

We know this may seem like a lot of "homework," **but what can be more important to both of us in this program, than really getting to know who you are and what kind of a person you want to become?** We must tell you ahead of time that this questionnaire is going to take some serious time to complete. You may put it aside and decide you will do it on the weekend or at a more convenient time later. You may in fact have some important things going on right now, but we must remind you that you are investing a lot of time and money trusting that we will make serious advances in your life. Keep that understanding in perspective, and give this questionnaire your full and immediate attention. It is the basis for our next step in our working relationship.

Congratulations and we look forward to meeting you in person soon!

-Bob Proctor and Mark Victor Hansen.

1. Why should we consider your membership in The 3% Club?

FAMILY HISTORY AND PERSONAL STORY

1. Who have been the people who have influenced you the most in your life; how did they influence you?
2. What have been the two or three best experiences you have lived through in your life and what have you learned from them?
3. What do you think people who know you would say is special or unique about you and conversely, what would they say are your downsides?
4. How do you handle change? What do you think keeps you from doing things that you know you should do, but just don't get accomplished?

BUSINESS HISTORY AND BACKGROUND

1. We'd like to get a more detailed story about your business background. Imagine we are your new business partners (which incidentally we are) and we are honestly bearing our business souls to each other, late one night in your home. Tell us in some detail about your first job, what you did, how much you made, why you changed, if you did, what you learned from that job. Do the same thing for each subsequent business experience or job you have had.
2. Describe your current business to us in more detail.
3. How is your business broken down in the percent of your time spent in different areas (eg. -sales = 25%, -administration = 10%, employee matters = 15% etc.). How is your business broken down in the percent of your resources spent in the same areas (eg. sales = 40% of total \$'s, etc.).
4. Who is your customer or client, and what product or service do you provide to them?
5. How do you get new customers or clients currently?
6. Who are the "superstars" of your business what do you think makes them different from you?
7. Who are your competitors, and how do you compete with them?
8. Describe your daily (give a lot of detail to this one, break it down by the hour), weekly, monthly and annual routines. What things do you do over and over again and why?

9. What is the most obvious thing in your mind you could do to change your business results?

10. If you had an unlimited checkbook to market any way you wished, what would you do differently, and why do you think it would work? What are the risks with this, and why have you not tried to do it?

GOAL SETTING WORKSHEET

1. Material things.

a. Describe the material things that interest you, ie. things that you think about and that “turn you on,” eg. cars, travel, real estate, clothing, gadgets. Make a list of the top 10 things you want; when would you want to have them over the next year (be specific), and how much do they cost?

b. In order to live “comfortably” in the home you want, with the cars and other material things you want, what does your monthly income need to be? (make a list of the items you want and estimate the cost of buying them over a five year period of time).

c. How much money would you like to have in the bank as a living contingency, eg. how many months of monthly living expenses?

d. If you have children, how much will you need for each of them per year for their higher education, and how long do you have to earn that amount for each child?

e. If you want to stop actively working, why and when; and if you do, how much will you need to live on each month to maintain the life style you envision?

2. Relationships.

a. Describe the things you would like to find or change about your personal relationships. Describe your perfect relationship with a mate or spouse, parents, children, friends and fellow workers.

b. Prioritize these relationships by their importance to you.

c. Describe what these relationships currently are for you.

3. Health.

a. Describe your current state of health, and what your ideal state would be.

b. Describe what you want to look like and feel like every day.

c. What type of recreation would you like to be involved with or try, that you haven't tried or been able to do?

4. Spirit and Mind.

a. Describe your perfect spiritual life. How do you feel and what do you do?

b. Describe learning and your mind. What would you like to be able to do with your mind and with learning to make your life fuller and more interesting? (eg. reading, writing, teaching, speaking).

Thank you! Please FAX your Fast Facts sheet and your answers to the above questions to (877) 333-8564.

