

## Your Money Machine



You can increase your income by practicing continuous improvement in your career skills.

Your first priority is getting better at what you do. If you are an entrepreneur, coach, or trainer, we offer highly effective courses to tune up your craft.

Your second priority is acquiring and keeping good clients. Our April sales training courses are state-of-the-art. Spend a few days with us on warm, sunny Ibiza to heat up your cash flow.

**The Art of Closing the Sale** shows you how to increase your magnetism to attract the kind of clients you desire.

## Waikiki Wahines

As the Men's Trainer Team prepared to launch their spring tours from Ibiza, the Women's Team was basking in the brilliant sun of Waikiki—honing their training and marketing skills. They have placed Mia Sage on two radio shows and made hundreds of wonderful friends in Honolulu.

Men seem to bond as naturally as breathing. The challenge of teamwork seems more daunting for women. Ladies are receptive creatures, so they tend to pick up all kinds of stray energies and attitudes that can throw their business focus off center. Friends and families need attention: yet it is essential that women also manage to stay on-task and get results. Fortunately our women trainers had Xochi Wild there to remind them of their true feminine quality and to put them on course to earn the kind of income they deserve.

Marianna Cortez and Canan Allemang are opening the doors to media appearances, even as the men are rehearsing for **What to Do With the Rest of Your Life** seminars through New York, Austin, and Houston. Be sure to join the guys in the city nearest you.



## Book Reviews

Book reviewers are honing in on Mia's *How to Talk to Men*. Naturally we are expecting a range of responses, from horrible to wonderful. After all, who is this young German woman to declare an armistice in the ancient war between the sexes? How dare she ask women to be more understanding of the male of our species?

You can take a look at the first review, which is attached to the end of this newsletter. *The Ibiza Sun* wrote a detailed analysis of the book, along with a balanced view of Mia's message. A new writer can hardly ask for more.

Now we are awaiting books from many of you. Regina Swoboda has completed **How to Talk to Women** in German. Be sure to contact her for ordering details.



## WHAT'S NEW

Did you catch last week's issue of FOCUS magazine, featuring Vanessa Del Rey? Her photo is gorgeous and the article a strong, positive review of her *Silver and Sexy* theme—reminding us that passionate desire survives maturity.

Dana Minney and our own Vincent are collaborating on a very advanced Coaching School on Monday nights beginning in May. For 8 weeks you can rehearse the most effective ways to apply human dynamics to building strong families and businesses. *Strategic Intervention* provides insights and designs based on the latest breakthroughs in Family Systems Coaching. To be the best you have to learn from the best (SKYPE available).



## Greetings from Mia Sage

As I coach people from so many cultures I see that we all share universal pain and pleasure. But just because life is hard doesn't mean that we have to be. I appreciate our global team—each one of you who gives love and support to make sure that our business web truly comes from the heart.

When you come from a small village and live on a small island, it is easy to wonder what you can bring to experienced people in sophisticated cities around the world. Yet wherever I travel I see that we have something special. We bring sweetness and aliveness to the lives of people that have fallen into bitterness and resentment.

I find it amazing to see the physical transformations in the eyes and faces of the people we serve. As they release heaviness and embrace lighter, brighter lifestyles, they sweep us along in the joy of discovery. As they remember their curiosity and vitality, we have the privilege of being part of their awakening.

I wouldn't trade my life for the life of anyone else. As Albert Schweitzer said, service is the source of true happiness.

## New Performance Scales

Having Justin Case on staff is valuable in a thousand ways. Not only does he act, film, train, coach, and lead teams—he is also a computer wizard. His latest contribution is an upgrade of the *Sage Performance Scales*. This is by far the most exciting update we have ever produced.

We are attaching the latest edition of the charts to this newsletter. Just in case you aren't reading this, then you will be able to find printable versions on our website: [www.sageuniversity.com](http://www.sageuniversity.com).

The new charts reflect Mia Sage's influence on the Sage Method. Feel free to print them out and to use them in your seminars, brochures, and books.



*How to Talk to Men - Hawaii*



## How to Talk to Men T-Shirts



We have new *How to Talk to Men* shirts that will get you plenty of attention when you are out and about. People will approach you to ask about that topic and to learn more about you and your courses.

We also have new COACH t-shirts available that let people know that you stand ready to coach them and to lead their teams to reach their goals.

We only printed a few sample shirts for now, so be sure to get one of these collector's items. Meanwhile we need your help to find a large printing house to produce greater quantities.

## The Art of Closing the Sale (April 16-21)

There comes a moment in every business transaction when your client needs to go through his or her anxiety and make the buying decision. Most deals break down right at that point. The practitioner feels the discomfort of the client and backs down from the sale.

You don't need magic or a salesman personality to assist people to make their commitment. What you need is specific methods that move people to take action. Closing the Sale offers lots of role-play and behavioral rehearsal to help you master the steps in getting the commitment and collecting payment for your services. People will judge your entire business on how well you treat them in the selling process. Let us make you better so that you can help more people and earn the income your deserve.



