

March 9, 2019

Get It Done Day -- Call #3

Nancy Juetten: Well, we're back. This is Nancy Juetten.

Steve Juetten: Hi. This is Steve Juetten.

Nancy Juetten: And we are the co-founders of Life Goes On Roadmap and today, right now, we are sounding the trumpets. We're celebrating. We're doing virtual high fives and we encourage you to do the same!

Steve Juetten: Louder. Louder.

Nancy Juetten: Louder. Higher. Louder. Okay. We're encouraging you to do the same. If you are doing Your Life Goes on Roadmap with a partner, your best friend, your daughter, your son, your pup, can give yourselves a big congratulations for taking this journey, getting this done, and hopefully making it fun. As you look at the screen right now you'll see three "I'm Ready for Anything Road Tripper" badges. They're all superheroes: a woman, a man and a woman, and a man, all wearing superhero capes. Use these in whatever combination to reflect the dynamics in your family and celebrate that you are now in a very elite club of folks who are absolutely ready for life before life happens.

And how does that feel? How does that feel?

Steve Juetten: Awesome.

Nancy Juetten: Congratulations, congratulations. This is the opportunity we offer to you to open this up for comments and observations about what you learned and so we have an intimate group joining us live so I'm going to unmute everybody. But I know that Michelle is live on the call and your line is open and I'd love to hear what your ahas and insights are, Michelle.

Michelle: You know, I've been thinking during the time how this is something that potentially could be done alone but it's so much easier when there's a set time, a set date, somebody cheerleading from across the country, and that the power of that is just something that really motivated Chris and I to really get a major, major, major start on this. We're like 80 to 90% through just like you were saying would happen so, thank you.

Nancy Juetten: Oh, well, that's wonderful feedback. Is Chris your life partner or husband?

Michelle: Yes.

Chris: Yes, I am.

Nancy Juetten: So nice to meet you.

Chris: Nice to meet you.

Nancy Juetten: So any ahas or light bulb moments or anything that came on for you during this journey that you feel comfortable sharing to inspire others to come after to get on the bus and get this done?

Chris: In the process of filling in all of the items that you had already identified, it also brought up for us other important things that we could easily add. It was just so handy to have a spreadsheet already set out for us so we could just add additional tabs or more columns or rows or whatever, and when we came across important documents scan them, make a copy, document that this exists and where it is. It gives us a feeling of sort of security and confidence that we know what's going on and we can find important things when we need to.

Nancy Juetten: Excellent. Love that. Were there any big surprises for you along the journey? Things that you didn't know or that you're glad that you now know?

Michelle: **For me, Nancy, not so much in terms of information although I'm sure when I digest it all I will, but because we're talking about having an outcome but an outcome that's there in case of something that's not so great, a theft or a death or whatever, I noticed for myself that I was kind of ... although I'm the one that initiated this and really wanted Chris to do it and was very enthusiastic, I was also kind of edgy.**

I was kind of on edge because there's that underlying that's if something happens and having one support from you and Steve and also having it be put out in a positive, kind of fun way, kind of helped to mitigate that kind of unconscious stuff that was touching me underneath and I could recognize it and just give voice to it to Chris so that if I was a little bit edgy we knew where it was coming from. It was just coming from ... there's a life side of this that we may need to use this sometimes when it's not such a pleasant occurrence in our lives. Yet the actual getting it together can be balanced out by having it fun and by having this colorful screen of the fireworks and all. That fun part, light part, actually makes a big difference.

Nancy Juetten: Well, we're just beaming with pride to hear those comments because that's really what we were hoping would be the outcome.

Michelle: **Well, I really experienced it that way by having the part that was kind of unconsciously bothering me, which wasn't the task, it was what might happen that might give need to using this product. It really helped.**

Nancy Juetten: Very, very good. Well, I know Amy is here and I'm wondering if we can hear from Amy. Do you have any comments, Amy, that you'd like to share?

