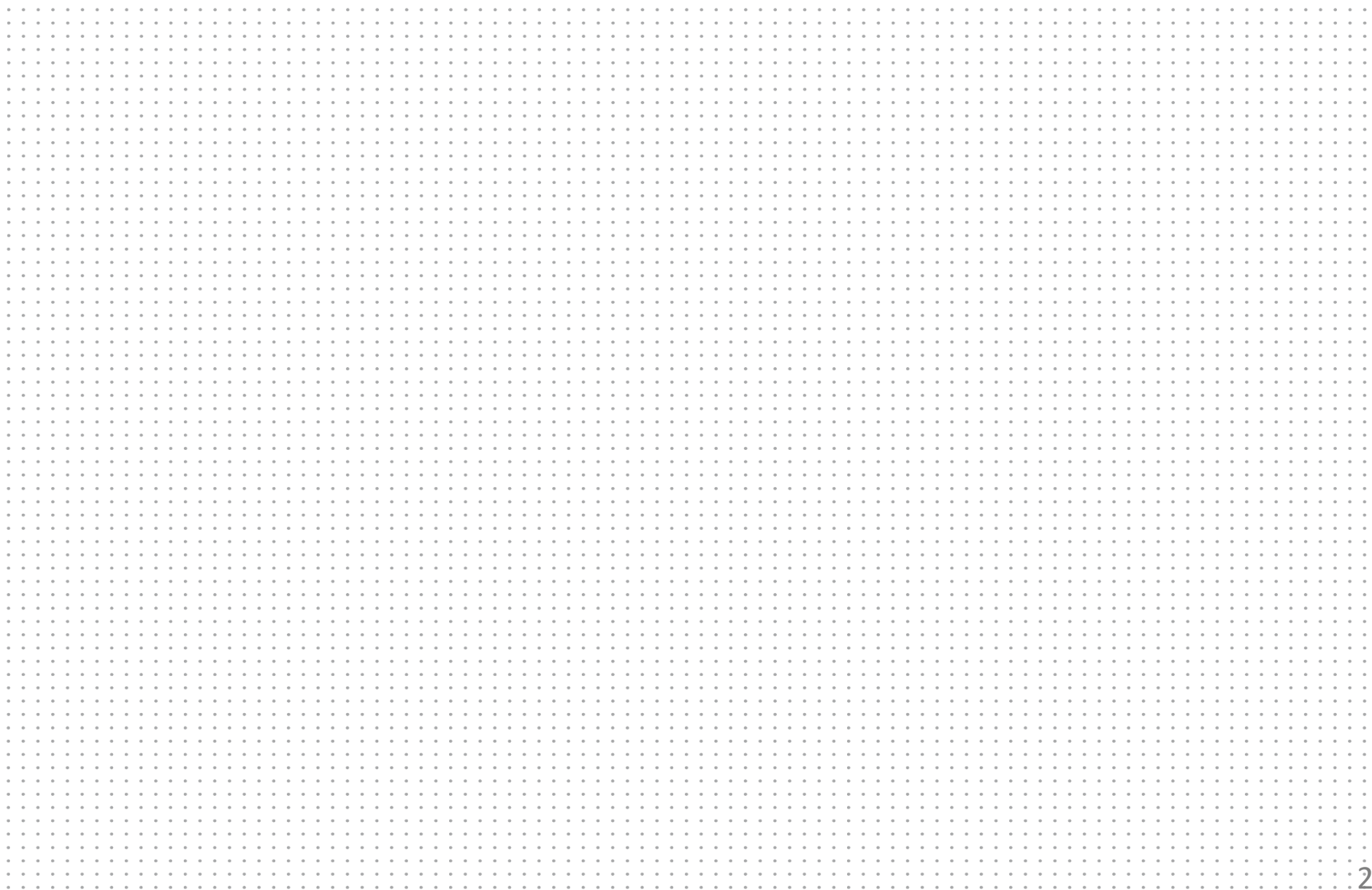


***The 6 Week
Planning Cycle***



The Momentum Snapshot

Past

What are you most proud of?

Wins

Why

Present

What are you most confident about?

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Future

What are you most excited about?

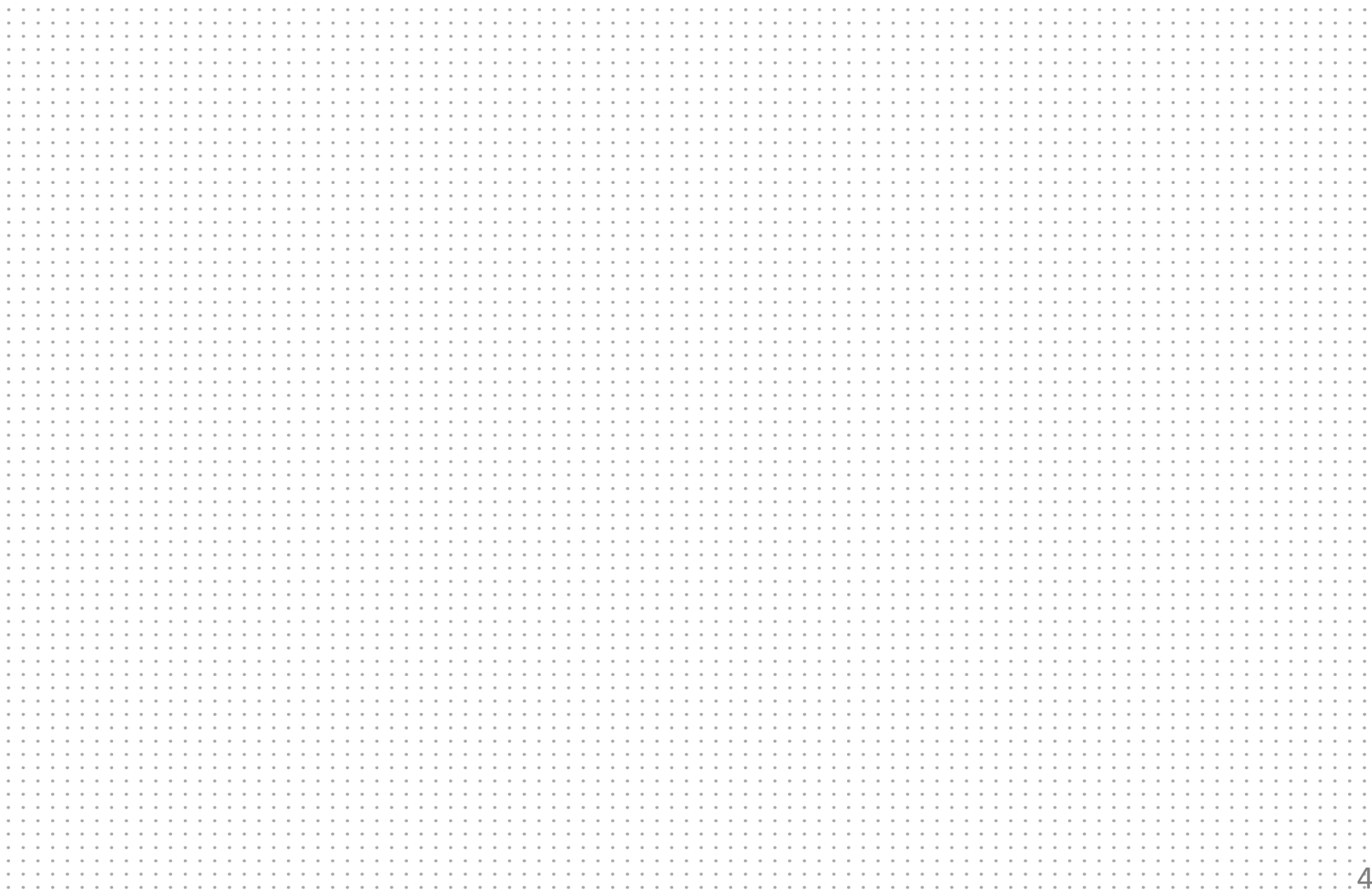
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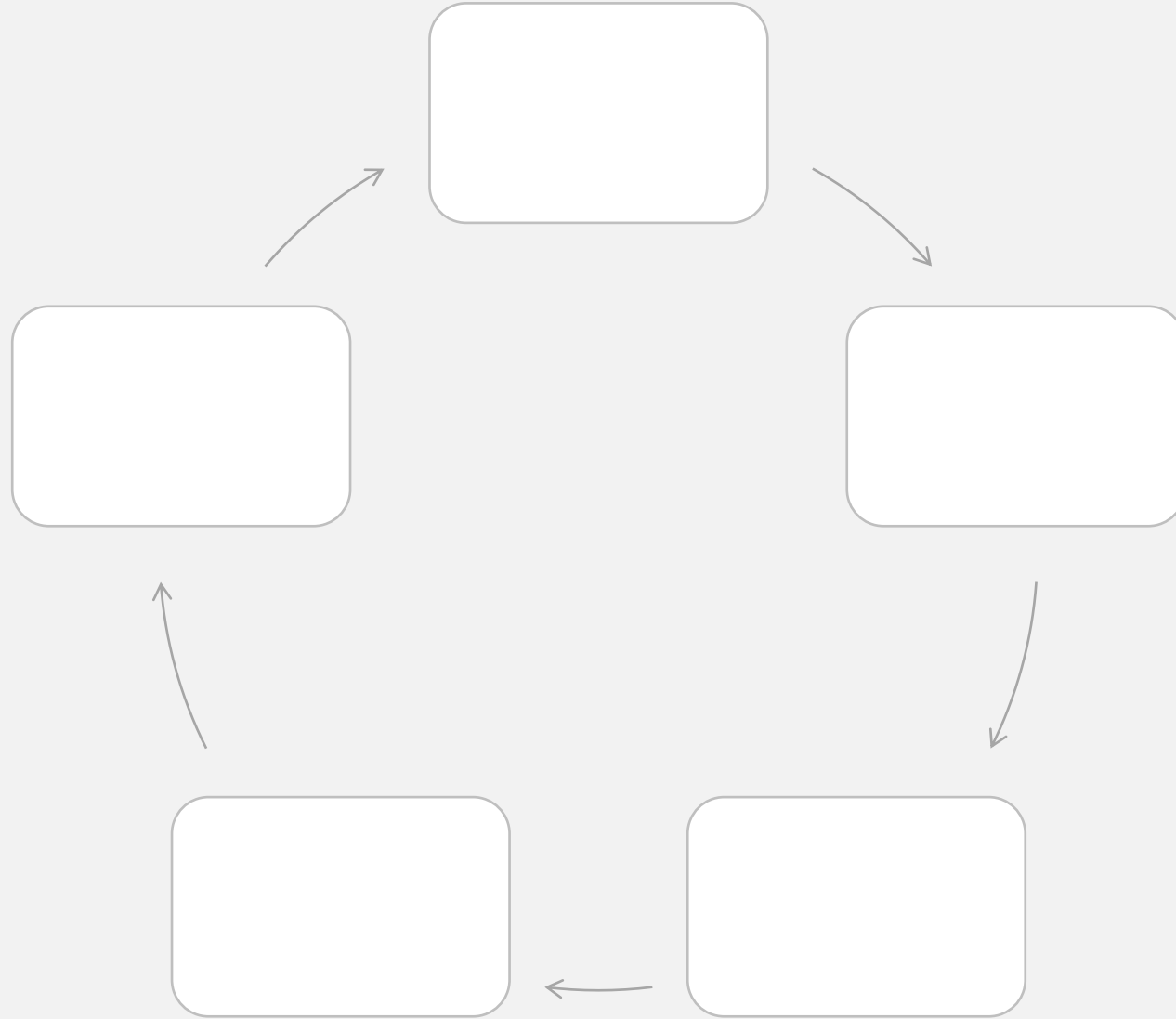
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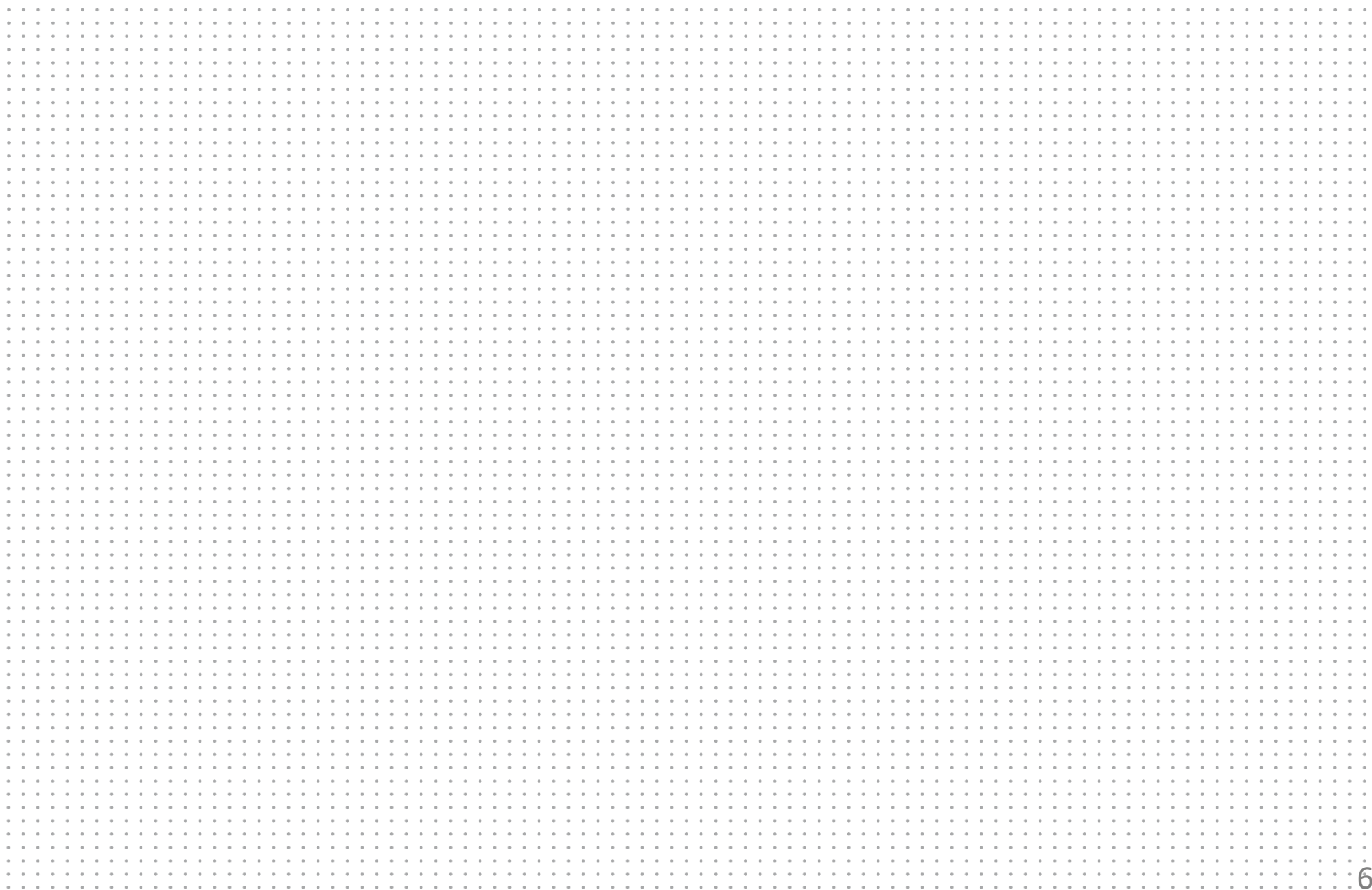
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The Planning Cycle





