

MASTERMIND



SEMINARS

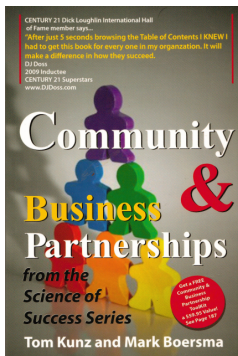
Lesson 8 - Legacy - Part 2 & Profitable Partnerships

www.TheVisionProject.net

Version 1.40-1

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 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?"

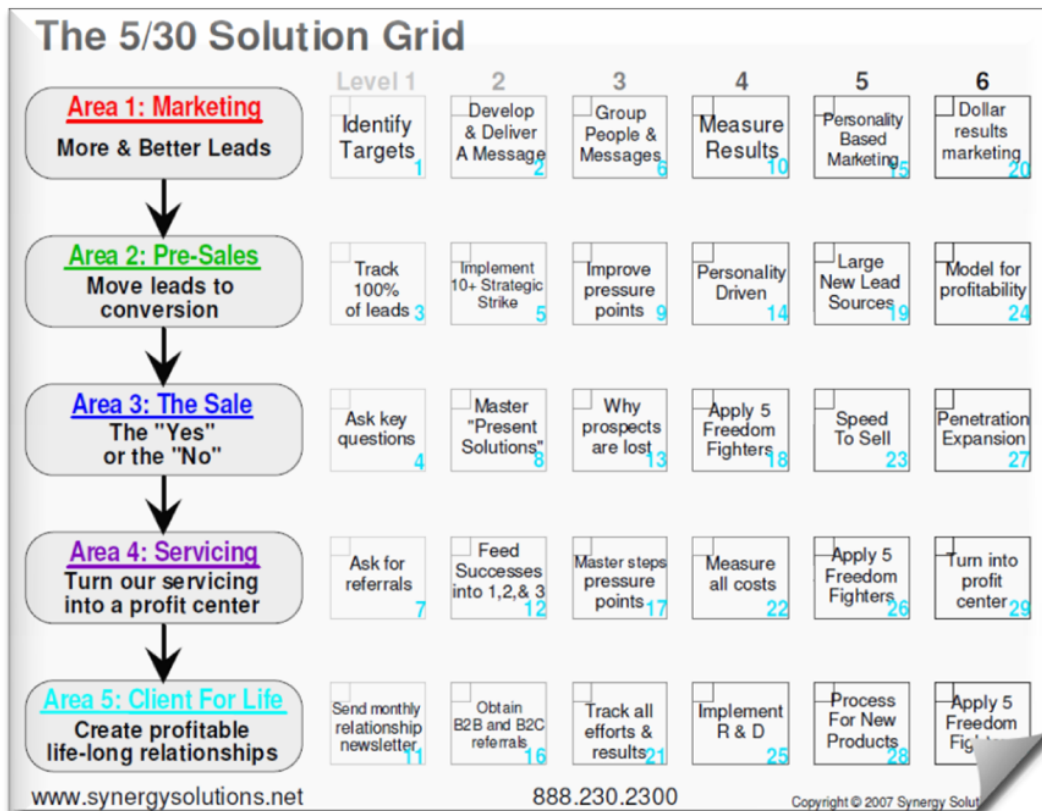
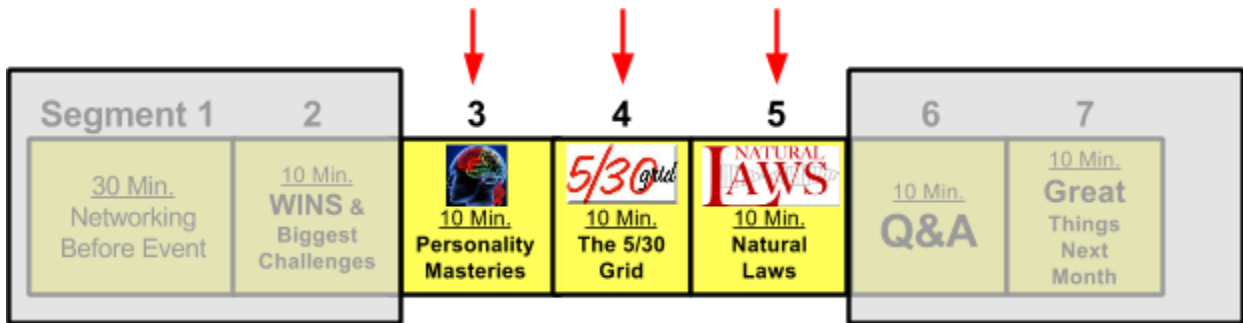
Step 2: Solution - Listen carefully and deeply to each of the seven segments within Mastermind Seminars to discover a possible solution to the challenge / problem you are currently facing. If the content you are hearing is brand new to you, it may be challenging for you to discover the solution on your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

