



**Welcome!**

**Have you ever felt that you may not be achieving your full potential?**

**Have you ever felt that if you had better systems, more input, a stronger network or something that you might not put your finger on, that you could increase your income a great deal, work less hours, have less stress, and have greater life balance in every area of your life?**

**One of the major goals for each month we meet is to help you to overcome one of the biggest challenges you are facing. Another goal is to help you build what we refer to as a BOS or Business Operating System.**

**A BOS consists of three things . . .**

- 1. DNA for PEOPLE**
- 2. DNA for BUSINESS**
- 3. DNA for LIFE**



**A BOS is like an engine that runs our business. When we get our current engine to run in a more effective manner, we will earn more money and work less hours. If we have really big goals, we may need to put a new engine in. The system and network for Mastermind Seminars will help you to learn how to do this in the most effective manner and do it in the least amount of time.**

**You will use this three ring binder over the next 12 months to help you take your business or community organization to a whole new level of success.**

**It is VERY IMPORTANT that you bring this binder with you each month. Each month we will be adding new important materials and resources to assist you in building your very own BOS.**

**Just so you know . . . it normally takes attending three sessions for someone fully get up to speed and become familiar with all that is presented each month. Each month will build on previous months so it is important to do everything possible to ALWAYS attend. Our goal, our expectation is that the 60 to 90 minutes you invest each month will be the most productive and profitable time you could invest!**

**Sincerely,**

**Your Mastermind Seminar & Mastermind Partnership Networks**

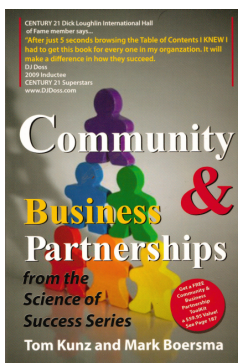
# “The Value Of Installing Systems”

[www.TheVisionProject.net](http://www.TheVisionProject.net)

Version 2.01

**Have you ever thought . . . “I don’t think I’m living up to my full potential?”**

**Are you looking for ways to connect to more people, in less time to create more mutually beneficial partnerships?**



**Tom Kunz, past President of CENTURY 21, the largest real estate company in the world, helped raise over 100 million dollars for Easter Seals. Tom also learned the secrets to turning those connections into massive business opportunities.**

Learning how to help others in a massive way and having that bring value to ourselves . . . creating WIN WIN WIN strategies for everyone is what Mastermind Seminars is all about. We can accomplish far more together than we ever could on our own.

**SUCCESS STORY:** Within the first few months, the Houston Chapter generated over \$30,000 to Stop Child Trafficking AND those businesses who were involved generated over \$110,000 in additional business as a result of their participation.

This business / networking binder will help you to not only take your business to the next level of success, but will also help you to learn how to partner with community based organizations to create a WIN for the community, a WIN for the community based organization and a WIN for your business as well.

Each month we cover specific topics designed to help both businesses and community based organizations develop, install and operate BOS - Business Operating Systems.

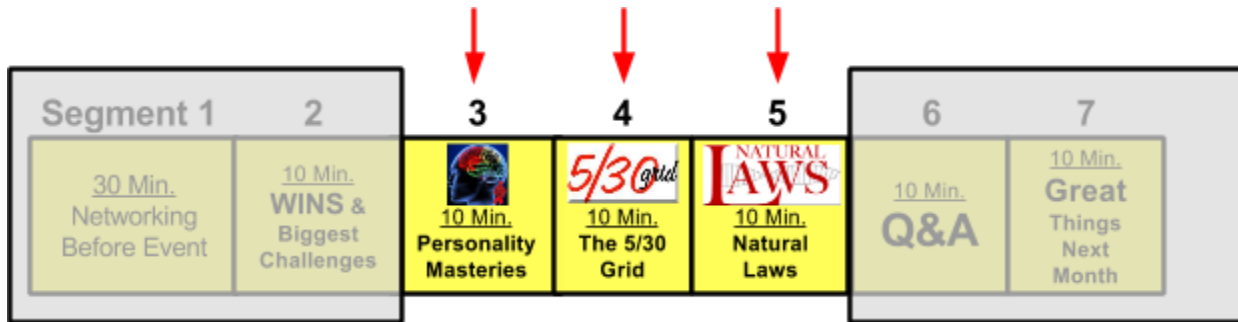


**This is the engine that runs your business. We earn the money we earn, we work the hours we work, we have the stress in our life that we do and the balance in our lives that we have or do not have . . . BECAUSE of the BOS that we have installed.**

Mastermind Seminars is designed to be a 12 month program. Each of the seven monthly segments is designed to help you take your business and you personally to the next dimension of success.