THE 6 DRIVERS

MARKETING

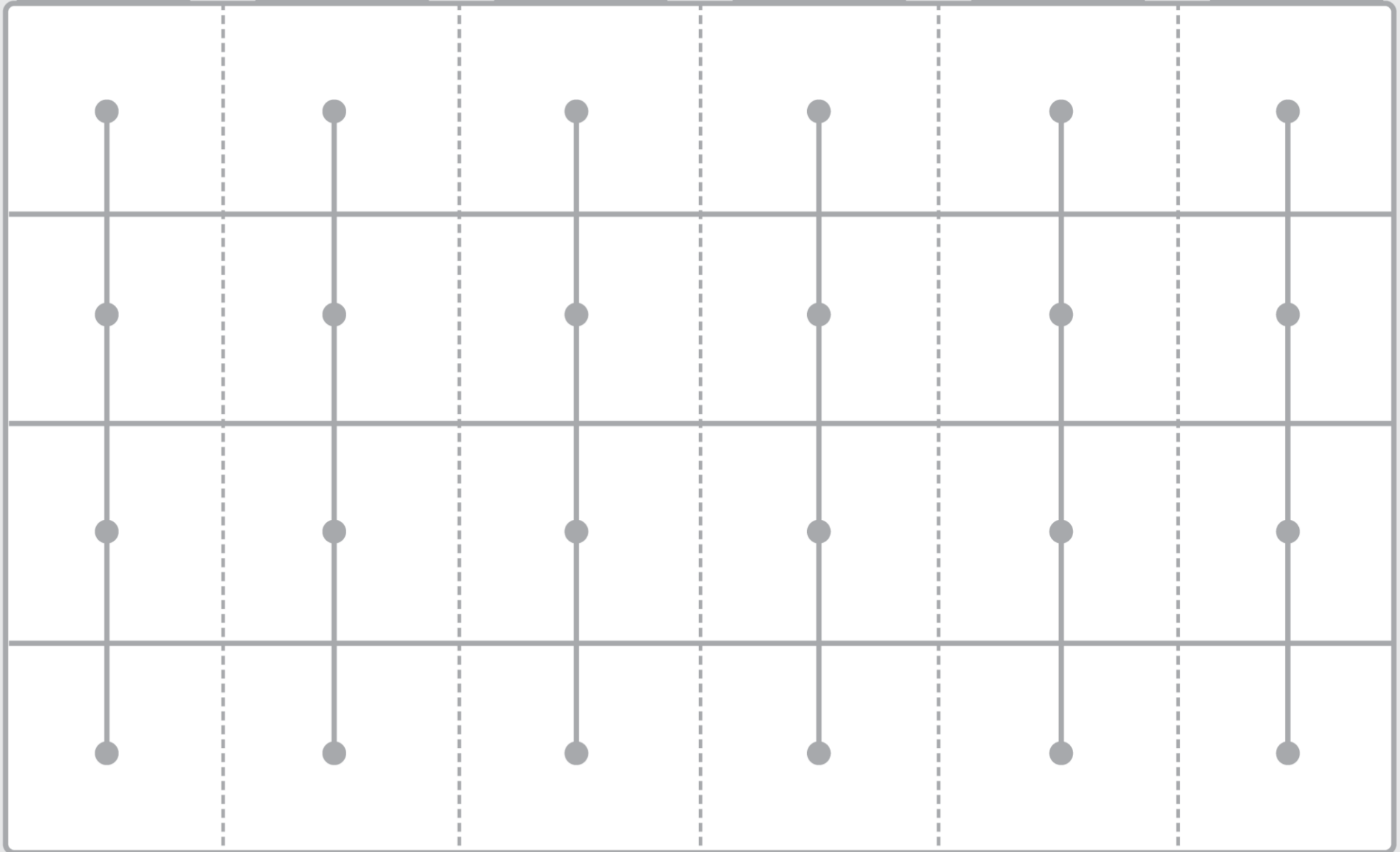
FINANCIALS

SALES

TEAM

SYSTEMS

LEADERSHIP

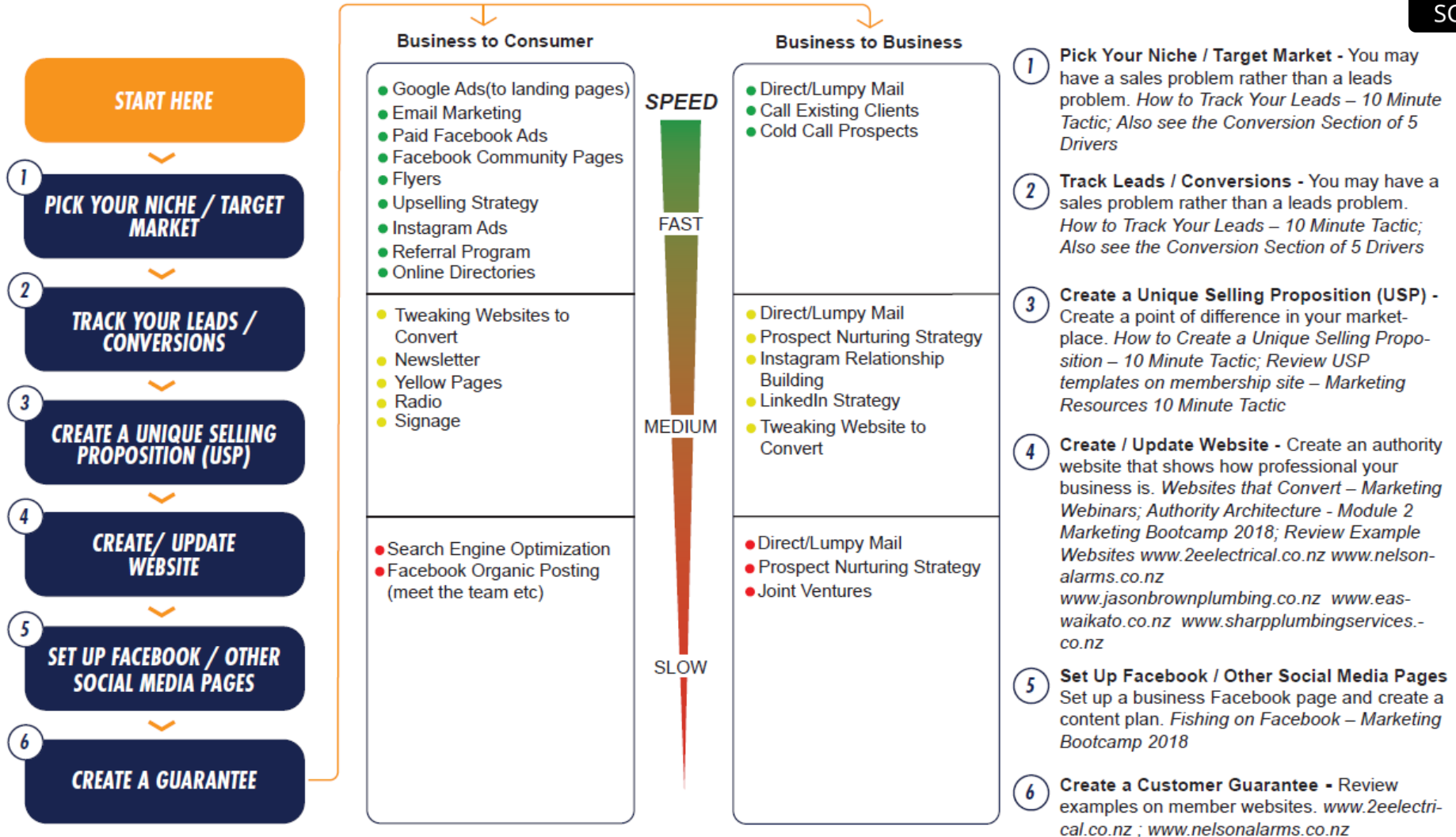


THE PROFITABLE TRADIE ROADMAP

	Financials	Systems	Team	Marketing	Sales	Leadership	
SIGNIFICANCE \$5M-PLUS	Risk Management Strategy <input type="checkbox"/>	Drive Automation to Improve Efficiency <input type="checkbox"/>	Hire a General Manager <input type="checkbox"/>	Optimise Current Marketing Channels <input type="checkbox"/>	High Level Relationship Building <input type="checkbox"/>	Board of Directors <input type="checkbox"/>	
	Manage Balance Sheet <input type="checkbox"/>	Develop a Franchise Prototype <input type="checkbox"/>	Coach & Nurture Management Team <input type="checkbox"/>	Outspend Competitors to Dominate Market <input type="checkbox"/>	Drive Sales Conversions <input type="checkbox"/>	Acquisitions/ New Markets & other Growth Strategies <input type="checkbox"/>	
	Drive Business Equity Value <input type="checkbox"/>	On-line Directory of Systems & Processes <input type="checkbox"/>	Create Succession Plan <input type="checkbox"/>	Become Market Authority <input type="checkbox"/>	Build Sales Team <input type="checkbox"/>	Personal Meaning & Well Being <input type="checkbox"/>	
SCALE \$2M-\$5M	Measure Work in Progress <input type="checkbox"/>	Write Operations Manual <input type="checkbox"/>	Build Management Team <input type="checkbox"/>	Develop Comprehensive Marketing Plan <input type="checkbox"/>	Appoint Business Development Manager <input type="checkbox"/>	The Buy Back Principle <input type="checkbox"/>	
	Advanced Financial Analysis <input type="checkbox"/>	Customer Relationship Management (CRM) <input type="checkbox"/>	Meeting Rhythm and Structures <input type="checkbox"/>	Add profitable market niches <input type="checkbox"/>	Advanced Sales Training <input type="checkbox"/>	Upgrade Personal Leadership <input type="checkbox"/>	
	Separate Profit & Loss for Divisions <input type="checkbox"/>	Stock Control System <input type="checkbox"/>	Design Organisation Structure <input type="checkbox"/>	Build Marketing Team <input type="checkbox"/>	Sales Scripts for Site Visits <input type="checkbox"/>	Convert Profit Into Wealth <input type="checkbox"/>	
SUCCESS \$1M-\$2M	Advanced Back Costing <input type="checkbox"/>	Map A-Z of Operations <input type="checkbox"/>	Appoint Operations Manager <input type="checkbox"/>	Prospect Nurture System <input type="checkbox"/>	The Persuasive Quote <input type="checkbox"/>	Business Maturity Plan <input type="checkbox"/>	
	Cash Flow Forecasting <input type="checkbox"/>	Design Pre-Job Checklists & Processes <input type="checkbox"/>	Implement the 20 <input type="checkbox"/>	Add another Target Market <input type="checkbox"/>	Company Profile <input type="checkbox"/>	Leadership Training for Owners <input type="checkbox"/>	
	Planning for Profit & Budgets <input type="checkbox"/>	Build Pricing Templates Fixed pricing <input type="checkbox"/>	Employer of Choice Strategy <input type="checkbox"/>	Appoint Marketing Co-Ordinator <input type="checkbox"/>	Hire an Estimator <input type="checkbox"/>	Identify Your Genius Zone <input type="checkbox"/>	
STABILITY \$500K-\$1M	Accounts Receivable Process <input type="checkbox"/>	Administration Manual <input type="checkbox"/>	Core Values <input type="checkbox"/>	Track Marketing Results & ROI <input type="checkbox"/>	Map the Sales Process <input type="checkbox"/>	Complete Vision Book <input type="checkbox"/>	
	Design Monthly KPI's <input type="checkbox"/>	Quality Assurance Checklists <input type="checkbox"/>	Rules of the Game <input type="checkbox"/>	2-3 Marketing Strategies for Target Market <input type="checkbox"/>	Implement Servicing Program <input type="checkbox"/>	Pre-loaded Year <input type="checkbox"/>	
	Implement Profit First <input type="checkbox"/>	Cloud Based File Storage <input type="checkbox"/>	Appoint Office Manager <input type="checkbox"/>	Quick Response Marketing Tools <input type="checkbox"/>	Follow Up Process <input type="checkbox"/>	Create a Stop Doing List <input type="checkbox"/>	
SURVIVAL \$300K-\$500K	Run Monthly Profit and Loss <input type="checkbox"/>	Install Job Management Software <input type="checkbox"/>	Job Descriptions <input type="checkbox"/>	Create Website <input type="checkbox"/>	Enquiry Script <input type="checkbox"/>	Time Productivity Analysis <input type="checkbox"/>	
	Back Cost all Jobs <input type="checkbox"/>	Install Accounting Software <input type="checkbox"/>	Improve Hiring Process <input type="checkbox"/>	Build Social Media Presence <input type="checkbox"/>	Take Deposits <input type="checkbox"/>	Default Diary <input type="checkbox"/>	
	Price for Gross Margin <input type="checkbox"/>	Install Payroll Software <input type="checkbox"/>	Regular Performance Appraisals <input type="checkbox"/>	Build Client Database <input type="checkbox"/>	Upselling Process <input type="checkbox"/>	Audible & Business Books <input type="checkbox"/>	
STARTUP \$0-\$300K	Get Paid Now <input type="checkbox"/>		Attract A Players <input type="checkbox"/>	Decide Target Market <input type="checkbox"/>			
	Fix Payment Terms <input type="checkbox"/>		Create Hiring Process <input type="checkbox"/>	Sharpen Key Message <input type="checkbox"/>			
	Filter Job Enquiries <input type="checkbox"/>		Make Irresistible Offer <input type="checkbox"/>	Choose Marketing Method <input type="checkbox"/>			

MARKETING

Every business needs a plenty of profitable and good to work with prospective clients to work with. Strong lead flow gives you the ability to price for profit and to make choices about who you work with and don't work with



MARKETING



SCAN ME

CHOOSE AS APPROPRIATE

<p>Run Paid Facebook Ads Create a compelling offer using copy templates, and boost the ad to selected audiences. <i>The Facebook Lead Machine – November Bootcamp 2019</i></p>	<p>Create an Upsell Checklist Teach your team to upsell when onsite to generate more work per client and provide better customer service. <i>The Upselling Maximizer – Sales Webinars</i></p>	<p>Upgrade Building Signage Create signage that grabs attention and delivers jobs, <i>Mastering Offline Marketing – Marketing Webinars, Ask in the Facebook Group</i></p>
<p>Yellow Pages Directory List your business in the Yellow Pages Directory. <i>Review Yellow Pages – Marketing Resources</i></p>	<p>Create a Company Profile Create a company profile, position yourself as a market leader and stand out from the crowd <i>The Company Profile – Sales Webinars</i></p>	<p>Instagram Marketing Set up an Instagram page and create a strategy for connecting with potential business to business clients. <i>Building Business on Instagram – Virtual Bootcamp July 2020</i></p>
<p>Run Lead Generation Magnets Create offers to secure potential client email address and details for follow up marketing. <i>Ask on the Facebook Group.</i></p>	<p>Create a Servicing Program Create a system for locking in repeat servicing work, guaranteed <i>Ask on the Facebook Group</i></p>	<p>Upgrade Site Signage Create signage that grabs attention and delivers jobs <i>Mastering Offline Marketing – Marketing Webinars, Ask on the Facebook Group</i></p>
<p>Get Testimonials (Video & Written) Capture both written and video testimonials to build trust and authority with potential clients <i>Review Getting Testimonials Guide – Marketing Resources; Ask on the Facebook Group</i></p>	<p>Create a Referral System Create a referral system to turn “word of mouth” into an actual strategy <i>Referral Marketing with Michael Griffiths – Marketing Webinars</i></p>	<p>Upgrade Vehicle Signage Create signage that grabs attention and delivers jobs <i>The Email Accelerator – Marketing Webinars</i></p>
<p>Send a Regular Newsletter Send a regular newsletter to your database. <i>The Prospect Nurture System – Marketing Webinars, Marketing to Your Existing Clients and Prospects – Marketing Webinars</i></p>	<p>Target work through Property Managers Create a marketing strategy that specifically targets property managers <i>Win Work with Property Managers – Marketing Webinars; The Prospect Nurture System – Marketing Webinars</i></p>	<p>Search Engine Optimisation (SEO) Get your business ranking high on google search results <i>How to Get the Most from SEO – 10 Minute Tactic; Ask for providers on the Facebook Group</i></p>
<p>Get Online Reviews Build credibility by developing a system to get positive online reviews (e.g. Google, Facebook, etc.) <i>Ask on the Facebook Group</i></p>		

