

# MASTERMIND



## SEMINARS

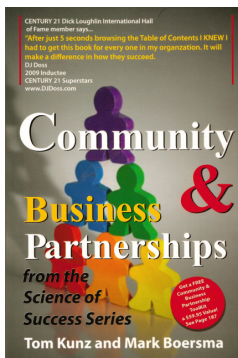
### Lesson 2 - Culture & Values & Area 1: Marketing

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

Version 1.51

**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?"

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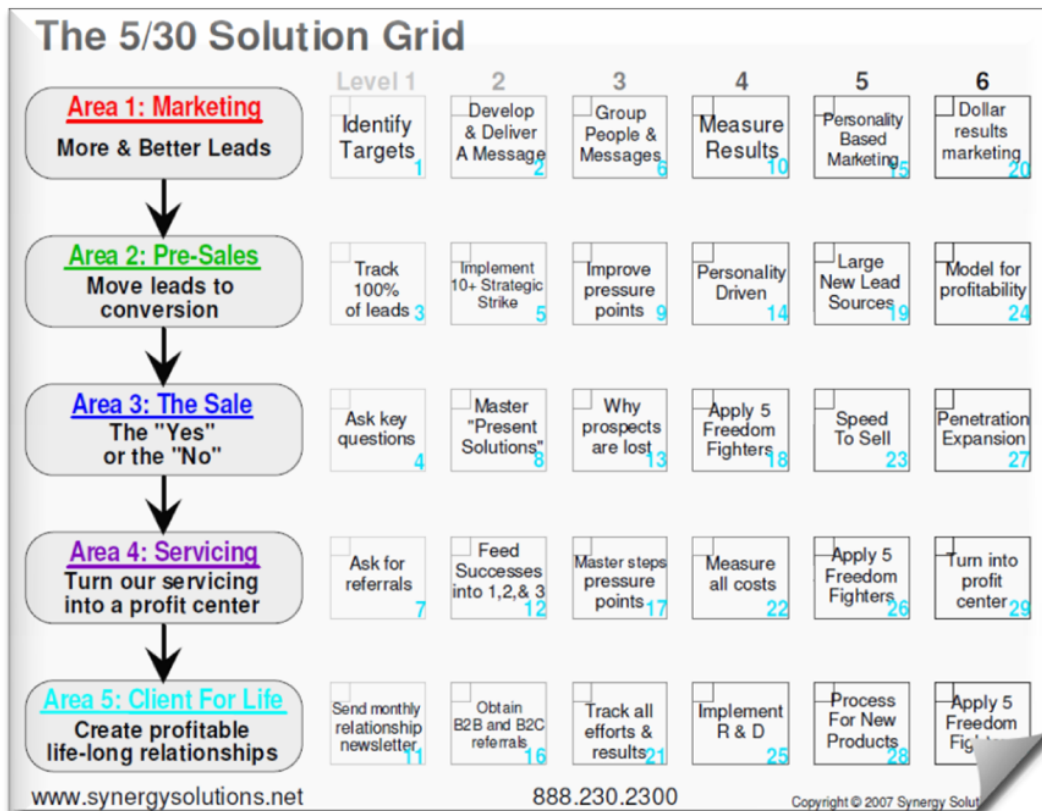
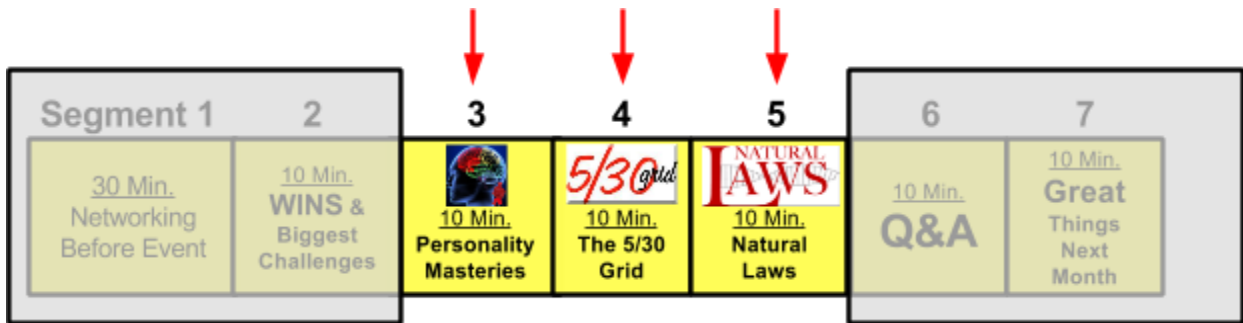
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**Sign-off by Mastermind Partnership Certified Consultant:** \_\_\_\_\_ / \_\_\_\_\_