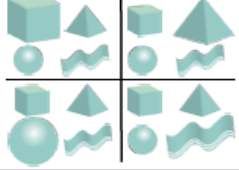
Segment 1	2	3	4	5	6	7
30 Min. Networking Before Event	10 Min. WINS & Biggest Challenges	10 Min. Personality Masteries	5/30 Grid	10 Min. The 5/30 Grid	10 Min. Q&A	10 Min. Great Things Next Month

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 Partnerships
 DNA for People - Personality Masteries
 DNA for Business - The 5/30 Grid
 Installing a profitable BOS - Business Operating System



Topic #1 16 Types

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



Which of these four things cause you the most frustration?

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

16 Personalities Types

There are 4 major personality types 16 when we look at the primary and secondary types, 64 when we look at three levels, 256 when we look at all four. When we look at both tests . . . there are 65,536

- To Sell: Knowing the primary and secondary personality type will help us to sell in a much more precise way

View Of Life: "How do we connect ours with others?"

NATURAL LAWS Topic #3

Leadership Excellence In Leadership & Success

Culture & Values A1

Vision A2

Belief & Knowledge A3

DO A4

GIVE A5

Our Legacy A6

Objective
Learn how by helping others we actually end up helping ourselves and how to put a system in place to do that forever, without us.

KEY POINTS
 1. Learn how different personality types partners like to be worked with.
 - Analytic - Like a plan with all the details mapped out.
 - Driver - Like BIG goals and quick action.
 - Expressive - Enjoy FUN, excitement and a lot of passion.
 - Amiable - Connecting, working together and harmony.

Last Month's Assignment
Discover how my Life Vision connects into the Legacy I would like to live and how that connects into the vision for the company / organization.

This Month's Assignment
Discover how my Life Vision connects into the Life Vision of those around me and how we can better work together to achieve more.

Next Month
 - Rock solid Mastermind Partnerships
 - How to use DNA for People to build Profitable Partnerships
 - How to use DNA for Business to attract the best Partnerships
 - Use DNA for Life for Partnerships

MASTERMIND SEMINARS

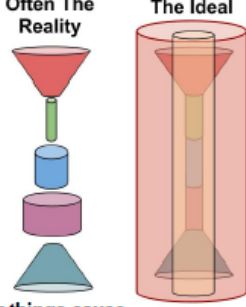
DNA for . . .

People

Business + 5/30 Grid

Life + NATURAL LAWS

= BOS



Presenters Outline - Event #8

The 5/30 Solution Grid

Level 1 2 3 4 5 6

Area 1: Marketing
More & Better Leads

Area 2: Pre-Sales
Move leads to conversion

Area 3: The Sale
The "Yes" or the "No"

Area 4: Servicing
Turn our servicing into a profit center

Area 5: Client For Life
Create profitable life-long relationships

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5/30 Grid Topic #2 Profitable Partnerships

Profitable Partnerships Creating WIN WIN WIN

HOPE Time B1

Head Talents B2

Heart Treasure B3

Hands Trust B4

HELP Truth B5

The NEXT Dimension B6

Objective - Learn how to take the BOS - Business Operating System we have developed and offer that system to all our B2B - Business To Business clients and every professional referral partner.

KEY POINTS
 1. Every business needs to have a BOS and the better the BOS the stronger the business is. When we help other businesses to become stronger that will give us a lot more business opportunities.
 2. How do we build Profitable Partnerships to where we can expand faster, with less resources, in less time, with less stress and greater overall opportunities for increased profits?
 3. If we apply the three aspects of BOS to developing Profitable Partnerships we will achieve amazing success. **DNA for PEOPLE** - Personality Masteries, **DNA for BUSINESS** - The 5/30 Grid, and **DNA for LIFE** - Natural laws.

Last Month's Assignment
Status Update: Work with mastermind group to review our integration of The 5/30 Grid with Leadership.

