



# MAKE YOUR MARK GLOBAL

## DEEP DIVE #3 YOUR INTELLECTUAL PROPERTY

What is the definition of Intellectual Property

IP is the legal \_\_\_\_\_ for \_\_\_\_\_ property  
that is the \_\_\_\_\_ of \_\_\_\_\_, which  
include \_\_\_\_\_,  
\_\_\_\_\_ and \_\_\_\_\_.

What types of IP are often legally protected?

P \_\_\_\_\_ C \_\_\_\_\_  
T \_\_\_\_\_ T \_\_\_\_\_

How can IP lead to 6 figure revenues?

With \_\_\_\_\_ true \_\_\_\_\_ buying \_\_\_\_\_ you  
can earn \$100,000.

How can you scale into millions of revenue?

L \_\_\_\_\_ D \_\_\_\_\_

J \_\_\_\_\_ F \_\_\_\_\_

What are the problems you solve that your clients also have?

What do you know how to do that you could teach others?

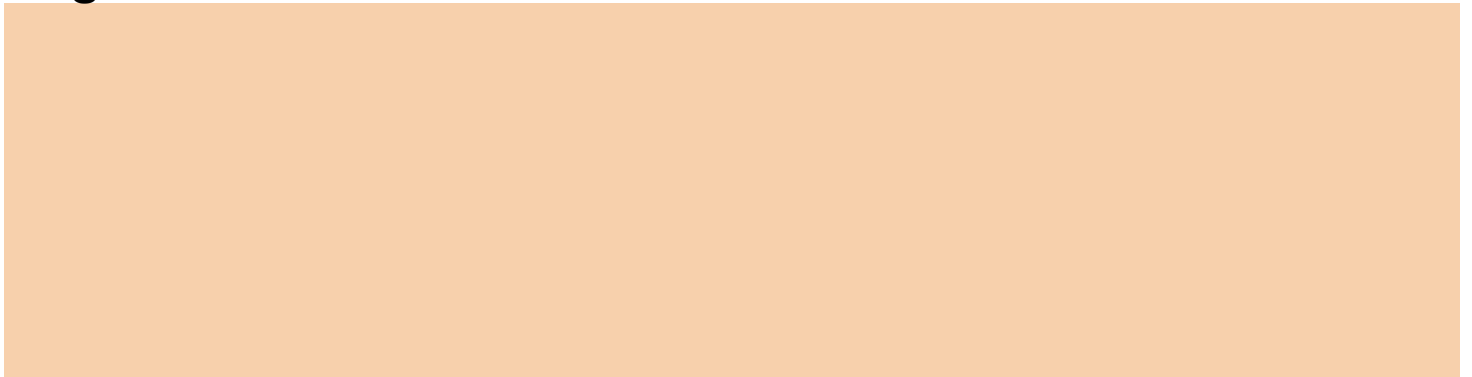
Do you or could you offer professional training or mentoring to other professionals?

During the Masterclass, Dr. Andrea will outline the 5 stages of business growth you can expect on your entrepreneurial journey. You will see which stage you're currently in, and get tips on how to move to the next stage most efficiently.

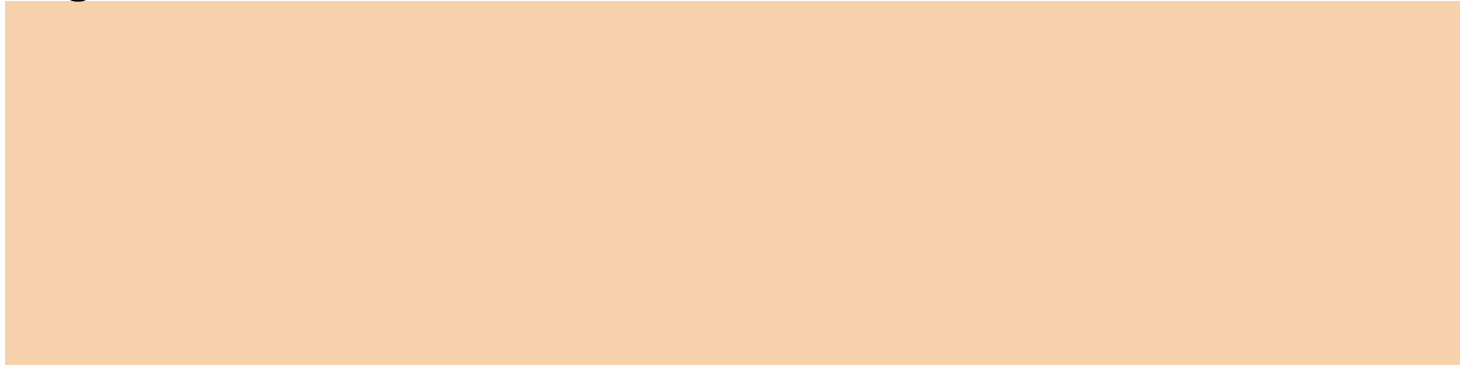
Use this section to take notes during the Masterclass.

## THE 5 STAGES OF BUSINESS GROWTH

### Stage 1: CALL to VISION

A large, solid orange rectangular box intended for taking notes during Stage 1 of the Masterclass.

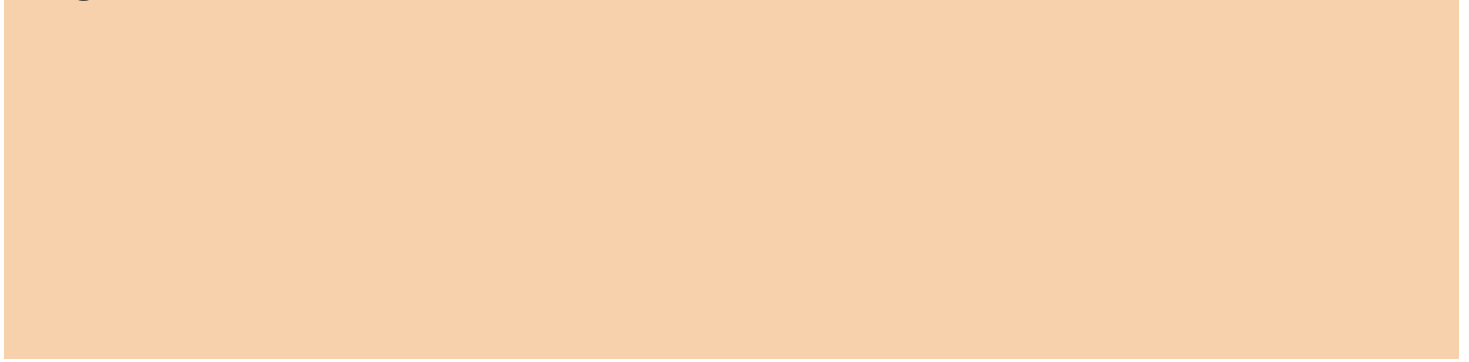
### Stage 2: POSITION

A large, solid orange rectangular box intended for taking notes during Stage 2 of the Masterclass.

### Stage 3: PRESENT

A large, solid orange rectangular box intended for taking notes during Stage 3 of the Masterclass.

## Stage 4: PROMOTE



## Stage 5: EXPAND



# NEXT STEPS

What I will do TODAY to begin implementing what I've learned

What I will do NEXT WEEK to begin implementing what I've learned