

Organizational Meeting - <u>www.TheVisionProject.net</u> Version 3.30

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.

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.

We trust the business / networking packet will help you to take what we learn today and apply it to every area of your business/life.

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 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?"

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 which is why it's important to connect with others at the event to discover the very best solution.

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 an currently facing?"

Sign-off by Mastermind Partnership Certified Consultant: ______



"You can never solve a problem on the level on which it was created." Albert Einstein

Welcome to the First Meeting for Mastermind Seminars - LIVE Community / Business Partnerships event.

Do you find it exciting to be part of something that will change not only our own lives but the community, our nation and the world in which we live? That may seem like a tall order but "*We can accomplish far more together than we ever could on our own.*"

What's most exciting for business professionals is that this monthly event doesn't take very much time, gives us back time as a result of the network connections we make and the systems we learn how to build within our business.

For community based organizations is powerful as we can learn how to raise more money and volunteers by learning to partner up with local businesses. When we help local businesses grow their business they will give back to the community.

This first meeting is unique in that it is a more open, a time of connecting, discovery and connecting our passions and Life Visions together. Don't know what your Life Vision is? We'll help you discover your Life Vision through a simple Passion Circle Exercise which will be fun and educational.

For future monthly events, each event is designed to help you move closer to the realization of your Life Vision, the reason you were put on this planet. We will also learn how to connect our passions and Life Visions together, so we can . . .





"We can accomplish far more together than we ever could on our own."

Today's goal is very simple ...

"Assist you in working to overcome your biggest challenge / problem."



[] 1. GETTING STARTED -

Have everyone complete the Passion Circle individually.

-] a. Get to know one another Personality Masteries and Powerful Questions
-] b. Write everything down that I'm passionate about.
- [] c. Learn the power of sharing our passions with others.
 -] d. Learn how to connect and leverage our passions together.
- [] e. Start to think about my Life Vision statement.

[] 2. EACH MONTH - Understand at a deep level how each month will help us to move closer to that Life Vision.

- [] a. Learn how to build our own BOS Business Operating System
-] b. Learn the three aspects to building a BOS.
- [] c. Come prepared each month with your biggest challenge and an open mind and heart to discover the solution in one of each of these three areas.



NOTES



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.





DNA for PEOPLE



DNA for BUSINESS





DNA for LIFE

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.

Seven Segments To Each Event

There are seven segments to the event. The monthly sessions move very quickly. **Segment 1**, is a 30 minute Speed Networking at the beginning of each event. Often people stroll in late for events . . . but not for this. There are some individuals who will attend the event just for the Speed Networking segment.



http://TheVisionProject.net/LiveSessionDebrief.htm

Segment 2 - WINS & Biggest Challenges is designed to help everyone learn and grow from one another and set the pace for learning, growing and doing. The magic to making the entire event work is to help people quickly discover their own biggest challenges / problems and then assist them discover something quickly, within the event, which can then assist overcome their biggest challenges / problems.

Segment 3 - Personality Masteries - DNA for PEOPLE - Imagine . . . being able to identify someones personality in 15 seconds. Imagine knowing precisely how to communicate with that person, understanding what motivates others to make decisions and how we can best connect to create WIN WIN situations for everyone.

Segment 4 - The 5/30 Grid - DNA for BUSINESS - Learn the science of doubling sales / profits, reducing the hours worked through business system and reducing stress. Five areas within business, all working together to create a BOS - Business Operating System to take our businesses to the next level of success.

Segment 5 - Natural Laws - **DNA for LIFE** - Have you ever wondered why something doesn't work that really should? Have you ever wondered why some people seem to succeed where others fail? Natural Laws govern business as much as it does life and over 250 natural laws, discovered over the many lifetimes will help us to learn to think, act and succeed in a very different way than we presently do.

Segment 6 - Q & A - What is the biggest challenge / problem that each attendee come to the event with? What has been shared within the event which provides at least some part of the solution. As attendees start to see how so many challenges / problems are being solved not only do they want to come back but they want to invite others to attend as well.

