

## **“From the Trenches Coaching E-Mail”**

**Date:** July 1, 2024

**From:** Dennis Tubbergen

*Note: You are receiving this “From the Trenches” coaching fax because you requested information from my company “Rocket Production Systems” sometime in the recent past. You may remember the “Business Blueprint” book revealing how I produce \$20 million in annuity premium each year while working with clients just 10 hours each week.*

## **“Better Investing Through Astrology”**

Naw, I haven't lost it.

But, if you ask me, a lot of investors have.

Recently, on a business talk show, I saw an interview with Henry Weingarten, a self-proclaimed financial astrologer.

Yep, you guessed it, he makes investment decisions for his clients based on what's going on with the stars.

The recent solar eclipse, according to Henry, predicted the rise in the markets that we saw after the eclipse.

And recent sunspot is predicting a market decline.

Just in case you think that these predictions are for entertainment purposes only, think again.

Ole' Henry heads up an investment advisory company that requires a minimum of \$1,000,000 to open a private account.

Out of morbid curiosity, I went to Henry's website and found that he has 3 investment funds aptly named 'Jupiter', 'Saturn', and 'Neptune'. He charges 1.5% on the first million invested and then .5% on any additional over and above a million.

And, yes, he is successful.

There are lots and lots of affluent investors forking over fees to read Henry's stock horoscopes and other economic predictions based on what planet is where and lined up with what.

I bring this up to make a very important point.

Occasionally, a new Rocket member or a member that doesn't know me too well will send in a comment, pissing and moaning, telling me how tough it is out there.

These crybabies will make every excuse in the book to explain their failures but never address the real cause of their problems – themselves.

Just in case you find yourself making excuses occasionally or get discouraged, think about ole' Henry the financial astrologist who has only millionaires lined up to invest with him based on what he sees in the stars.

Think you can't build a million-dollar business? Pah-leeze.

If ole' Henry can do it, anyone can.

<u>Date</u>	<u>Call Topic</u>
July 1	Zero tax cost and low tax cost Roth conversion sales strategies
July 8	How to Assemble an Income Model that Sells a Large Fixed Index Annuity
July 15	Using Current Headlines to Lead Generate
July 22	Initial Client Interviews Do's and Do Not's
July 29	Seminars vs. Webinars vs. Classes – When to Use Them
August 5	Precious Metals Sales Strategies
August 12	Case Study: Combining Income and Charitable Strategies
August 19	Killer Telephone Strategies
August 26	Asset Protection Planning