



Natural Laws, the magic to success in every area of our life

**Mastermind Partnerships Series**

# The DNA *for* LIFE

## Leader's Manual

Special Edition



**12 Topic Workbook #1**



Name: \_\_\_\_\_ / /

Certified Mentor : \_\_\_\_\_ Completed: \_\_\_ / \_\_\_ / \_\_\_

# Benefits . . .

## To Becoming A Leader Of Leaders . . .

- Increase personal income
- Reduce hours worked
- Move business to run without you
- Generate MORE and BETTER leads



- Install systems to convert more leads
- Learn to close leads faster
- Systems to generate more referrals
- Create client for life systems
- System for developing profitable partners
- Increase network of profitable partners
- Improve leadership skills
- Install powerful BOS systems
- Connect with like minded individuals
- Gain access to best practices
- Build powerful connections to leaders
- Improve disciplines
- Build and leverage interconnected networks
- Bring added value to networks of networks
- Improve speaking skills and disciplines
- Improve leadership skills and disciplines
- Improve skills and disciplines in all areas



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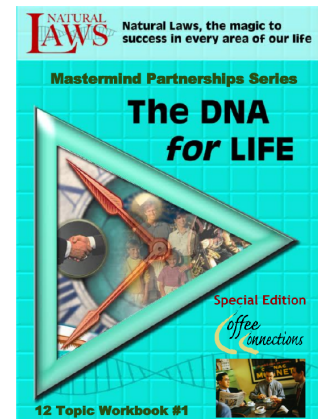
# Coffee Connection - Leader's Manual

Version 1.30

Welcome! We are so excited to welcome you to becoming a Leader Of Leaders within the Coffee Connection network!

## Congratulations!

You may not even know what this means, being a Leader of Leaders or leading a Coffee Connection, and that's alright as this is the purpose of this manual to help explain how to gain the most benefit from leading a Coffee Connection group and how to bring the most value to those we are serving in our group(s).



Name: \_\_\_\_\_  
Certified Mentor: \_\_\_\_\_ Completed: \_\_\_\_\_

## Let's dive right in . . .

There are so many things shared within Workbook #1 it might seem a little overwhelming to both the leader and those in the group. That's alright, it will come together within a few weeks.

## Focus . . .

There are two things to focus on for everyone who attends and for ourselves as well:

1. How to take what we're learning and apply to to our biggest challenge, i.e. our problem.
2. How to take what we're learning and help everyone **earn more money** while **working less hours.**

Time / Money Tips


What does every **successful** business / organization have in common?

**Systems!**

Register and receive seven free online lessons.  
[www.TheVisualProject.net/LP\\_7/Work.htm](http://www.TheVisualProject.net/LP_7/Work.htm)

  
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We accomplish the above by building and working systems!

To personally earn a lot more money while working less hours we need to learn to “Build A Conceptual Bridge” between what is being shared in the workbook and videos and individual’s biggest challenges / problem AND how we can earn more money while working less hours.

**Time / Money Tips**

This can be actually very challenging to do. Throughout the entire Leader’s Manual we will provide tips on how to do this.



**As A Leader of Leaders . . .**

<u>My income . . .</u>	<u>Hours Working</u>	<u>\$ Invested</u>
Year _____ - \$ _____	_____ / week	\$ _____ %
Year _____ - \$ _____	_____ / week	\$ _____ %
Year _____ - \$ _____	_____ / week	\$ _____ %
Year _____ - \$ _____	_____ / week	\$ _____ %

It’s pretty simple actually . . . “If we don’t have an abundance of time and money, we’re not investing our time and money into things that produce extra time or money.”

1. My Goal Over 12 Months is to earn \$ \_\_\_\_\_ / month and to work \_\_\_\_\_ hours / week.
2. \_\_\_\_ - initial agreement - I commit to track my money and my time.
3. \_\_\_\_ - initial agreement - I agree to **give** \_\_\_\_ % of the extra I earn and the time I get back into this program.
4. \_\_\_\_ - initial agreement - I agree to **invest** \_\_\_\_ % of the extra I earn back into recommended solutions from within the program.

NOTE: Take 100% and subtract #3 and #4 %’s 100% - \_\_\_\_\_ % = \_\_\_\_\_ %  
 This is what we have to invest into other things OR consume for our own personal benefit. The less the percentage given or invested back into the right things the longer it will take for us go have true freedom to pursue our heart’s desires / Life Vision.



If we have invested money and time into things which are black holes this program may produce more money and time for us . . . BUT . . . we may never even know it.