This Months Assignment
Follow The 5/30 Grid in developing a turn key system, ideally using VA's - Virtual Assistants to do most all the work for us.

Next Month
How to leverage Mastermind Seminars into Mastermind Partnerships to create massive WIN WIN's for everyone . . . all around the world!

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?

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MASTERMIND PARTNERSHIPS

Helping your business be the most profitable in your marketplace.

MSP

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?

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?

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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?

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?

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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Name: _____

Phone: (____) _____ - _____

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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 . . .

30 Min. Networking Before Event	10 Min. WINS & Biggest Challenges	10 Min. Personality Masteries	5/30 Grid	10 Min. LAWS	10 Min. Natural Laws	15 Min. Q&A	10 Min. Great Things Next Month
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- 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 Partnerships
- DNA for People Personality Masteries
- DNA for Business The 5/30 Grid
- Installing a profitable BOS - Business Operating System



Presenters Outline - Event #9

Leadership Excellence in Leadership & Success

Culture & Values A1, Vision A2, Belief & Knowledge A3, DO A4, GIVE A5, Our Legacy A6

The 5/30 Solution Grid

Area 1: Marketing - More & Better Leads

Area 2: Pre-Sales - Move leads to conversion

Area 3: The Sale - The "Yes" or the "No"

Area 4: Servicing - Turn our servicing into a profit center

Area 5: Client For Life - Create profitable life-long relationships

MASTERMIND PARTNERSHIPS

Profitable Partnerships - Creating WIN WIN WIN

HOPE Time B1, Head Talents B2, Heart Treasure B3, Hands Trust B4, HELP Truth B5, The NEXT Dimension B6

5/30 Grid **Topic #2 MASTERMIND PARTNERSHIPS**

Topic #1

65,536 Types

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

Which of these four things cause you the most frustration?

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

65,536 Personalities Types

One would think that 65,536 possible personality types would be A LOT more complex than 4 or 16 personality types . . . but it's really not if we master the four and learn how to extend them through all areas.

- To Sell: When we learn how to use both types of tests and combine the results, it is a game changer!

"How do we best leverage the personalities of others?"

NATURAL LAWS **Topic #3**

Leadership Excellence in Leadership & Success

Culture & Values A1, Vision A2, Belief & Knowledge A3, DO A4, GIVE A5, Our Legacy A6

Objective
Just attending monthly events or even participating in weekly activities will not produce a legacy. We MUST take Action!

KEY POINTS

- Learn how different personality types partners like to be worked with.
 - Analytic - Like a plan with all the details mapped out.
 - Driver - Like BIG goals and quick action.
 - Expressive - Enjoy FUN, excitement and a lot of passion.
 - Amiable - Connecting, working together and harmony.

Last Month's Assignment
Discover how my Life Vision connects into the Life Vision of those around me and how we can better work together to achieve more.

This Month's Assignment
Connect everyone's Life Vision and the gifts from each personality type to see massive success as a group.

Next Month

- DNA for PEOPLE integrated to . . .
 - Area 1: Marketing
 - Area 2: Pre-Sales
 - Area 3: The Sale
 - Area 4: Servicing
 - Area 5: Client For Life

CAREER SUCCESS

People Business + 5/30 Grid + Life NATURAL LAWS = BOS

Objective - Take the BOS - Business Operating System we have developed and use that system to roll out Mastermind Partnerships to our entire business network.

KEY POINTS

- When other businesses and community based organizations learn our BOS - Business Operating System is, they will seek us out.
- When we generate a lot more sales, does that turn into us earning a lot more profit? If we earn a lot more profit do we believe that we have a responsibility to contribute back into our community and make the world an overall better place?
- Apply the three aspects of BOS to developing Mastermind Partnerships to personally achieve amazing success and help those around us to do so as well. Part 1: **DNA for PEOPLE** - Personality Masteries, Part 2: **DNA for BUSINESS** - The 5/30 Grid, and Part 3: **DNA for LIFE** - Natural laws.

Last Month's Assignment
Follow The 5/30 Grid in developing a turn key system, ideally using VA's - Virtual Assistants to do most all the work for us.

This Months Assignment
To create a Legacy we need to gain freedom from our business / organization. We need the right systems and people in place.

Next Month
Part 1: DNA for PEOPLE - Connecting Personality Masteries into every area of our BOS and throughout our entire network.

- 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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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.