## Sales Mastery (4-weekend series)

Okay, so you have finally realized that salesmanship is the only 100% reliable path to success. You want to learn and you are ready to put in the rehearsal time. But Ibiza is far away, and you like cold weather. So we have created a stay-at-home learning package that you can attend right there in your own hometown.

Sales Mastery is four weekends of high-quality sales training that you can attend with a group of good friends via the magic of SKYPE.

We can show you how to tap into the client's buying process so that you can get their rhythm and tune your products and services to fit their needs. As you earn their trust, they will automatically refer their friends to you. Grow your business by mastering the sales process online with us.



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## Coaching School

(May 07-12)

The Sage Method is to coaching what the Mercedes S Class is to cars. Our approach offers substance, style, and performance that sets it apart from all those programming and problem-solving approaches. If you want to be an effective coach, be sure to attend **Coaching School** on Ibiza.

The Sage Method taps into the human spirit and reliably blends the vitality of individuals into the magic of team spirit. You can watch people transform in front of your eyes, and then see how they can play together to produce outstanding results in any field. Our Coaching Transformers give you clear, specific communication patterns you can use to inspire high performance. Do this to excel.

## Coaching Mastery

(May 14-19)

Have you ever seen a coach or trainer elicit the aliveness in someone else and wished that you had the skills to inspire people like that? Coaching comes down to the interview. Great coaches are masters of the art. They don't direct people or pressure them to perform. That is because they know exactly how to follow the curiosity in another human until that person's spirit glows through their eyes and radiates from their face and body. If you are ready to go to the next level in coaching, come to Ibiza to learn masterful interviewing.

In **Coaching Mastery** you play out the interview process again and again in slow motion, dwelling on each transition point until you can inspire people every time you speak with them. You can use those skills professionally, or you can use them to build a great relationship or family. Sign up today to master the art of inspiration so you can be the source of success for all the people you love and serve.

## Practice Building

(May 21-26)

Customer loyalty makes the difference between working hard for a little money or prospering easily by living your adventure. Your coaching career is both a craft and a business. You want to coach people effectively. But you also need to operate your practice as a successful business venture. **Practice Building** show you how to set up effective systems, to enroll the right players to assist you, and to build the kind of team that makes your career a pleasure. You also learn how to market your services, lead people to great success, and to provide stellar service—the kind that makes people want to have you as their coach for the rest of their lives. If you are ready to reach the success you desire, come to Ibiza to learn the business fundamentals that will put your business on track to earning your fortune.



# April 2013

- Weekends
- Geisha Series
- Self-Actualization
- Sage University 10-day modules
- Online-Seminars
- Sage University 6-day modules
- How to Talk to Men Series

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
1 8:30 PM Entrepreneur	2	3	4	5 What to Do with the Rest of Your Life – Hamburg	6	7
8	9 Integrity Selling (6-Day) – Ibiza	10	11	12	13	14
15	16 The Art of Closing the Sale (6-Day) – Ibiza	17	18	19 What to Do with the Rest of Your Life – New York	20	21
22	23	24	25	26 What to Do with the Rest of Your Life – Austin	27 Sales Mastery – Skype	28
29	30	1	2	3	4	5

# May 2013

- Weekends
- Geisha Series
- Self-Actualization
- Sage University 10-day modules
- Online-Seminars
- Sage University 6-day modules
- How to Talk to Men Series

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
29	30	1	2	3 What to Do with the Rest of Your Life – Houston	4	5
6	7 Coaching School (6-Day) – Ibiza	8	9	10	11	12
13	14 Coaching Mastery (6-Day) – Ibiza	15	16	17	18	19
20	21 Practice Building (6-Day) – Ibiza	22	23	24	25 Sales Mastery – Skype	26
27	28	29	30	31	1 Trainer Training (10-Day) – Ibiza	2



# June 2013

- Weekends
- Geisha Series
- Self-Actualization
- Sage University 10-day modules
- Online-Seminars
- Sage University 6-day modules
- How to Talk to Men Series

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
27	28	29	30	31	1	2
					Trainer Training (10-Day) - Ibiza	
3	4	5	6	7	8	9
Trainer Training (10-Day) - Ibiza				How to Talk to Men Advanced - Paris		
10	11	12	13	14	15	16
Trainer Training (10-Day) - Ibiza		Performing Arts (6-Day) - Ibiza				
			Geisha School - Monaco			
17	18	19	20	21	22	23
How to Talk to Men in Business - Ibiza					Sales Mastery - Skype	
24	25	26	27	28	29	30

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# July 2013

- Weekends
- Geisha Series
- Self-Actualization
- Sage University 10-day modules
- Online-Seminars
- Sage University 6-day modules
- How to Talk to Men Series

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
1	2	3	4	5	6	7
8	9	10	11	12	13	14
On Writing Well (6-Day) - Ibiza						
15	16	17	18	19	20	21
Media & Film School (6-Day) - Ibiza						
22	23	24	25	26	27	28
Internet Marketing (6-Day) - Ibiza					Sales Mastery - Skype	
29	30	31	1	2	3	4

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