

**NATURAL LAWS**

**The NEXT Dimension Principle**

Break through Dimension barriers a 10

Dimension "x" → Dimension "y"

Level 4/ Navy Seal  
Level 3/ Cash  
Level 2/ Teacher  
Level 1/ Cheerleader

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**SUCCESS**

**What holds us back**

Simple to Complex to Simple Principle

The SOLUTION

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**CAREER SUCCESS**

**Breaking Free**

When we come in, on a break through moment, we see that there IS A GAP between dimensions we are in and the NOT A GAP from taking back down or even going into a previous dimension.

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**"You can NEVER SOLVE A PROBLEM on the level on which IT WAS CREATED."**

Albert Einstein

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

Out of Order  
Out of Control  
Conflict  
Boring Not Fun

What does the choice of shape you choose, have to do with the biggest challenge you are facing?

Helping your business be the most profitable in your marketplace.

MSP

**Ken Marley Business X-Ray**

Current Date: 10/21/2010 Phase #1

Recommended Goals Date: 1/21/2011 Phase #2

Income lost weekly: \$ 10,714/week

Potential income lost over the last three years due to not having systems in place to support your sales abilities: \$ 1,671,429

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**Recommended Goals**

Date: 4/21/2011 Phase #3

Date: 7/21/2011 Phase #4

Income Goals: \$ 420,000

Worth Per Hour: \$ 1,087

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**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

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**Learn To Think Differently**

We as human beings tend to think a certain way. This is based on our personality, how we are wired, and the choices we make.

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**Often The Reality**

**DNA...**

**The Ideal**

Leadership Excellence in Leadership & Success

Profitable Partnerships - Creating WIN WIN WIN

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**Walls Of Opportunity**

My Current Way Of Thinking

1. Over the Wall

2. My Current Way Of Thinking

3. To the Right

4. To the Left

5. Blow it Up

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**What are five other ways I could think about this situation?**

We tend to quickly come to a conclusion, have a thought about it, and then we make a decision. This type of thinking will hold us back from seeing success.

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**CAREER SUCCESS**

**8 Steps to Overcoming Blindness**

1. Clean Your Glasses - Narrow thinking blinds our vision

2. Looked - Involvement opens our eyes

3. Close Your Mouth - Our ceaseless chatter blinds us from seeing

4. Open our Mind - Analyze purposes

5. Stand On Your Feet - Seek the truth

6. Humble Your Heart - We often need others to help us to see

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