

MASTERMIND



SEMINARS

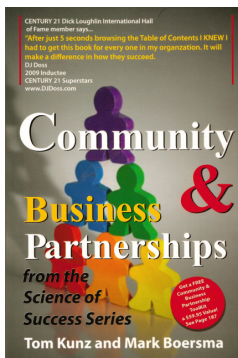
Lesson 1 “The Value Of Installing Systems”

www.TheVisionProject.net

Version 1.50

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?"

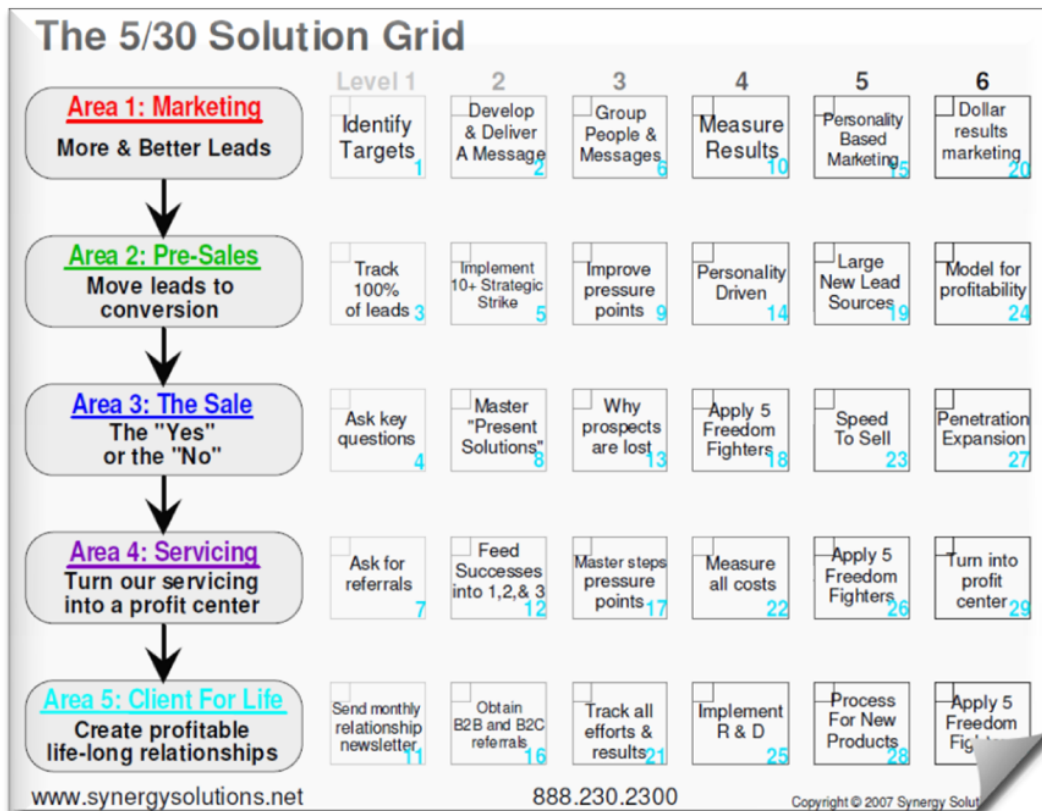
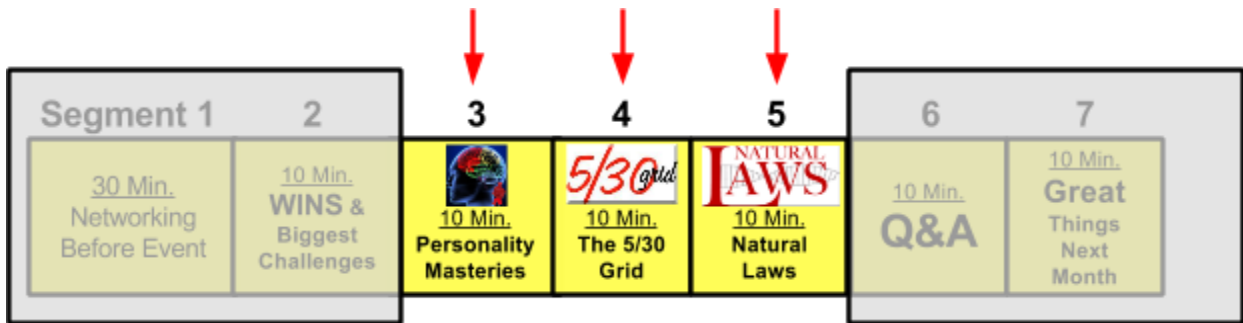
Step 2: Solution - Listen carefully and deeply to each of the seven segments within Mastermind Seminars to discover a possible solution to the challenge / problem you are currently facing. If the content you are hearing is brand new to you, it may be challenging for you to discover the solution on your 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 am currently facing?"

