

# *the* **MOVE** *to* **MILLIONS**<sup>®</sup> *method*



**A PROVEN PROCESS**

**FOR BECOMING A MILLION DOLLAR CEO**



INCREDIBLE  
*one*  
enterprises

## *Dear Millions Minded Service-Based Entrepreneur,*

If you're here, it means that you have desires to be a million-dollar CEO, but are finding yourself stuck at or very close to six figures.

I can assure you, if you are stuck it's because one of the five areas covered in this quick guide is currently a gap in your business. Your gaps could be the gateway to your first million-dollar year. While this guide is presented as an overview, there's an opportunity for you to do a quick self-assessment to determine where your biggest gap lies: Strategy, Sales, Systems, Support or Success Mindset.

As you read this quick start guide, ask yourself which area presents the biggest gap for you:

**STRATEGY:** Do I have an offer suite that is highly leveraged and scalable? Is the foundation of my business (packaging, pricing, positioning and promoting) strong enough to start my move? Does my messaging consistently attract and convert my most ideal clients? Which marketing strategy can I credit for 85% of my lead generation?

**SALES:** Do I have a sales script that when leveraged in my sales suite brings me new clients consistently? Have I mastered how to shorten my sales cycle so that I can better predict revenue? If I have others supporting my sales efforts, can they close without me, or do I constantly have to jump in? Are they enrolling people every day of the week and keeping results consistent?

**SYSTEMS:** Have I already begun to create the processes, playbooks and procedures that makes my success duplicatable and predictable each month in my business? Are there any of the 7 systems that are nonexistent in my business? Do I have SOPs and processes for each of the 7 systems?

**SUPPORT:** Do I have the right support so that I am not the bottleneck in my business? Have I developed the right leadership skills to effectively manage the efforts of others on behalf of my goals to continue to scale this company? Have I thought through my org chart to have a sustainable million dollar company? For the team I have, are they clear about their role and KPIs?

**SUCCESS MINDSET:** Is there any limiting belief that threatens to derail my next level of growth financially and spiritually? Do I truly believe that I am worthy and deserve to operate a business that makes and moves millions?

Now that you have the questions to ask yourself as you walk through the guide and are introduced to the Move to Millions® Method, let's jump in.



In my forthcoming book, *Move to Millions*, I will share the principles, assets and legacy of normalizing millions in your service-based business.

By sharing my Move to Millions Method with you, my hope is that leveraging and scaling a business that serves you financially and spiritually will finally be within reach for you.

There's nothing wrong with wanting to make millions. Let us prepare you so that it's a **dream** come true, not a **nightmare** you can't wake up from.

AND WHEN YOU'RE READY TO GET STARTED  
ON THE FIRST STEP, THE MILLION DOLLAR  
STRATEGY, **WE CAN HELP.**

*start your move today*



Where are you on the  
**MOVE TO MILLIONS?**



We work with business owners who have been **stuck at six figures** and we help them scale their business toward the million dollar mark in less time, with less grind and more grace.

**WHAT GOT YOU TO SIX FIGURES**

**WON'T GET YOU TO SEVEN.**

- Hustling and grinding for leads —————> Systems and automation
- Desperate sales energy —————> Requiring your clients to rise up
- Low priced “what and why” offers —————> \*Leverage + Scale Offer Suite™
- Overwhelmed while delivering —————> \*Leverage + Scale Delivery System™
- Switching your strategy like you —————> FOCUS on the \*Incredible One Leverage  
change your underwear + Scale Marketing Suite™
- Being unsure of the value you add —————> Knowing and doing based on a clear embodi-  
and doubting yourself constantly ment of all that God created you to be
- Mediocre mindset and belief that —————> Exceptional mindset and belief that  
you deserve more abundance is unlimited to you

*\* Leverage + Scale Suites are a part of the Move to Millions  
Method we employ via our Incredible Factor University programs.*



*In order to Move to  
Millions, you'll need these*  
**FOUR THINGS:**



### **STRATEGY**

Pricing, packaging,  
positioning, promoting

### **SALES**

Choosing the sales tools  
that makes millions easy

### **SYSTEMS**

Tightening the 7  
systems to 7 figures

### **SUPPORT**

Building your million  
dollar team

# the **MOVE** *to* **MILLIONS**® **METHOD**

IOE Founder, Dr. Darnyelle Jervey Harmon, developed the Move to Millions® Method best known for fast-tracking a company's growth. This proven framework includes the development of your Million Dollar Assets and leveraging this powerful success formula.

## A PROVEN FORMULA TO SCALE TO 7 FIGURES AND BEYOND



## *Let's review...*

At the beginning of this guide, I shared some questions to ask yourself to help you identify where the gaps are in your business. Here they are again:

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### **Where is your biggest gap? What's stopping you from your Move to Millions?**

It's possible that the dream of 7 figures has been on your mind for a while now. Or perhaps you haven't even thought about the million-dollar mark because you think that mo' money comes with mo' problems.

If this guide has made clear what I suspect, you need guidance and mentorship to **PREPARE** for millions. As a millions-minded business owner, getting the mentorship to shorten the amount of time it takes is essential to you making *and* moving millions without working harder than you are right now.



## GET THE SUPPORT TO TAKE THE FIRST STEP ON THE **MOVE TO MILLIONS®**.

Move to Millions Live, powered by Incredible Factor University® is our 3-day live event experience that gives you access to the principles, assets and legacy necessary to lay the foundation for your first million dollar year. When you register to join us, you'll tap into a powerful, life and business transforming experience in our powerful community.

Trust me, your life and business will NEVER be the same.

*As a result of our programs and event experiences, 80% of our clients have their first ever six-figure quarter (generating \$100,000 in sales and revenue in 90 days) and start the trajectory for their first million dollar year*

Move to Millions Live is the first step on the Move to Millions.  
If you didn't come from millions, millions should come from you.

[Join us for 3-day experience where high-achieving entrepreneurs begin their transformation into CEOs that make and move millions.](#)

Our programs get clients on the path to millions - with milestones set for \$250K, \$500K and \$750K. We see our clients shift from six-figure years to six-figure quarters to six-figure months in working with us. And now, we'd like to help you too. Join us at Move to Millions Live!

*start your move today*