**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.



# 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?

**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**

# Agenda . . .

|                                 |                                  |                               |           |                                   |             |                                 |
|---------------------------------|----------------------------------|-------------------------------|-----------|-----------------------------------|-------------|---------------------------------|
| Segment 1                       | 2                                | 3                             | 4         | 5                                 | 6           | 7                               |
| 30 Min. Networking Before Event | 10 Min. WINS & Biggest Challenge | 10 Min. Personality Masteries | 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**

DNA for . . . People

Business + Life = The Ideal

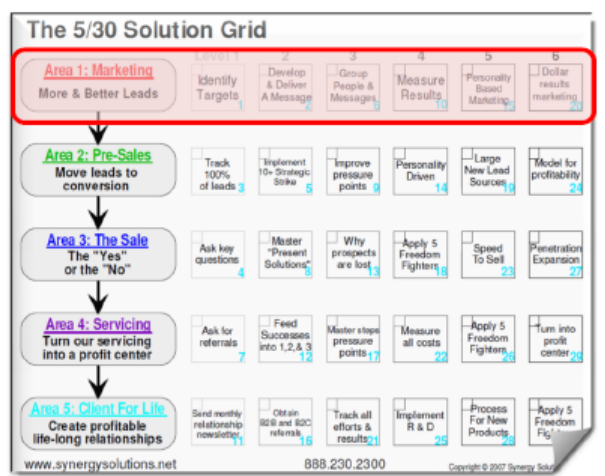
Often The Reality

5/30 grid

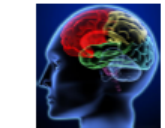
NATURAL LAWS

BOS

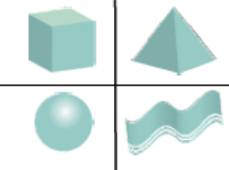
# Presenters Outline - Event #2



## 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 #2 Area 1: Marketing



**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**
1. 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.
  2. 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?
  3. 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](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 . . .

1. What WINS / Successes did I have in the last 30 days?
2. What did I learn?
3. What action will I take from what I learned?
4. What do I need to learn next?



## 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**
1. We in leadership often focus on solving symptoms rather than drilling deep and fixing things at the core.
  2. What is our culture and what are our values? Have we communicated that clearly to every employee, vendor, customer, the community, etc.?
  3. Do we have posters and banners around our office reminding people of our culture and values?
  4. 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.



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Build A Powerful Business Operating System . . . Gain Freedom

**MASTERMIND PARTNERSHIPS**

Helping your business be the most profitable in your marketplace.

# 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.<br>2.<br>3.                                     |
| 2.                                  | 1.<br>2.<br>3.                                     |
| 3.                                  | 1.<br>2.<br>3.                                     |

| List 3 people you DO NOT personally know | List 3 qualities/ characteristics for each of them |
|--|--|
| 1.                                       | 1.<br>2.<br>3.                                     |
| 2.                                       | 1.<br>2.<br>3.                                     |
| 3.                                       | 1.<br>2.<br>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.

