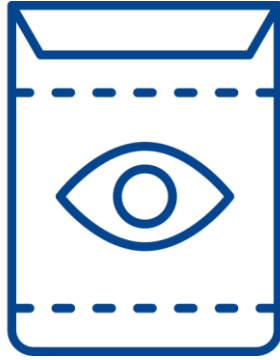




Summit SCALE[®]
BUSINESS GROWTH COACHING



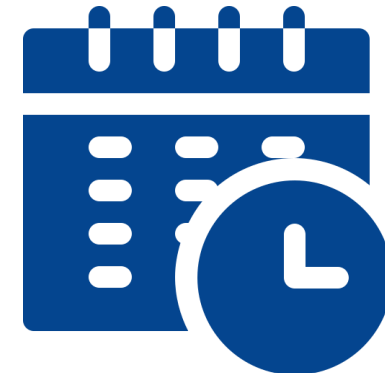
Default Calendar



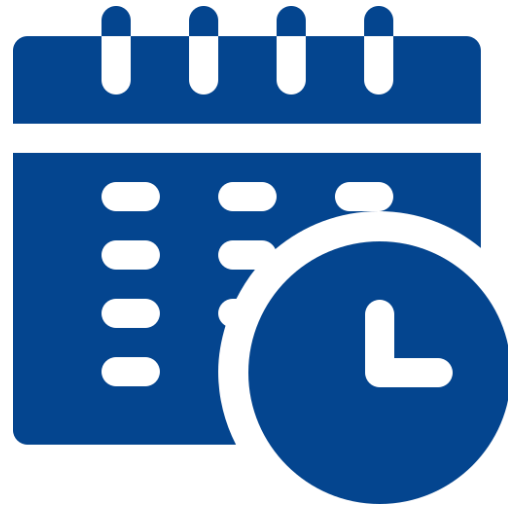
1. Vision Docs



2. Affirmations



3. Default Calendar



3. Default Calendar



Schizophrenia
can be treated.
Seek help.



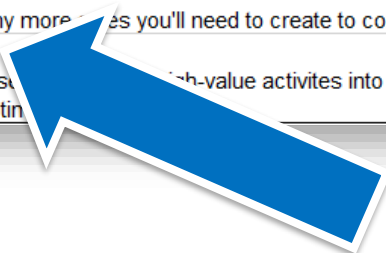
Summit SCALE BUSINESS GROWTH COACHING					
Time Budget					
SAMPLE DEFAULT CALENDAR					
	M	T	W	Th	F
6:30am	Exercise, Shower & Breakfast	Exercise, Shower & Breakfast	Exercise, Shower & Breakfast	Exercise, Shower & Breakfast	Exercise, Shower & Breakfast
7:00am					
7:30am					
8:00am	Vision Book, Affirmations, Email, Social & Admin	Vision Book, Affirmations, Email, Social & Admin	Vision Book, Affirmations, Email, Social & Admin	Vision Book, Affirmations, Email, Social & Admin	Vision Book, Affirmations, Email, Social & Admin
8:30am	Critical Task of Week	Wrap up prior day Matters	Critical Task of Week	Wrap up prior day Matters	Critical Task of Week
9:00am					
9:30am					
10:00am		Team / Customers Meeting		Team / Customers Meeting	
10:30am					
11:00am					
11:00am					
11:30am					
12:00 noon	Email, Messages & Admin	Email, Messages & Admin	Email, Messages & Admin	Email, Messages & Admin	Email, Messages & Admin
12:30pm	Lunch	Lunch	Strategic Partner Lunch & Travel	Lunch	Lunch
1:00pm	Marketing Tasks	Operations Tasks		Customer Tasks	Biz Dev
1:30pm					
2:00pm			Weekly Coaching Session		
2:30pm					
3:00pm	Sales Tasks	Finance Tasks	Investor Tasks	Employee Tasks	Bookkeeping & Administration
3:30pm					
4:00pm					
4:30pm					
5:00pm					
5:30pm					
6:00pm	Email, Messages & Admin	Email, Messages & Admin	Email, Messages & Admin	Email, Messages & Admin	Email, Messages & Admin
6:30pm	Dinner with my family	Dinner with my family	Dinner with my family	Dinner with my family	Dinner with my family
7:00pm					
Evening	Study Industry / Business Data	Study Industry / Business Data	Study Industry / Business Data	Study Industry / Business Data	

MoneyMastery®

Welcome!