Amy: Oh, shoot. I had one and then I forgot. Oh, I know. It was super cool to have your handholding. I think that I like the check in part, so how you get started and then we check in and stuff because it kind of appealed to that part of us that likes to have approval.

Nancy Juetten: Mm-hmm (affirmative).

Amy: You know, like that ... the accountability. It helps so much. I mean, I have a lot of this information in all the other places and everywhere and stuff but definitely getting it all secured and so that then my partner and I can talk about it after and then also having some of those conversations about the hairy-scary stuff is ... Yeah, it's good that we're going to be having those and yeah ... But I really super ... the accountability and the check in, that part, was super great. Like that, just this call, has been really amazing for me.

Nancy Juetten: Oh, that's wonderful. I love to hear that. I love, love, love to hear that. Let's talk about what's next. We congratulate you, of course, for coming all this way.

Steve Juetten: So, here's something. I'm very task-oriented and tend to be very organized. Not a surprise there. What we know from experience and from all the research is that if you have items on your to do list ... and I want to emphasize this time and again, in the next 48 hours you need to take action on at least one or two of those items. And here's why is that creates this momentum that you've already started, it continues the momentum. The other part is commit to trying to complete whatever it is you need to do within two weeks. From two weeks from today be complete with everything that you're doing. So whether you're live or whether you're listening to this, A) make sure you do something within 48 hours and 2) finish within two weeks. And if you're already done or close to done, review it within two weeks. There will be things that will come up that you'll go back in and doing.

I'll give this real quick example for you. When Nancy and I first did this I did not have her life insurance policy number. Remember we couldn't find that anywhere? And I had forgotten about it but because we committed to coming back in two weeks it was like, "Oh, I forgot to do that." So I fired off a note to our insurance person and got the information.

The last item is I want you to think about reviewing this. We have on the slide here quarterly. That may be too much for you but a couple of times a year we need to review this because passwords change and information changes. Just as an example, if you add a car or you change policies or something. So at least twice a year try to do it. If you can do it quarterly good for you. That's more than I can do, I'll have to tell you. I'll have to admit that. Nancy's looking at me with

crossed eyes like, "Wait a minute. You're not doing it quarterly?" The idea here is take action. Finish what you're doing in two weeks and then review regularly.

Nancy Juetten:

Absolutely. I wanted to make a comment. I don't know if we mentioned this during the previous call but beneficiary designations absolutely need your important attention. In today's day and age where the modern family takes all kinds of shapes and sizes, where sometimes there's multiple spouses in a lifetime, make sure that if you're supposed to be the designated beneficiary that all the accounts where beneficiaries are noted show that you are, in fact, that person because we have heard interesting, dramatic tales from the road where wife number three was denied whatever the wealth that she was due because husband forgot to take wife number two off of the paperwork. Don't let that be your fate. Make sure your beneficiary designations are up to date.

I also wanted to comment on something that I think is important to bring about for all the folks who may be listening to this call subsequently. I don't know about you but I love being ahead of life before life happens because I know where things are, I can put my hands on what I want when I need it and I'm not in crisis. When people are in crisis they're dealing with something that was absolutely unexpected and quite unfortunate. Sometimes their rational ability to deal with things in a step-by-step manner is deeply compromised and there can be conflict and all kinds of collateral damage. The fact that it's a Saturday and you've given a few hours of your life to get this done and dialed is just a beautiful thing that you've done because if life does serve up a bump in the road you'll be able to be more present to whatever it is that has happened so that you can deal with it as best you can without as much drama, trauma or chaos.

Now if you were referred to us by your financial advisor, your estate planning attorney, your insurance professional, your professional organizer, or another provider, we would love for you to circle back to the person who referred you to report on your progress and to say thank you and to honor your provider with the compliment of your referrals. Because it's because of the outstanding support that we have from our licensees that we're able to serve so many people around the country with this powerful get-it-done day and we want those folks to be appreciated and honored by the compliment of your referrals.

