

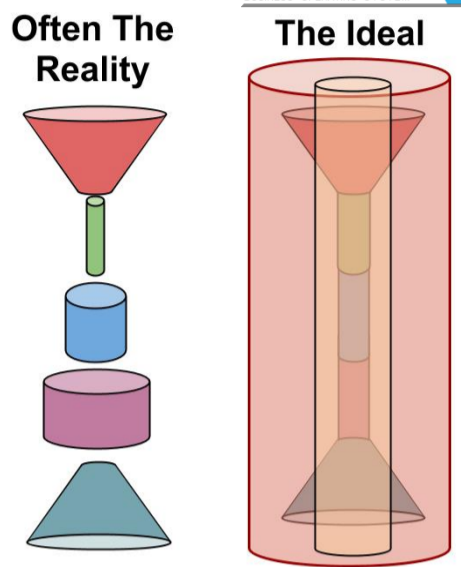
Agenda . . .

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 The 5/30 Grid	NATURAL LAWS 10 Min. Natural Laws	10 Min. Q&A	10 Min. Great Things Next Month

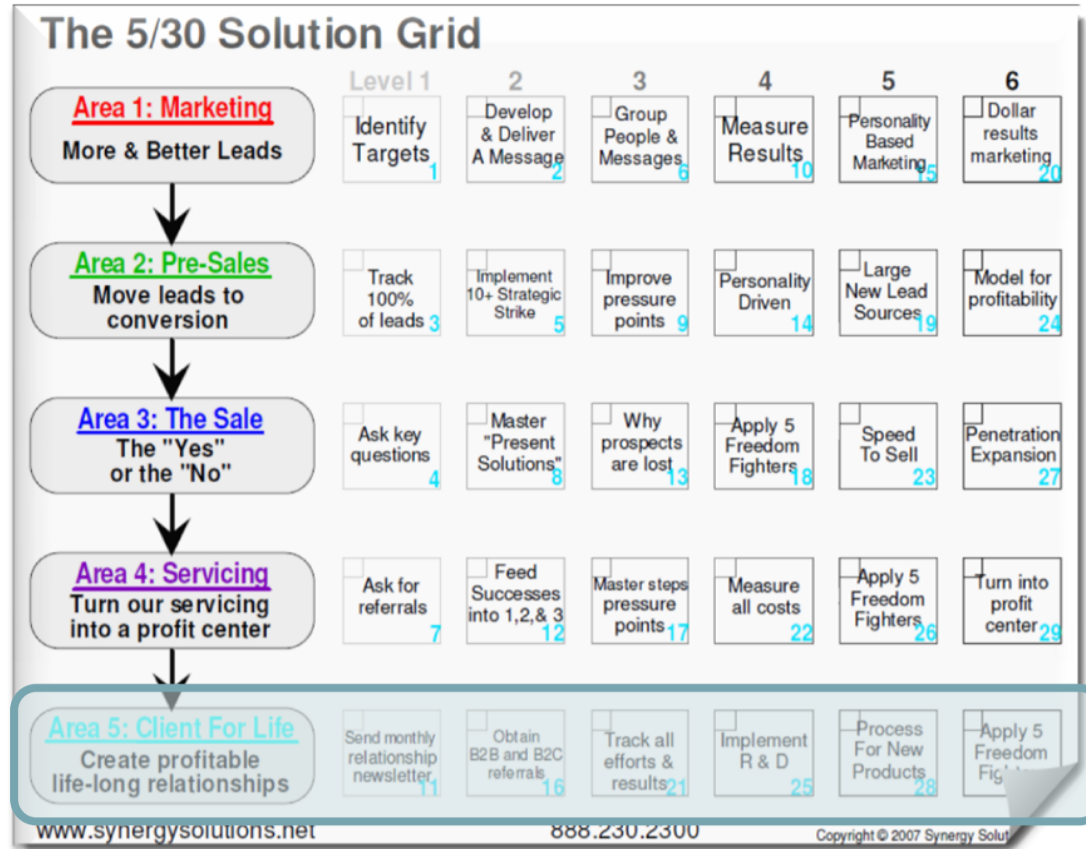
- The Value of Installing Systems
- Culture & Values Area 1: Marketing
- Vision Area 2: Pre-Sales
- Belief & Knowledge Area 3: The Sale
- DO Area 4: Servicing
- GIVE Area 5: Client For Life
- Legacy - Part 1 Leadership
- Legacy - Part 2 Profitable Partnerships
- Rock Solid Implementation - Mastermind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

