

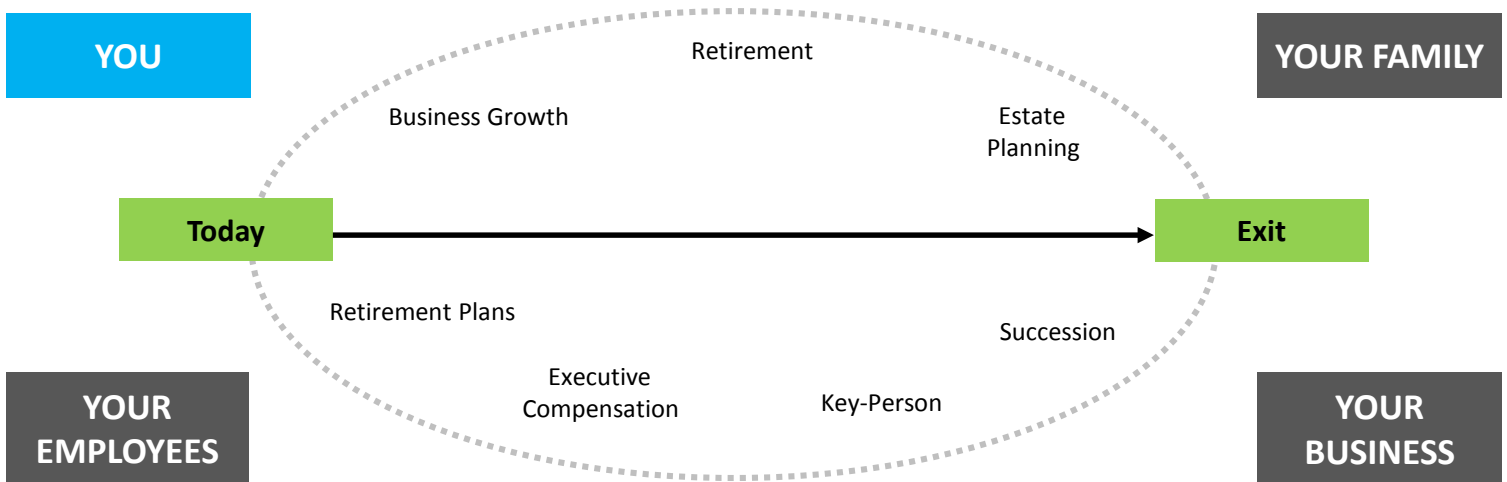
Using a napkin (or small piece of paper) to help explain to a client a concept can be a simple way to simplify the complex.

## HOW TO USE THE NAPKIN SCRIPT

<b>STEP 1</b>	Schedule a client event or individual meeting.
<b>STEP 2</b>	Take a napkin and unfold it. Draw a line across the middle and write <b>TODAY</b> on one end and <b>EXIT</b> on the other.
<b>STEP 3</b>	Fill each quadrant on the napkin with the four blocks below (You, Family, Employees, Business)
<b>STEP 4</b>	Follow the linked script below

### THE INTRODUCTION

“On this napkin, I can show you what I can do for you, your family, your employees, your business and your estate.”



[CLICK HERE FOR THE SCRIPT](#)

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