Segment 7 - Great Things For Next Month - These events are so powerful they can fill up quickly which creates a great opportunity for those in attendance as they are able to get the first opportunity to sign up for themselves and a guest. Each month builds on the previous months content and together everything we learn, builds a BOS - Business Operating System which will help us to take our businesses / community based organizations to a new level of success.

Seven segments all connected together, delivered in a rapid, precise, professional manner . . . creating an experience, attendees have never imagined possible in any other event they have ever attended.

Up to eight individuals may participate in the delivery of each months events giving each speaker the opportunity to gain invaluable experience as well as exposure to others.

People can spend years, knowing one another . . . and . . . really never do know at a deep level of



who we really are. What are our dreams, goals, passions? What is our personality, our gifts, and talents? What do we value, believe in and what is our Life Vision . . . the reason we were placed on this planet?

Now . . . you might be saying . . . "Do I really want to go this deep with total strangers?" The answer to that question is up to you entirely. We believe you'll find the the process, the system will help you to connect with the right people, in the right way, at the right time in a very powerful way. You are free to share as much or as little information about yourself as you wish.

If you would like to gain access to an online version of the questions please go to: <u>http://www.TheVisionProject.net/LiveMyProfile.htm</u>

If you have a chance to complete this questionnaire prior to the LIVE Event please print it out and bring it with you.



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Level 1 Questions . . .

Name:		Date:	<u> </u>
Phone:	Email:		

- 1. What are your biggest challenges you might be facing in any area of your life?
- 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.



- 4. Which one of these things would cause you the most frustration in any area of your life? Mark most frustrating as 1, second as 2, and third as 3.
 - _____ Things not be done properly and in order,
 - _____ Things being out-of-control,
 - _____ Things not being fun or things being boring
 - ____ Conflict with other people
- 5. If you could change one thing about yourself what would you change?
- 6. What would be your fears or other things which you believe may be holding you back?

Level 2 Questions . . .

- ____ 1a. How many hours are you working?
- _____1b. How many hours would you like to work?
- 2. If in business, who would be your ideal lead?
- 3. If in business, if you had 10 leads, a lead being a name and a phone number who expressed interest in your product/service, how many would turn into clients, the average in most industries is 1 out of 10, what do you think yours would be? ____ out of 10
- 4. What would be your WOW income goal, something that would just rock your life? Your minimum income goal.
- 5. What would be the two major reasons you would attribute your success to?
- 6. What would be your biggest challenge to getting to your WOW income goal of ______ and getting your hours from _____ to _____ a week.
- 7. From a 1 to 10, with 10 the most, how would you rate yourself in each of the following?
 - _____a. How coachable are you?
 - _____b. How strong of a listener are you?
 - _____ c. How strong are your sales skills?
 - d. How strong with details are you?
 - e. How strong is your sense of urgency?
 - f. How much energy, excitement, and enthusiasm do you have?
 - g. How concerned for people would you be?
 - h. How quickly do you take action? (You DO NOT procrastinate!)
- 8. If someone where to say to you that they thought you were coachable at a 2.5, listener at a 1, your urgency was at a 2.5, and you took action at a 2, how would you respond?
- 9. "Have you ever said you were going to do something and didn't follow-through on it?"
 - When was the last time you did this?
 - How frequently do you do this?
 - How does this make you feel?
 - What do you do about the feelings?
- 10. Is there any other questions we should have asked that we didn't or other information we should know that we don't?

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, []-0ther:	

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.

1. 2. 3.			
1			
1. 2. 3.			
1. 2. 3.	2.		
List 3 q	List 3 qualities/ characteristics for each of them		
1. 2. 3.			
1. 2. 3.			
1. 2. 3.			
Think of the most frustrating person in your life. List 3 things which frustrate you about that person: 1. 2. 3.			
	3. 1. 2. 3. List 3 q 1. 2. 3. 1. 2. 3. 1. 2. 3.		

