



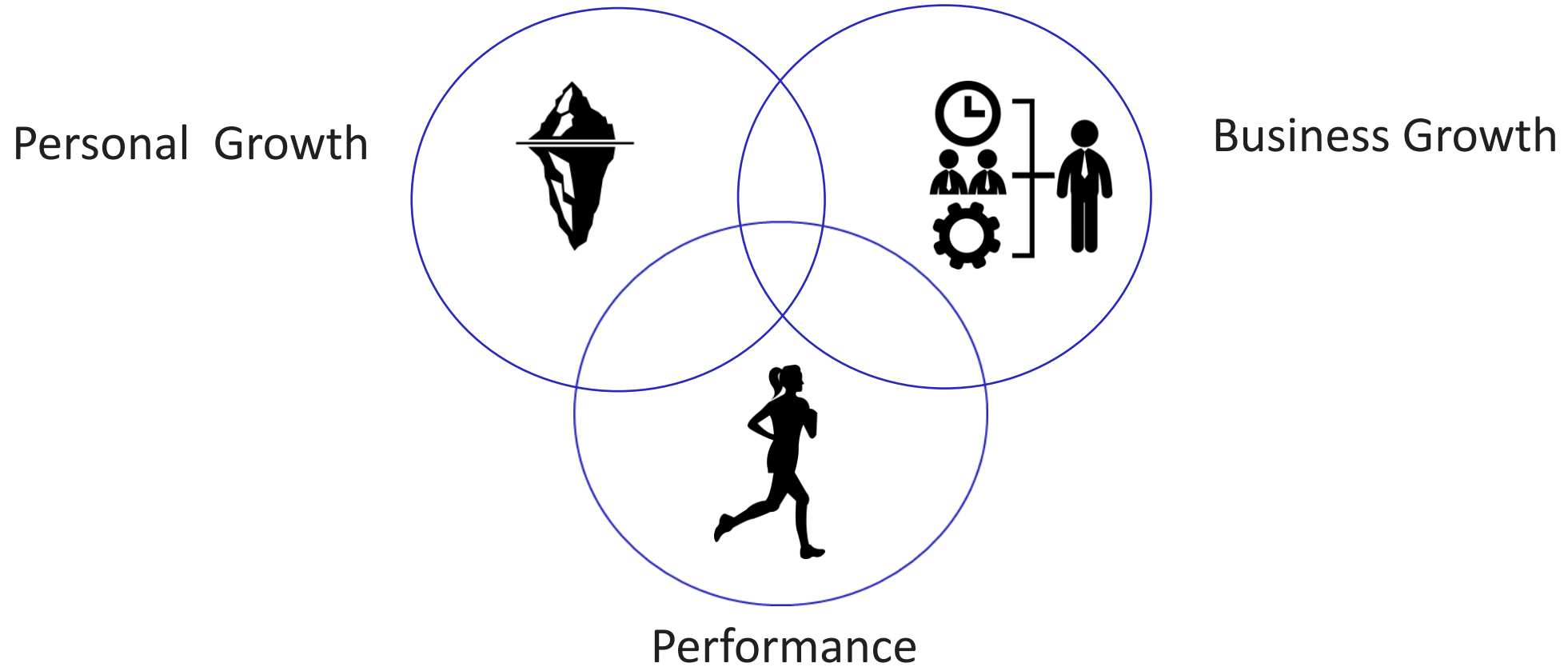
Take Action Results

Profit! Freedom! Lifestyle!

Mindset

Mindset – Business Truth

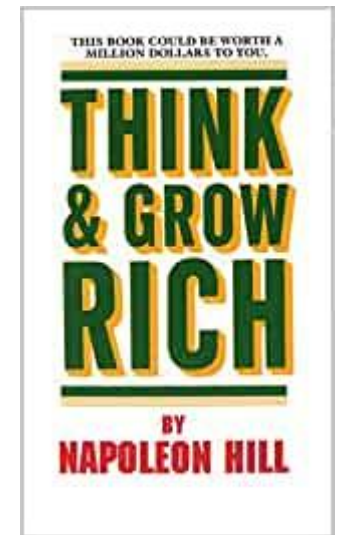
To have a Better Business You have to Become a Better Owner!



Mindset Matters!

"The starting point of all achievement is DESIRE.
Weak desire
brings weak results,
just as a small fire makes a
small amount of heat."

Napoleon Hill





Why versus How?

“Without an adequate answer to the question

‘WHY?’

any price is too high”



Why versus How

What do you really want?
And Why do you Want it?

- I want total control of my time
- I want to make lots of money
- I want to build a business that could run on its own and pay me whether I was there or not.
- I want to help lots of people and I knew that if I could do this I would do okay.

Focus on the Why - Figure out the How!