In ideal world, you would start at month 1 and then go through month 12 but in reality you can start in any month and move forward. Again . . . remember it often seems overwhelming for the first few months.

From a short term perspective, the seven areas and the three major areas will assist you in learning how to overcome any challenges you are currently facing in any area of your life. From a long term perspective, you will learn how not to get caught in the trap of “owning a job vs. owning a company.”



The following are the big picture goals / topics for each of the 12 months. Each monthly event is scheduled the same day and time each week for the full 12 months so everyone is able to schedule and make attending a top priority.

- [ ] Month 1: Systems will help us to earn a lot more money and work less hours.
- [ ] Month 2: How to generate MORE & BETTER leads.
- [ ] Month 3: How to convert MORE prospects into CLIENTS.
- [ ] Month 4: How to convert prospects FASTER.
- [ ] Month 5: How to generate a LARGE QUANTITY of Referrals from clients
- [ ] Month 6: How to create CLIENTS FOR LIFE.
- [ ] Month 7: Leadership - Creating Massive PROFITS
- [ ] Month 8: System to create PROFITABLE PARTNERSHIPS
- [ ] Month 9: Developing & Leading my own Mastermind Groups
- [ ] Month 10: DNA for PEOPLE - Attracting profitable clients
- [ ] Month 11: DNA for BUSINESS - Fine tuning our profitable system
- [ ] Month 12: DNA for LIFE - Achieving our Life Vision

If you would like to get caught up on and view past events please go to:

[www.TheVisionProject.net/LiveSessionDebrief.htm](http://www.TheVisionProject.net/LiveSessionDebrief.htm) and click on the  button.

I \_\_\_\_\_ commit to myself and my mastermind partners to make it a top priority to attend each and every month. \_\_\_\_/\_\_\_\_/\_\_\_\_



Mastermind Seminars is so committed to helping your business / community based organization build your own BOS - Business Operating System that we verify that you're learning something from each and every Mastermind Seminar that you attend.

### **Very simple . . .**

Each month you attend and event you come with the purpose . . . we hope, to solve a challenge / problem. There is so much presented in one hour that often the solution we are seeking might escape us.

**Step 1: Examination** - "What is a challenge / problem you are facing in any area of your personal or professional life?"

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**Step 2: Solution** - Listen carefully and deeply to each of the seven segments within Mastermind Seminars to discover a possible solution to the challenge / problem you are currently facing. If the content you are hearing is brand new to you, it may be challenging for you to discover the solution on your own. This is why it's important to connect with others at the event to discover the very best solution.

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**Step 3: Implementation** - Taking action is the most important aspect of the entire event. If we don't take action on what we learn, we waste all the time and energy we invest into learning in the first place. Ask ourselves . . . "What specific actions will I take to overcome the challenges / problems I am currently facing?"

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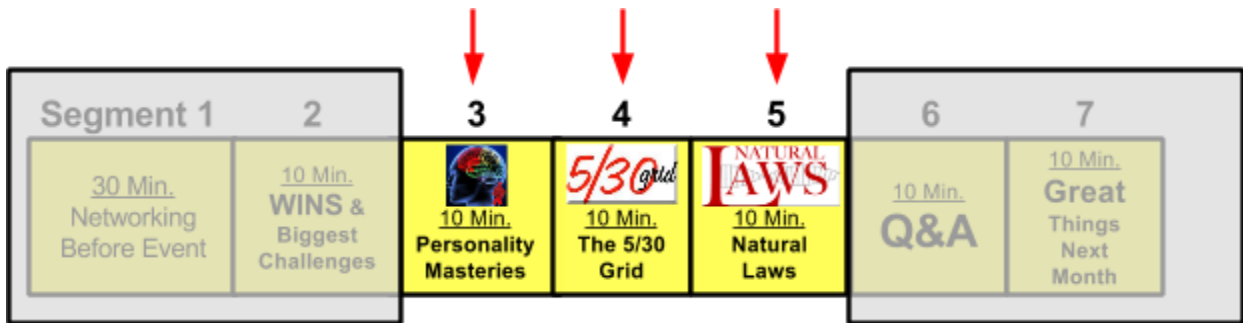
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**Sign-off by Mastermind Partnership Certified Consultant:** \_\_\_\_\_ / \_\_\_\_\_