Discovery Of My Own Life Vision

Developing our Life Vision is really more about discovery rather than developing. For the following exercise, list everything you are passionate about. This could sports, family, food, etc. anything that you get excited about, anything that "charges your battery." Once you list everything, visualize that all those things you are passionate about are around the circle and in the center of that circle is where you will discover your Life Vision.

Once you complete list out all your passions, around the circle or you can just list them out in the document in a list, totally up to you, your executive coach will assist you the discovery of your Life Vision through your passions.

- Step 1: Double click on the box. (If doing the cloud based document.)
- Step 2: Click on the ovals and boxes and type out everything you are passionate about. Can be anything even "small" things like golf for chocolate. Isn't just big things like "solving world hunger." :-)
- Step 3: After you have listed out all your passions in the center green box write out a simple sentence, based on all your passions as to what you think your Life Vision might be.

Purpose: What others have discovered is that once their Life Vision has been discovered, it seems, that everything else in life seems to fall into place. It seems the pain, the hurt, the challenges now have context.



Examples ... http://TheVisionProject.net/7lessons_CaseStudies.htm





Step 3: Connect my passions, my Life Vision into the passions from everyone in the network, their Life Visions and the overall Vision for

Together . . . We can accomplish far more together than we ever could on our own.



The Goal

Assist community organizations and businesses to partner together to bring mutual benefit to one another.

History

Community / Business Partnerships *LIVE* Events was berthed from a book Tom Kunz (past President of CENTURY 21) and board member of Easter Seals (Tom raised over 100 million dollars for Easter Seals) and Mark Boersma (Social Entrepreneur, international speaker and author) on Community / Business Partnerships.

Overview

Once a month, usually for one hour, there is a lunch and learn event where a team of individuals come together and share how to build Community / Business Partnerships through the development of BOS - Business Operating Systems for both community and businesses.

Normally there is a 30 minute session prior to the event for networking and then a few presenters will present the content for that month's presentation.

All those who attend gain invaluable information which will help them to increase their income / revenue, reduce the numbers of hours they work, reduce their stress, and improve their lives balance in addition to gaining access to the networks of all those business and community based organizations which also attend.

Financial Cost

There is no cost to set up a chapter and/or to participate other than the cost of the meal unless there is a sponsor for the meal. NOTE: Some chapters have found that a \$10 to \$20 monthly charge for the meal and donation helps to get people committed.

Commitment

As with most groups, those who actively participate and give the most are usually those who gain the most benefit. The core group commits to actively participate monthly for a period of twelve months.

The system / process is a twelve month process with each month playing a very important role in building the BOS - Business Operating System. It is STRONGLY RECOMMENDED that each attendee commit for whatever time is remaining to attend each and every month.

I ______ commit to do my very best to attend each and every session over the period of twelve months. I further commit to seek to invite those in my networks to also attend as I understand that we can all accomplish far more together than we ever could on our own.

[] - I would like to actively participate at the core level.

[] - I will participate in the monthly events.



NEXT Month . . .

If you thought this month was good, you'll want to not only plan to attend next month but you'll want to bring a couple of guests. As we help others to see greater success . . . they will help us to see greater success to. Let's create WIN WIN WIN for more people.