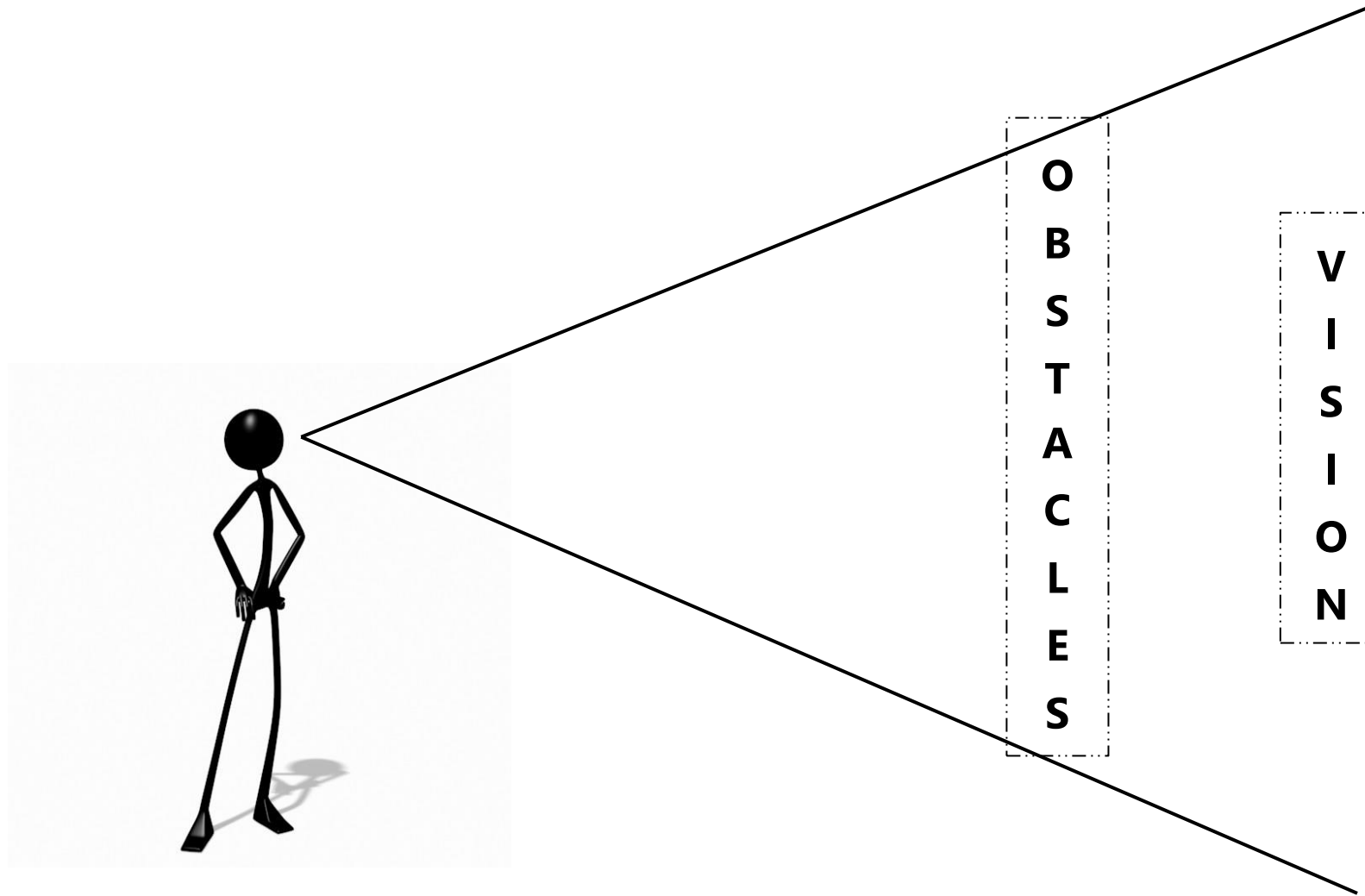
Pain or Pleasure



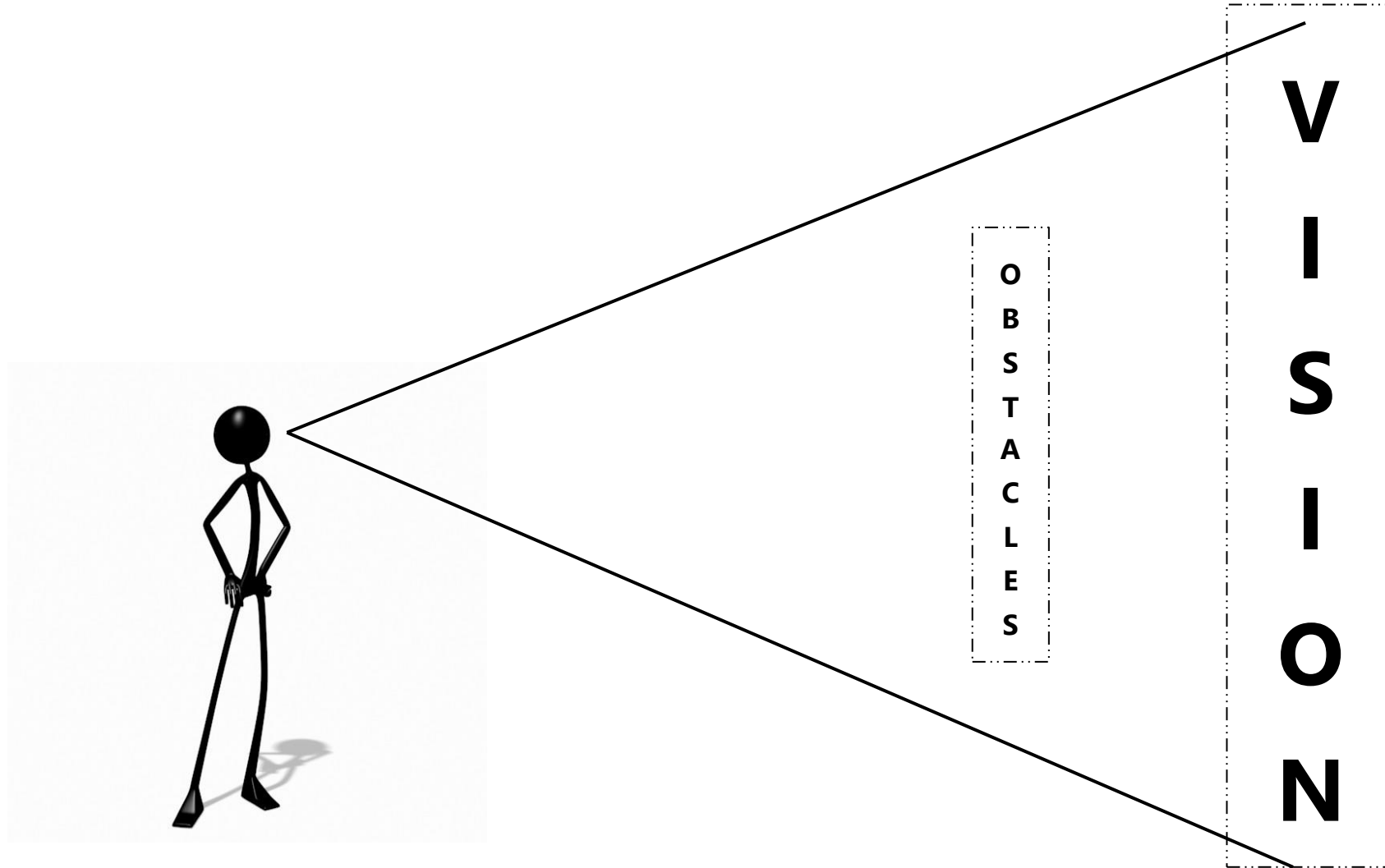
Mindset - Vision



Mindset - Vision

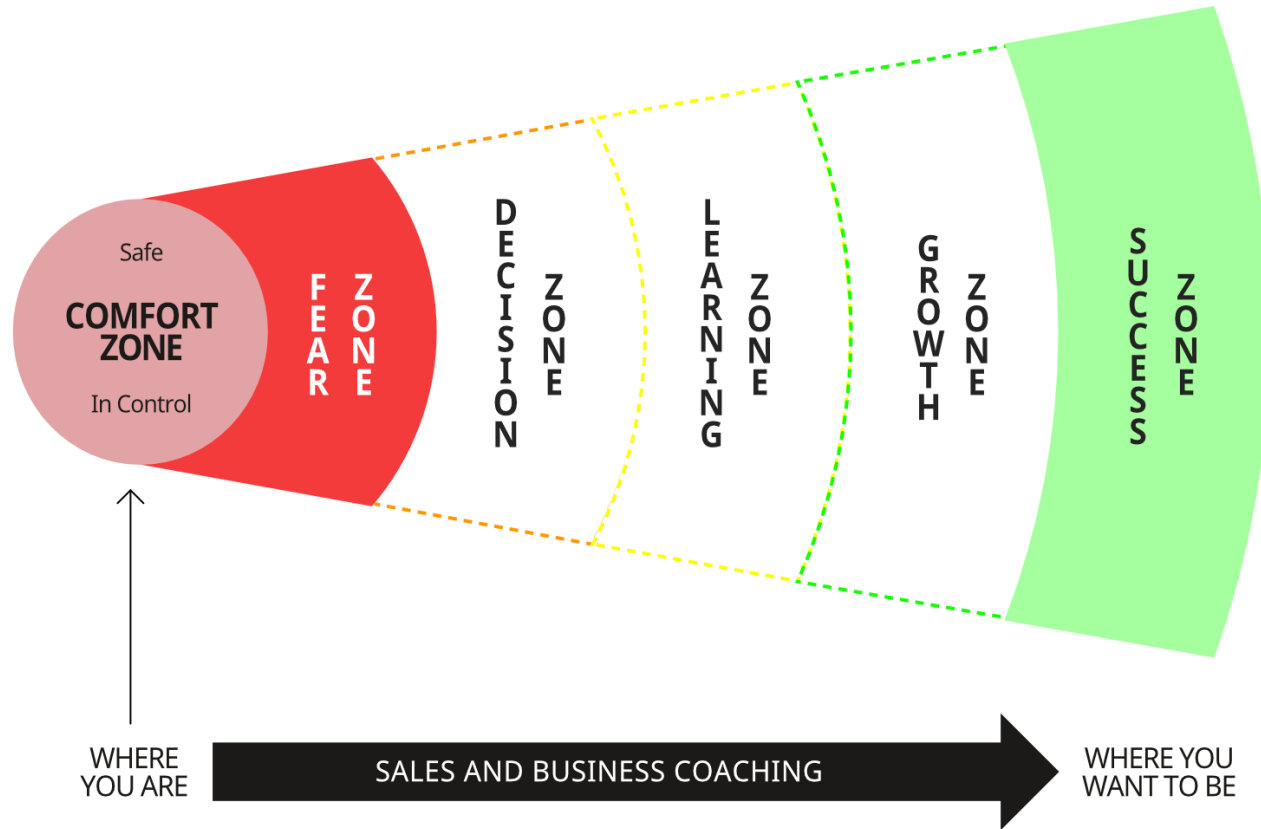