**Do not allow the seven segments each month to confuse you.** The three middle segments are the core for all the **training / mentoring** you will receive each month. Yes you will learn from others in the group and will connect with some very interesting people to apply what you learn from the other four segments. Your challenge / problem could be solved through any of the seven segments, so pay close attention throughout the entire 90 minutes.



### The 5/30 Solution Grid

	Level 1	2	3	4	5	6
<b>Area 1: Marketing</b> More & Better Leads	Identify Targets 1	Develop & Deliver A Message 2	Group People & Messages 6	Measure Results 10	Personality Based Marketing 15	Dollar results marketing 20
<b>Area 2: Pre-Sales</b> Move leads to conversion	Track 100% of leads 3	Implement 10+ Strategic Strike 5	Improve pressure points 9	Personality Driven 14	Large New Lead Sources 19	Model for profitability 24
<b>Area 3: The Sale</b> The "Yes" or the "No"	Ask key questions 4	Master "Present Solutions" 8	Why prospects are lost 13	Apply 5 Freedom Fighters 18	Speed To Sell 23	Penetration Expansion 27
<b>Area 4: Servicing</b> Turn our servicing into a profit center	Ask for referrals 7	Feed Successes into 1,2,& 3 12	Master steps pressure points 17	Measure all costs 22	Apply 5 Freedom Fighters 26	Turn into profit center 29
<b>Area 5: Client For Life</b> Create profitable life-long relationships	Send monthly relationship newsletter 11	Obtain B2B and B2C referrals 16	Track all efforts & results 21	Implement R & D 25	Process For New Products 28	Apply 5 Freedom Fig 31

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# Notes - 7 Segments To A Solution . . .

You have listed your biggest challenge and by the end of today's session we will help you discover a number of possible solutions. The best solution could come from any one of the 7 Segments so it's best to pay close attention to each segment with a readiness to find a solution to the biggest challenge / problem you are currently facing.

My biggest challenge is . . . \_\_\_\_\_ Notes from thoughts or ideas from each segment which could lead to a solution.

## Segment 1

Segment 1 - Did I meet someone who could help me?

30 Min.  
Networking  
Before Event

2

Segment 2 - Can I learn something from someone else's win?

10 Min.  
**WINS &  
Biggest  
Challenges**

3

Segment 3 - If I better understand people, it will empower me to . . .



10 Min.  
**Personality  
Masteries**

4

Segment 4 - What part of The 5/30 Grid will help me solve my problem?

**5/30 grid**  
10 Min.  
**The 5/30  
Grid**

5

Segment 5 - What Natural Law do I need to apply to solve my problem?

**NATURAL  
LAWS**  
10 Min.  
**Natural  
Laws**

6

Segment 6 - What question can I ask which will help me solve my problem?

10 Min.  
**Q&A**

7

Segment 7 - Who will I invite next time who will help me see great success?

10 Min.  
**Great  
Things  
Next  
Month**

Each month, you will be given a simple One Page - Actions To Be Taken for each event. There is so much more that could be done. It is up to you as to how many of the available resources you would like to take advantage of.

Many resources are available for you to download and review. Individuals are encouraged, at some point, to start your own group to focus on a specific cause you are passionate about and/or to expand the Mastermind Seminars to your sphere of influence. There are many resources which are available for you on the following two web pages.

[www.TheVisionProject.net/LiveJoinStart.htm](http://www.TheVisionProject.net/LiveJoinStart.htm)  
[www.TheVisionProject.net/LiveSessionDebrief.htm](http://www.TheVisionProject.net/LiveSessionDebrief.htm)

You are also free to printout full “Handout Packets” for each session, review leadership materials, watch other groups, print out outlines and/or review the debrief sessions. The more we invest into really mastering the material / resources, the more results we will achieve and the faster we will achieve those desired results.