MoneyMastery® is a collection of business planning tools specifically designed to help you develop the business of your dreams under the watchful eye and empowering guidance of your business coach! Here's a list of the planning tools you'll be using as you implement the 21 Silver Bullets in your business:

	Date Completed:
Fixed Cost Schedule A list of all those "fixed" costs, the costs that don't change from month to month based on sales volume.	
Revenue and Profit Budget A standard budget with revenue, gross margins, fixed costs and rolling cash position automatically calculated, net of balance sheet items such as investments, debt reduction, and cash in/out.	
Profit Equation by Month The most powerful system for increasing your business profits ever designed!	
Tactical Marketing Plan Choose the marketing tactics you'll use to grow your business profits by increasing your leads, conversion rate, and revenue per customer.	
Sales Management System Require your sales people to report their activity on a weekly basis: leads generated, new customers, conversion rate, revenue collected, and revenue/customer.	
Employee BE by Week Never waste money on unproductive payroll again! Calculate the level of productivity you need from your people to make a profit on your payroll investment.	
Marketing Campaign BE Calculate how many sales you'll need to convert to break even on a marketing campaign BEFORE you spend the money.	
Price Increase BE Calculate how much you can afford to raise your prices without losing so many customers that you lose money.	
Price Decrease BE Calculate how many more sales you'll need to create to compensate for discounting your prices.	
Default Calendar Invest your time wisely by putting high-value activities into a default calendar as appointments and holding yourself accountable for executing them on time.	



Time Management

Results

- What RESULTS matter to you most?

Activities

- What ACTIVITIES produce those results?

Quantity

- How MUCH of those activities?

Schedule

- When will you BOOK the time?

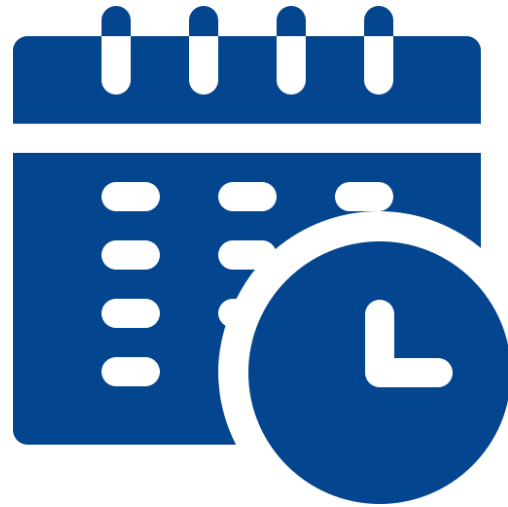
Integrity

- The pain of discipline or disappointment

Summit SCALE [®] BUSINESS GROWTH COACHING					
Time Budget					
SAMPLE DEFAULT CALENDAR					
	M	T	W	Th	F
6:30am	Exercise, Shower & Breakfast	Exercise, Shower & Breakfast	Exercise, Shower & Breakfast	Exercise, Shower & Breakfast	Exercise, Shower & Breakfast
7:00am					
7:30am					
8:00am	Vision Book, Affirmations, Email, Social & Admin	Vision Book, Affirmations, Email, Social & Admin	Vision Book, Affirmations, Email, Social & Admin	Vision Book, Affirmations, Email, Social & Admin	Vision Book, Affirmations, Email, Social & Admin
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11:00am					
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4:00pm					
4:30pm					
5:00pm					
5:30pm					
6:00pm	Email, Messages & Admin	Email, Messages & Admin	Email, Messages & Admin	Email, Messages & Admin	Email, Messages & Admin
6:30pm	Dinner with my family	Dinner with my family	Dinner with my family	Dinner with my family	Dinner with my family
7:00pm					
Evening	Study Industry / Business Data	Study Industry / Business Data	Study Industry / Business Data	Study Industry / Business Data	

	Monday	Tuesday	Wednesday	Thursday	Friday	
8:00 - 9:00	Admin	Admin	Coaching	Homework	Admin	8:00 - 9:00
9:00 - 10:00	Biz Dev	Biz Dev			Biz Dev	9:00 - 10:00
10:00 - 11:00		Design 2H	Design 2H	Design 2H	Social & Blogging	10:00 - 11:00
11:00 - 12:00	Lunch + Email	Lunch + Email	Lunch + Email	Lunch + Email		Lunch + Email
12:00 - 1:00	Design 5H	Biz Dev	Design 5H	Design 5H	Biz Dev	12:00 - 1:00
1:00 - 2:00						1:00 - 2:00
2:00 - 3:00	Review Week	Goals for Tomorrow	Review Week	Goals for Tomorrow	Review Week	2:00 - 3:00
3:00 - 4:00						3:00 - 4:00
4:00 - 5:00	Review Week	Goals for Tomorrow	Review Week	Goals for Tomorrow	Review Week	4:00 - 5:00
5:00 - 6:00						5:00 - 6:00
6:00 - 7:00	Review Week	Goals for Tomorrow	Review Week	Goals for Tomorrow	Review Week	6:00 - 7:00
7:00 - Beyond						7:00 - Beyond

You = Your Calendar



3. Default Calendar

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