

## FREQUENTLY ASKED QUESTIONS & ANSWERS – EXCELLERATED BUSINESS SCHOOL FOR ENTREPRENEURS (BSE)

**"US\$ 4,995. seems like a lot of money for an Eight-Day Business School..."**

If it seems like a lot of money, it really depends on what you are comparing this against. If you have researched the cost of residential business programs of this caliber – with the benefits, meals and perks this program does – you will find comparable programs from cost substantially more.

An entrepreneurial program at a major University for an equivalent of eight days can cost as much as US\$ 36,000, if not more. No other organization teaches Entrepreneurial education through experiential business simulations for less than what we charge, in such a short, entertaining manner with permanent change and long-lasting learning.

Many of the entrepreneurial gurus who teach experiential learning are Money & You and/or Excellerated Business School for Entrepreneurs Graduates (or have learned from them). Some of the most prominent ones are also graduates of many of our other *Excellerated* Programs, including our Instructors' Training Program.

Excellerated programs are the "granddaddies" programs of them all. The creators of our programs were the pioneers of left/right brain accelerated learning style of business education.

The tuition is extremely low for business education!

**"What will I get out of this program?"**

- You will overcome some of the biggest obstacles in your way of having the business and life you want.
- You will learn money-making strategies from some of the world best Entrepreneurs
- You will experience more joy and personal freedom
- You will learn to become stronger, better able to response to uncertainty
- You will become a master communicator, and will enrol customers, suppliers, partners and employees with ease
- You will master your fear, and will become more resourceful.
- You will raise the funds necessary for growing your business to the level that you desire

You will learn from the best “Master” entrepreneurs and business leaders who not only spend classroom time, but meal and breaks to share with you over the course of eight days their winning formulas in:

- Financial strategies for non-CPA's
- The “nuts and bolts” of Raising Capital.
- Strategic Planning
- Sales and Marketing
- Leveraging intangible assets
- Marketing off-line and on-line
- Staying motivated
- Building High Performance Winning Teams
- Managing cash flow
- Communicating with power and passion
- Negotiations
- Organizational Systems
- And how to add value to each and every client while expanding all your spheres of influence

You will get a personal experience of how to do “more with less” as you put into practice the SECRETS to CREATING A MULTIMILLION DOLLAR BUSINESS, including:

- How to get your business to work without you through total leverage
- How to hire and get the right people in the right roles
- How to predict and profit from the future
- How to capture new markets and become a global business

Obviously, if you apply what you learn to your business, you will make many times your investment in the program. The tools to support your relationships may not be measurable in dollars, but how much are you willing to pay for better personal and business relationships, peace of mind, and understanding of others?

### **"What is included in this program?"**

- 8 days/140 hours of instruction and interactions with team members in business simulations
- All meals, regular refreshment breaks with snacks, a celebration graduation party
- Workbook and extensive support program materials
- World renowned instructors and a life time of free reviews, and on-going global networking opportunities

- More tools, experiences, strategies, information and contacts than you'd ever expect
- Lifetime membership into a Global network of more than 60,000 like-minded, success-driven entrepreneurs and business owners who are committed to growth and achievements, from over 53 countries.
- And much more!

***"I am a Professional (Dentist/Attorney/etc.) How can this program help me?"***

Dentists, doctors, lawyers, and many other professionals have attended and loved the Business School because the program teaches the generalized principles that apply in all business and life situations. Anyone can apply them – regardless of profession or industry.

As a dentist, attorney, chiropractor, or doctor you may also be self-employed. At BSE, you will learn how to systematize and leverage your business so that it isn't so reliant on you being there all the time. Once you get your business working without you, you can spend more time doing the things you enjoy the most. And this is what most people like about being in business for themselves... financial and freedom of lifestyle!

***"I just don't have the time to do the program..."***

Everyone is busy. But what difference could it make to you if, in only eight days, you could shift the time you spend working "in" your business to spending more time working "on" it? By taking just a few days away from your regular routine, you will probably find that you are able to see things more clearly than you ever have before. Business School is an ideal opportunity for you to evaluate your business and your life. You will be able to look at what you really want to get out of both and then how to leverage your business, so it isn't so reliant on you.