# Rapid Connect Commitment Process (RCC)

## Finding/Discovering My Life Purpose

Name: \_\_\_\_\_

Date: \_\_\_/\_\_\_/\_\_\_\_\_

My Age Today: \_\_\_\_\_, My Age in 5/years: \_\_\_\_\_ 10 years: \_\_\_\_\_, 20 years: \_\_\_\_\_, 40 years: \_\_\_\_\_

How often should I review: [ ]-Daily, [ ]-Weekly, [ ]-Monthly, [ ]-Quarterly, [ ]-Yearly

Date to redo: \_\_\_/\_\_\_/\_\_\_\_\_ [ ]-6 months, [ ]-1 year, [ ]-3 years, [ ]-Other: \_\_\_\_\_

We all know and appreciate certain people. Please list three people you know, value, admire, and respect and then three people you DO NOT know, but admire them from what you know about them. Share this exercise with family members, loved ones, co-workers, and friends. As we get to know others around us we get to know ourselves better. Do this every \_\_\_/months to see how we change.

List 3 people you know and respect.

List 3 qualities/ characteristics for each of them

1.

1.  
2.  
3.

-----  
2.

1.  
2.  
3.

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3.

1.  
2.  
3.

List 3 people you DO NOT personally know

List 3 qualities/ characteristics for each of them

1.

1.  
2.  
3.

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2.

1.  
2.  
3.

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3.

1.  
2.  
3.

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Think of the most frustrating person in your life.

List 3 things which frustrate you about that person:

1.

2.

3.

# Profitable Speed Networking (PSN)

## How to turn networking into \$100,000+ a year

Name: \_\_\_\_\_ Date: \_\_\_/\_\_\_/\_\_\_  
Event: \_\_\_\_\_ Number Present: \_\_\_\_\_  
Location: \_\_\_\_\_ Connect To: \_\_\_\_\_  
Leaders: \_\_\_\_\_ Number I can assist: \_\_\_\_\_  
Best Lead: \_\_\_\_\_ Can assist me: \_\_\_\_\_

We've all been to networking events where we connect with a lot of people. Great questions to ask ourselves are: "Does every networking event make us money?" "How will I earn over \$100,000 a year due to networking?" "Who are my best three leads from this event?" Mark Boersma, international speaker, author, and executive coach has developed a unique process, which will, when used properly, turn every networking opportunity into a massive wealth creation machine. For additional information/coaching on building Master Mind groups, networking, and getting your business to make a profit without you, **call toll free 888.230.2300**. For a free coaching session on how to turn this information into dollars, fax this page to 630.393.9901, along with all your contact information, and call 630.393.9909 ext. 222 to schedule an appointment.

There are 3 Steps To Success: Step 1: Examination, Step 2: Solution, Step 3: Implementation

Take 3 minutes to get to know as many people at any event. The objective is to connect with as many people and gather as much information as possible.

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Name: \_\_\_\_\_ Opportunity Rating: [ ] ( ) \_\_\_\_\_ - \_\_\_\_\_ email: \_\_\_\_\_

1a. What are your two biggest challenges? 1b. What is your ideal lead?

2. If someone could help you do anything, what would you love assistance on?

3. Rate which shape you like from best 1 to least 4.    \_\_\_    \_\_\_    \_\_\_    \_\_\_

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Name: \_\_\_\_\_ Opportunity Rating: [ ] ( ) \_\_\_\_\_ - \_\_\_\_\_ email: \_\_\_\_\_

1a. What are your two biggest challenges? 1b. What is your ideal lead?

2. If someone could help you do anything, what would you love assistance on?

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Name: \_\_\_\_\_ Opportunity Rating: [ ] ( ) \_\_\_\_\_ - \_\_\_\_\_ email: \_\_\_\_\_

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Name: \_\_\_\_\_ Opportunity Rating: [ ] ( ) \_\_\_\_\_ - \_\_\_\_\_ email: \_\_\_\_\_

1a. What are your two biggest challenges? 1b. What is your ideal lead?