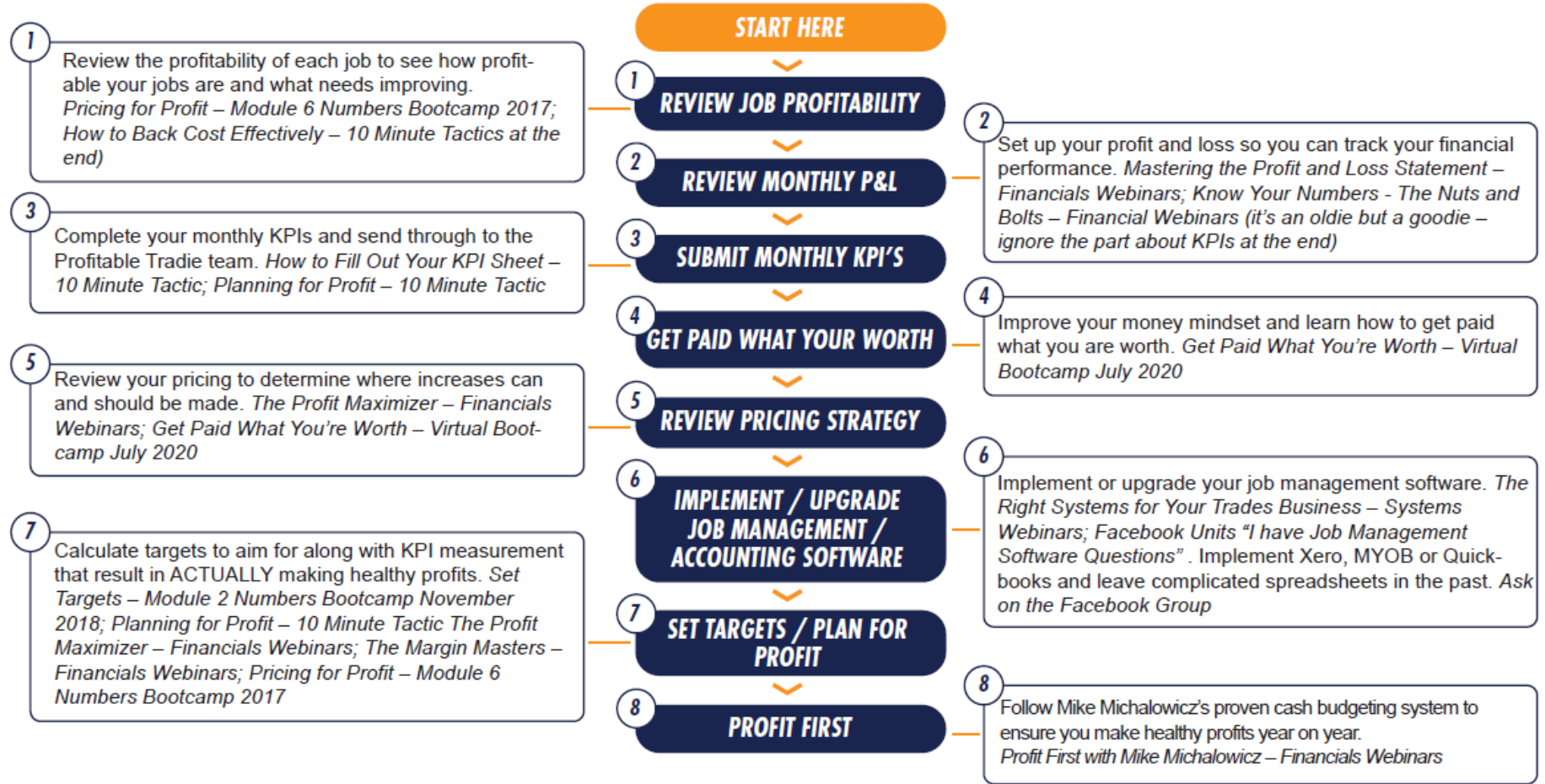
MARKETING



CHOOSE AS APPROPRIATE		
<p>Run Ad Words Campaign Drive website traffic and specific web offers using Google AdWords. <i>Josh Moore from Duoplus – Module 6 Marketing Bootcamp 2018</i> <i>Ask on the Facebook Group</i></p>	<p>Direct (Lumpy) Mail Send lumpy mail packs to prospective business to business clients (Builders, Property Managers, Real Estate, Architects etc.) <i>Marketing Business to Business – Marketing Webinars; Ask on the Facebook Group</i></p>	<p>Email Marketing to Your Database Create email offers that generate work quickly. <i>The Email Accelerator – Marketing Webinars</i></p>
<p>Create a Prospect Nurture System Create a system to nurture prospects from cold through to buyers. Very effective for business to business marketing. <i>The Prospect Nurture System – Marketing Webinars</i></p>	<p>Compile a Customer Database Create a list of client emails and/or mobile numbers for future marketing. <i>Marketing to Existing Clients – Marketing Webinars; The Email Accelerator – Marketing Webinars; Ask on the Facebook Group</i></p>	<p>Council Consents Lists Sign up to receive a list of consents coming from Council. <i>Ask on the Facebook Group</i></p>
<p>List in online directories (e.g. No Cowboys, Gum Tree, Yellow Pages, Trade Me etc.) <i>Ask on the Facebook Group</i></p>	<p>Distribute a Flyer Campaign Design and send flyers around the local area. <i>The Flyer Blueprint – Marketing Webinars</i></p>	<p>Join a Networking Group (e.g. BNI) Join a networking group to generate referral business in your local community. <i>Ask on the Facebook Group</i></p>
<p>LinkedIn Marketing Create a LinkedIn profile and market directly to potential clients (Builders, Property Managers, etc)</p>	<p>Grow Facebook Following with Competitions Run competitions and giveaways on Facebook to grow your followers. <i>Spotlight How to Create a Facebook Following – Business of Business Bootcamp 2019</i></p>	<p>Hire Marketing Assistant Many business owners don't have the time to dedicate to marketing – get some help. <i>How to Hire the Right Staff – Team Webinars; How to Hire a Marketing Student – 10 Minute</i></p>

FINANCIALS - PROFIT

You must have good margin in your jobs when you price them, get the jobs priced quickly and accurately. It's also crucial that you have a thorough understanding of how your business is running from a numbers point of view. Understanding your financial numbers will feedback into your pricing.



FINANCIALS - PROFIT

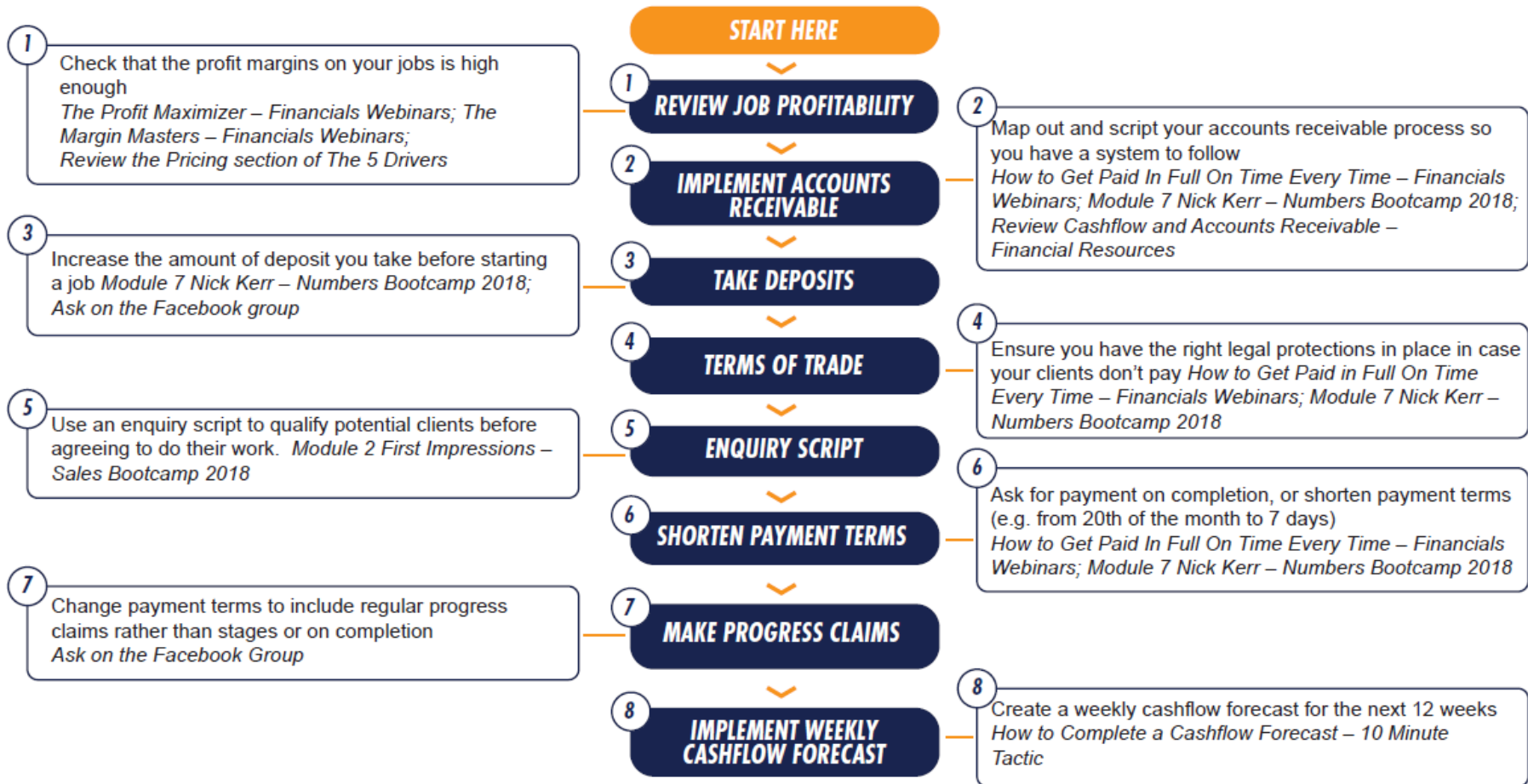


CHOOSE AS APPROPRIATE

<p>Create Fixed Pricing for Service Work Create fixed pricing templates (price book) for servicing work. <i>Fixed Pricing with Doug Brennan – Financial Webinars</i></p>	<p>Measure Work in Progress Calculate your work in progress to ensure you have an accurate monthly gross profit. <i>Module 5 Telling the Story – Numbers Bootcamp 2018</i></p>	<p>Create a workshop stock template and complete regular workshop stock takes. <i>The Right Systems for Your Trades Business – Systems Webinars, Facebook Units “I’m looking for Tips and Tricks that may be useful”;</i> <i>Brad Martin, Tradesman to Businessman –</i></p>
<p>Create Van Stock Template Create a van stock template and complete regular van stock takes. <i>The Right Systems for Your Trades Business – Systems Webinars; Facebook Units “I’m looking for Tips and Tricks that may be useful”;</i> <i>Brad Martin, Tradesman to Businessman – Leadership Webinars</i></p>	<p>Implement GPS systems Implement GPS systems in your vans to track travel and time on site. <i>The Right Systems for Your Trades Business – Systems Webinars; Facebook Units “I’m looking for Tips and Tricks that may be useful”</i></p>	<p>Hire an Estimator Delegate pricing to an Estimator to ensure pricing gets down quickly. <i>How to Hire the Right Staff – Team Webinars; Module 5 The Right Seats – Team Bootcamp 2017; The Hiring Masters – Team Webinars</i></p>
<p>Create Sales & Expenses Budget Plan full year budget so you have clear targets to assess your P & L against. <i>Module 2 Set Targets - Numbers Bootcamp 2018</i></p>	<p>Use Takeoff Software Implement software to help with ease and accuracy of quoting and project planning. <i>Module 5 Telling the Story – Numbers Bootcamp 2018</i></p>	<p>Calculate Break-Even Calculate the break-even sales point for your business. <i>How to Calculate Break-Even – Financial Webinars</i></p>
<p>Upgrade Your Financial KPIs Implement more KPI measures to assess business performance in greater details (e.g. weekly labour utilisation, conversion rates by market, etc). <i>KPI Selector – Financial Resources; Ask on the Facebook Group</i></p>	<p>Complete Regular Stocktakes Regularly measure stock holding to calculate true materials expenses and get clear on margins. <i>The Right Systems for Your Trades Business – Systems Webinars; Facebook Units “I’m looking for Tips and Tricks that may be useful”;</i> <i>Brad Martin, Tradesman to Businessman – Leadership Webinars</i></p>	<p>Hire/Appoint a Pricing Assistant Promote or hire someone to help with pricing more simple jobs and/or doing the leg work on larger jobs. <i>How to Hire the Right Staff – Team Webinars; Module 5 The Right Seats – Team Bootcamp 2017; The Hiring Masters – Team Webinars</i></p>
<p>Create Pricing Templates/Pre-Built Prices Create pricing templates for larger jobs to improve the speed and accuracy and margins of quoting. <i>Systemise your Pricing – Business of Business Bootcamp 2019</i></p>		

FINANCIALS - CASH

Cash is oxygen for your business. Every business needs cash to pay its bills as the fall due.



