



Seven Attributes of Business Success

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Short Description of the Presentation:

Business success involves productivity, engagement and accountability. The seven attributes covered in this presentation are all about helping the business owner get better in each of these areas.

Deciding What Is Most Important Now vs. Future

How Successful Are You “Ready” To Be?

SWOT Analysis – Strengths, weaknesses, opportunities and threats

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1. Optimism (believing in yourself)
 - a) When you look in the mirror who do you see?
 - b) Passion
 - c) What are you good for
 - d) **FREE** self-test – Rating your soft skills, what drives your retention and coaching skills
2. **Urgency – Do it NOW!**
 - a) Three great questions to get better
 - What did I do today to make the company better (could be more or could be something I need to stop doing)
 - What efficiencies or strategies can I take advantage of that may not have been available in the past
 - How can I increase net profit margins
3. **It's About Today – Intentions**
 - a) Choose your destiny
 - b) Focus on action steps
 - c) Measure productivity against goals
 - d) What did I trade this day for
4. **Understanding Continuous Improvement**
 - a) Doing something 21 times creates a habit
5. **Have Organized Goals**
 - a) Set the goal and measure progress
 - b) Affirmations – Auditory Reassurance
6. **Mastering High Expectations**
7. **The Power of Excellence**
 - a) Be the best you can be
 - b) Love what you do

Take Successful People to Lunch and Ask Questions!