2. If someone could help you do anything, what would you love assistance on?

3. Rate which shape you like from best 1 to least 4.    \_\_\_    \_\_\_    \_\_\_    \_\_\_

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Name: \_\_\_\_\_ Opportunity Rating: [ ] ( ) \_\_\_\_\_ - \_\_\_\_\_ email: \_\_\_\_\_

1a. What are your two biggest challenges? 1b. What is your ideal lead?

2. If someone could help you do anything, what would you love assistance on?

3. Rate which shape you like from best 1 to least 4.    \_\_\_    \_\_\_    \_\_\_    \_\_\_



So . . . what did you think of today's lesson?  
Was it a little overwhelming?

**Did you feel like you were drinking out of a fire hose?**

Each month has been designed to expose each attendee, each partner, each individual with very powerful concepts which are designed to help you earn a great deal of more money, work less hours, have less stress and improve life balance in every area of our lives.

*“Yes . . . getting together every month for 30 minutes of SPEED Networking and then 60 minutes of POWER Learning and APPLICATION will change the way you do business / run your organization forever.”*

If you're the type of person who is always looking to move faster, learn faster, apply things faster . . . then you may want to consider seeking more information on Mastermind Partnerships.

[www.Mastermind-Partnerships.org](http://www.Mastermind-Partnerships.org)

Mastermind Partnerships consists of a group of very committed business professionals and community based leadership who meet every week for 60 minutes to take action on what we learn each and every month in the monthly seminar. Learning is a great first step, but DOING is where all the money is made / given, where we save time, reduce our stress and improve our life balance.

Talk to one of the CORE Members for this event to learn more information about how you can become a “Mastermind Partner” and potentially a CORE member within this chapter.

**Questions - 888.789.7878**

[www.Mastermind-Partnerships.org](http://www.Mastermind-Partnerships.org)

**Questions - 888.789.7878**

# “Business / Community Partnerships”

*“We can’t give away something that we don’t have ourselves.”*

Our goal is that every attendee will walk away from every monthly LIVE Event with new business prospects and/or some insight into how to generate more dollars, sales, profits, AND that you will have a much stronger ideas as to how to tweak your BOS - Business Operating System to assist you earn more income, work less hours, have less stress, and have greater life balance in every area of your life.

**To help us accomplish this, please complete the follow quick survey prior to leaving today.**

- 
1. One action I WILL DO prior to our next months meeting?
  
  2. One thing I really liked about today’s LIVE session is . . .
  
  3. One suggestion I would give as to make next month’s session even better.
  
  4. Would have at least three other business professionals I could think of that may benefit from joining us next month? [ ] - Yes, [ ] - Probably Not

**1 to 10, with 10 being the best**

- |                                |  |
|--------------------------------|--|
| ___ a. Location                | ___ i. Segment 1 - Speed Networking            |
| ___ b. Facilities              | ___ j. Segment 2 - WINS & Biggest Challenges   |
| ___ c. Content                 | ___ k. Segment 3 - DNA for People              |
| ___ d. Presenters              | ___ l. Segment 4 - DNA for Business            |
| ___ e. Introduction Video      | ___ m. Segment 5 - DNA for Life (Wisdom)       |
| ___ f. Quality of Materials    | ___ n. Segment 6 - Q&A                         |
| ___ g. What I learned          | ___ o. Segment 7 - Great things for next month |
| ___ h. Today’s session overall |  |

**Name:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**email:** \_\_\_\_\_

**NOTE:** If you wouldn’t mind writing a quick quote on the back of this evaluation that we could use in promotion of this event, that would be most helpful. We will use your name, company name, and website or email as a way to promote you and your business as well.

# Actions To Be Taken Over Next 30 Days

Name: \_\_\_\_\_

Date \_\_\_/\_\_\_/\_\_\_ Topic \_\_\_\_\_

My biggest challenge is: \_\_\_\_\_

1. From the seven segments presented today, what specific actions will I take over the next 30 days which will help me to overcome my biggest challenge?

2. Who are some interesting people I met through Speed Networking who I should connect with this month to determine if my products / services are able to assist them in better addressing their biggest challenges?

3. Who are my three Mastermind Partners I will connect with at least once a week via phone or email to see how we're progressing on following through on what we all said we would do?