Isn't your business, personal happiness worth eight days of your time to learn from like-minded entrepreneurs, instructors and individuals who are committed to achievement and growth?

If you knew with certainty that you will learn how to get:

- Faster Results
- Leverage Better
- Make More Money
- Build Multiple Sources of Income

Would you make the time available?

Successful people make the time when they see an opportunity that will accelerate their rate of success. How about you?

***“This is the busy season, I can’t possibly leave now”***

Couldn't you make the time available if you could see that it was worth your very valuable time? Did you ever think that this might be your best time to step back?

By taking this very important week out, you will have a full and clear view of the business process in action and come away with that most valuable benefit... insight in how to better **leverage** your time, yourself, and your product.

If someone you know recommended this program to you, then ask them why it may be of such importance for you to put your business aside to attend.

We have found that most graduates agree that attending this program was one of the best decisions they ever made. Think of what could make you say that for yourself? Then go for that reason!

***“I don’t know if the program will work for me?”***

As long as you participate, it will work for you! For nearly three decades, the program has worked for people from all walks of life and from all over the world. Our graduates are people of all ages, cultures, backgrounds and income – and are people just like you. And, just like them, we are 100% confident that it will work for you too!

***“How personal does it get?”***

Since the eight-day event is highly interactive – it can be as personal or impersonal as you wish to be.

You will be asked to participate in games with other participants, and have interactions with them, but you will always have a choice with your team as to the extent of your participation or how much you share yourself with the rest of the group.

You will never be put on the “spot,” or required to do anything you don’t wish to do; however, you will always get the result of the choices you make. We do ask though that you participate fully as possible and we have proven over and over that this is a very safe environment to grow in. When you involve yourself, you will learn twice as fast.

***“Is this program related to any religious organization?”***

Business School is a completely non-denominational and non-religious program. The Instructors, partners and our various associates and promoters who run the organization, as well as each of the participants all come from very different religious/spiritual backgrounds. There is a lot of respect and regard for different beliefs, and none are imposed in the program.

During BSE it is acknowledged that there is a higher power at work. Business School does raise the level of social consciousness of many of our participants – particularly for people whose main focus in life before was primarily money-focused. In the same way, it has also given some very spiritual or religious individuals who harbored negative judgments about business, money, prosperity, and wealth, a new understanding of what money really is. They see how it can make it easier to make a significant contribution to their communities and how to raise their family’s standard of living through expanded business opportunities.

***“What kinds of people do this program?”***

Aspiring and existing Entrepreneurs, people thinking about going into business, people who want to take their business to new levels of efficiency and productivity, as well as people who simply want to get to know themselves better and how to better function in a team environment find something special in this program.

***“Are there people who should not attend the Program?”***

Absolutely. People who don't like change – or choose not to confront what is not working in their lives will not enjoy Business School because this is what the program is all about... confronting what is not working in your life and business.

People who prefer keeping things within the status quo wouldn't like it either. People who would rather just observe and not participate with other people they don't know well and those who do not like participating in games will find it confronting and may not like it. Business School requires active participation – the more you participate, the more you get from it.

But most of all, if you are judgmental of others who seem “idealistic” to you and if you do not want to be prosperous yourself and enjoy real wealth, or if you do not strive to be happy and fulfilled and successful in your business and life... then you would not enjoy Business School.

***“I have attended a lot of seminars before, so what makes Business School different?”***

The biggest difference you will find in Business School is that we have combined personal development with business development and put it into a stimulating environment that is fun and exciting to learn in. In addition to your own personal growth pressing beyond your normal limits and mind set, the specific business areas you will be practicing in involve **Money and Finance**, **People and Organization**, and **Sales and Marketing**.

And with all of that said, you will be more than educated and entertained... you will be totally engaged and absorbed in the process of learning and discovery.

Each lesson and principle builds on the one before and unfolds like a beautiful flower or piece of art. It has taken us twenty years for the program to be “perfected” at the level we have it in now and you will benefit from this commitment of our co-founders.