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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.    \_\_\_  \_\_\_  \_\_\_  \_\_\_ 

---

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

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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 | 10 Min. WINS & Biggest Challenges | 10 Min. Personality Masteries | 5/30 Grid The 5/30 Grid | 10 Min. LAWS 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

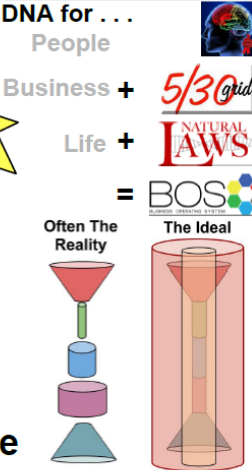
Rock Solid Implementation - Mastermind MAGIC

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

**The 5/30 Solution Grid**

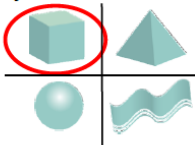
|   |                                       |                                  |                              |                          |                                  |                               |
|---|---------------------------------------|----------------------------------|------------------------------|--------------------------|----------------------------------|-------------------------------|
| <b>Area 1: Marketing</b><br>More & Better Leads                             | Level 1<br>Identify Targets           | 2<br>Develop & Deliver A Message | 3<br>Group People & Messages | 4<br>Measure Results     | 5<br>Personality Based Marketing | 6<br>Dollar results marketing |
| <b>Area 2: Pre-Sales</b><br>Move leads to conversion                        | Track 100% of leads                   | Implement 10- Strategic Skills   | Improve pressure points      | Personality Driven       | Large New Lead Sources           | Model for profitability       |
| <b>Area 3: The Sale</b><br>The "Yes" or the "No"                            | Ask key questions                     | Master "Present Solutions"       | Why prospects are lost       | Apply 5 Freedom Fighters | Speed To Sell                    | Penetration Expansion         |
| <b>Area 4: Servicing</b><br>Turn our servicing into a profit center         | Ask for referrals                     | Feed Successes into 1,2, & 3     | Master steps pressure points | Measure all costs        | Apply 5 Freedom Fighters         | Turn into profit center       |
| <b>Area 5: Client For Life</b><br>Create profitable life-long relationships | Send monthly relationship newsletters | Obtain R&B and B2C referrals     | Track all efforts & results  | Implement R & D          | Process For New Products         | Apply 5 Freedom Fighters      |

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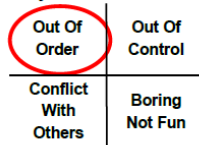


### Topic #1 DNA for People

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



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



#### Analytic - Strengths / Weaknesses

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

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

### 5/30 grid Topic #2 Area 2: Pre-Sales

|  |                     |                                |                         |                    |                        |                         |
|--|---------------------|--------------------------------|-------------------------|--------------------|------------------------|-------------------------|
| <b>Area 2: Pre-Sales</b><br>Move leads to conversion | Track 100% of leads | Implement 10- Strategic Skills | Improve pressure points | Personality Driven | Large New Lead Sources | Model for profitability |
|--|---------------------|--------------------------------|-------------------------|--------------------|------------------------|-------------------------|

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

- KEY POINTS**
1. Most companies do not have Area 2: Pre-Sales
  2. Pre-Sales individuals tend to be cube's or circle whereas Sales tend to be more naturally pyramid or wavy lines.
  3. "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?"
  4. 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 . . .

1. What WINS / Successes did I have in the last 30 days?
2. What did I learn?
3. What action will I take from what I learned?
4. What do I need to learn next?

### NATURAL LAWS Topic #3 - Vision

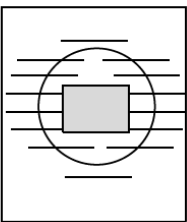


**Objective**  
For each participant to understand that with a clear vision that many of their current challenges will go away.

- KEY POINTS**
1. Does everyone see the benefit of having a map before going on a trip? Have a plan before we set out to build something?
  2. 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.
  3. 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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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

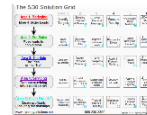


#### Month 8 - Part 2

- 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](mailto: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.