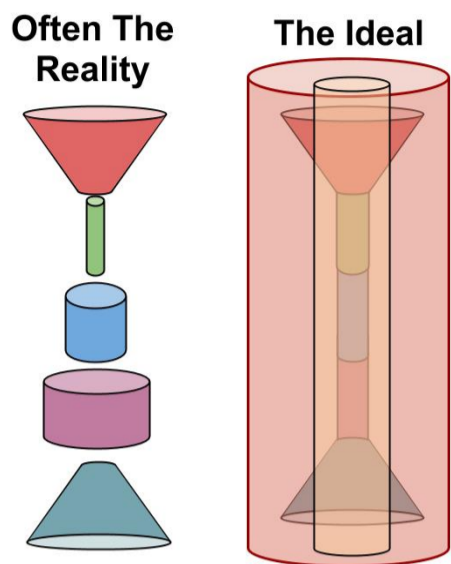
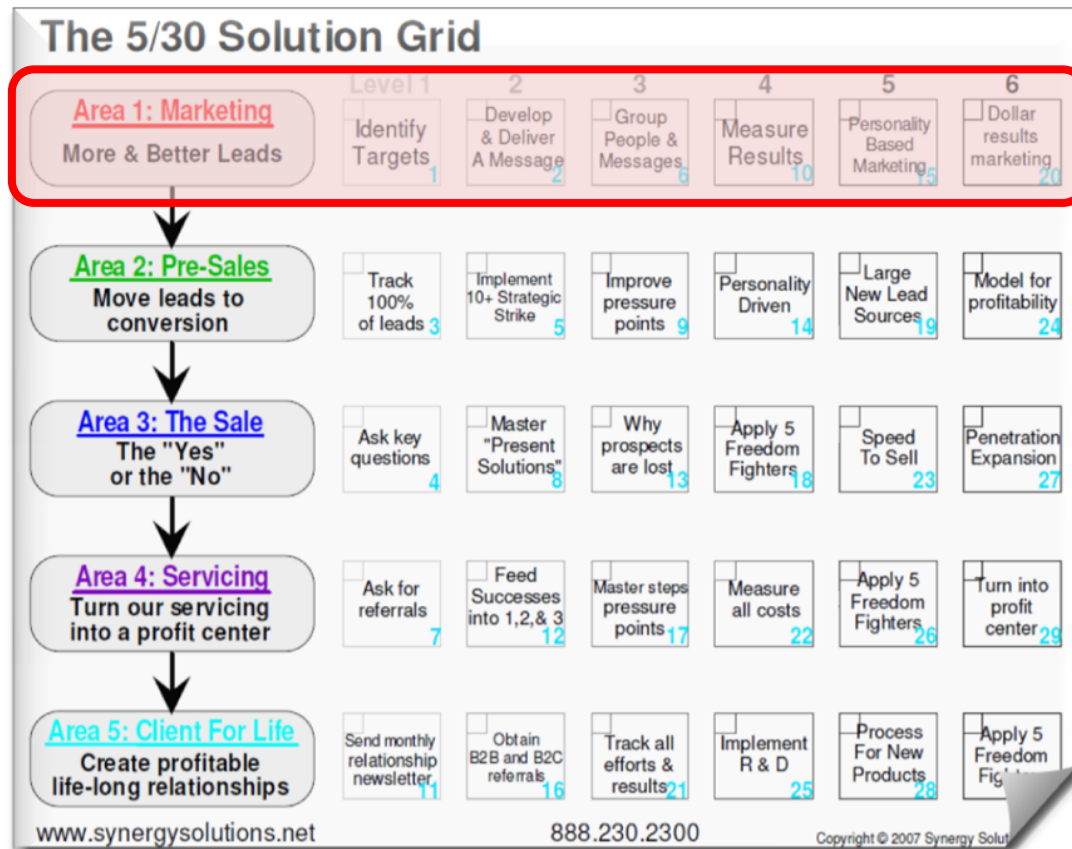


- Culture & Values Area 1: Marketing
- Vision Area 2: Pre-Sales
- Belief & Knowledge Area 3: The Sale
- DO Area 4: Servicing
- GIVE Area 5: Client For Life
- Legacy - Part 1 Leadership
- Legacy - Part 2 Profitable Partnerships
- Rock Solid Implementation - Mastermind MAGIC
- DNA for People - Personality Masteries
- DNA for Business - The 5/30 Grid
- Installing a profitable BOS - . Business Operating System



Presenters Outline - Event #2



Topic #1 Culture & Values



Objective - For each participant to have a DEEP understanding on how every challenge / problem they are currently facing MAY have the root cause of a lack of Culture & Values.

KEY POINTS

- We in leadership often focus on solving symptoms rather than drilling deep and fixing things at the core.
- What is our culture and what are our values? Have we communicated that clearly to every employee, vendor, customer, the community, etc.?
- Do we have posters and banners around our office reminding people of our culture and values?
- How do different personality types see culture and values in very different ways.

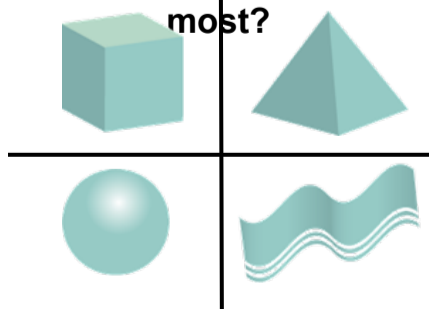
Last Month's Assignment
Status Update: Study The 5/30 Grid and commit to building a BOS - Business Operating System with the foundation being Personality Masteries, The 5/30 Grid, and Natural Laws (Career Success)

This Month's Assignment
Install the Career Success program / system for every team member.
<http://www.TheVisionProject.net/CareerSuccess.htm>

Next Month
Discover our Life Vision and the value that will have in every area of our life.



Which of these four shapes would you tend to like the most?



Which of these four shapes would you tend to like the most?

Out Of Order	Out Of Control
Conflict With Others	Boring Not Fun

Personality Masteries - Strengths / Weaknesses
Which of the four shapes would you tend to like the most, second, and third? Which of the four things would cause you the most frustration, second and third. Our greatest strengths are our greatest weaknesses and our greatest weakness is just our greatest strength miss applied.

In future months we will be sharing a lot of information which will help us to see ourselves in a very different way and will help us to connect with others around us in a much more effective manner.

Topic #2 Area 1: Marketing



Objective - Learn how to install the marketing system which will help us to reproduce success, increase the quantity and quality of the leads, i.e. increasing our sales while reducing the hours we work.

KEY POINTS

- Area 1: Marketing is the only one of the four which is primarily a one on many relationship. This means that we can create one message and get it out to a large number of people with very little effort.
- If we do not work our database in an effective manner we are making the choice to earn less money, work more hours, have more stress and have less life balance. What do you think about this statement?
- If we are not partnering with others to leverage our database to help them and leverage their database to help us then we are not being nearly as effective as we should be.

Last Month's Assignment
Status Update: Study the BOS - Business Operating System online and learn how The 5/30 Grid will help us to double our sales / profits.
http://www.TheVisionProject.net/Simple_PP.htm

This Month's Assignment
Work with a partner, a MSP - Marketing Solutions Provider, and/or a VA - Virtual Assistant to help you get your database

Next Month
We will learn Area 2: Per-Sales - How to close more of the leads, faster.

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