

DNA... People

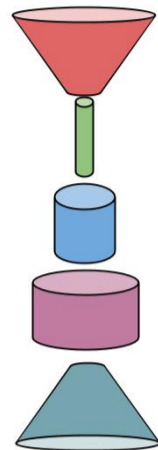


Business + 5/30 grid

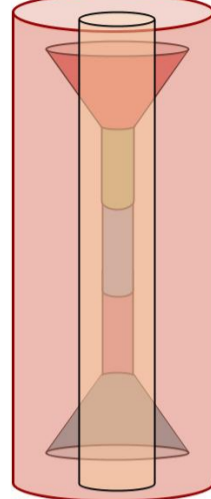
Life + NATURAL LAWS

= BOS BUSINESS OPERATING SYSTEM

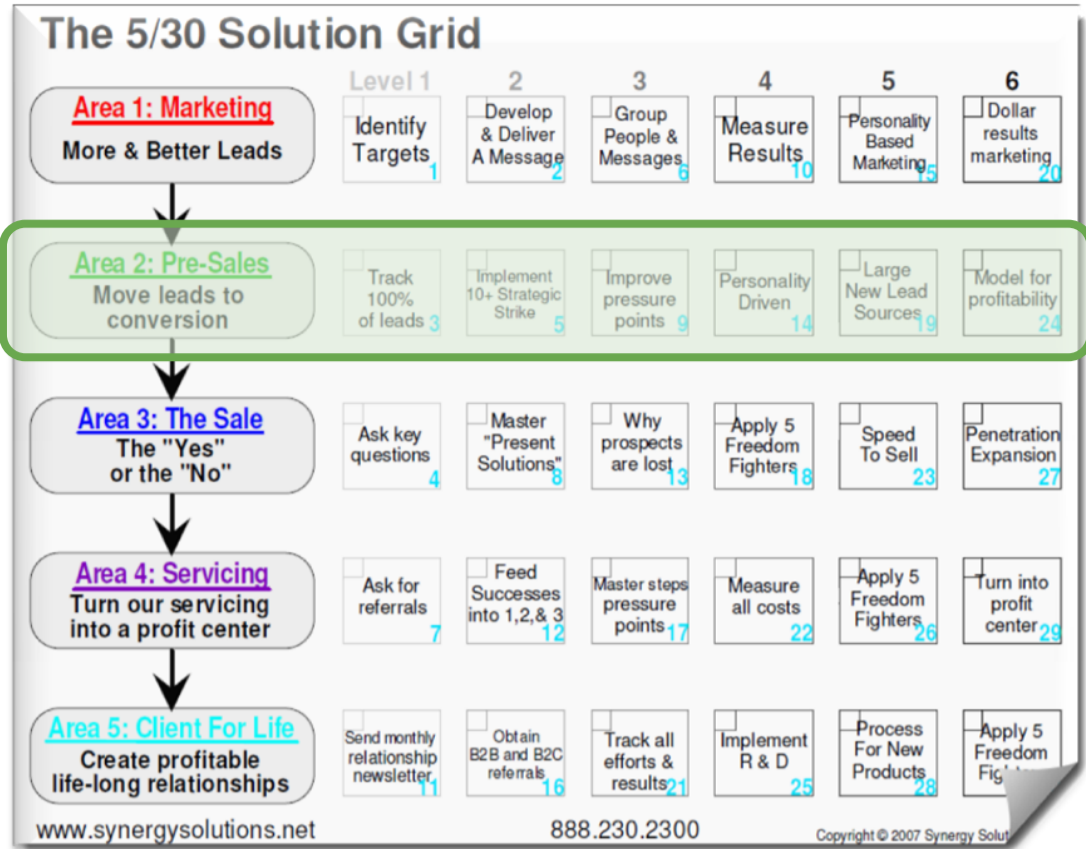
Often The Reality



The Ideal



Presenters Outline - Event #3



Topic #1 VISION

Topic #2

Area 2: Pre-Sales



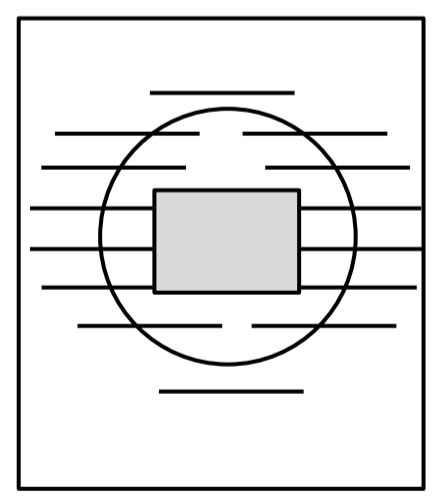
Objective
For each participant to understand that with a clear vision that many of their current challenges will go away.

Objective
If we have strong pre-sales we could potentially double our sales with zero additional resources.

- KEY POINTS**
- Does everyone see the benefit of having a map before going on a trip? Have a plan before we set out to build something?
 - Think about the biggest challenge you are having. Is there any possibility that with a bigger VISION, or a better communicated VISION or better clarity of our VISION, or a better connection of our vision to others that may be, just may be . . . our challenges would go away.
 - Walk each individual through the Vision Circle exercise.

- KEY POINTS**
- Most companies do not have Area 2: Pre-Sales
 - Pre-Sales individuals tend to be cube's or circle whereas Sales tend to be more naturally pyramid or wavy lines.
 - "If you had 10 prospect, with a prospect being a name and a phone number how many of those would convert for you, the average in most industries is 1 out of 10, what would yours be?"
 - If today's event, or one of the events in the future, helps you to just convert 1 more out of 10, it could double your sales, without any additional leads - work - money - time - people . . . It's learning to work smarter NOT harder.

Assignment
Bring your Vision Circle back with you next month.

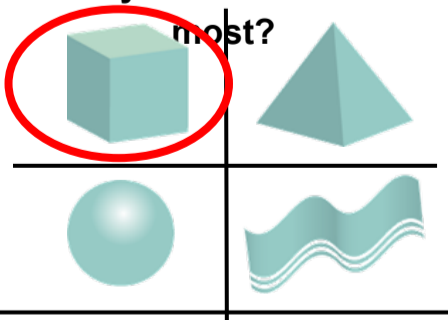


Assignment
Start tracking 100% of your leads and bring a list of all your leads to the event next month along with one other person.

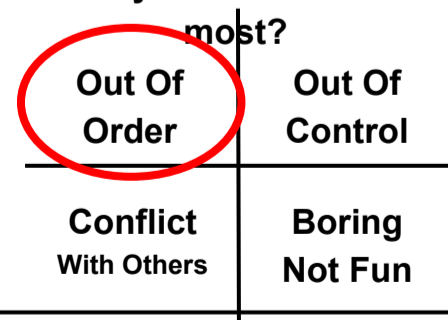
Next Month
We will show you how to create a Life Vision statement and how to connect your Vision into others. We will also learn how Belief & Knowledge connect back into our Life Vision.

Next Month
We will learn Area 3: The Sale - How to convert more of our leads into actual sales.

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



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



- Analytic - Strengths / Weaknesses**
- | | |
|---|---------------------------|
| - Dot the i's and cross the t's | - To Sell: Lots of data |
| - Like to be done properly and in order | - Charts / graphs |
| - Strong with detail and data | - Give time to think |
| - Slower decision maker | - Don't push but do . . . |
| - Likes to think through things | - Makes sense to buy |

View Of Life: Ready - Aim - Aim - Aim . . .

Build A Powerful Business Operating System . . . Gain Freedom

Helping your business be the most profitable in your marketplace.

