

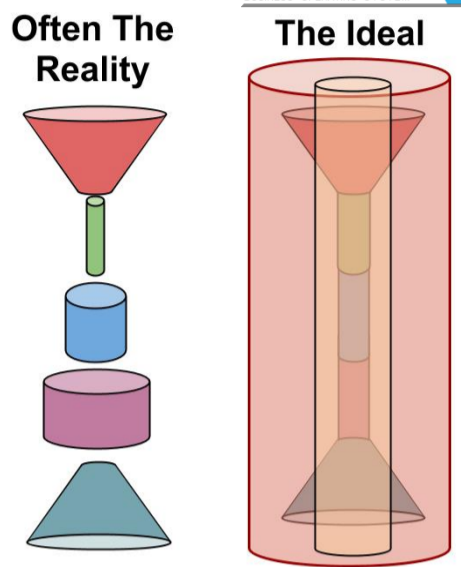
Agenda . . .

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	NATURAL LAWS	10 Min. Q&A	10 Min. Great Things Next Month

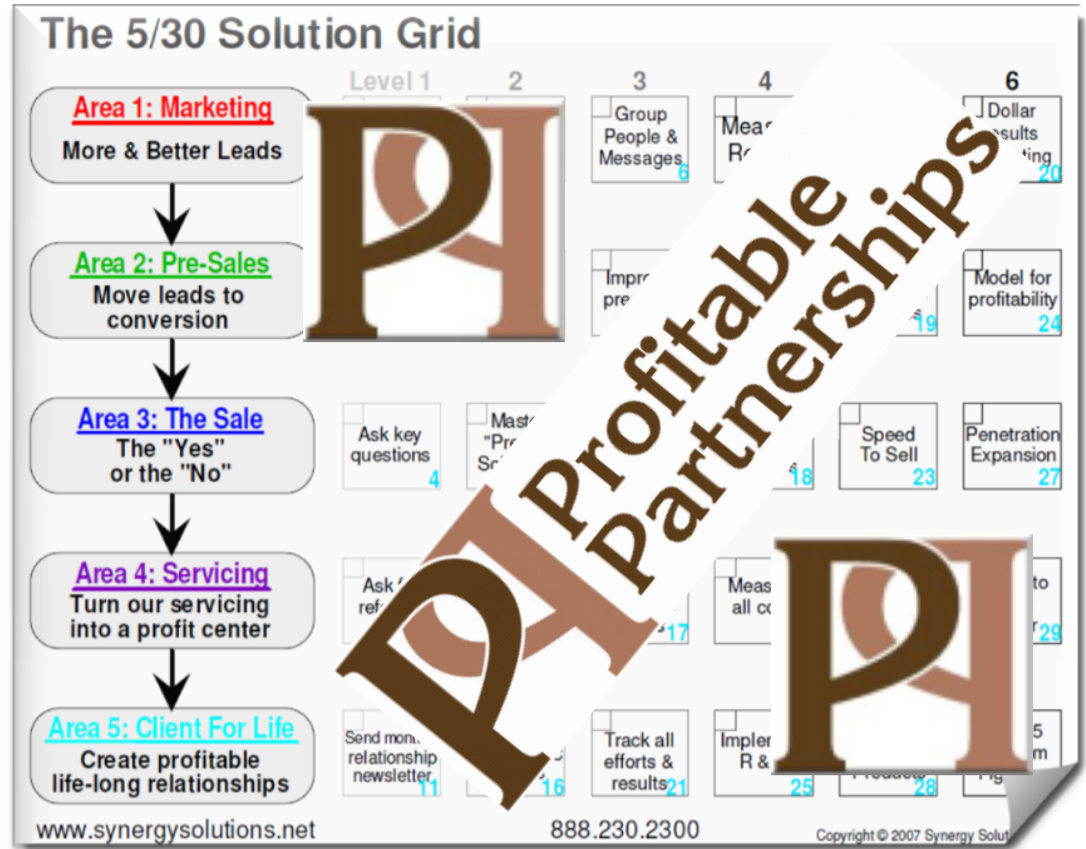
The Value of Installing Systems	
Culture & Values	Area 1: Marketing
Vision	Area 2: Pre-Sales
Belief & Knowledge	Area 3: The Sale
DO	Area 4: Servicing
GIVE	Area 5: Client For Life
Legacy - Part 1	Leadership
Legacy - Part 2	Profitable Partnerships
Rock Solid Implementation - Mastermind Partnerships	
DNA 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 #8



Topic #1 16 Types

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

16 Personalities Types
 There are 4 major personality types 16 when we look at the primary and secondary types, 64 when we look at three levels, 256 when we look at all four. When we look at both tests . . . there are 65,536

View Of Life: "How do we connect ours with others?"

- To Sell:
 Knowing the primary and secondary personality type will help us to sell in a much more precise way

NATURAL LAWS 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 by helping others we actually end up helping ourselves and how to put a system in place to do that forever, without us.

KEY POINTS

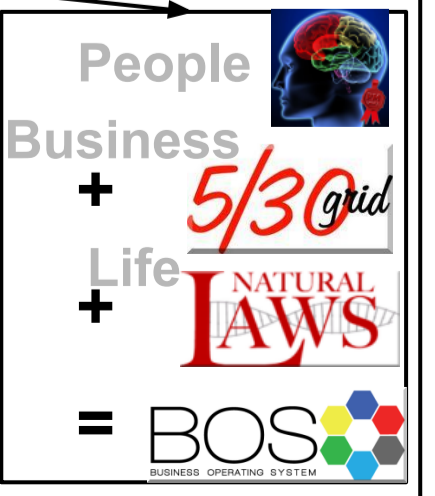
- Learn how different personality types partners like to be worked with.
 - Analytic - Like a plan with all the details mapped out.
 - Driver - Like BIG goals and quick action.
 - Expressive - Enjoy FUN, excitement and a lot of passion.
 - Amiable - Connecting, working together and harmony.

Last 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.

This Month's Assignment
 Discover how my Life Vision connects into the Life Vision of those around me and how we can better work together to achieve more.

Next Month

- Rock solid Mastermind Partnerships
- How to use DNA for People to build Profitable Partnerships
- How to use DNA for Business to attract the best Partnerships
- Use DNA for Life for Partnerships



Profitable Partnerships

HOPE Time B1, Head Talents B2, Heart Treasure B3, Hands Trust B4, HELP Truth B5, The NEXT Dimension B6

Objective - Learn how to take the BOS - Business Operating System we have developed and offer that system to all our B2B - Business To Business clients and every professional referral partner.

KEY POINTS

- Every business needs to have a BOS and the better the BOS the stronger the business is. When we help other businesses to become stronger that will give us a lot more business opportunities.
- How do we build Profitable Partnerships to where we can expand faster, with less resources, in less time, with less stress and greater overall opportunities for increased profits?
- If we apply the three aspects of BOS to developing Profitable Partnerships we will achieve amazing success. **DNA for PEOPLE** - Personality Masteries, **DNA for BUSINESS** - The 5/30 Grid, and **DNA for LIFE** - Natural laws.

Last Month's Assignment
 Status Update: Work with mastermind group to review our integration of The 5/30 Grid with Leadership.

This Months Assignment
 Follow The 5/30 Grid in developing a turn key system, ideally using VA's - Virtual Assistants to do most all the work for us.

Next Month
 How to leverage Mastermind Seminars into Mastermind Partnerships to create massive WIN WIN's for everyone . . . all around the world!

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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Helping your business be the most profitable in your marketplace.