FINANCIALS - CASH

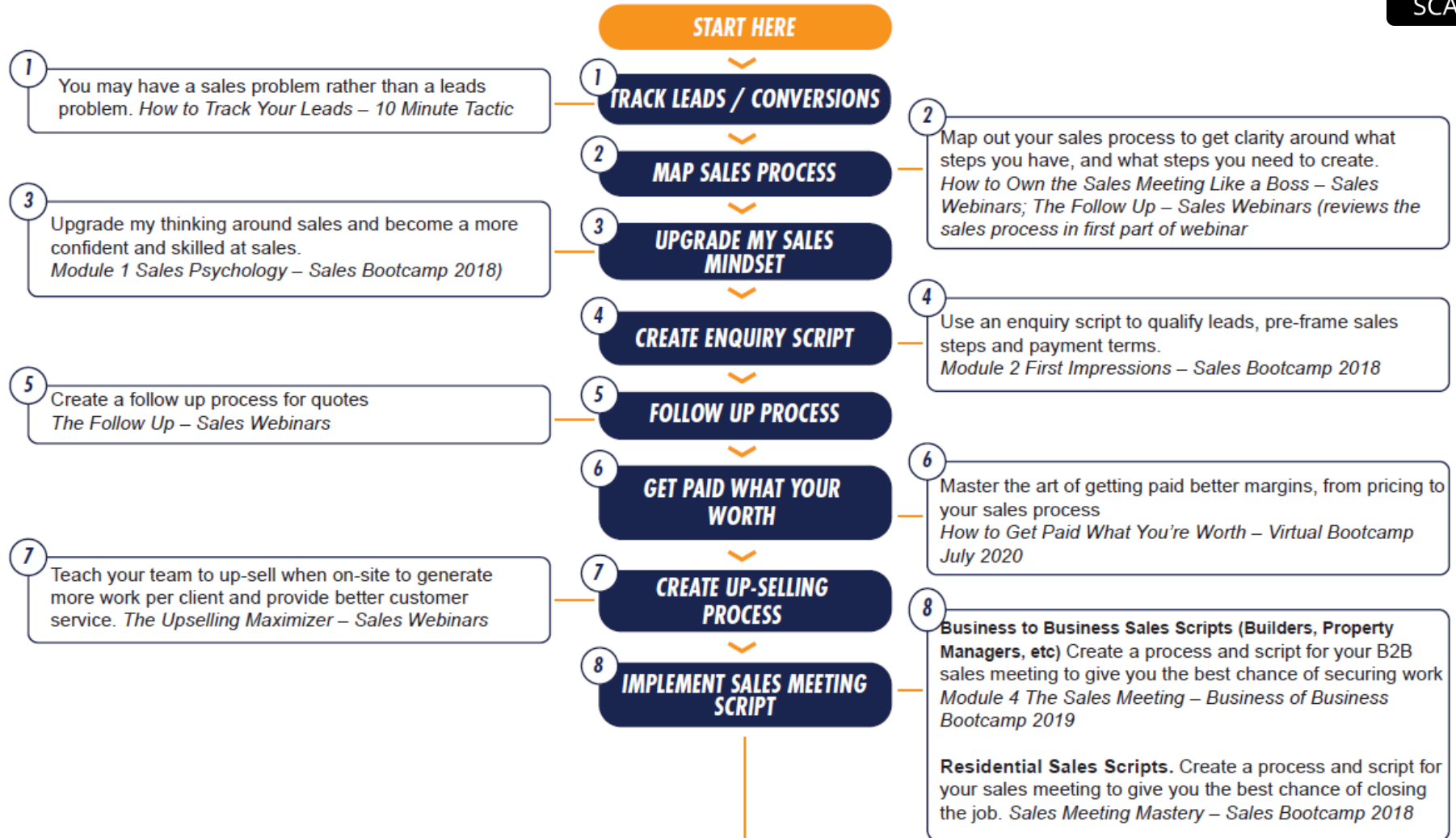


CHOOSE AS APPROPRIATE

<p>Hire Additional Administration Help Improve the speed of invoicing by getting more help to complete your invoices <i>How to Hire the Right Staff – Team Webinars;</i> <i>How to Get Your Office Running Like a Well-Oiled Machine – Systems Webinars</i></p>	<p>Toughen Up Asking for Money Mental roadblock for many people. But crucial to conquer <i>Live a Bigger Life: Bust Through Mental Roadblocks – Leadership Webinars</i></p>	<p>Delegate Invoicing Train other team members to invoice jobs out <i>How to Delegate – Virtual Bootcamp March 2020</i></p>
<p>Create an Emergency Fund Set aside at least three months operating expenses as cash reserves <i>Ask on the Facebook Group</i></p>	<p>Deal with Invoicing Complaints Create a script and process to deal with clients who complain about their invoice <i>How to Deal with Invoicing Complaints – 10 Minute Tactic</i></p>	<p>Negotiate Payment Terms Negotiate a suitable payment arrangement with for outstanding accounts (e.g. Tax, Merchants etc.) <i>Ask on the Facebook group</i></p>
<p>Review other Cash Expenses Review your balance sheet for other cash costs such as loan principal repayments, outstanding debts to merchant/tax office, extra drawings, etc. that don't appear in your P&L <i>Mastering the Profit and Loss Statement – Financials Webinars:</i></p>	<p>Utilize Your Job Management Software Ensure accurate and timely completion of job cards <i>Review the Delivery section of The 5 Drivers;</i> <i>Ask on the Facebook group</i></p>	<p>Provide Finance Organize a finance provider that your clients can use to pay for their jobs <i>Ask on the Facebook group; Facebook units “Consumer Finance and Payment Terms”</i></p>
<p>Overdraft or Line of credit Set up an overdraft or line of credit with your bank. <i>Ask on the Facebook group</i></p>		<p>Debt Collection Agency Set up an account with a debt collection agency <i>Facebook units “I’m having trouble getting paid”</i></p>

SALES

Once a business is attracting a healthy amount of profitable leads, it's crucial to focus on converting as many as possible into paying jobs. Often, we may think we need to do more marketing, when in reality we just need to close more of the leads we are already getting.



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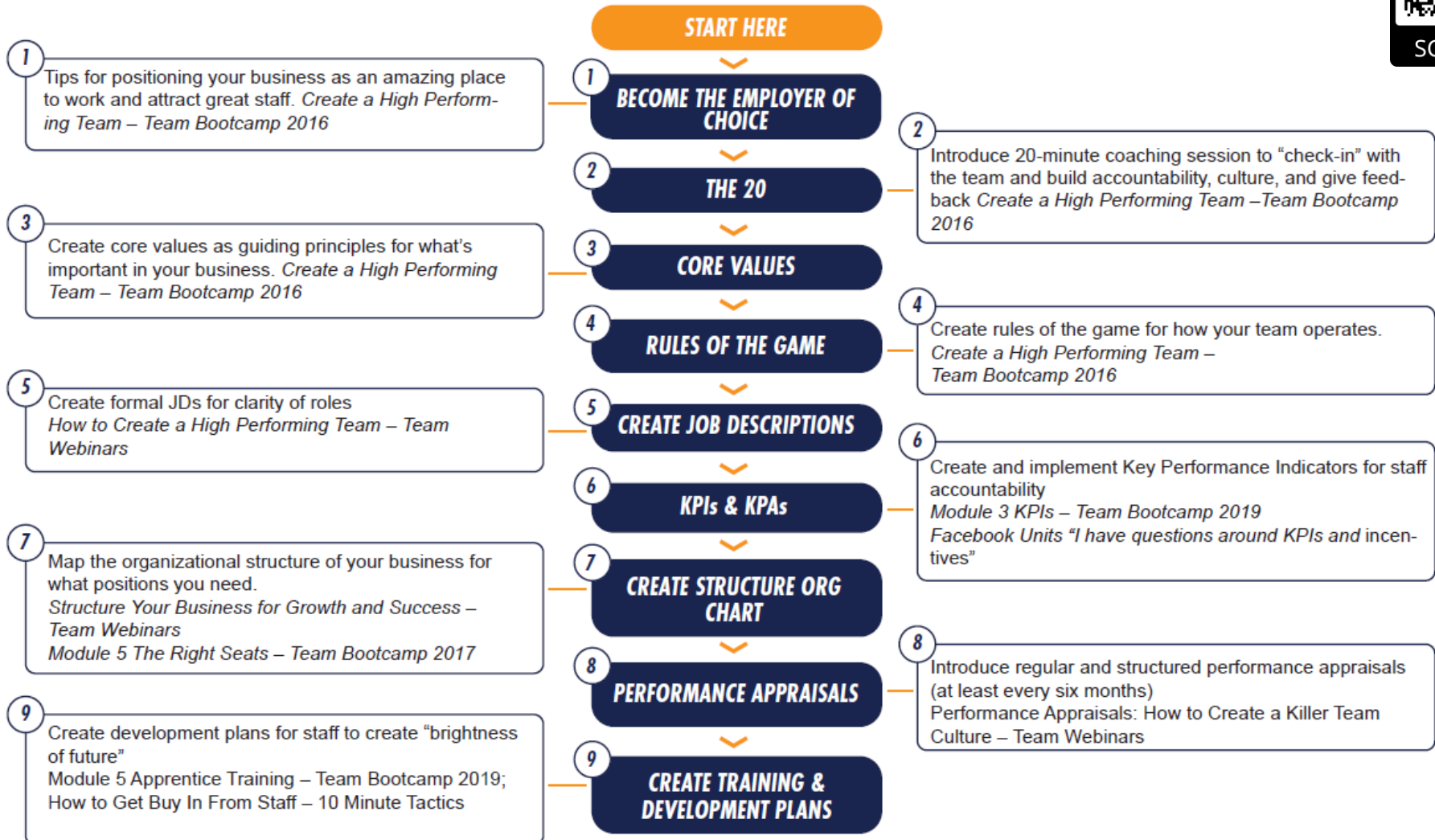
SALES