Do I want to get even more from this event and participate in the 30 minute weekly "core members" group meeting? [ ] - Yes, [ ] - No

If we want to increase bandwidth (ability to get more done in less time with less stress) one of the most effective ways to accomplish this is to have a great organization system.

**ORGANIZE** our life / business and we will . . .

**EARN MORE MONEY**

**work** LESS HOURS

**have** LESS STRESS

and have **greater** LIFE BALANCE

This binder will help you to do that very thing . . . if you use it!

Each section within this binder will help you to organize the MASSIVE amount of information you receive each and every month. The local chapter provides you with your first copy for free. If you lose your copy, we request a \$25 contribution to the cause being helped.

**IMPORTANT . . . Every month there will be key new resources, connections, tools and systems which will be added to this book. Others have found this 60 minutes, once a month, to be the most profitable 60 minutes all month. MAKE IT A TOP PRIORITY TO ATTEND EVERY MONTH! If we miss even one month . . . we will NEVER know what was missed or be able to make it up.**



# Segment 1

30 Min.  
Networking  
Before Event

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Segment 1 - Did I meet someone who could help me?

Speed Networking will help you to connect with more people in a more effective way. It is designed precisely to help you find the best prospects for your business, the best people who can help you and the best individuals to partner with.

For CORE chapter members, there are online templates which are completed and shared with everyone in the network. See the following page as an example and then each month as you receive more of the and the mini forms completed by new members you will place them all in this section of your three ring binder.

**1a. What are your two BIGGEST CHALLENGES?**

Getting people around me to really follow the systems precisely.

**1b. What is your ideal lead?**

- For Business - Owners // For Community - Leaders

**2. If someone could help you do anything, what would you LOVE HELP on?**

Gather the biggest challenges from everyone in your networks and then work together to bring them value for WIN WIN WIN for everyone.

**3. DNA for PEOPLE - Rate which shape you like from best 1 to least 4 and causes frustration.**

  1          2                  2   order      1   control                3        3    
  3          4                  3   conflict     4   boring                6        8  

**4. DNA for BUSINESS**

**Box 1: Identify Targets**

B2B: 110,000 core // 7 million total

**Box 2: Develop & Deliver A Message**

B2B: 112,000 emails a month.

**Box 3: Track 100% of Leads**

Roughly 40 new leads a month

**5. DNA for LIFE**

100% - a. The Secret About Time - [www.TheVisionProject.net/30day.htm](http://www.TheVisionProject.net/30day.htm)

100% - b. Career Success - [www.thevisionproject.net/CareerSuccess.htm](http://www.thevisionproject.net/CareerSuccess.htm)

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**1a. What are your two BIGGEST CHALLENGES?** How to stay consistent on those things I need to do to achieve my goals.

**1b. What is your ideal lead?** A company that would like to generate MORE & BETTER leads and has an open mind about contracting that work out.

**2. If someone could help you do anything, what would you LOVE HELP on?**

Help me to keep consistent on my efforts to prevent teenage and adult suicide.

**3. DNA for PEOPLE - Rate which shape you like from best 1 to least 4 and causes frustration.**

  4          3                  3   order      4   control                7        7    
  2          1                  1   conflict     2   boring                3        3  

**4. DNA for BUSINESS**

**Box 1: Identify Targets**

B2B: Access to millions through Life Masteries Insitute

**Box 2: Develop & Deliver A Message**

B2B: 100,000 emails a month sent out.

**Box 3: Track 100% of Leads**

Generate 100's of leads for my clients monthly

**5. DNA for LIFE**

  20  % - a. The Secret About Time - [www.TheVisionProject.net/30day.htm](http://www.TheVisionProject.net/30day.htm)

  80  % - b. Career Success - [www.thevisionproject.net/CareerSuccess.htm](http://www.thevisionproject.net/CareerSuccess.htm)

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# 2

10 Min.  
**WINS &  
Biggest  
Challenges**

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Segment 2 - Can I learn something from someone else's win?

We learn and are motivated by the stories of success from others. Use this section to put in the wins and the stories of success from others so we learn faster and are more motivated to do what is required to achieve our Life Vision and help those around us to do the same thing.

# 3



10 Min.

## Personality Mastery

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Segment 3 - If I better understand people, it will empower me to . . .