Mindset - Vision



Roadmap to Results

Roadmap to Results "Connecting the Dots"
to PROFIT, FREEDOM, LIFESTYLE

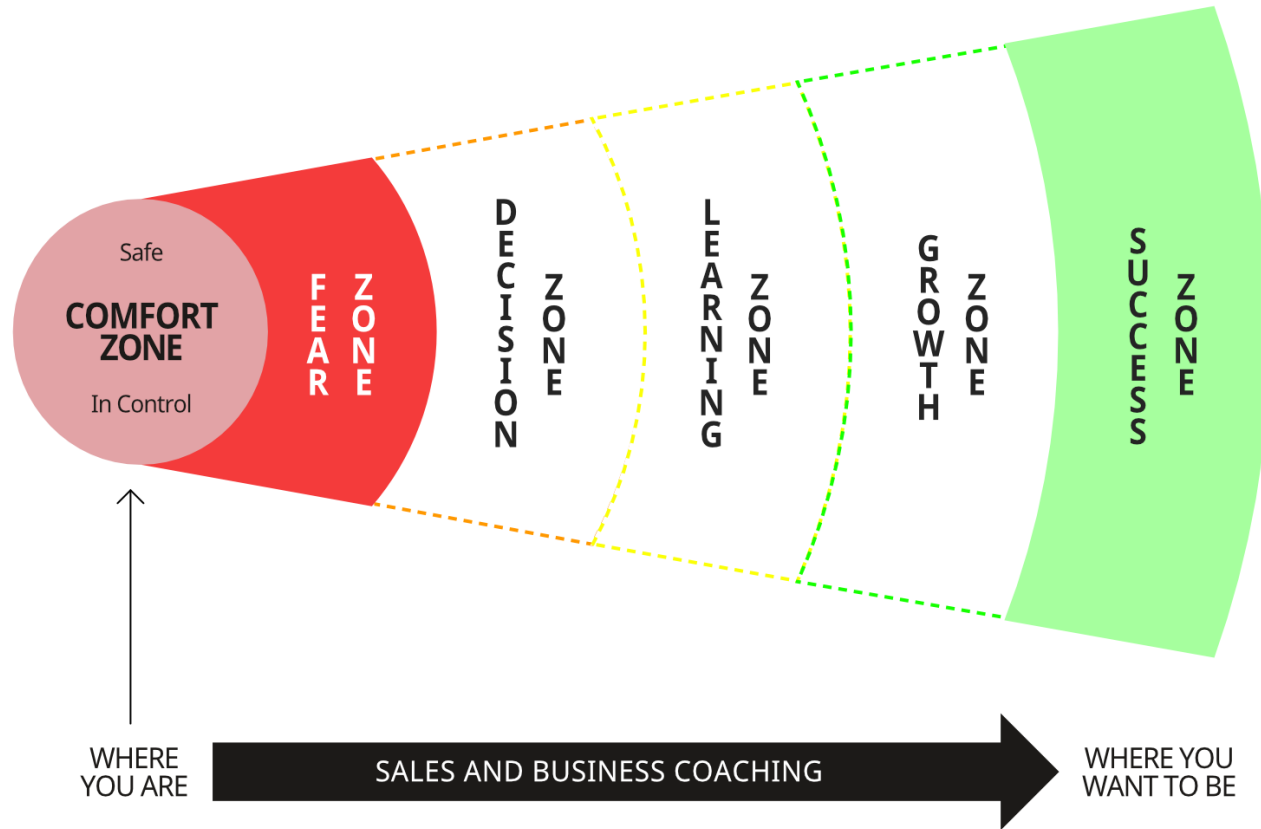


Roadmap to Results — The How!



