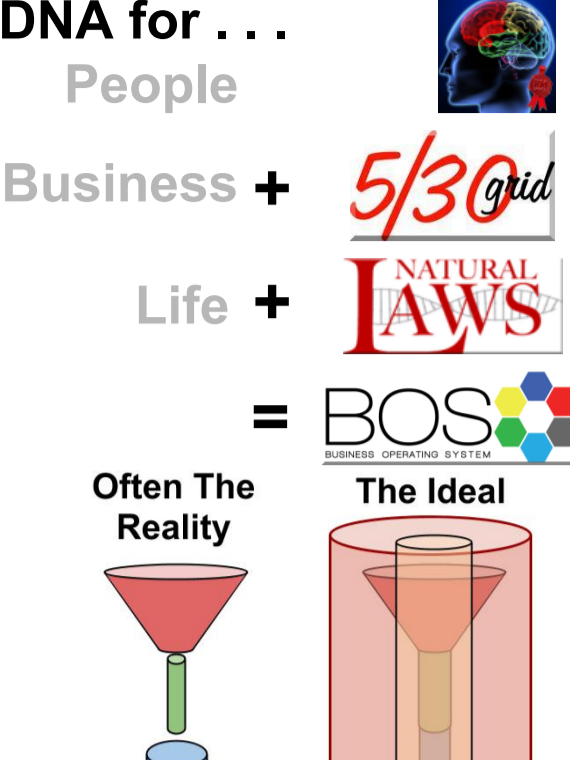


# Agenda . . .

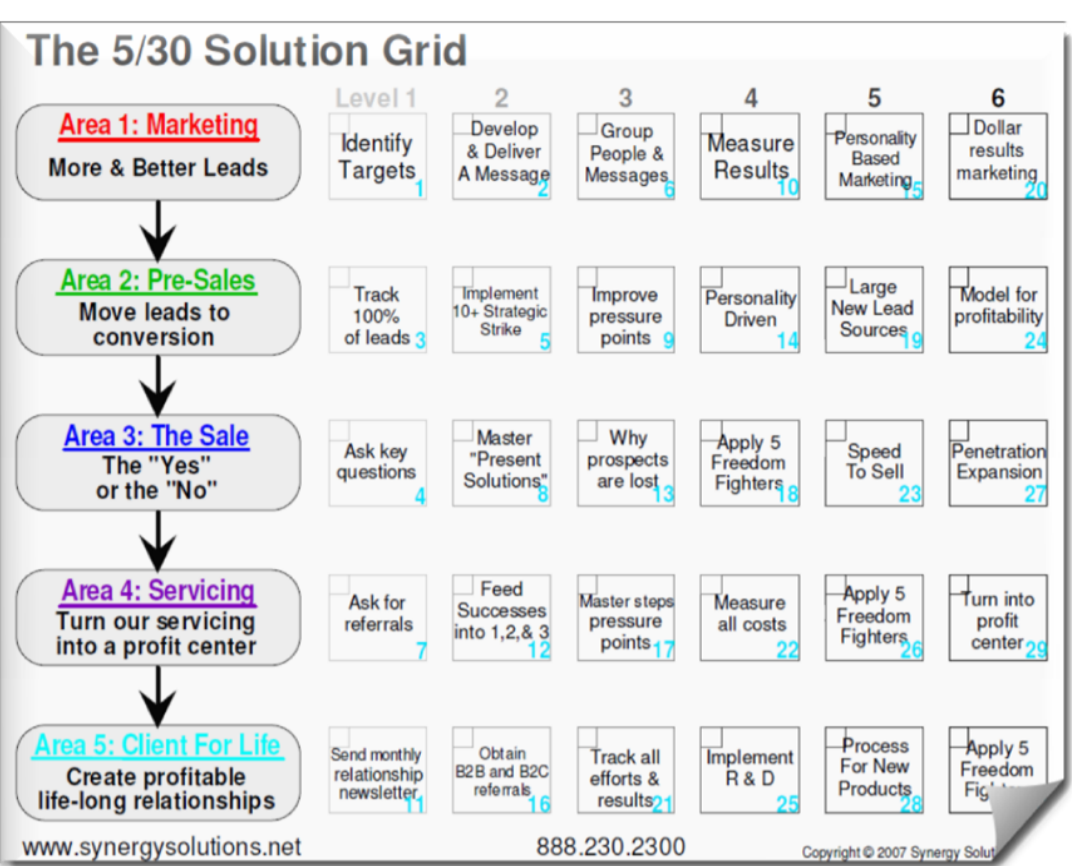
Segment 1	2	3	4	5	6	7
30 Min. Networking Before Event	10 Min. WINS & Biggest Challenges	10 Min. Personality Masteries	5/30 Grid 10 Min. The 5/30 Grid	NATURAL LAWS 10 Min. Natural Laws	10 Min. Q&A	10 Min. Great Things Next Month