**The DNA for PEOPLE**, for many, is the segment which is most fun. This segment will help us to better connect, relate, and understand all those people around us. We would recommend that you put slip sheets in this section for the various handouts, resources and laminated cards which may be handed out.

# 4



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Segment 4 - What part of The 5/30 Grid will help me solve my problem?

**The DNA for BUSINESS** - OK . . . this section might be the one that you use the most. The 5/30 Grid is both simple (5 areas) and at the same time very complex (6 dimensions / levels - 30 boxes.) Each box has a small number on the lower right side of the box which helps one go through and know where to start in the development of your BOS - Business Operating System.

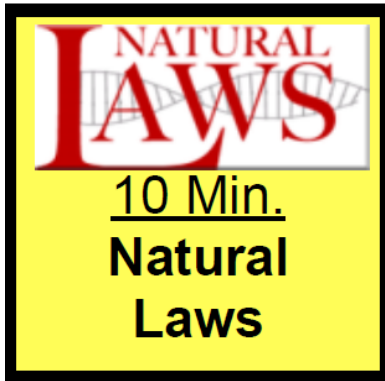
A great FREE resource which is available is The Golden Triangle Workbook. This 110+ pages covers in details the first six boxes to The 5/30 Grid. This workbook is so extensive you will either need to get a larger binder :- ) or have it be separate.

<http://TheVisionProject.net/GoldenTriangle.htm>

To order a beautiful full four colored workbook for less than \$20 + S&H.

<http://kkbc117.com/product/golden-triangle/>

# 5



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Segment 5 - What Natural Law do I need to apply to solve my problem?

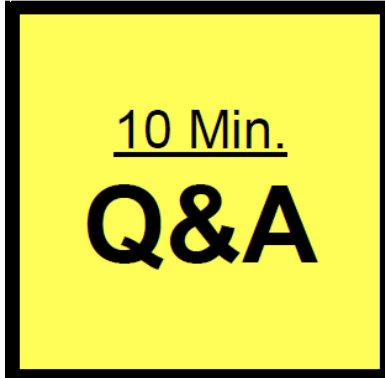
**The DNA for LIFE** - This section will be the most interesting as we still haven't figured out how to put this into a linear learning process. In a way . . . that's alright as it's life and we need to learn things as they come at us.

Career Success is the delivery process for teaching the Natural Laws with roughly six minute videos. Fast and easy to absorb, learning these Natural Laws will literally help our brains to think in a more healthy, profitable, life-enriching fashion.

Workbooks to go through Natural Laws / Career Success . . .

<http://TheVisionProject.net/CareerSuccess-Workbooks.htm>

# 6



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Segment 6 - What question can I ask which will help me solve my problem?

The passion each member of Mastermind Seminars has is to help every other member walk away from EVERY monthly meeting with some specific ACTION ITEMS to assist each attendee to have HOPE to overcome their BIGGEST CHALLENGES and to move you closer to achieving your full potential . . . i.e. your Life Vision.

It is YOUR RESPONSIBILITY as a participant to seek the answers, you need, to address the biggest challenges you are facing in any area of your life. To do that we need COURAGE to ask whatever questions we need to ask to discover the solutions to solve our biggest challenges.

# 7



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Segment 7 - Who will I invite next time who will help me see great success?

Each month's materials for Mastermind Seminars event is overwhelming and some people don't come back because they feel that if they are already overwhelmed, then the next month will make it worse. Actually . . . each month makes it easier as we gain a greater understanding of what is required to create a BOS - Business Operating System which will increase our income, reduce the number of hours we work, reduce our stress and improve our life balance.

As we gain more time, more money and a greater sense of our story, our voice, the value of our life overall . . . our Life Vision will expand. Why? It's pretty simple actually, each of the 7+ billion people on the planet are created in a unique fashion and no two people, on this planet are the same.

**As we reach and connect with more people, create a larger impact on more people, we will achieve our Life Vision and in that process we will have more and better relationships, earn more money, work less hours, have less stress and have greater life purpose and balance in every area we value.**



We would like to thank our national and regional sponsors. Without them we would not be able to provide the quality and quantity of training, resources, mentoring and assistance that we are able to provide. Please use the products / services provided by our sponsors and recommend them to others in your sphere of influence.

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you.**

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