Roadmap to Results

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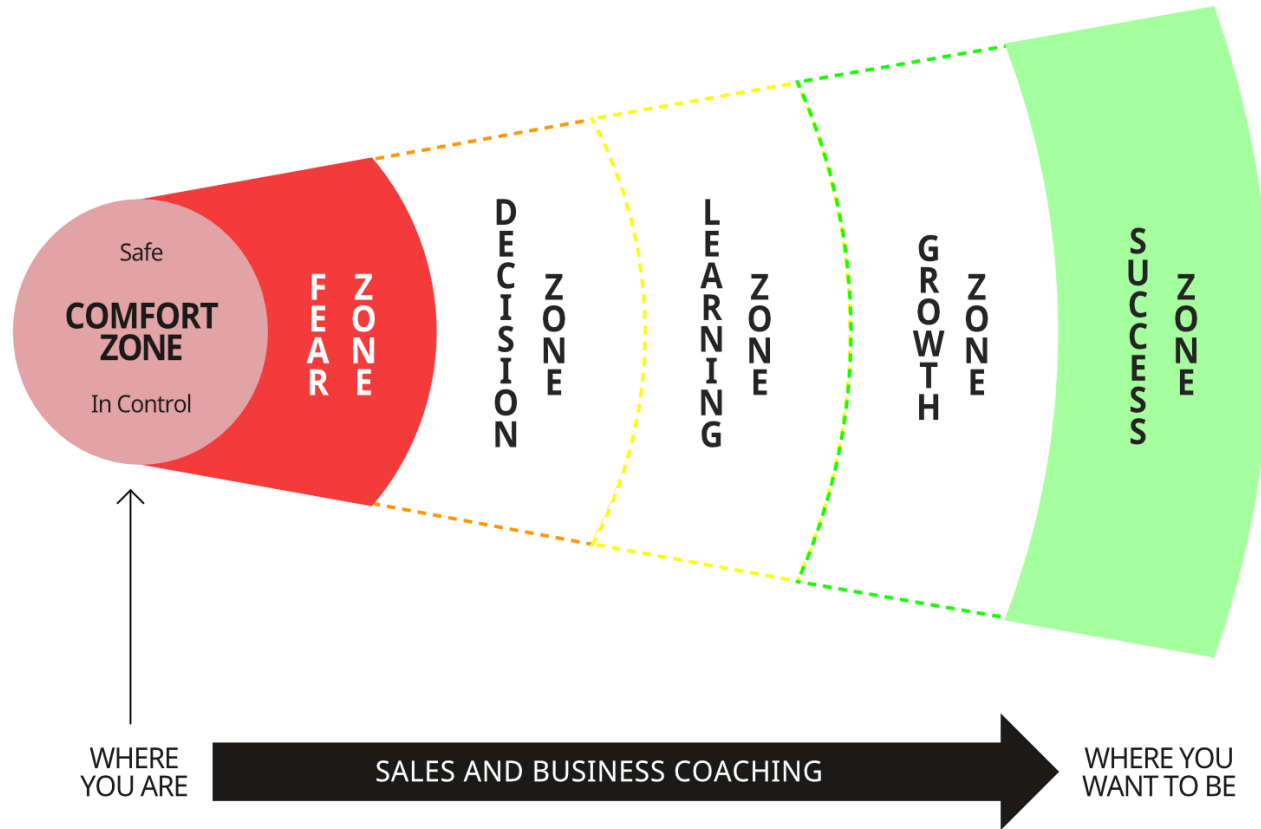


Roadmap to Results — The How!

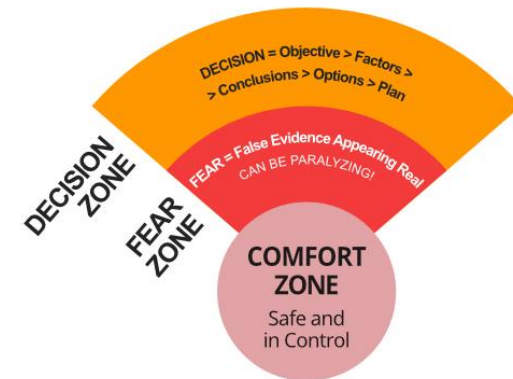


Roadmap to Results

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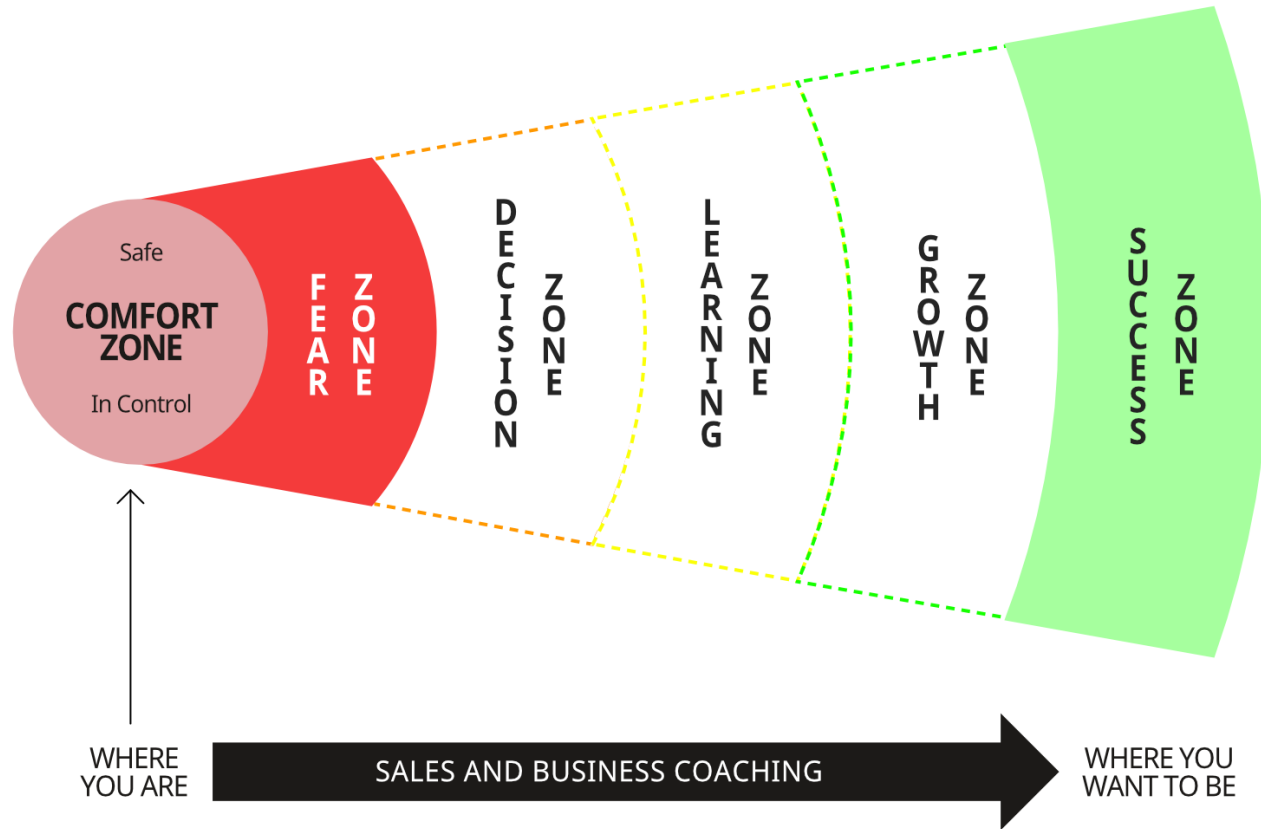


Roadmap to Results — The How!

