Presenters Outline - Event #1

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

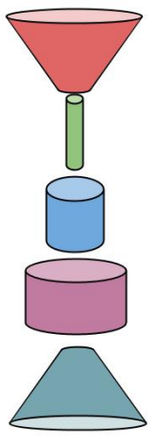
DNA... People

Business + 5/30 grid

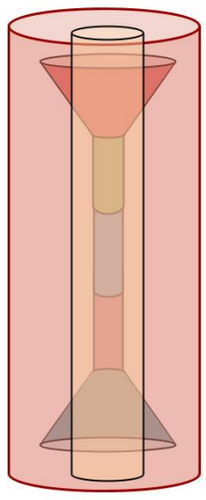
Life + NATURAL LAWS

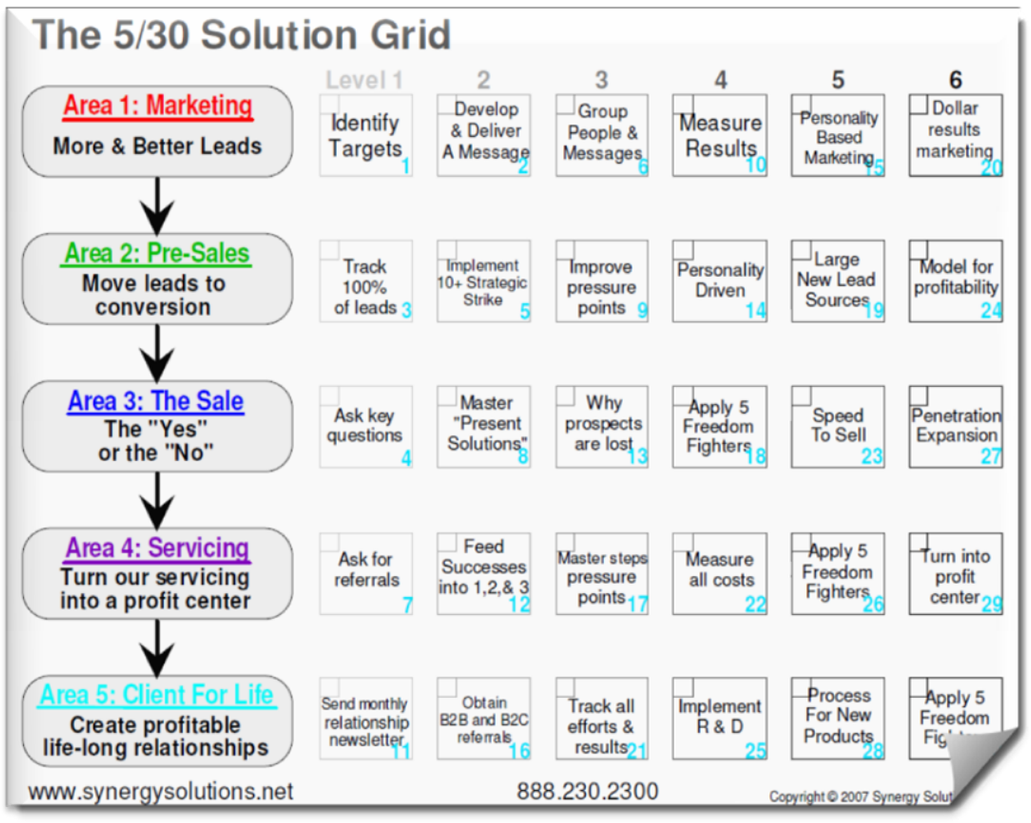
= BOS BUSINESS OPERATING SYSTEM

Often The Reality



The Ideal





Topic #1
Leadership System

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

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

1. 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

2. 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."**

3. 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.

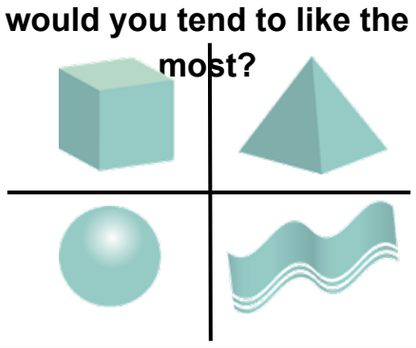
This Month's Assignment

Study BOS - http://www.TheVisionProject.net/Simple_PP.htm

Next Month

Learn how to install a system for Culture & Values.

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

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.

Topic #2
The 5/30 Grid

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

1. There are 5 areas within every business.
2. We are only as strong as the weakest / smallest area.
3. 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
4. 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
- The 5/30 Grid . . . . . The DNA for Business
  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.

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Helping your business be the most profitable in your marketplace.