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.



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 anyone of the 7 Segments so best to pay close attention to each segment with an ear and eye out for 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' win?

10 Min.
**WINS &
Biggest
Challenges**

3

Segment 3 - If I better understanding 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?



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**

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	10 Min. The 5/30 Grid	10 Min. Natural Laws	10 Min. Q&A
						30 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

DNA for . . .

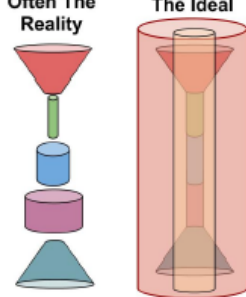
People

Business +

Life +

=

The Ideal



Presenters Outline - Event #1

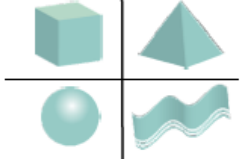
The 5/30 Solution Grid						
	Level 1	2	3	4	5	6
Area 1: Marketing More & Better Leads	Identify Targets 1	Develop & Deliver A Message 2	Group People & Messages 3	Measure Results 4	Personality Based Marketing 5	Dollar results marketing 6
Area 2: Pre-Sales Move leads to conversion	Track 100% of leads 3	Tighten 10+ Strategic Sells 5	Improve pressure points 9	Personality Driven 14	Large New Lead Sources 4	Model for profitability 24
Area 3: The Sale The "Yes" or the "No"	Ask key questions 4	Master "Present Solutions" 5	Why prospects are lost 3	Apply 5 Freedom Fighters 18	Speed To Sell 23	Penetration Expansion 27
Area 4: Servicing 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 24	Turn into profit center 29
Area 5: Client For Life Create profitable life-long relationships	Send monthly relationship newsletter 11	Obtain 80% and 80% referrals 16	Track all efforts & results 21	Implement R & D 25	Process For New Products 28	Apply 5 Freedom Fg 29

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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?

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

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

- There are 5 areas within every business.
- We are only as strong as the weakest / smallest area.
- 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
- 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.

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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Build A Powerful Business Operating System . . . Gain Freedom

www.TheVisionProject.net

MASTERMIND PARTNERSHIPS

Helping your business be the most profitable in your marketplace.

Topic #3 - Leadership System



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

- 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
- 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."
- 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.
- Deeper understanding of the analytic personality type.

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.
3.	1. 2. 3.

List 3 people you DO NOT personally know	List 3 qualities/ characteristics for each of them
1.	1. 2. 3.
2.	1. 2. 3.
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.

Talk with your facilitator, coaching, mentor for directions and then what to do with this after you complete this exercise/game.

Name: _____

Profitable Speed Networking (PSN)

How to turn networking in \$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.

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. ___  ___  ___  ___ 

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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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. ___  ___  ___  ___ 

Viral Network Form – Copy and given to all those who attend event.
By sharing this information with others they will help you grow your business.

Name: _____

Phone: (____) _____ - _____

email: _____

1. Your ideal lead is . . .
2. Your two biggest challenges are . . .
3. If someone could help you do anything, what would you love assistance on?
4. Rate which shape you like from best 1 to least 4.



5. Size of databases: B2B: _____ B2C: _____

% of database you have e-mails: _____%

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5. Size of databases: B2B: _____ B2C: _____

% of database you have e-mails: _____%

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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.

. . . Invite Others

Agenda . . .