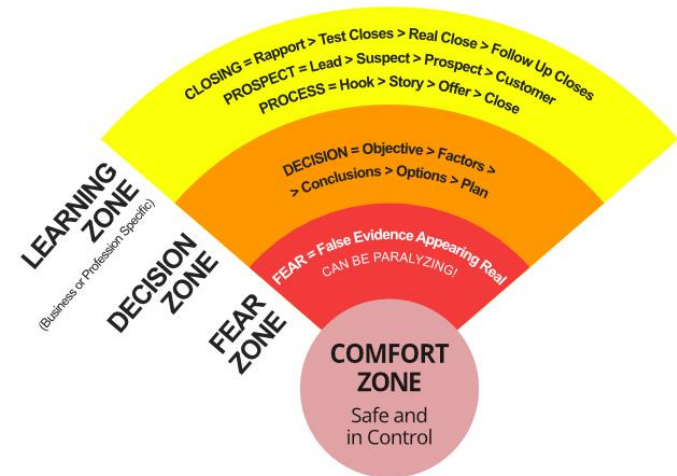


Roadmap to Results

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to PROFIT, FREEDOM, LIFESTYLE

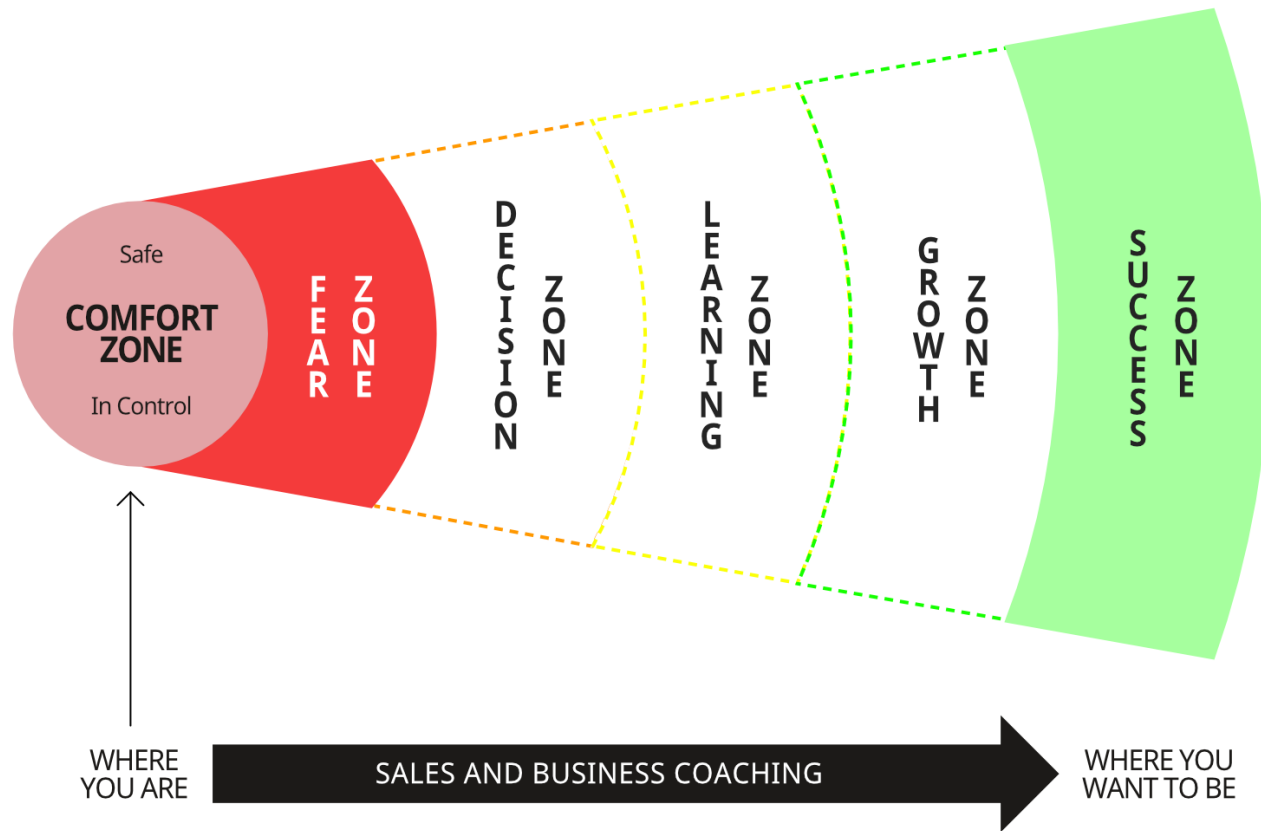


Roadmap to Results — The How!