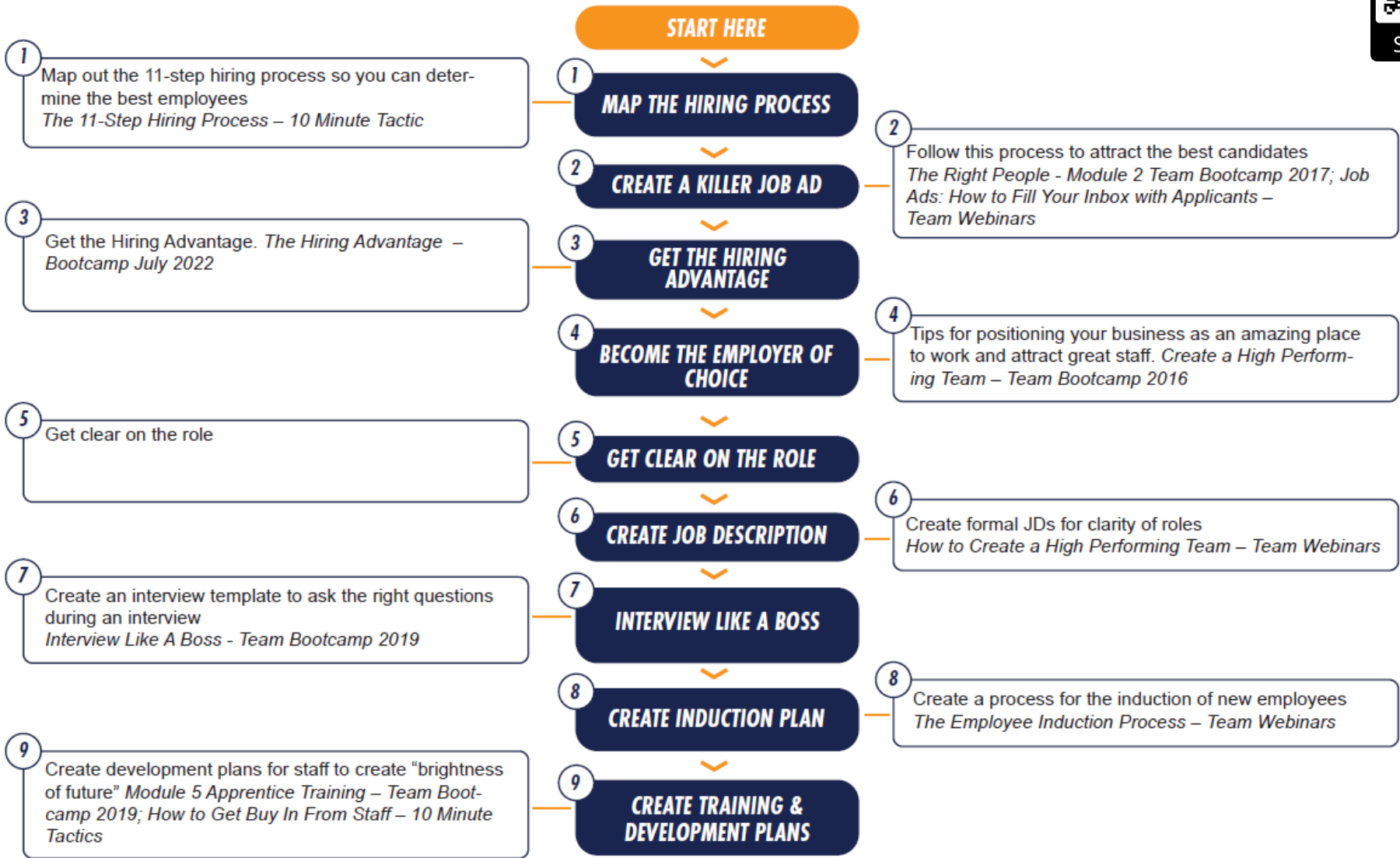
CHOOSE AS APPROPRIATE		
<p>Implement a Triage Call For larger jobs use a triage call to qualify leads, pre-frame sales steps and payment terms prior to the site visit <i>How to Get Paid What You're Worth – Virtual Bootcamp July 2020</i></p>	<p>Create a “Wow” Marketing Pack Create a package to “wow” potential clients during your sales process and stand out as an authority <i>Marketing Business to Business – Marketing Webinars; The Company Profile – Sales Webinars</i></p>	<p>Get Testimonials (Video and Written) Capture both written and video testimonials to build trust and authority with potential clients. <i>Review Getting Testimonials Guide – Marketing Resources</i> <i>Ask on the Facebook Group</i></p>
<p>Use a Virtual Quoting Process Have a process for giving people quotes virtually by video call. <i>Ask on the Facebook Group</i></p>	<p>Use a Quote Request Form Create a quote request form to qualify and pre-frame to prospective clients. <i>Review the Membership Site - Sales Resources; Quote Preparation and Delivery – Sales Resources</i></p>	<p>Use a Virtual Sales Presentation Run sales meetings and present quotes virtually using tools like Zoom. . <i>Ask on the Facebook Group</i></p>
<p>Visual Sale Presentation Create a visual sales presentation to use when doing site visits of presenting quotes <i>Visual Sales Presentation – Sales Resources; Quote Preparation and Delivery – Sales Resources</i></p>	<p>Client Questionnaire Use a questionnaire to get client involved in sales process and build commitment to your solution. <i>Review Pre-Visit (value building) - Sales Resources; Ask on the Facebook group</i></p>	

TEAM

Delivery is about getting quality work done in a timely fashion and to a high standard of quality. It takes into account capacity to get work done, systemization of work being done, and the performance and accountability of the team when delivering a great result.



TEAM - HIRING



TEAM



SCAN ME

CHOOSE AS APPROPRIATE

<p>Task Analysis Record and analyze— the tasks to determine the best use of each team members and what tasks need to be delegated and/or whether new positions are needed. <i>The Productivity Myth - Virtual Bootcamp March 2020; How to Get Your Office Running Like a Well-Oiled Machine – Systems Webinars</i></p>	<p>Hire an Apprentice Increase capacity to do more work on site and develop future tradespeople <i>How to Hire the Right Staff – Team Webinars; The Hiring Masters – Team Webinars; Module 5 Apprentice Training – Team Bootcamp 2019</i></p>	<p>Hire More Tradespeople Increase capacity to do more work on site <i>How to Hire the Right Staff – Team Webinars; The Hiring Masters – Team Webinar</i></p>
<p>Hire an Ops Manager Recruit an Operations Manager to help with managing larger teams and quality control <i>How to Hire the Right Staff - Team Webinars; The Hiring Masters – Team Webinars; Ask on the Facebook Group</i></p>	<p>Implement or Upgrade Accounting Software Implement Xero, MYOB or Quickbooks and leave complicated spreadsheets in the past <i>Ask on the Facebook Group</i></p>	<p>Employee Agreements Have proper official employment agreements with staff <i>Contact local HR provider for advice</i></p>
<p>Remove my Tools from the Van Remove your tools and stop being tempted to fill the gaps yourself <i>Just do it</i></p>		

SYSTEMS



1 If a system is not written or documented, it is NOT a system, it's a skill set. *How to Systemize Your Trades Business - Systems Webinars*

3 Implement or upgrade your job management software. *The Right Systems for Your Trades Business – Systems Webinars; Facebook Units “I have Job Management Software questions”*

5 Create an admin manual of all admin related processes *How to Get Your Office Running Like a Well-Oiled Machine – Systems Webinars; Review Administration Manual – Systems Resources*

7 Use a pre-job checklist to make reduce “muck around” and save time on site *The Right Systems for Your Trades Business – Systems Webinars; First Things First – Systems Bootcamp 2018; Review Pre-Job Checklists – Systems Resources*

9 Create a van stock template and complete regular van stock takes *The Right Systems for Your Trades Business – Systems Webinars; Facebook Units “I’m looking for Tips and Tricks that may be useful”; Brad Martin, Tradesman to Businessman – Leadership Webinars; Review Van Stock – Systems Resources*



2 Follow this process to attract the best candidates *The Right People - Module 2 Team Bootcamp 2017; Job Ads: How to Fill Your Inbox with Applicants – Team Webinars*

4 Create an office checklist to make sure everything gets done. *How to Get Your Office Running Like a Well-Oiled Machine – Systems Webinars; Review Office Administrator Checklists – Systems Resources*

6 Systemize the way things happen on-site & increase efficiency *QA Checklists – Systems Webinar*

8 *Bootcamp July 2022*

8 Regularly measure stock holding to calculate true materials expenses and get clear on margins *The Right Systems for Your Trades Business – Systems Webinars; Facebook Units “I’m looking for tips and tricks that may be useful”; Brad Martin, Tradesman to Businessman – Leadership Webinars*