MASTERMIND SEMINARS

DNA for . . .
 People
 Business +
 Life +
 =

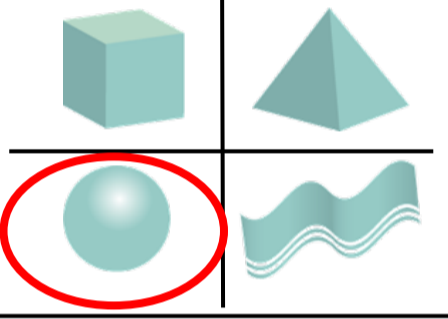


Presenters Outline - Event #6



Topic #1 Amiable

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

Amiable - Strengths / Weaknesses

- Concern, compassion for people
- Love to feel connected to people
- Find the best in people
- Believe in people, even if should not
- Likes to get buy in from everyone
- **To Sell:** Get to know them
- Concern for people
- Don't push too hard
- Share stories of success
- Focus on people

View Of Life: "Are we all ready to fire"

NATURAL LAWS Topic #3



Objective
 Learn how how by GIVING we're really being selfless and selfish all at the same time. We can gain more by giving than any other thing.

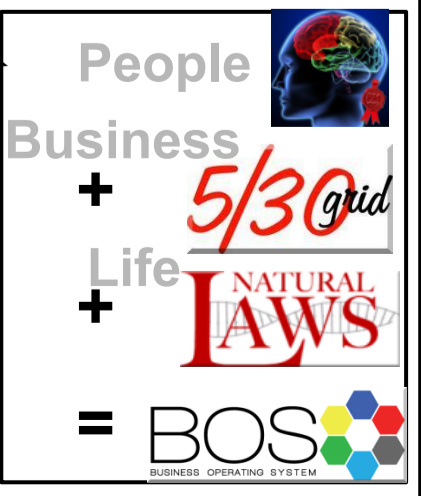
- KEY POINTS**
- Learn what motivates each personality to "Take Action" to GIVE.
 - Analytic - There is concrete evidence that there is a payoff
 - Driver - It will help us reach our goals faster and with less effort
 - Expressive - It's fun, exciting and gives us more energy than giving
 - Amiable - It supports friendships and connects people together

Last Month's Assignment
 How am I doing in building my own BOS Business Operating System and each of the three areas?

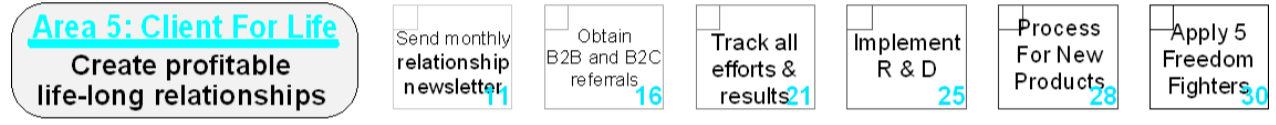
This Month's Assignment
 If we help community based organizations in the development of their BOS they will help us as much or more than we will help them.

Next Month

- Learning to build "A Legacy" and how to do all that while putting food on the table today.
- The chameleon personality
- The integration of leadership into the full 5/30 Grid
- Building Profitable Partnerships



5/30 Grid Topic #2 Area 5: Client For Life



Objective - Learn how "Area 5: Client For Life" is really our second sales force and can be the most profitable sales force we have. It can cost ten times more to gain a new client than to retain a current one.

KEY POINTS

- Area 5: Client For Life can be more profitable than all other five areas if done properly. If done improperly OR not at all we will lose hundreds of thousands of dollars and will never know it.
- We need to properly integrate Personality Masteries, the deep understand of people with The 5/30 Grid and then blend in throughout the entire DNA Natural Laws. This is as much as an art as it is a science and in Area 5: Client For Life is when it really comes alive.
- Once we get through the big picture overview for all five areas we are now in a position to go deeper into each one of the six lives within The 5/30 Grid. There are many ways we can do this . . . Online training courses, one on one coaching, self study, contracting with consultants and/or VA's Virtual Assistants and Mastermind Partnerships.

Last Month's Assignment
 Status Update: Develop a process to ask for referrals from every client.

This Months Assignment
 Join some type of a weekly mastermind group to gain the weekly focus, accountability and insight from others.

Next Month
 Learn how to integrate all five areas in with Leadership and Profitable Partnerships for maximum success.

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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