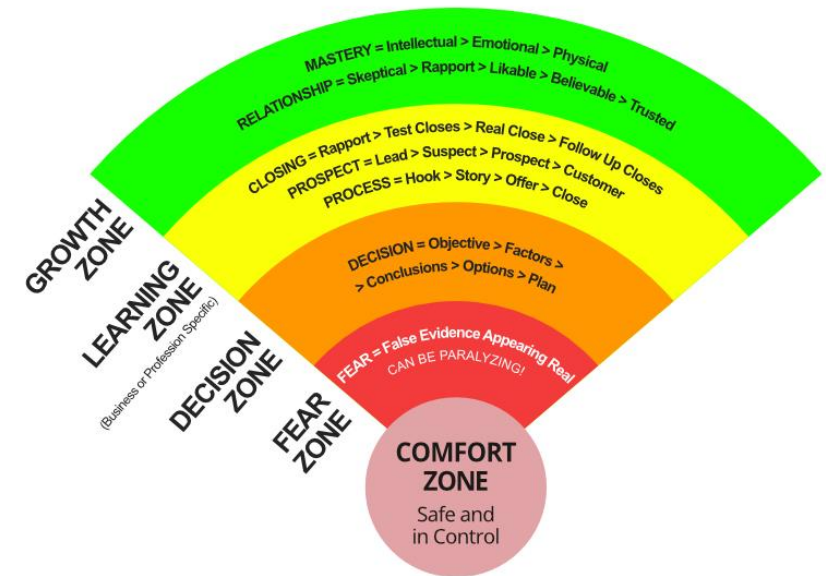


Roadmap to Results

Roadmap to Results "Connecting the Dots"
to PROFIT, FREEDOM, LIFESTYLE

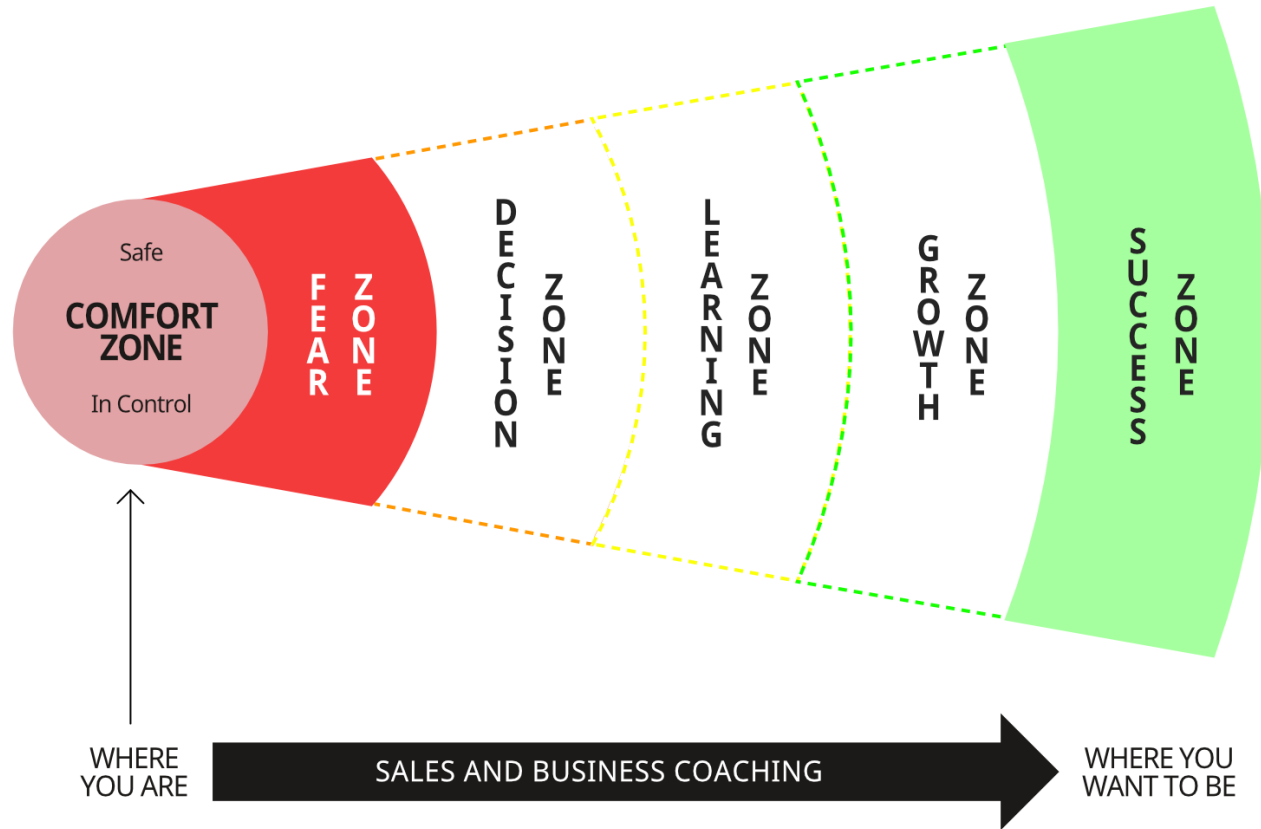


Roadmap to Results — The How!

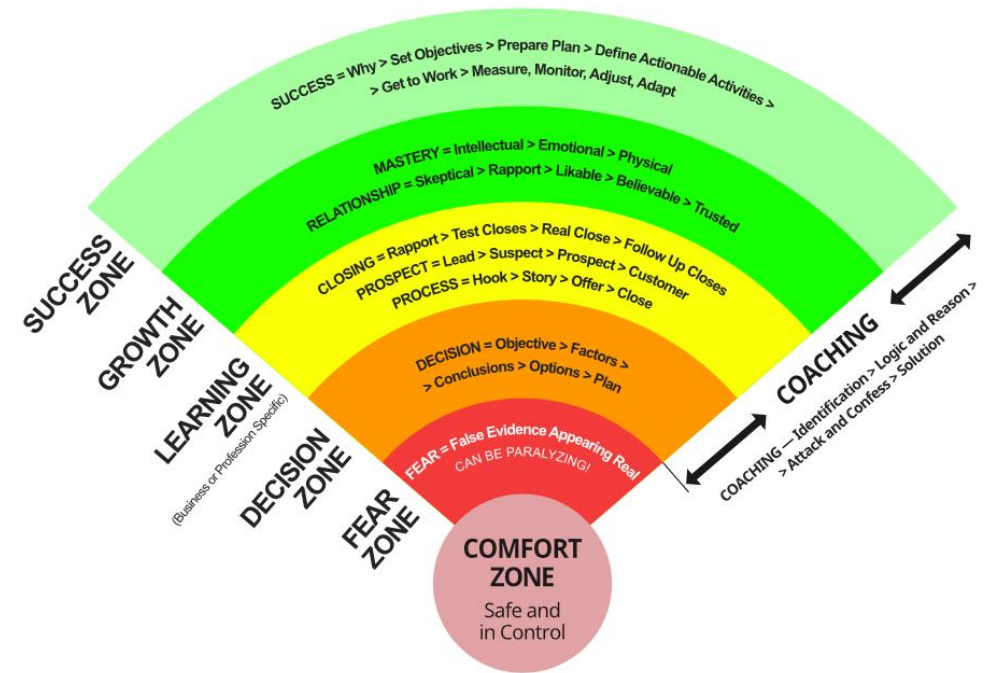


Roadmap to Results

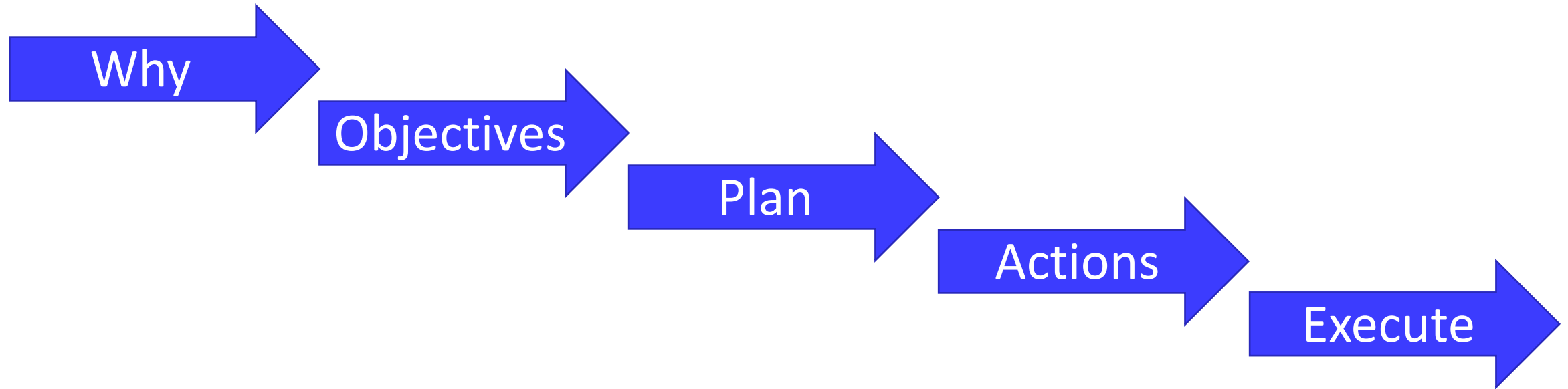
Roadmap to Results "Connecting the Dots"
to PROFIT, FREEDOM, LIFESTYLE



Roadmap to Results — The How!



Mindset – Success Continuum



M2A2 – Measure, Monitor, Adjust, Adapt!



The Mastery Continuum

Intellectual 

Emotional 

Physical 



The Mastery Continuum

Intellectual 

Training
Formal &
Informal

Emotional 

Physical 

I Can Do That!