NOTE: There is a **high probability** that we as leaders will earn more money and gain more time . . . BUT . . . we will NOT invest that time and money back into the right things and we'll end up right back where we started **unless** we change at the very core level how we think.

We often invest into seductive forces which entice with quick or easy or fun wealth or earning a lot of money off the efforts of others. Often the simple and lazy are enticed by these bright and shiny objects, with a handful of success stories . . . but lack substance.

We often invest our time and money into things which feel good, give us improper hope and are fun to do . . . but don't deliver. What's interesting about individuals who are trying to get rich quick and easy is that, as a wise man shared, "A fool and his money are soon parted."

Proverbs xx:xx

What's interesting, is that people will often double down on the time and money they have invested foolishly and discard those things which will produce life long wealth in every area of life because they aren't fun, seducing or exciting . . . in the short term.

# Printed Resources For Coffee Connection

## 1. Postcard

Purpose . . .

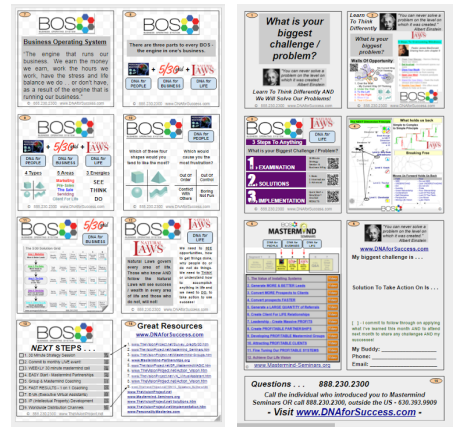
System to quickly gather key information on others enabling us to help others quickly, and help others to quickly get to know, like and trust us.



## 2. 4 Fold Flier

Purpose . . .

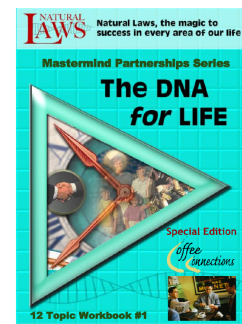
Quickly walk individuals through simple steps to understanding from a big picture how to build a BOS - Business Operating System - to assist them solve their problems, earn more money and work less hours.



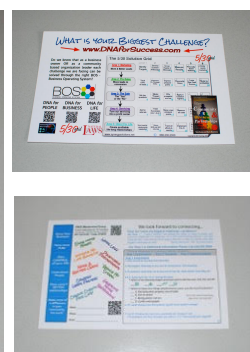
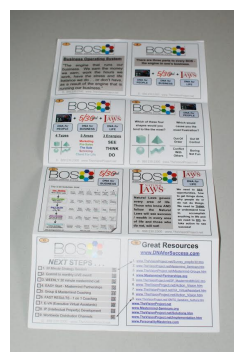
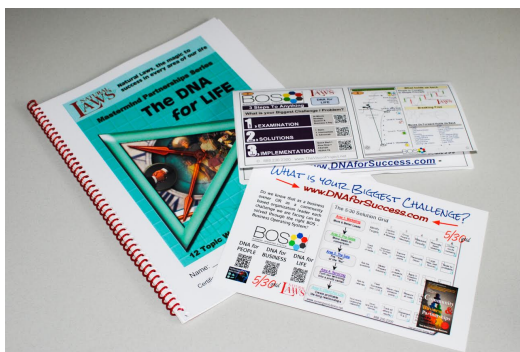
## 3. Workbook

Purpose . . .

Systematically assist individuals to learn and do critically important things which will help people to solve their own problems, earn more money and work less hours.



Name: \_\_\_\_\_  
Certified Mentor: \_\_\_\_\_ Completed: \_\_\_\_\_



# NEW Guests . . .

It is critical to treat first time guests in a very specific way which will help them to see the value of coming back.

**Step 1:** Have the guest complete the postcard with the Level 1 Questions. We will learn valuable information about the individual which will help us to more quickly connect them into the group and assist them gain value quickly. **IMPORTANT NOTE:** Take a photo of the postcard and email it to the appropriate E-VA (Executive Virtual Assistant) to help support in follow through. **\*\*\* Schedule a 30 minute Strategy Session with them immediately! \*\*\***

**Step 2:** Share with the guest something about their biggest challenge, what they would love help on, their personality, what they would like to change about themselves and/or how the Coffee Connection group will assist them in all the various areas.

**NOTE:** Ideally have someone in your group who is specifically assigned to do this with new guests. Give copy to the small group leaders for all those who are in their group as well to assist them.