The Value of Installing Systems	
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	

# MASTERMIND SEMINARS



# Presenters Outline - Event #1



## Topic #1 DNA for People

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

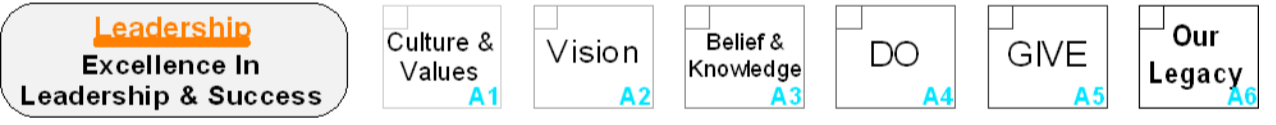

Which of these four things would cause you the most frustration?

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

### Personality Masteries - Strengths / Weaknesses

Once we learn someone's personality (can do in 15 seconds) we know their strengths, weaknesses, what they like, don't like, if they are married - how they are married to, conflict within their marriage, why they are successful in their career, where their weaknesses are, if they would like us, why or why not to name a few. Yes . . . in many ways we know them better than they know themselves. We will first discover the most about ourselves and then learn how we can best connect and bring value to others.

## NATURAL LAWS Topic #3 - Leadership System



**Objective** - For each participant to have to UNDERSTAND and COMMIT to following through over the NEXT 12 Months in working with a group of people to build our systems together.

### KEY POINTS

- There are three major subsystems within BOS - Business Operating System.
  - Personality Masteries . . . The DNA for People
  - The 5/30 Grid . . . . . The DNA for Business
  - Natural Laws . . . . . The DNA for Life
- BOS is . . . "This is the engine that runs your business. We earn the money we earn, we work the hours we work, we have the stress in our life that we do and the balance in our lives that we have or do not have . . . BECAUSE of the BOS that we have installed."
- We have designed our business, probably without even knowing it, to do the volume we are doing. It's like we have install an engine that will go the speed we're going. To do more we need a new/different engine.

**This Month's Assignment**  
Study BOS - [http://www.TheVisionProject.net/Simple\\_PP.htm](http://www.TheVisionProject.net/Simple_PP.htm)

**Next Month**

- Learn how to install a system for Culture & Values.
- Deeper understanding of the analytic personality type.

## Topic #2 The 5/30 Grid



**Objective** - The 5/30 Grid is an amazing model that took decades to develop and perfect. It's easy and simple to get started and then will advanced as we need it to.

### KEY POINTS

- There are 5 areas within every business.
- We are only as strong as the weakest / smallest area.
- There are four ways we can use The 5/30 Grid
  - 1 - Horizontal Learning - Learn each section from left to right.
  - 2 - Vertical Learning - Learn based on levels
  - 3 - Diagonal Learning - Learn from upper left to lower right
  - 4 - Piecemeal . . . Choose specific boxes to learn
- Discuss the pros and cons for each learning style and then decide which learning style is best for you.

### This Month's Assignment

Review over each of the three areas for the BOS.

- Personality Masteries . . . The DNA for People  
[http://www.TheVisionProject.net/People\\_1.html](http://www.TheVisionProject.net/People_1.html)
- The 5/30 Grid . . . . . The DNA for Business  
[http://www.TheVisionProject.net/Process\\_3.html](http://www.TheVisionProject.net/Process_3.html)
- Natural Laws . . . . . The DNA for Life  
<http://www.TheVisionProject.net/CareerSuccess.htm>

### Next Month

We will learn **Area 1: Marketing** - Generate MORE and BETTER leads.

## WINS - SUCCESSES - NOTES . . .

- What WINS / Successes did I have in the last 30 days?
- What did I learn?
- What action will I take from what I learned?
- What do I need to learn next?

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