Segment 1	2	3	4	5	6	7
30 Min. Networking Before Event	15 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 MAGIC						
DNA for People - Personality Masteries						
DNA for Business - The 5/30 Grid						
Installing a profitable BOS - Business Operating System						



Presenters Outline - Event #2

The 5/30 Solution Grid

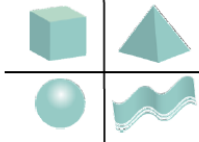
Area 1: Marketing More & Better Leads	Identify Targets 1	Develop & Deliver A Message 2	Group People & Messages 3	Measure Results 4	Personality Based Marketing 5	Dollar results marketing 6
Area 2: Pre-Sales Move leads to conversion	Track 100% of leads 7	Implement 20 Strategic Sales 8	Improve pressure points 9	Personality Driven 10	Large New Lead Sources 11	Model for profitability 12
Area 3: The Sale The "Yes" or the "No"	Ask key questions 13	Master Present Solutions 14	Why prospects are lost 15	Apply 5 Freedom Fighters 16	Speed To Sell 17	Penetration Expansion 18
Area 4: Servicing Turn our servicing into a profit center	Ask for referrals 19	Feed Successes into 1,2, & 3 20	Master steps pressure points 21	Measure all costs 22	Apply 5 Freedom Fighters 23	Turn into profit center 24
Area 5: Client For Life Create profitable life-long relationships	Send monthly relationship newsletter 25	Obtain R2B and B2C referrals 26	Track all efforts & results 27	Implement R & D 28	Process For New Products 29	Apply 5 Freedom Fig. 30

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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?

- Out Of Order
- Out Of Control
- Conflict With Others
- Boring Not Fun

Personality Masteries - Strengths / Weaknesses

Which of the four shapes would you tend to like the most, second, and third? Which of the four things would cause you the most frustration, second and third. Our greatest strengths are our greatest weaknesses and our greatest weakness is just our greatest strength miss applied.

In future months we will be sharing a lot of information which will help us to see ourselves in a very different way and will help us to connect with others around us in a much more effective manner.

Topic #3 - Culture & Values



Objective - For each participant to have a DEEP understanding on how every challenge / problem they are currently facing MAY have the root cause of a lack of Culture & Values.

KEY POINTS

- We in leadership often focus on solving symptoms rather than drilling deep and fixing things at the core.
- What is our culture and what are our values? Have we communicated that clearly to every employee, vendor, customer, the community, etc.?
- Do we have posters and banners around our office reminding people of our culture and values?
- How do different personality types see culture and values in very different ways.

Last Month's Assignment

Status Update: Study The 5/30 Grid and commit to building a BOS - Business Operating System with the foundation being Personality Masteries, The 5/30 Grid, and Natural Laws (Career Success)

This Month's Assignment

Install the Career Success program / system for every team member.
<http://www.TheVisionProject.net/CareerSuccess.htm>

Next Month

Discover our Life Vision and the value that will have in every area of our life.



Topic #2

Area 1: Marketing

Area 1: Marketing More & Better Leads	Identify Targets 1	Develop & Deliver A Message 2	Group People & Messages 3	Measure Results 4	Personality Based Marketing 5	Dollar results marketing 6
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Objective - Learn how to install the marketing system which will help us to reproduce success, increase the quantity and quality of the leads, i.e. increasing our sales while reducing the hours we work.

KEY POINTS

- Area 1: Marketing is the only one of the four which is primarily a one on many relationship. This means that we can create one message and get it out to a large number of people with very little effort.
- If we do not work our database in an effective manner we are making the choice to earn less money, work more hours, have more stress and have less life balance. What do you think about this statement?
- If we are not partnering with others to leverage our database to help them and leverage their database to help us then we are not being nearly as effective as we should be.

Last Month's Assignment

Status Update: Study the BOS - Business Operating System online and learn how The 5/30 Grid will help us to double our sales / profits.
http://www.TheVisionProject.net/Simple_PP.htm

This Month's Assignment

Work with a partner, a **MSP - Marketing Solutions Provider**, and/or a VA - Virtual Assistant to help you get your database



Next Month

We will learn **Area 2: Per-Sales** - How to close more of the leads, faster

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?



MASTERMIND PARTNERSHIPS

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Helping your business be the most profitable in your marketplace.





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.