**WHAT IS YOUR BIGGEST CHALLENGE?**  
→ [www.DNAforSuccess.com](http://www.DNAforSuccess.com) ←

**The 5/30 Solution Grid**

**Area 1: Marketing**  
More & Better Leads

**Area 2: Pre-Sales**  
More leads to conversion

**Area 3: The Sale**

**BOS BUSINESS OPERATING SYSTEM**

**DNA for PEOPLE**  
**DNA for BUSINESS**  
**DNA for LIFE**

**5/30 Grid**

**FREE Mastermind Group**  
Every Saturday for 30 minutes  
8:30 am - 9:30 am, 1:30 pm - 2:30 pm, 5:30 pm - 6:30 pm  
112-775-7031 - Code: 888-592E

**We look forward to connecting...**

**How do I solve my biggest challenge / problems?**  
My Story - Legacy Partners has helped me solve so many business and personal challenges it's amazing! As a CPA and financial planner I am now using all that I have learned from Legacy Partners to help my clients solve their biggest challenges as well. Sandy Ekerman - CPA, Business Owner

- For Step 2 or Additional Information Please Call 630.393.9909 -

**Step 1: Examination**  
1. Who would be my ideal lead and why?  
2. My biggest challenge in any area of my business / life would be ...  
3. If someone could help me in any area of my life, what would I love help on?  
4 & 5. Rank each set to 4, 1 being the most:  
\* Which of the following shapes would you tend to like the most, 2nd, 3rd, and 4th?  
\* Which of these four things would tend to cause you the most frustration?  
--- A. Not being done properly / out of order  
--- B. Out of control  
--- C. Boring and/or not fun  
--- D. Conflict with people  
6. If I could change one thing about myself what would I change?  
7. 1 to 10, 10 being the best how coachable do I believe I am?  
\* If someone said they thought you were a "2 1/2", how would you respond?  
My WOW, really exciting income goal is \$\_\_\_\_\_ / year - Min \$\_\_\_\_\_

**Step 3:** Complete an overview of the workbook for the individual to help them to see all the amazing things they will gain from being a part of the group and work to get them to commit to come back next week.

**Step 4:** Introduce them to their group leader before they leave so they can get to know each other for just a couple of minutes. Group leader should call the person ASAP and get to know them and help them to immediately feel part of the group.



In the orientation meeting with first time guests it's important to go through the postcard with the Level 1 Questions AND then go through the 4 Fold handout AND then the workbook.

Help each new guest to realize that . . . “Yes, they will be overwhelmed for a few weeks, but over time everything will start to come into focus for them on how to **EARN MORE MONEY** while **WORKING LESS HOURS!**”

While we won't say all 7+ billion people who could attend a Coffee Connection are all focused on earning more money and working less hours we will go out on a limb that even those who don't think they are really all that focused on earning money . . . want to earn more money . . . if for no other reason to use the money to either buy back some of their time OR to give it to a great cause.

Pay It Forward . . . Share The Following With A Friend



Hi,  
I am (starting a new / have started to attend a) mastermind group called Coffee Connections and would like to invite you to attend. There is no cost to attend and the goal is pretty simple. This group is helping me so much I would like to Pay It Forward. I believe you will benefit.

**The Goal:** Assist all those who attend to grow their business while working less, as a result of assisting one another in sharing best practices, best use of systems, and sharing networks / connections.

We meet at \_\_\_\_\_ on \_\_\_\_\_ at \_\_\_\_\_.

Hope to see you there.

**Overview**

Version 3.00

- Topic 1: The Secret About Time
- Topic 2: Success Through Systems
- Topic 3: BOS - Business Operating System
- Topic 4: DNA for PEOPLE
- Topic 5: DNA for BUSINESS
- Topic 6: DNA for LIFE
- Topic 7: More & Better Leads - The Golden Triangle - Marketing
- Topic 8: Close More Prospects - The Golden Triangle - Fire-Sales
- Topic 9: Close Sales Faster - The Golden Triangle - The Sale
- Topic 10: Gain Freedom - Contract Everything
- Topic 11: Leadership
- Topic 12: Profitable Partnerships

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**Purpose - Coffee Connection**

- Assist everyone in becoming a leader of leaders.
- For those who commit to the group, work together to mutually earn more money, work less hours, with less stress and achieve better life-balance . . . through SYSTEMS.
- And, since this is a Mastermind Group, everyone participates in sharing our unique gifts, because everyone truly achieves more together, than we could on our own.