SYSTEMS

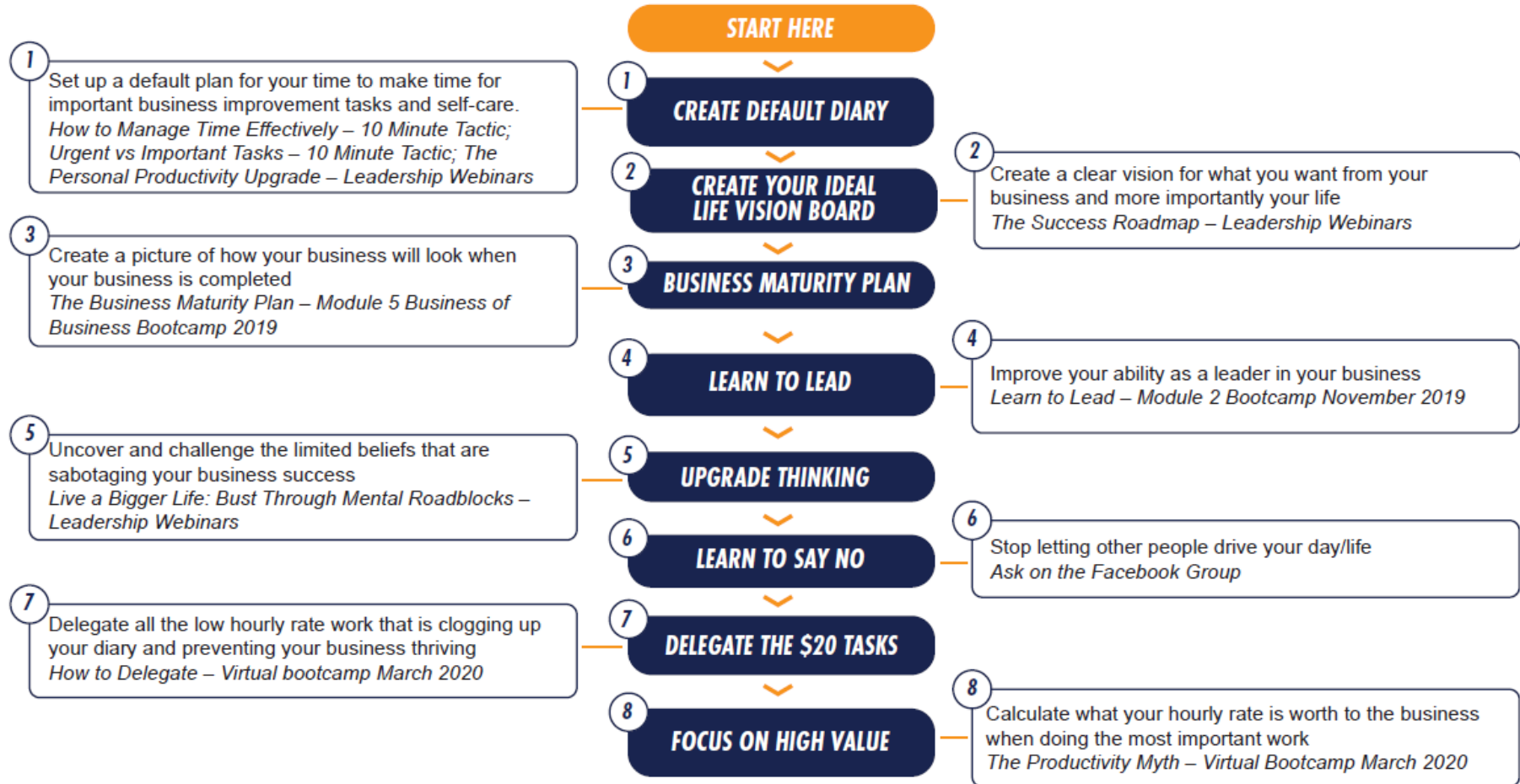


SYSTEMS - CHOOSE AS APPROPRIATE

<p>Personal Goal Setting Engage the team in setting personal goals to build personal motivation Module 4: Team Alignment Day – Team Bootcamp 2019; The Success Roadmap – Leadership Webinars</p>	<p>Takeoff Software e.g. Groundplan Implement software to help with ease and accuracy of quoting and project planning <i>Groundplan Takeoff – Virtual Bootcamp July 2020</i></p>	<p>Performance Management Have a process for managing bad apples either up, or out Michael Smyth: How to Get Rid of the Bad Apples – Team Webinars</p>
<p>Workshop Stock Template Create a workshop stock template and complete regular workshop stock takes <i>The Right Systems for Your Trades Business – Systems Webinars; Facebook Units “I’m looking for Tips and Tricks that may be useful”; Brad Martin, Tradesman to Businessman – Leadership Webinars;</i></p>	<p>Use a Quote Request Form Create a quote request form to qualify and pre-frame to prospective clients. <i>Review the Membership Site - Sales Resources; Quote Preparation and Delivery – Sales Resources</i></p>	<p>Apprentice Training Program Structure your apprentice training to gain focus and develop great tradespeople <i>Module 5 Apprentice Training – Team Bootcamp 2019</i></p>
<p>Use a Virtual Sales Presentation Run sales meetings and present quotes virtually using tools like Zoom. . <i>Ask on the Facebook Group</i></p>	<p>Create “Belonging” within the team Uniforms, social events, etc create loyalty and a feeling of belonging <i>Ask on the Facebook Group</i></p>	<p>Equipment Register Create a register of all equipment and tools <i>Ask on the Facebook Group</i></p>

LEADERSHIP

Your business reflects your skill as a business owner. A better business requires you to become a better business owner. If you want your team to be motivated and productive, you must set the example.