Agenda . . . Presenters Outline - Event #1 **MASTERM**[¥]ND 30 AWS 10 Min. Q&A 10 Mn. The 5/30 Solution Grid 10 Min. The 6/30 Orld 10 Min. Natural Laws DNA for . . . Area 1: Marketing Identify Targets The Value of Installing Syste More & Better Leads People Culture & Values Area 1: Marketing Business + Vision Area 2: Pre-Sales a 2: e leads to Belief & Knowledge Area 3: The Sale Life + DO. Area 4: Servicing GIVE..... Area 5: Client For Life Area 3: The 'Yes' Legacy - Part 1Leadership = Legacy - Part 2Profitable Partnerships Often The The Ideal Reality Rock Solid Implementation - Mastermind MAGIC DNA for People - Personality Masteries DNA for Business - The 5/30 Grid Create profitable Installing a profitable BOS - Business Operating System w.synergysolutions.ne Topic #1 Topic #2 The 5/30 Grid DNA for People Which of these four things would Which of these four shapes would you tend to like the most? cause you the most frustration? 3 Quid Out Of Out Of Order Control 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 Conflict advanced as we need it to. Borina With Not Fun Others **KEY POINTS** 1. There are 5 areas within every business. 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 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. are married to, conflict within their marriage, why they are successful in their - 2 - Vertical Learning - Learn based on levels career, where their weaknesses are, if they would like us, why or why not to - 3 - Diagonal Learning - Learn from upper left to lower right . in many ways we know them better than they know name a few. Yes ... themselves. We will first discover the most about ourselves and then learn how - 4 - Piecemeal . . . Choose specific boxes to learn 4. Discuss the pros and cons for each learning style and then decide we can best connect and bring value to others. which learning style is best for you. Topic #3 - Leadership System This Month's Assignment Review over each of the three areas for the BOS. Ulture & Values Our Personality Masteries . . . The DNA for People Vision DO GIVE Excellence In Leadership & Success Legacy http://www.TheVisionProject.net/People_1.html - The 5/30 Grid . . . The DNA for Business **Objective** - For each participant to have to UNDERSTAND and http://www.TheVisionProject.net/Process_3.html COMMIT to following through over the NEXT 12 Months in working with a group of people to build our systems together. Natural Laws The DNA for Life http://www.TheVisionProject.net/CareerSuccess.htm KEY POINTS Next Month 1. There are three major subsystems within BOS - Business Operating We will learn Area 1: Marketing - Generate MORE and BETTER leads. System. - Personality Masteries . . . The DNA for People - The 5/30 Grid The DNA for Business WINS - SUCCESSES - NOTES - Natural Laws The DNA for Life 1. What WINS / Successes did I have in the last 30 days? 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 2. What did Llearn? we have or do not have ... BECAUSE of the BOS that we have installed.' 3. What action will I take from what I learned? 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. 4. What do I need to learn next? This Month's Assignment Study BOS - http://www.TheVisionProject.net/Simple_PP.htm MASTERM 888.230.2300

Next Month

- Learn how to install a system for Culture & Values. Deeper understanding of the analytic personality type.

Invite Others





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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 ... MASTER then you may want to consider more information seekina on Mastermind Partnerships.



Mastermind Partnerships are 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

Becoming a core member within Mastermind Seminars is an opportunity learn and grow both personally and professionally. There are too many opportunities to list but here are a few of the more popular options.



Benefits To Becoming A Core Member . . .

- Access to key member data to generate more business opportunities
- Weekly mastermind / group coaching sessions
- Special access to training and mentoring resources
- Core member networking
- Opportunities to speak at local event
- National and International speaking opportunities
- Ability to create courses, content which can be distributed throughout the entire worldwide network
- Special tools, systems and training for BOS development
- Access to worldwide thought leader network
- Best practices from members around the world



7 Ways To Generate Business Opportunities

- 1. Earn More Money In What I'm Doing Now
- 2. Online Learning Center Courses
- 3. Weekly Group Mastermind / Group Coaching
- 4. Small Personalized Lunch & Learns
- 5. MSP Marketing Solutions Provider
- 6. ActionVision Certification One On One Coaching
- 7. Profitable Partnerships

http://TheVisionProject.net/LiveSessionDebrief.htm



"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 _____e. Introduction Video
 - b. Facilities _____f. Quality of Materials
 - _____c. Content _____g. What I learned
- _____d. Presenters _____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. You probably know over 250! Who would be the 3 people who would benefit the most from attending with you?