The fact is that its creator, is a genius – in every sense of the word. He masterminded the games, exercises, and has a pattern of thinking that has been inherited by others in the organization. They have taken it from where he left off and have the ability to continue to expand and grow the program to continually create unsurpassed results.

Very few people have ever disliked the Excelerated Business School. Even professionals in the training/education field have applauded the brilliance, simplicity, power and effectiveness of its design.

Even if you have done many other seminars, there is always another level of performance to surpass. If anything, it will validate where you are today and show you which of your choices and decisions have worked and which have gotten you to where you currently are. From there, you can make new choices, as awareness is everything.

We will also be supporting the promotion of your own organization through our “Networking Table” which you can participate in and return to at each subsequent Business School. This feature alone has lead to people meeting, forming strategic alliances, cooperating, and sharing of information, much of which has been a resource in making a difference in the quality of their lives, organizations and communities.

***“I’m the best at what I do, I have all the money I want, and my relationships are great. So why should I attend?”***

Are you saying that there isn’t one area of your life that you couldn’t improve? Do you really have total harmony in your relationships? Do your management teams and employees carry out all your requests exactly and perform at optimum levels without conflict? Do you think you can’t learn anything new about business?

We have had some of the world's most successful entrepreneurs, business leaders, Olympic athletes, and best-selling authors and motivators attend our program just so they can take their personal and business performance to another level. Many of them, after being so impressed at their own growth; return and bring their other staff members, family and friends to their local **Money & You** programs just so they can qualify to go to the next Business School for Entrepreneurs.

We have found that no matter how well you are doing, there is always room for improvement.

### ***"Does this program have a track record in my part of the world?"***

Because of our experience and more than 60,000 Excelerated Business School Graduates from over 53 countries, our programs have been proven effective in every culture, environment and diversity in background. Formerly only taught in English, it is now being taught in Chinese and other language translations will be coming – either in live events or through our Excelerated Portal.

We have found that human nature is the same, no matter what a persons' race, culture or background. We are confident that it will work in your part of the world too!

### ***"What type of Instructors will I learn from?"***

The Business School is led by individuals who have gone through our own extensive Instructor training but they have also been successfully applying the principles in their own businesses and personal lives. They come from a variety of fields/backgrounds and nationalities.

The games, simulations, exercises and the sharing of the Participants – that is one of the biggest secrets of the success of the program, create Business School's environment.

Your Instructors are like "tour guides" as opposed to the key components of the program. This is the beauty of "excellerated" learning and our teaching format, which, since 1978, has been proven to be highly successful.

We use a variety of instructors, helping to avoid "followers" who think the education is personal to a specific instructor. We encourage everyone to apply the principles in their lives and businesses, and to realize that the power lies in themselves and their application of what they learned - not in their instructor.

All instruction is focused on "application" rather than just delivering "information." This prevents the typical "seminar" pattern of getting "hyped up" with enthusiasm in the moment and then forgetting it soon after. You will be encouraged to

implement many of the tools, strategies and ideas provided, and because Business School is so experiential, this is an easy task to do!

***"I'm an employee, how can this program help me?"***

We find that employee graduates are more valuable to their companies and therefore soon earn a higher salary because of their confidence and ability to "sell themselves" more effectively.

You will also learn the fundamental skill required to be a successful entrepreneur, and if you so desire, you could start your own business – within or outside of your company. Many companies are beginning to value what is called "Intra-Preneurism" and actually "invest" in their employees who want to run a part time business outside of company hours.

And, even more importantly, some people who think they might like to run their own business find, after doing Business School that entrepreneurship is not for them. What better thing to find out before investing their own time, money or energy in a business of their own!

On the other hand, other employees finally get the courage to "fly the nest" and step out on their own to start their own business. If you are in that category, you will get a head start and be able to cut years of your learning and business growth curve.

Because BSE is about adding value, you will become clearer on your purpose and the purpose of your business. This could give you the freedom and the confidence you have been seeking.