The Mastery Continuum

Intellectual 

Training
Formal &
Informal

I Can Do That!

Emotional 

Coaching
Immersion &
Repetition

I Did That!

Physical 



The Mastery Continuum

Intellectual 

Training
Formal &
Informal

I Can Do That!

Emotional 

Coaching
Immersion &
Repetition

I Did That!

Physical 

Leadership
Habits &
Behaviours

I Am In The Zone!



The Mastery Continuum

Intellectual 

Training
Formal &
Informal

I Can Do That!

**Systems run
your business**

Emotional 

Coaching
Immersion &
Repetition

I Did That!

**People run
your systems**

Physical 

Leadership
Habits &
Behaviours

I Am In The Zone!

**You Lead your
people**

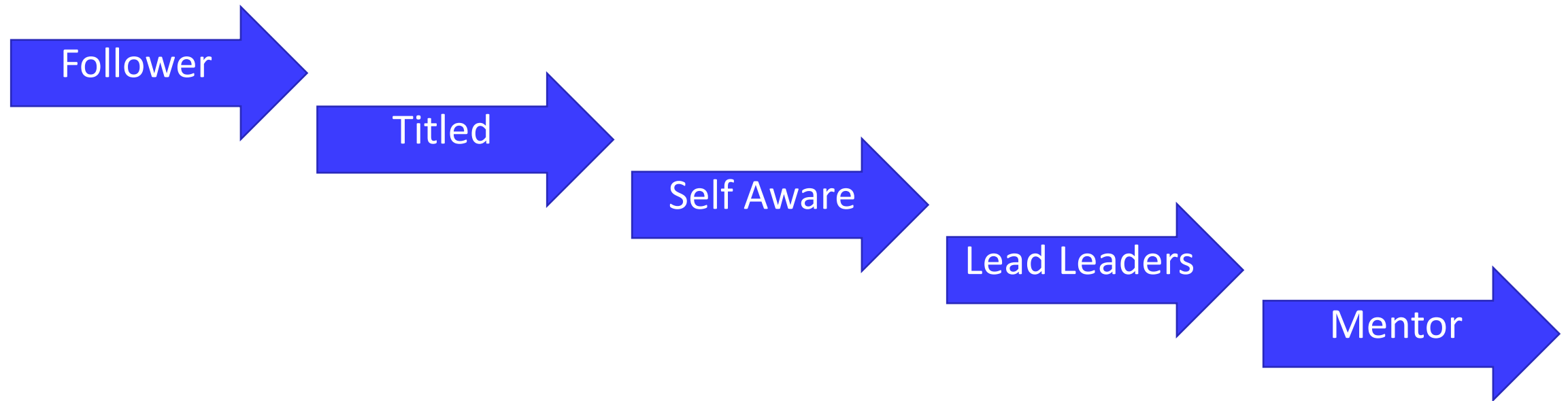


Mindset - Leadership

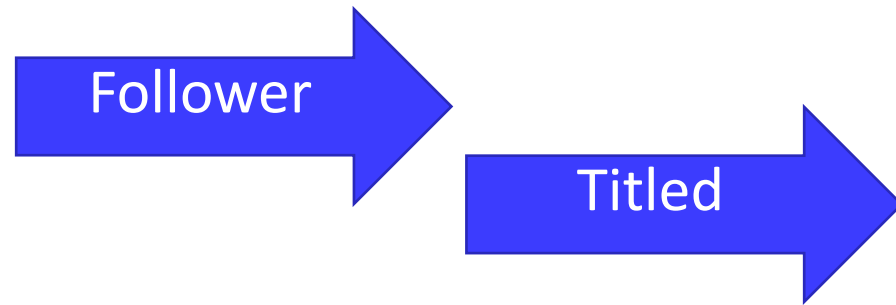
Leadership is all about influence or getting others to do what they might or would not otherwise do without your leadership.



