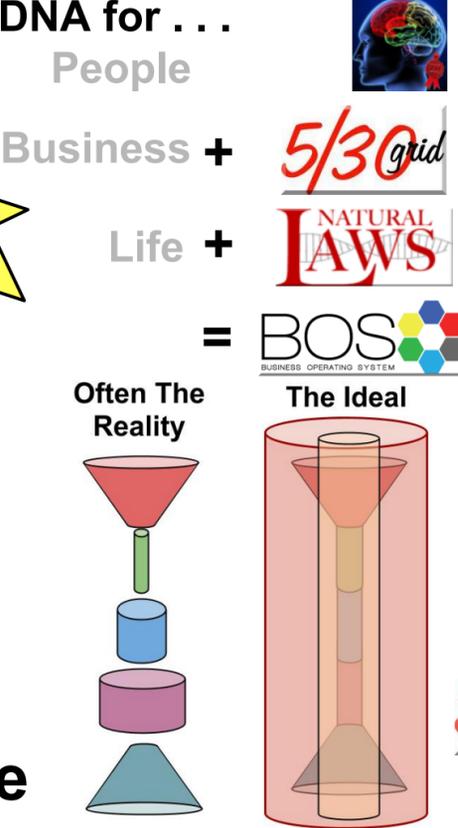


Agenda . . .

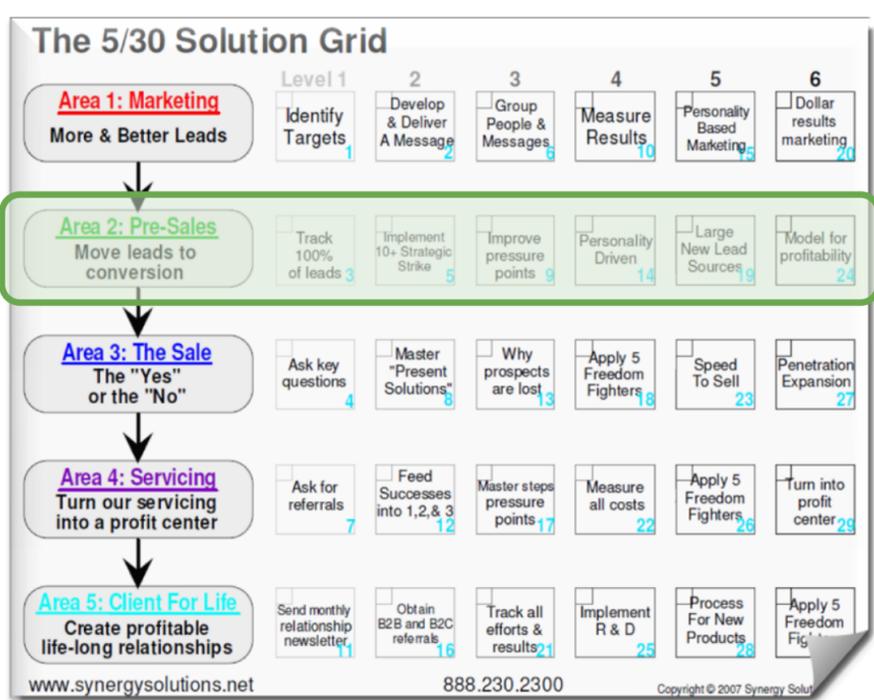
Segment 1	2	3	4	5	6	7
30 Min. Networking Before Event	10 Min. WINS & Biggest Challenges	10 Min. Personality Masteries	5/30 Grid The 5/30 Grid	NATURAL LAWS 10 Min. Natural Laws	10 Min. Q&A	10 Min. Great Things Next Month

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

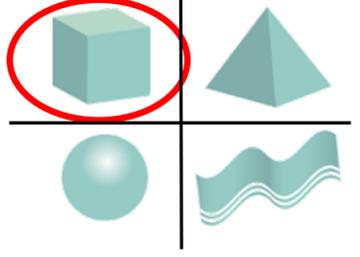


Presenters Outline - Event #3

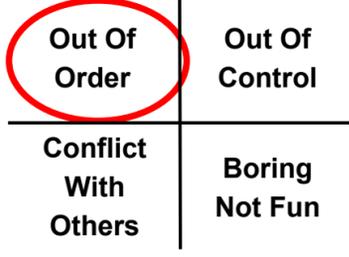


Topic #1 DNA for People

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



Which of these four things would cause you the most frustration?



Analytic - Strengths / Weaknesses

- | | |
|---|---------------------------------|
| - Dot the i's and cross the t's | - <u>To Sell</u> : Lots of data |
| - Like to be done properly and in order | - Charts / graphs |
| - Strong with detail and data | - Give time to think |
| - Slower decision maker | - Don't push but do . . . |
| - Likes to think through things | - Makes sense to buy |

View Of Life: Ready - Aim - Aim - Aim . . .



Topic #2 Area 2: Pre-Sales



Objective
If we have strong pre-sales we could potentially double our sales with zero additional resources.

- KEY POINTS**
- Most companies do not have Area 2: Pre-Sales
 - Pre-Sales individuals tend to be cube's or circle whereas Sales tend to be more naturally pyramid or wavy lines.
 - "If you had 10 prospect, with a prospect being a name and a phone number how many of those would convert for you, the average in most industries is 1 out of 10, what would yours be?"
 - If today's event, or one of the events in the future, helps you to just convert 1 more out of 10, it could double your sales, without any additional leads - work - money - time - people . . . It's learning to work smarter NOT harder.

Assignment
Start tracking 100% of your leads and bring a list of all your leads to the event next month along with one other person.

Next Month
We will learn Area 3: The Sale - How to convert more of our leads into actual sales.

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?



Topic #3 - Vision

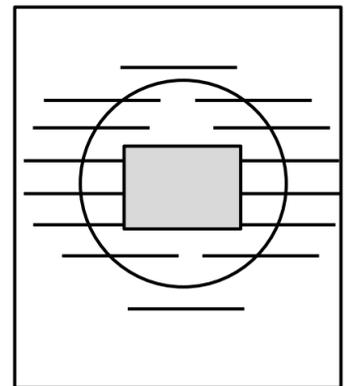


Objective
For each participant to understand that with a clear vision that many of their current challenges will go away.

- KEY POINTS**
- Does everyone see the benefit of having a map before going on a trip? Have a plan before we set out to build something?
 - Think about the biggest challenge you are having. Is there any possibility that with a bigger VISION, or a better communicated VISION or better clarity of our VISION, or a better connection of our vision to others that may be, just may be . . . our challenges would go away.
 - Walk each individual through the Vision Circle exercise.

Assignment
Bring your Vision Circle back with you next month.

Next Month
We will show you how to create a Life Vision statement and how to connect your Vision into others. We will also learn how Belief & Knowledge connect back into our Life Vision.



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