***"My business is doing fine now. Why do I need to attend this program?"***

Whether you like it or not, you have to grow personally, philosophically, strategically and financially in order to handle the fast-changing world of today – or you will regress and go backwards!

As human beings, we are never, ever static. And that is one of the key mistakes many business owners and managers make—thinking that if they are "doing fine" now, they don't need to learn anything new.

Continuing education is no longer a choice in most fields, it is a necessity and your number one competitive advantage is not how much you have – but how fast you can learn!

For instance, if in any aspect of your business you lose even just 10% from where you were 12 months ago, how long would it take your business to make up for that loss? What about your competitors? If your business is becoming depleted of its critical mass of the capital to fund and finance its growth and promotion to survive and thrive, then what will you do?

By working with us to get clear on whether to attend this program or not, we can help you make some distinctions that could be of great value to you.

### ***“What could help me decide whether or not to attend?”***

Decisiveness is one characteristic shared by most successful people. Rupert Murdoch, was said to have made a decision to commit over \$1 billion dollars of News Corporation’s money to a project – all within 30 minutes!

BSE is a rare opportunity because it is not repeated often throughout the year. Consider the lost opportunity if everything we have said in this document was true and you didn't take it! Then if you still have considerations, we can discuss it further with you. All you have to do is call.

### ***“How will I know if Accelerated Learning really works?”***

“Accelerated Learning” was developed by research psychologists and professional educators in the early 70’s and the major contributors included the seminal work of Dr. Georgi Lozanov as well as Nobel Prize winners, Roger Sperry and Robert Ornstein.

The effectiveness of “Accelerated Learning” has been objectively measured and Don Schuster, professor of psychology at Iowa State University, was able to record that “it produced at least 300 percent improvement in the speed and effectiveness of learning.”

UNESCO has acknowledged “Accelerated Learning’s” effectiveness in learning languages, and the magazine Educational Technology stated “it is a tool that allows students to absorb and retain a two-year language course in as few as 20 days.”

Our *Excellerated* Learning Technology has been developed through the years and proven over and over again to be one of the most powerful learning technologies in the world. It is a combination of “Accelerated Learning” methodologies and we have added our own technology after many years of trial and error. One of the things that set us apart is the principle we teach which encourages making mistakes and then

correcting as fast as you can. This is how we developed our entire educational system and curriculum.

We are keen to share this technology with as many people as possible and encourage your participation.

Our Purpose is to “*Uplift Humanity’s Consciousness Through Business,*” which of course, includes the transformation of educational systems around the world. Our co-founder, DC Cordova, wants to support the eradication of poverty and hunger – and we love it when the graduates bring their families and loved ones, especially when they are teachers from traditional educational systems.

We are happy to say that we have had a positive impact in at least six countries, which are now using this type of learning technology more and more in their educational systems. This is due, thanks to the many graduates, their staff and teams who continue to support this work and take it into their own spheres of influence.

**“I can’t attend for these eight days. Is there another program that you offer?”**

Yes, we have other programs on Money-Making Systems, the Instructors’ Training Program, Entrepreneurship, building your organization and others. To find out about other *Excellerated* Programs.

The biggest difference between these programs and Business School is that in Business School, you have enough of an opportunity over eight days to fundamentally shift the course and direction of your business and life. This is a life-changing program and, while most other programs focus more on information, this program focuses on the process and breakthroughs that are available from full participation.

Our “signature” program is the *Money & You Program* which is a three-and-a-half day entrepreneurial program. For more information on M&Y [Click Here](#)

**“I may need a little time longer to enroll...”**

If you have gotten enough information to make an informed decision, then what else do you need to know to act on this opportunity? Call us to discuss your particular needs.

Please remember that any special offer is limited and expires if you don’t register before the deadline. [Register now](#) and discover how to increase from \$10,000 to

\$10 million in **additional profits**, without increasing your staff, overhead, or working capital!



We thank you for your interest in our *Excellerated* Programs. We look forward to having you in one of our programs and to empowering you and your ability to succeed for many years to come!

DC Cordova  
CEO/Co-founder, Excellerated Business Schools/Money & You Program