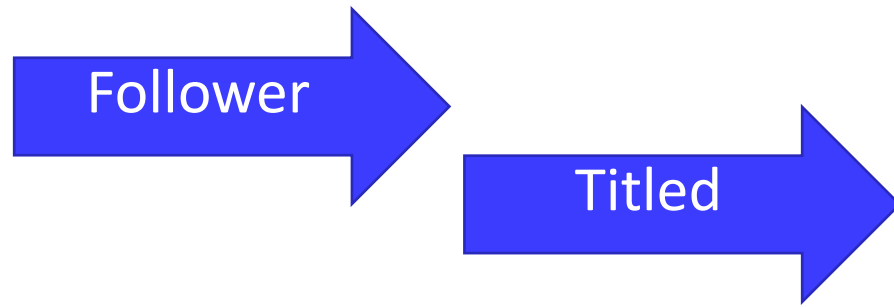
Mindset – Leadership Continuum



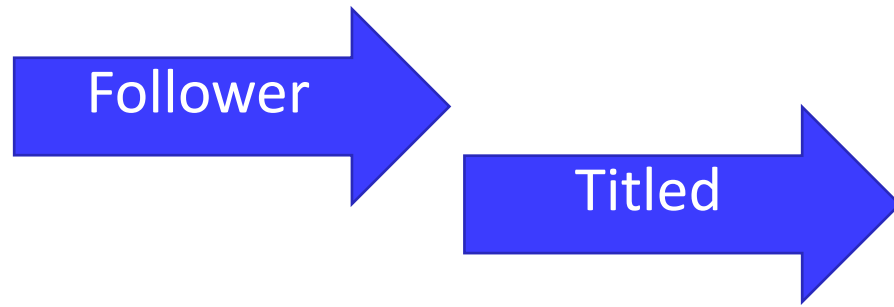
Mindset – Leadership Continuum



Mindset – Leadership Continuum



Mindset – Leadership Continuum

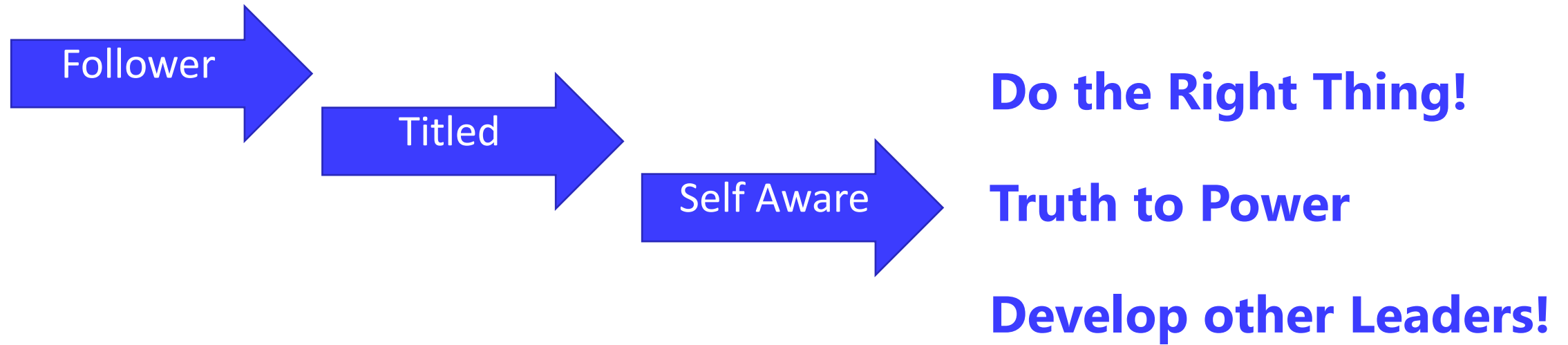


Not a Popularity Contest

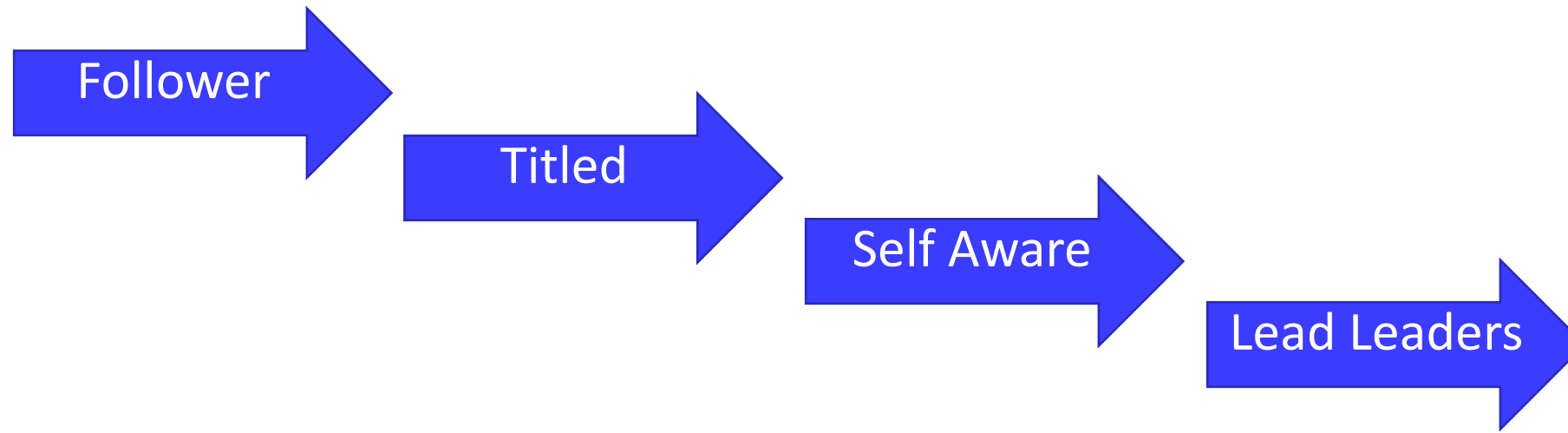
That is an Order!



Mindset – Leadership Continuum



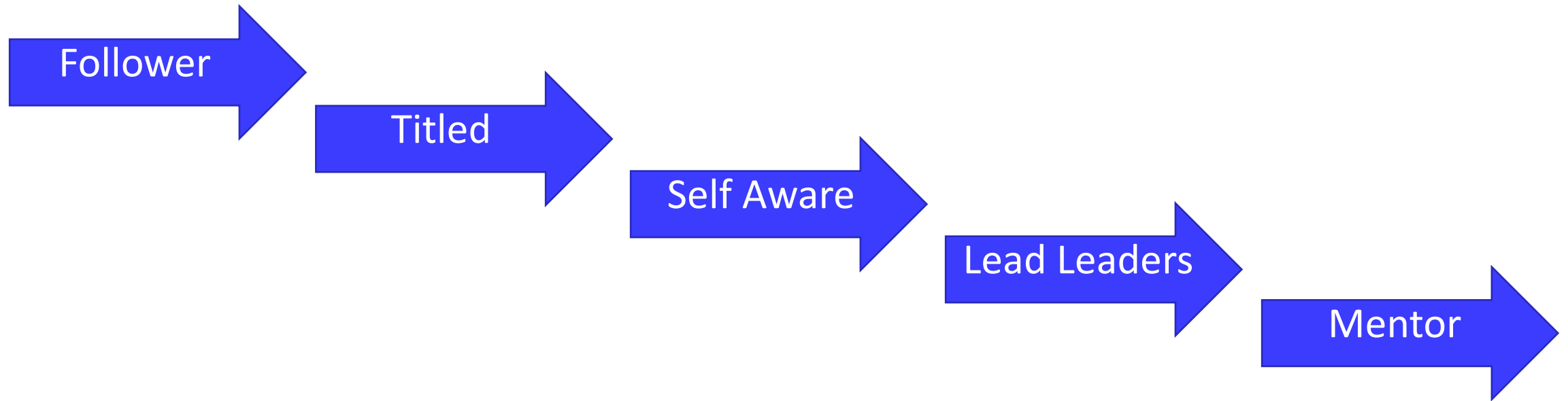
Mindset – Leadership Continuum



- **Consultative Leadership**
- **Avoid Hasty Decisions and Direction**
- **Voice, Veto, Vote**
- **Leadership is a Learned Skill**
- **Focus on your Team**



Mindset – Leadership Continuum



Mindsets to Practice Daily

1. Self Trust Mindset
2. Goal Setting Mindset
3. Patience Mindset
4. Courageous Mindset
5. Focused Mindset
6. Positive Mindset
7. Learning Mindset

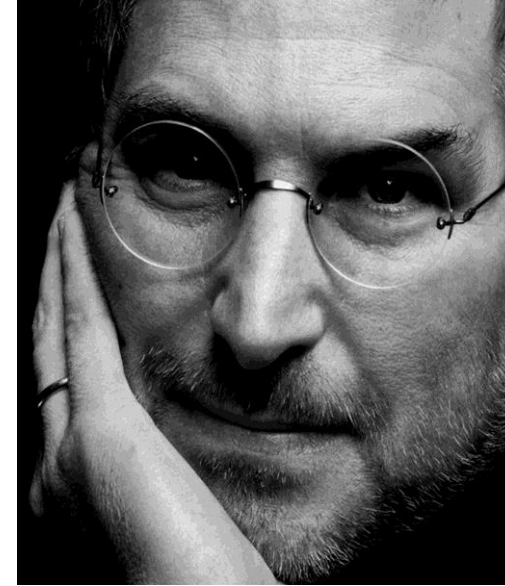


Mindset for Success



I was an overnight success
alright, but 30 years is a long,
long night

Ray Kroc - McDonalds



If you really look closely most
overnight success took a long
time

Steve Jobs - Apple

SUCCESS



**WHAT PEOPLE THINK
IT LOOKS LIKE**

SUCCESS



**WHAT IT REALLY
LOOKS LIKE**

