



## **The Unfiltered Truth About Business**

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### **Short Description of the Presentation:**

Sometimes it's good to simply cut through all the fluff and look at the foundation of what we do. That is just what Larry Winget does. This straight forward presentation goes right to the heart of what it takes to run a successful business.

#### **Questions you should ask about your business?**

- Why does your company exist?
- What keeps the company from being profitable?
- What and who do you reward?
- Do you tolerate poor performance?

#### **Teach employees how to be good at what they do.**

- Set goals and manage against those goals
- When people get better..... performance gets better
- Teach employees how manage time
- Creating an environment for productivity

#### **Expectations**

- Set high expectations
- Educate to meet those expectations

#### **People are thieves!!!**

- 90 minutes a day on internet
- Copies, personal phone calls, office supplies
- Coming in late and/or leaving early

#### **Misconceptions about business**

- Passion is NOT important
- Difference in excellence and passion
- Hard work plus excellence = success
- It's called work for a reason

#### **Thoughts:**

- What is keeping results from happening?
- What can I do to make myself indispensable?
- Teamwork does not work because some on team don't work
- Ethics – NO GRAY AREAS!

***#1 Rule: Do what you said you would do, when you said you would do it, in the way you said you would do it.***