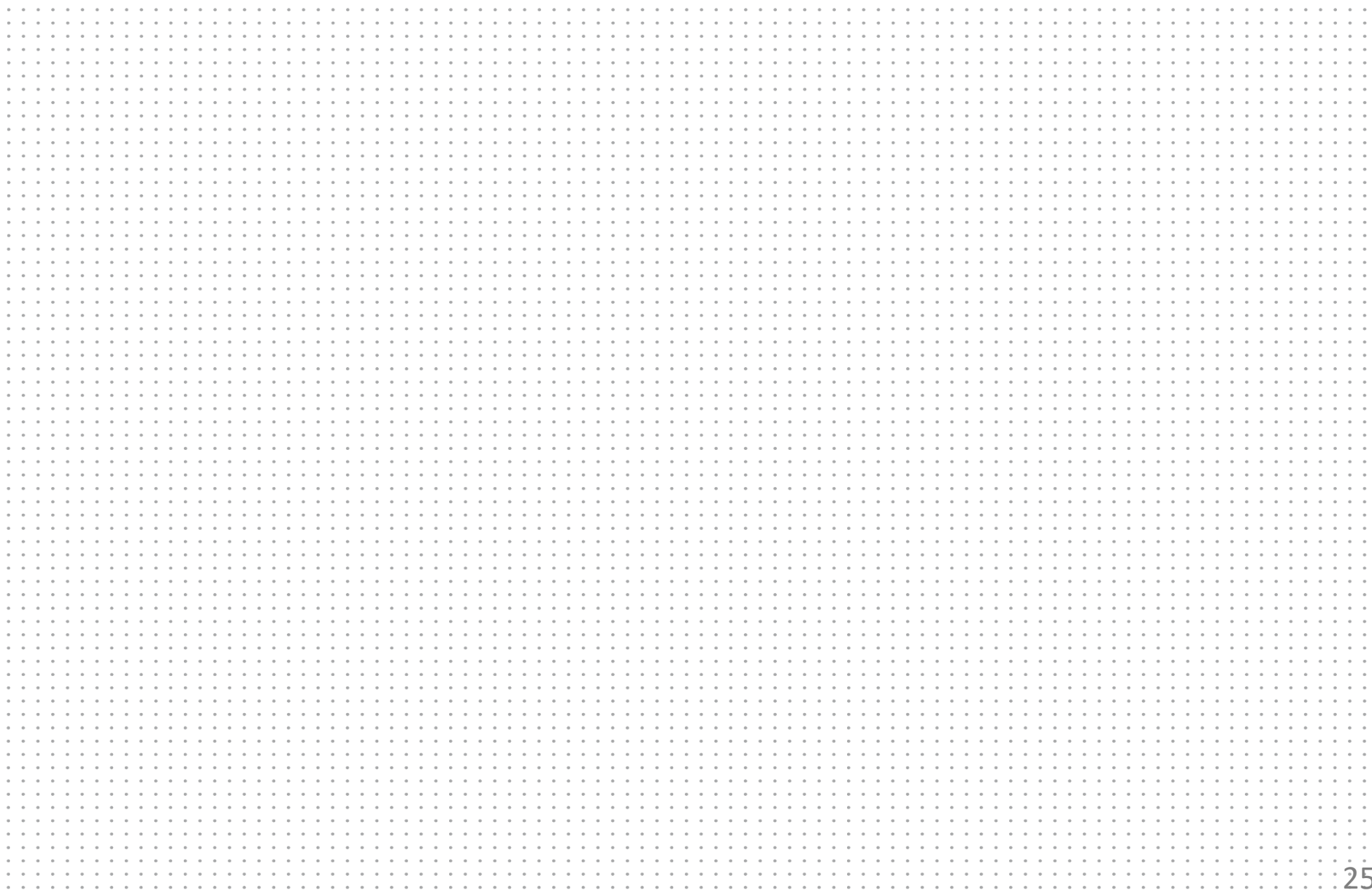
LEADERSHIP



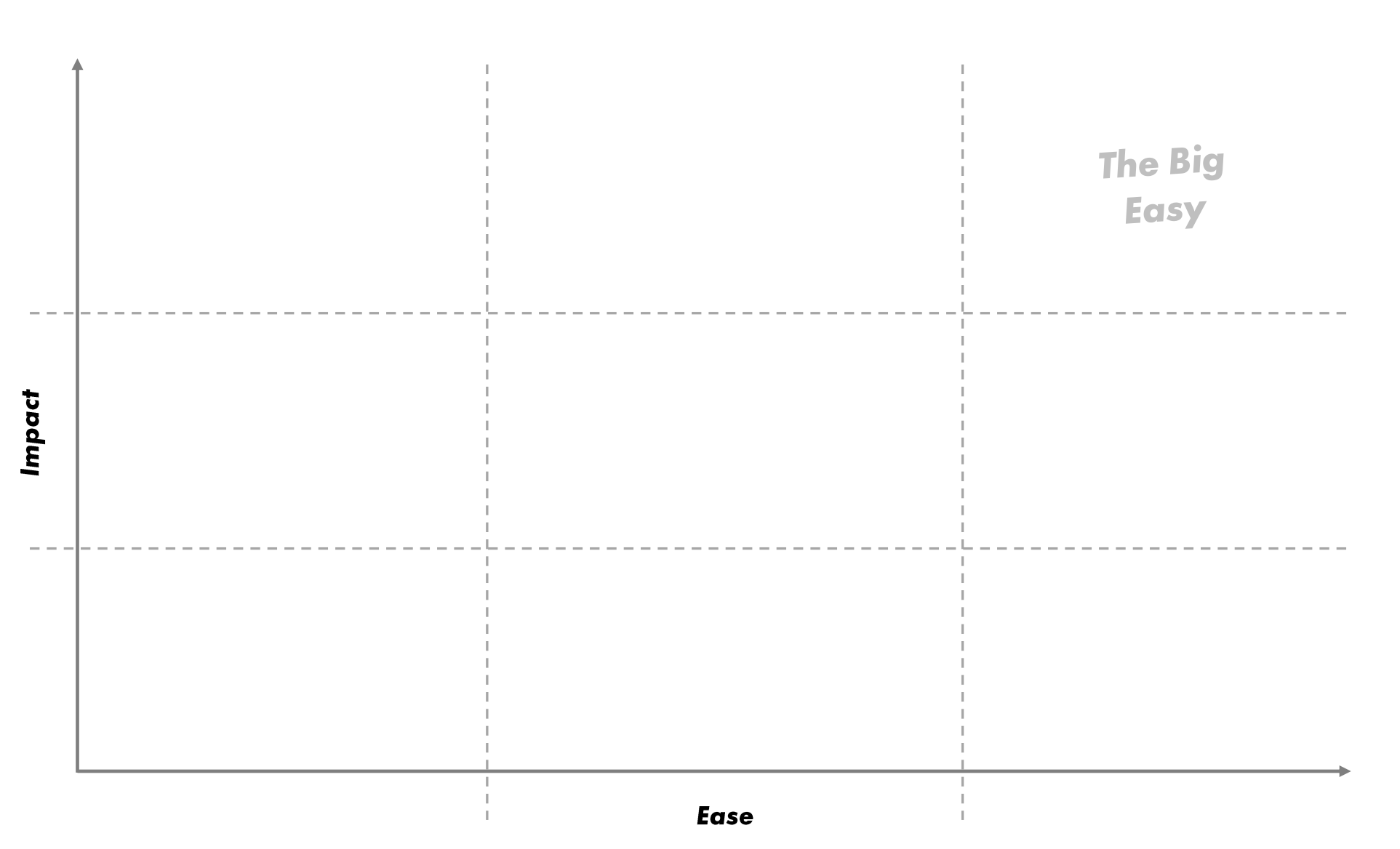
SCAN ME

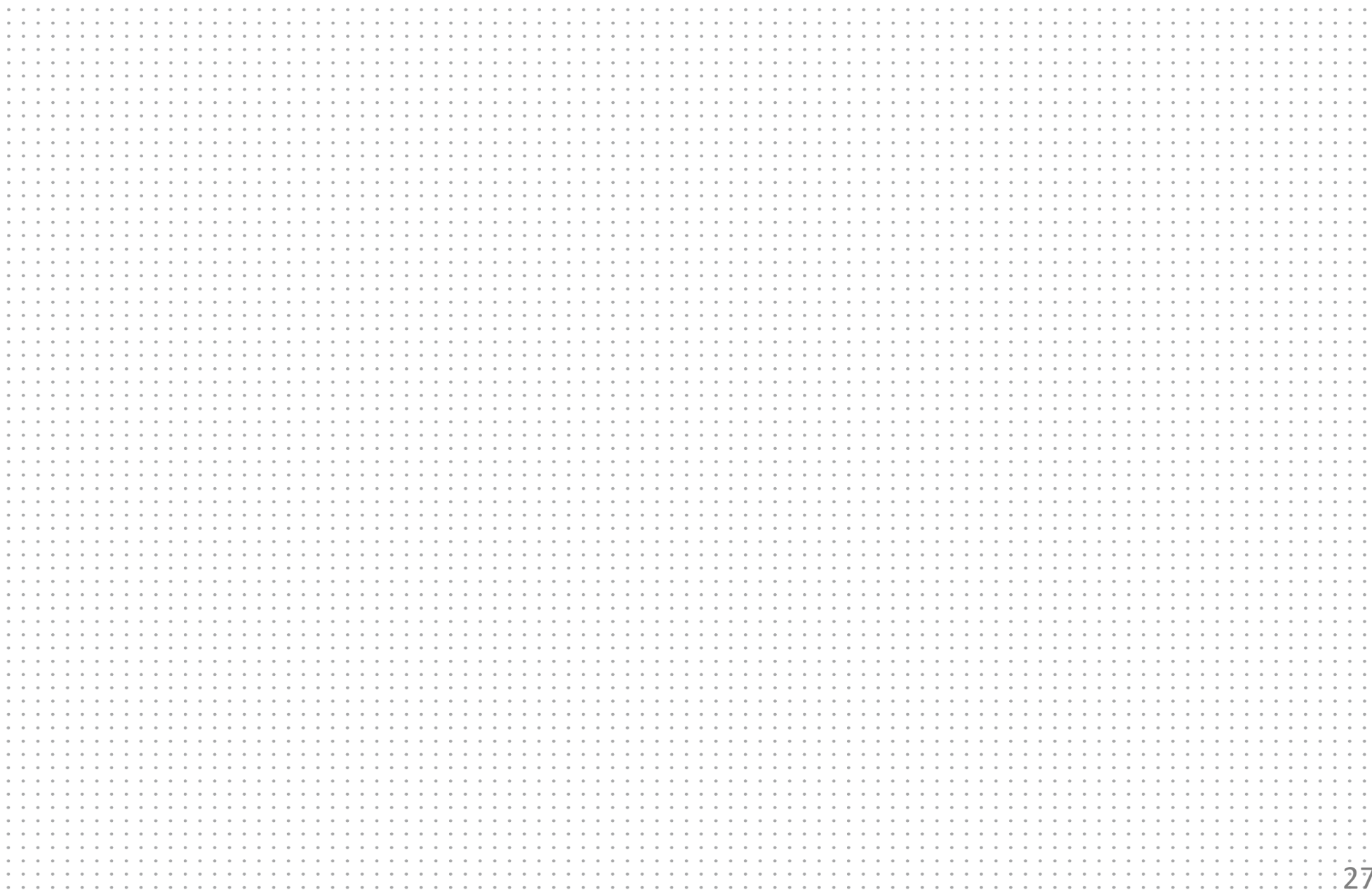
CHOOSE AS APPROPRIATE

<p>Time Productivity Analysis Measure how you are currently spending your time so you can see what the “time sucks” are <i>The Personal Productivity Upgrade – Leadership webinars</i></p>	<p>Ask for Help Commit to asking for help when stuck and not letting your ego or fear of looking silly stop you from growing <i>Ask on the Facebook Group</i></p>	<p>Schedule Me Time Block self-care and family time into your Default Diary <i>The Success Roadmap – Leadership Webinars; How to Manage Time Effectively – 10 Minute Tactic; Urgent vs Important Tasks – 10 Minute Tactic</i></p>
<p>Stop Doing List Create a stop doing list of all the things that you no longer want to do <i>The Productivity Myth – Virtual Bootcamp March 2020</i></p>	<p>Listen to/Read Business Books Commit to listening to audiobooks or reading books. <i>Ask on the Facebook Group</i></p>	<p>The Pre-Loaded Year Plan out the year with all the important activities such as holidays, team days, performance appraisals, business planning meetings, etc. <i>The Pre-Loaded Year – Systems Webinars</i></p>
<p>Affirmations Create a list of affirmations that you review daily to create a positive mental focus <i>Live a Bigger Life: Bust Through Mental Roadblocks – Leadership Webinars</i></p>	<p>80/20 Rule Apply the 80/20 rule to every area of your business. What is the 20% of time, clients, staff that if you focus on, you’ll get 80% of the results. <i>Ask on the Facebook Group</i></p>	<p>Appoint a General Manager <i>Ask on the Facebook Group</i></p>