**IMPORTANT NOTE**

Everyone who participates even once will benefit from a 30 minute Strategy Session. The Strategy Session helps us to better understand our own personality, how to better solve our challenges / problems faster AND how to build systems to better achieve our full potential. Yep . . . all that in 30 minutes! SET THAT UP BEFORE YOU LEAVE!  
[www.DNAforSuccess.com/Examination30min-Strategy](http://www.DNAforSuccess.com/Examination30min-Strategy)

**Questions . . .** Call the person who invited you to participate OR 888.230.2300, OR outside the US, please call 630.393.9909.

To solve ANY Challenge / Problem, to earn our WOW income, to achieve our full potential . . . we need to learn to . . . Think Differently - <https://www.youtube.com/watch?v=2u4d51WGV4E>  
. . . AND Value Systems - <https://www.youtube.com/watch?v=c5AVEH7vYd4>

**Powerful Videos**

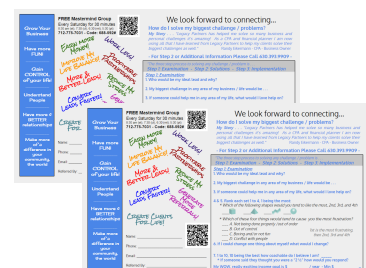
[www.DNAforSuccess.com/Mastermind/Groups/Coffee/Video](http://www.DNAforSuccess.com/Mastermind/Groups/Coffee/Video)

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It's important to help each member to learn that one of the most important things they can learn is how to be a Leader of Leaders, and to do that THEY MUST learn to get out there and meet new people. Set a goal / expectation of getting them to fill out **at least one** Level 1 Question Postcards a day, five days a week.



Based on research, the average person knows 250 people and the average business owner knows 5,500. Hmmmm, that's interesting isn't it? If a person gets one of these postcards filled out a day that would equal to 260 new people a year. This would mean that it would take them **21+ years** to gain the depth of database / network to be a successful business owner. If we do **two a day**, then it would only take around **10 years**.



If we do **four a day**, then it would only take roughly **5 years**. How hard is this? It's really not all that hard . . . other than the courage to do so and the discipline required daily to stick with it. It takes roughly three minutes to complete the Level 1 Questions.

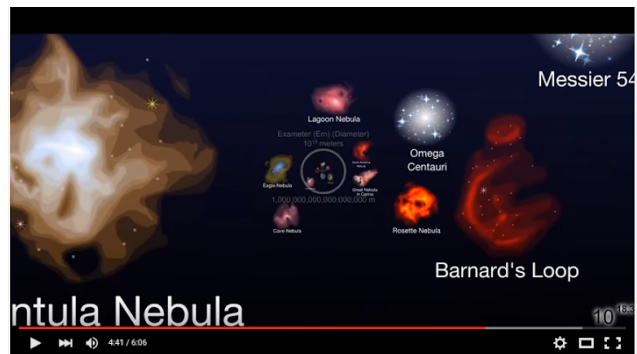


Gathering up four of these a day or twenty a week can seem a bit overwhelming . . . but what if we could figure out how to gather up **106 a week**, what would our response be as a Leader of Leaders? Henry Ford says . . . ***“If you think you can do a thing or you think you can't do a thing, you're right.”***



As leaders we teach this in the workbook but do we believe and practice it? Yes, people will think that we're amazing with all the firepower we deliver in this workbook! Don't let it go to our head! Based on the whole universe of knowledge what we know is really nothing!

The last thing we need as a Leaders of Leaders within the Coffee Connection is individuals who lead who are arrogant. We are only as strong as the weakest of the Leaders Of Leaders! Don't permit those who have big egos to hurt everything we're doing as a group! Watch this video, have everyone we lead watch this video and share with those we're leading if they think we think we're smart or that we have an ego to recommend that we watch this video. :-)



[www.YouTube.com/watch?v=EMLPJqew78Q](http://www.YouTube.com/watch?v=EMLPJqew78Q)



The truth is that there are so many ways to get 106 a week it's crazy easy if we learn to think in a different way. Be CAUTIOUS about getting to where we think we really have this IP (Intellectual Property) mastered. If we ever get to the point where we think we've mastered this . . . seek out, search out, the individuals who discovered all these things and sit down for coffee with them, with our insights and knowledge, and share how smart and brilliant we are.

[www.DNAforSuccess.com/Video-Trailer-Library/Thinking-Differently](http://www.DNAforSuccess.com/Video-Trailer-Library/Thinking-Differently)

Be cautious . . . about teaching something that we're not actually using ourselves. Remember . . . we're not leaders out there getting a bunch of people who follow us . . . but we're creating Leaders Of Leaders . . . AND THERE IS A HUGE DIFFERENCE!