If you've loved this experience and you would love to gift the Life Goes on Roadmap three-ring binder or digital system to your family, your friends, or anyone else who might benefit, again you can reach out to the professional who referred you to place your gift orders. That would be awesome.

If you loved this system and had a wonderful experience, please tell us why. If you could send a comment with your full name and a photo so we can share your good experience with others, together you can help us advance this revolution for this nitty-gritty form of financial empowerment that we're fighting for because this is more than just about getting organized. It's about power, access and control.

You've already, Amy and Michelle and Chris, have shared some wonderful comments and we will transcribe them and use them, but if you would be kind enough to put them in writing that we could showcase on a webpage or on social media that would be great. You can send your email to me at Nancy@lifegoesonroadmap.com or call me at 425-641-5214.

Steve Juetten: If you loved this system, we're just mentioning it, if you're a professional would like to license it, make sure that you give us a heads up on that. You can email Nancy at lifegoesonroadmap.com or call 425-641-5214. And we also have a page that you can go visit and learn a little bit more about it and that's on the screen but I'll read it to you anyway. It's bit.ly, B-I-T dot L-Y, slash deeperservice to learn more. But that's just a heads up because we love working with our licensees and people that make this system more broadly available to everybody. This is a big effort on our part to reach as many people as we can. In our big hairy audacious goal we want to reach a million people to do this and so we need all the help we can get and the way we do that is by amplifying our voice, the licensees and professionals as we've talked about before. Did you want to add anything to that, Nance?

Nancy Juetten: Yes. What I wanted to say about that is how awesome is this that this is a done-for-you system that we can simply create a custom letter on page one that lets your clients know that this is something you're happy to share with them. You get the benefit of sharing it with them without having to create it yourself and there's just a simple licensing fee and we provide plenty of marketing support if this is something you would like to inquire about. We look forward to talking to you about it.

If you have friends and family that you think need to be alerted to how we are supporting families around the country, we have a free gift, it's called the 5 Blind Spots for Couples that Stop Financial Empowerment and to Course Correct Starting Right Now. You can simply invite people to visit www.lifegoesonroadmap.com to download that very useful report and they'll be fast on the path to taking a very similar journey as you have taken today to get your life organized so that you can be prepared for a bump in the road before it happens.

As we always like to say, "The road to peace of mind starts with a decision to get in the car and drive," and you have successfully done that. Vroom, vroom. Let's look forward to epic and exciting adventures still ahead. I want to just double check to make sure that there are no further questions being asked. I'm just going to see if anyone wants to raise their hand and say something, you may do so. Actually, everybody's unmuted so, Michelle and Amy, if you want to speak up you certainly may as we sign off for today. Any parting thoughts you'd like to share?

Amy: I'm just sending an introduction to my financial planner for you guys.

Nancy Juetten: Oh, thank you. We so appreciate that. And how about you, Michelle and Chris? Anything you'd like to say?

I guess not. Okay.

Amy: I think she wrote in the web thing.

Nancy Juetten: What was that? I'm sorry.

Amy: I think she wrote in the web thing.

Nancy Juetten: Oh, I'll check on the chat.

Michelle says, "We'll definitely share. Already have. Will definitely help to hold the vision for you of easily reaching your million."

Steve Juetten: Thank you.

Nancy Juetten: Michelle, I'm so glad that you joined. Your enthusiasm was just so exciting for us to receive and I know you've got a very special dinner planned and so I hope that you're clinking the champagne glasses, you're toasting an epic future still to come and if there's anything more we can do for you and those that you love and care about you know how to find us.

With that, I'm Nancy Juetten.

Steve Juetten: And I'm Steve Juetten and thanks everybody for being here. Congratulations. It's a big darn deal. Well done. Way to go. Three cheers.

Nancy Juetten: And with that we will sing you out with Freedom Day with the amazing Tiamo De Vettori. We will see you on the road of life everybody. Bye-bye for now.