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

Mastermind 12 Month Outline - Level 1

Detailed 12 Month Outline

Month 1 - Time

- Learn how to think about TIME in a different way
- White Paper " **The Secret About Time**"
- Overview - DNA for PEOPLE
- Overview - DNA for BUSINESS
- Overview - DNA for LIFE



Month 2 - Systems

- The discovery of my own Life Vision
- Systems for DNA for PEOPLE
- Systems for DNA for BUSINESS
- Systems for DNA for LIFE



Month 3 - BOS



- How do I set up the best BOS - Business Operating System
- Do I build it myself or have someone else build it?
- Where do I get started?
- How do I get others to partner with me?

Month 4 - DNA for PEOPLE

- The Analytic
- The Driver
- The Expressive
- The Amiable



Month 5 - DNA for BUSINESS

- **Area 1: Marketing**
- **Area 2: Pre-Sales**
- **Area 3: The Sale**
- **Area 4: Servicing**
- **Area 5: Client For Life**



Month 6 - DNA for LIFE

- Natural Laws and their power
- 10 minutes a day for the rest of my life
- A Healthy Brain & Heart
- The 8th Habit - My Story and helping others discover



Month 7 - Golden Triangle - Part 1

- Box 1: Identify Targets
- Q&A and review over assignments
- Box 2: Develop & Deliver A Message
- Q&A and review over assignments

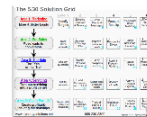


Month 8 - Part 2

- Box 3: Track 100% Of Leads
- Q&A and review over assignments
- Box 4: Ask Key Questions
- Q&A and review over assignments

Month 9 - Part 3

- Box 5: Implement Strategic Strike
- Q&A and review over assignments
- Box 6: Group People & Message
- Q&A and review over assignments



Month 10 - Contract Everything

- How To Best Use E-VA's (Executive Virtual Assistants)
- Where to get started
- The challenges which will be faced
- Connecting your systems with that of other businesses

Month 11 - Leadership

- The six levels for leadership
- How to build a following
- How to connect your Life Vision in with others
- Expanding your vision



Month 12 - Profitable Partnerships

- The six levels for partnerships
- How to get buy in
- Challenges faced
- Customizing your systems



[Enroll Now](#)

[Pay It Forward](#)

NOTES

Some individuals / companies will take longer than others to get through each of the twelve months. There is no race to the finish line and there is no requirement to finish in twelve months. Some lessons may apply more to you than others and you are always free to invest more time into those areas where there is the biggest need.

Life Masteries Institute has plenty of resources for an individual to take detailed training and masterminding in any one of the above topics if someone would prefer to go "deep" rather than "wide" in their learning and application.

You will be assigned a full account executive team AND a small group leader who will be able to assist you as needed as you progress through the program. In level 1 you are eligible for email support in addition to the support you receive in your weekly mastermind conference calls / webinar meetings.

Questions - 888.789.7878



Scholarship Opportunities

“Everyone deserves an opportunity for greatness!”

<http://www.Mastermind-Partnerships.org>

Everyone in the Mastermind Seminars / Partnerships (Community / Business Partnership) community is committed to helping everyone who is interested in learning and growing and being the best they can be to participate in the Mastermind Partnership Experience.

Anyone who is interested in participating in the mastermind partnership mentoring program is eligible for a scholarship for the Level 1 Mastermind Partnerships program. There are two types of scholarships available. If your scholarship is granted you will pay the difference between your scholarship and the \$300 a month.

[] - Type 1: Working Scholarship

The “Working Scholarship” is designed to provide the opportunity for participants to engage in the program and put in practice what is being taught. The participant will actually put in practice, through engagement with either the local chapter or a business what is being taught in the program. This creates a WIN WIN WIN for everyone.

[] - Type 2: Pay It Forward Scholarship

This type of scholarship is designed to where the participant, after they have implemented what has been learned in the program and are in a position financially to give back into the scholarship program, what has been given to them, enabling the program to continue to “Pay It Forward” to others.

I _____ am requesting a [] Type 1, [] Type 2 Scholarship for the amount of \$_____ a month. I understand that others are enabling me to participate and I agree to be a great steward of the 5 T’s (Time - Talents - Treasure - Trust - Truth) for everyone I come in contact with. I agree that if I am granted this scholarship that I will COMMIT to follow through with the program for a full 12 months.

Why do you believe you be a great steward of the scholarship?

_____ / ____ / _____

Please email the form to 630-206-0716 or email service@lifemasteries.org



MASTERMIND

SEMINARS

“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.