Agenda . . .

Segment 1	2	3	4	5	6	7
30 Min. Networking Before Event	10 Min. **WINS & Biggest Challenges**	10 Min. **Personality Masteries**	10 Min. **The 5/30 Grid**	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 . . .

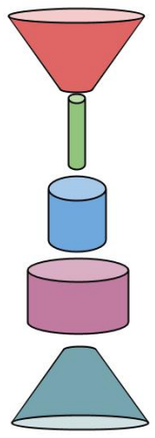
People +

Business + 5/30 grid

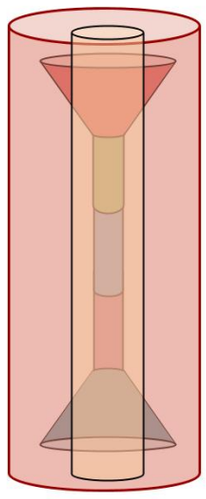
Life + NATURAL LAWS

= BOS BUSINESS OPERATING SYSTEM

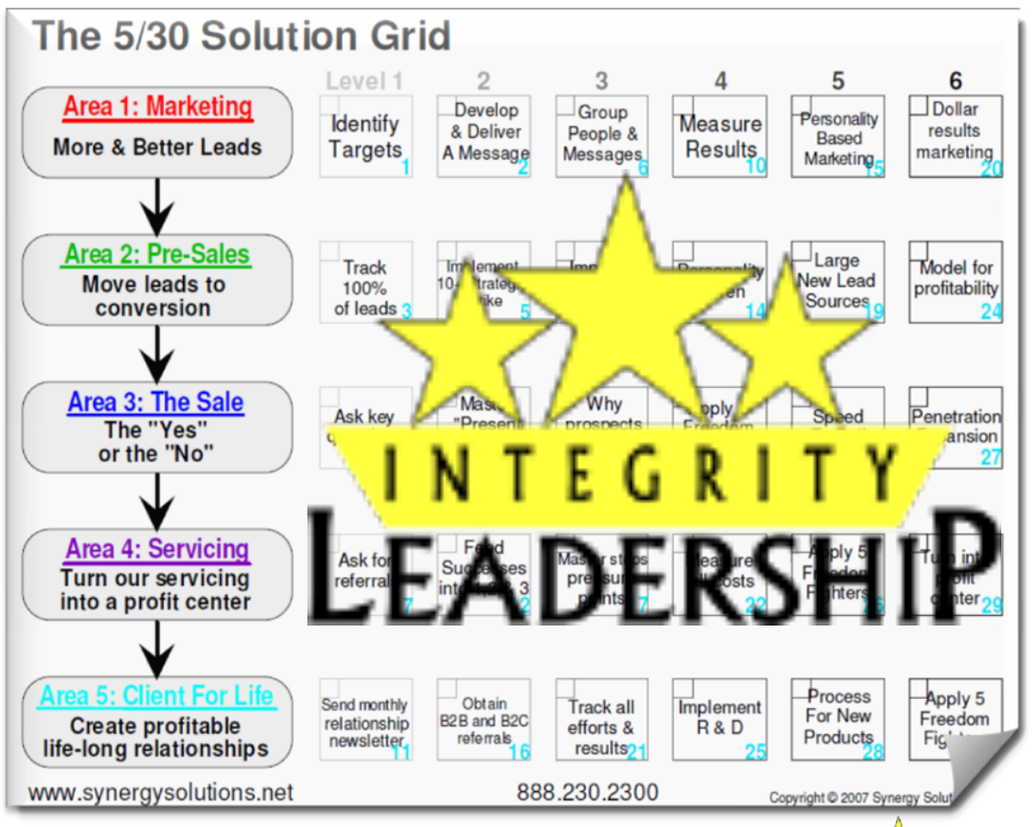
Often The Reality



The Ideal



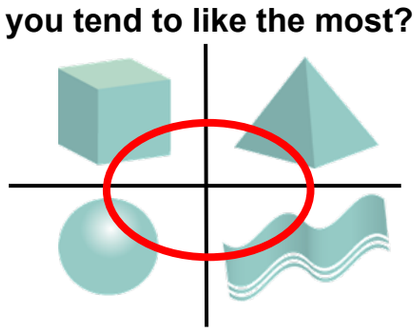
Presenters Outline - Event #7



Topic #1

Chameleon

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



Which of these four things cause you the most frustration?

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

Chameleon - Strengths / Weaknesses

- Flexibility
- Can see the perspective of others
- Can change perspective very quickly
- Believe that others should be flexible
- Can become distracted fairly quickly

- **To Sell:** Open to ideas
- Be ready to change
- Don't get locked
- Be flexible
- Will switch on us

View Of Life: "**Ready - Aim - Fire . . . NO . . . Just fire . . .**"

Topic #3

Leadership — Excellence In Leadership & Success | Culture & Values A1 | Vision A2 | Belief & Knowledge A3 | DO A4 | GIVE A5 | Our Legacy A6

Objective
Learn how to build a BOS - Business Operating System which will leave a legacy to all future generations. Part 1 of 2 parts.

KEY POINTS

1. Learn the legacy each personality type would tend to like to leave.
   - Analytic - Future generations would think through things well
   - Driver - Future generations would drive to very aggressive goals
   - Expressive - Future generations would have a lot of fun
   - Amiable - Future generations would get along with one another

Last 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.

This Month's Assignment
Discover how my Life Vision connects into the Legacy I would like to live and how that connects into the vision for the company / organization.

Next Month

- We will finish learning to build "A Legacy"
  - Project management through an understanding of personalities
  - How to build a system which will build, install, and run profitable partnerships.

CAREER SUCCESS

People + Business + Life = BOS BUSINESS OPERATING SYSTEM

Topic #2

Integrity Leadership

Leadership — Excellence In Leadership & Success | Culture & Values A1 | Vision A2 | Belief & Knowledge A3 | DO A4 | GIVE A5 | Our Legacy A6

Objective - Actually for the last six months we've been learning about the value / importance of leadership which is really the heart and soul for The 5/30 Grid. Connect the dots between 5/30 Grid & Leadership.

KEY POINTS

1. The 5/30 Grid is simple, fast and easy to understand on the surface but it's kind of like a car . . . maybe without a direction to go . . . without leadership.

2. The 5/30 Grid is very powerful, in a way like a car and without strong leadership i.e. Integrity Leadership, that car may set there, may go in the wrong direction or may not be used for anything really productive.

3. Developing our own BOS - Business Operating System we need to properly integrate the DNA for People, Business and Life i.e. Natural Laws. Leadership is who is responsible for doing this. Leadership is responsible for development and maintenance of the Culture & Values, for setting the Vision, for helping each team member integrate their own personal vision into the company vision, for belief, knowledge, the DO, the GIVE and the Legacy.

Last Month's Assignment
Status Update: Join some type of a weekly mastermind group to gain the weekly focus, accountability and insight from others.

This Months Assignment
Work with mastermind group to review our integration of The 5/30 Grid with Leadership.

Next Month
Finish Legacy - Part 2 and Learn how to build Profitable Partnerships.

WINS - SUCCESSES - NOTES . . .

1. What WINS / Successes did I have in the last 30 days?

2. What did I learn?

3. What action will I take from what I learned?

4. What do I need to learn next?

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