<p>Partnerships that Prosper Learn how to build a business partnership that works for all parties – whether that be business partners and/or life partners. <i>Partnerships That Prosper – Leadership Webinars; Ask on the Facebook Group</i></p>		<p>Build Inspiration and Motivation Review the stories of other success business owners who have transformed their businesses working through the coaching program <i>Watch Client of the Quarter interviews in the membership site under each Bootcamp</i></p>



The Betting Table





The Compass

Cycle Begins _____ Cycle Ends _____

Motivation	Carrot	Stick

	Strategy Description	9-Sep	16-Sep	23-Sep	30-Sep	7-Oct	14-Oct	21-Oct	28-Oct	Completed?
1										
2										
3										
4										
5										
6										

My Next Belt Level:



\$50k+



\$100k+



\$150k+



\$200k+



\$300k+



\$400k+



\$500k+



\$750k+



\$1M+



\$1.25M+



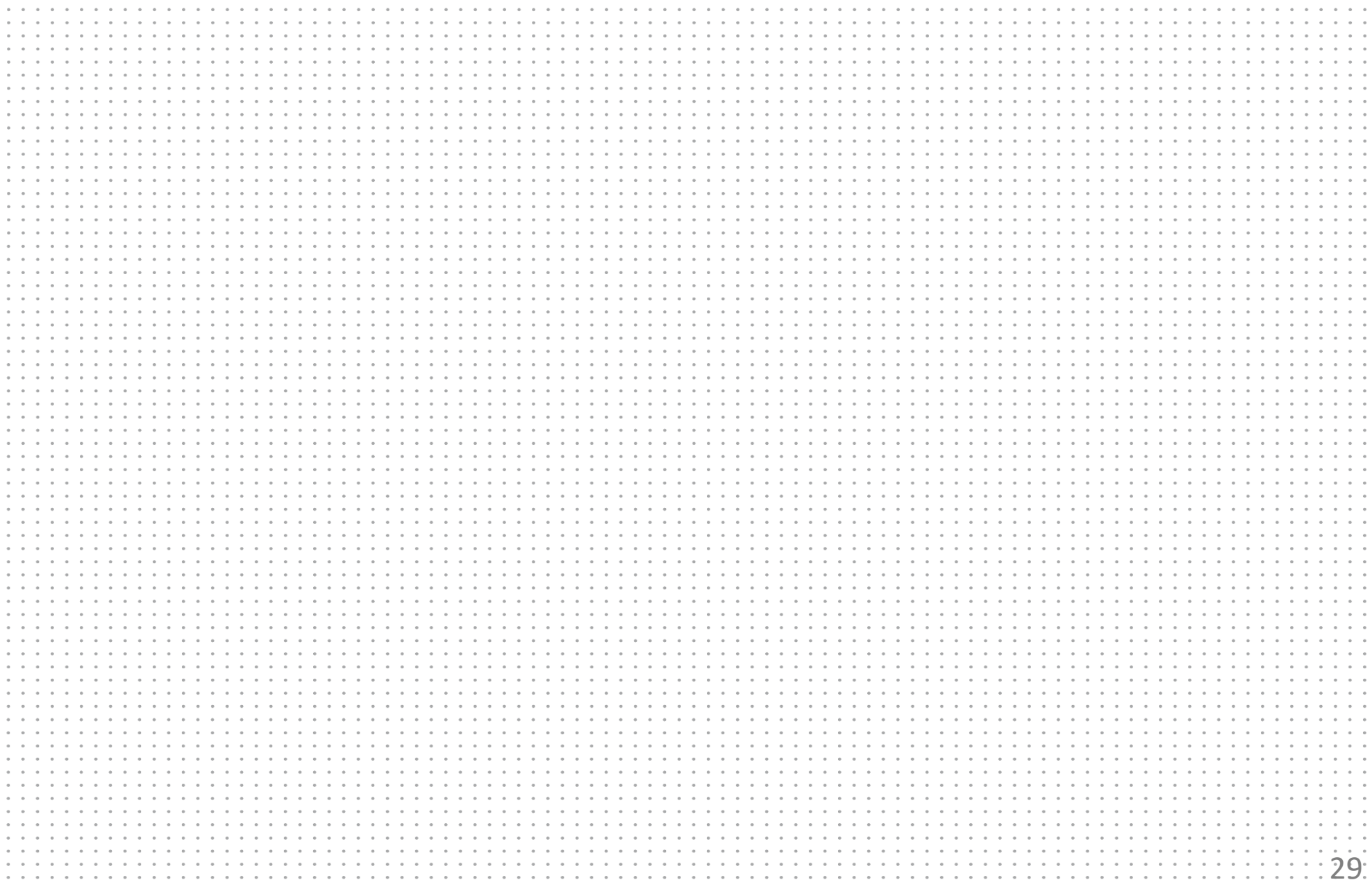
\$1.5M+



\$2M+

Signed:

Date:





THE IMPACT FILTER

PROJECT NAME: _____

DUE DATE: _____

PROBLEM | *What problem are we solving?*

IMPACT | *What difference will it make?*

OUTCOME | *What will the result look like?*

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Webinar to Watch

Resource(s) to use

THE IMPACT FILTER

PROJECT NAME: _____

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