



Finding MY REASON for Being

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Business Development Group

Self Awareness

Self
Awareness

- Self image predicates **PERFORMANCE**
- **NEEDS** and **ENDOWMENTS**
- **SUCCESS** and **FAILURES**
- **NEW BEGINNINGS** and **ATTITUDES**



Dreams

Self
Awareness
↓
Dreams

- We see the world **NOT** as it is, but....
- Life is mostly **OUR THOUGHTS**
- What or who really drives your life?
- You make your dreams and
- Everything to **BE DO HAVE**



Goals

Self
Awareness



Dreams

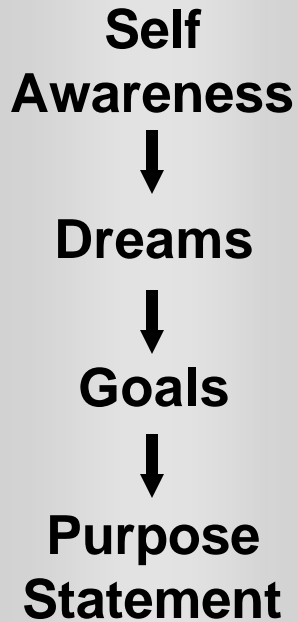


Goals

- Dream with a **WHEN** and **WHY**
- Head to heart to soles
- Roles, responsibilities, tolls
- Building blocks or blacktop
- Prioritizing my priorities



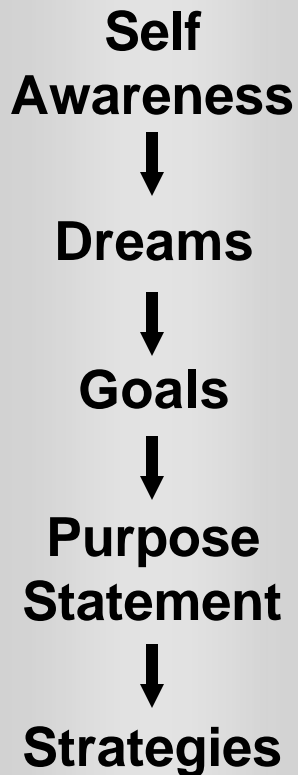
Purpose Statement



- All decisions define you
- Walking my talk, talking my walk
- Without **PURPOSE** we try too much
- Models and mentors



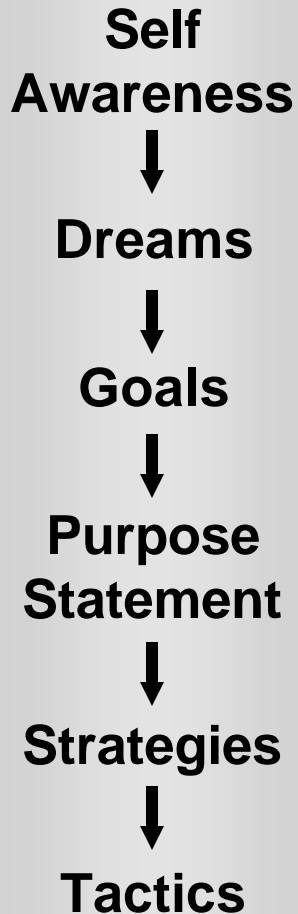
Strategies



- *The Golden Thread of the Top*
- 80/20 focus
- Guard your mind
- Written outline of plan
- Where and how to
- Systems are floors to build on



Tactics



- Tick tock, tick tock
- Clock and my compass
- Become the **LEAD** in your **OWN EPIC**
- Tool for putting it all together
- Commitment, discipline, action
- How to say “NO”



Self Awareness



Dreams



Goals



**Purpose
Statement**



Strategies



Tactics



My Daily Director



Week of:
10/31/05 to 11/6/05

Performance Goals
Approaches/Prospects

Alice - checkout Eagles
Josh DVD in street
Sherie PTA
Buddy - DVD paperboy
Jerry - internet
Mike internet
Sarah - Christian Lead
Jill - Internet

Roger - Christian Lead
Marc - Cust. Referral
Amanda - Customer

M - 5
T - 6
W - 10
T - 5

Placements

Frank - looks good
Mr. Burns - health
issues with smoking
Presentations

Total - 10

Aunt Jo more info
John Clark - 2nd inter.
Mike - Very interested
Partners

Brandy Dlr - got SP
Mike - Fresh Air

Interruptions

Give Alice a ride to store
Help Bob paint den
Get bike tire for Carol
Help Bob move

BUSINESS PRIORITIES

Call Sam
Lunch with Karen
Get presentation ready
Set up appointment w/ B.T.
Update Business Partners

Team call - Monday
Lifeline - Giddens
Lead calls - 1:00 p.m.
Breakfast calls
Nutrition calls
Call Upline
Follow up calls

Sign up Brandy
Encourage Jed
Unit set-up - Mark
Partnering call - Sue
Meeting at Kelly's
Order leads
Lunch with Marissa
Call Joe

Call Mark
Work with Sara
Go over goals w/Joan
Send e-mail response - Harry
Approach 25 new people
Place 2 machines
Get supplies

Friday 4

Read Bible daily
John Maxwell
Read Bible daily
Get supplies
Lunch with Marissa
Walk
Clean unit

Saturday 5

Read Bible daily
Date night
Go to the gym
Place unit with Mike
Prepare order

Sunday 6

Read Bible daily
Church
B-ball with the guys

7: Read Bible / Walk
8:
9: John Maxwell
10: Approaches
11:
12:
1: Lunch with Marissa
2:
3: Get supplies
4:
5:
6: Family night
7:
8:
9:

7: Read Bible
8:
9: Place unit with Mike
10:
11: Go to the gym
12:
1: Paint den with Bob
2: Help Bob move
3:
4:
5:
6:
7: Date night
8:
9:

7: Read Bible
8:
9: Church
10:
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1: B-Ball with the guys
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What has been your life's greatest triumph? Are you still living it?

SPIRITUAL	PERSONAL DEV.	PHYSICAL
Read Bible daily	John Maxwell book	Walk 2 miles/day
Pray daily	Prospecting Clinic	Wgts - 3x / wk.
Volunteer at church	WHY Factor Seminar	Pilates 3x / wk.
Bible Study at church		
FAMILY	FINANCIAL	SOCIAL
Lunch with Mom	Balance checkbook	Art Museum
Birthday at Grandma's	Work on taxes	Lunch with Sue
Dance recital	See accountant	Dinner with Mike
Dental Appt.		

Monday 31	Tuesday 1	Wednesday 2	Thursday 3
Bible/Pray	Read Bible/Pray	Read Bible/Pray	Read Bible/Pray
Prospecting Clinic	Dinner with Mike	Bible study	Art Museum
Balance checkbook	Order leads	WHY Facotr	See accountant
Call Upline	Place unit with Frank	Lunch with Mom	Walk
Place unit w/ Mr Burns	Follow up calls	Work on taxes	Meeting at Kelly's
Walk		Sign up Brandy	
Team call	Breakfast calls	Walk	
Lead calls - 1:00 pm	Lifeline - Giddens	Lead calls - 1:00 p.m.	

7: Read Bible / Walk	8: Read Bible / Walk	9: Read Bible / Walk	10: Read Bible / Walk
11: Prospecting clinic	11: Prospecting clinic	11: Bible study with Frank	11: Prospecting clinic
12: Call Upline	12: Call Upline	12: Lunch with Mom	12: Call Upline
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Benefits

- Peace of mind
- Satisfaction and personal growth
- Finding and keeping my “WHY”
- Following the Master’s plan
- Earthly and eternal rewards
- Survival, success, significance