What's the next level above Leaders Of Leaders? Great question! It's moving to being a World Thought Leader where we discover something, write about it and it lasts for 100 years.

We encourage you to take this jump and move to a dimension where you discover original thought, something that you haven't read or heard but something that is a unique way of thinking, a perspective that . . . Let's just say, **“Knocks You And Others On Your Butts.”**

Don't be lazy! Figure out all the many ways to get 106 of these cards every week. A Leader of Leaders will work hard and not expect others to give them everything. The Leader of Leaders will realize that the journey in discovery is often far more important and powerful than the destination.

**Don't Teach It If We're Not Applying It . . . OR . . . Better Yet . . . Do Share It And Be Honest With Those We're Leading That We Still Struggle With It Ourselves.**



# What's the science behind the Level 1 Questions

. . . to really sell anything? It's actually that this process turns anything we want to sell from a . . . **Sales Situation** into a **Solution Opportunity** . . . AND . . . that is a huge paradigm shift in the way most people think.

In Loving Memory Of My Father, Ralph Boersma. I learned so very much from him. Thanks Dad!



"Our lives are like a musical instrument. We really don't become a master musician until we approach death. Our legacy is what continues to play the music of our lives . . . forever."  
Ralph Boersma



"When we have a Life Vision, bigger than Death - we get through stuff!"  
Mark Boersma

4 & 5. These two questions are impossible to really show the value and power of asking these questions. It will create curiosity! It will draw people to us and IF we go through the 12 hour online course through [www.PersonalityMastery.com](http://www.PersonalityMastery.com) we will be able to share with them more within minutes of meeting them than people have known them their entire life. Learning to master Personality Masteries will do more for our ability to sell, earn more money and work less hours than anything else we could do.

A FREE solution so we can help ANYONE we talk with.

1. Shows that we are interested in helping them succeed and we have the network which might be able to do that.

2. Reveals the individual's biggest challenge, i.e. their problems. This reveals an area we could help them. It is an acknowledgement that whatever they are doing now, there is room for improvement and they know it.

3. This further shows the individuals we're not there to sell them but to understand them and discover ways to help them in any area of their life. This question helps to quickly help someone to get to know, like and trust us. **Very powerful!**

**30 Minute Strategy**  
Date filled out at the top right and the date of the 30 minute is key and should be done ideally immediate!

**Contact Information**  
Gathering contact information and who they were referred by is key to following through strongly with the individual. Take a photo of the card and then email to the E-VA (Executive Virtual Assistant) supporting your Coffee Connection.

6. Discover what someone would like to change about themselves and it's one of the most magical things we can do to quickly develop trust and the ability to change someone's life in minutes. Individuals may share from a surface level OR can go deep. It's up to them.

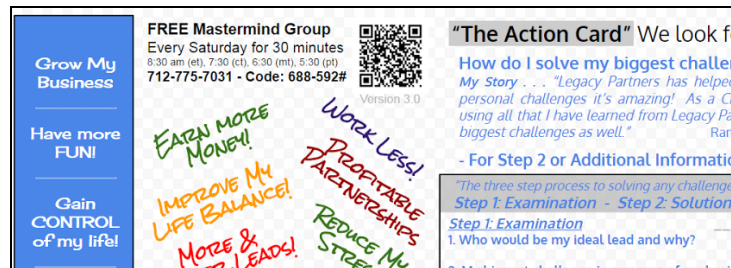
7. This question took 18 1/2 years to discover. These seven questions took decades to discover and craft into what we all are able to benefit from today. Be a great steward of our own 7 T's and the 7 T's of everyone we come in contact with and we'll achieve our Life Vision.

**WOW & Min. Income**  
When we understand The NEXT Dimensional Principle and how that applies to the income we and others earn we'll understand the power of this question. The WOW income is the subconscious revealing our ability and the minimum income is often what we are earning today.

When we honor those who have gone before us, we will be blessed by others who follow us.

How often do we find ourselves and others around us losing perspective? When we can take death into perspective and have it support our life vision . . . that would seem to be . . . a gift directly from God.

The Action Card has been developed over many decades and is designed to quickly help understand people at a very deep and powerful level.



By the very nature of the information being gathered AND the order and science of the questions The Action Card will tend to cause people to - Know - Like and Trust the individual sharing the card. This requires that the individual using the card has a strong value (heart) system AND a strong knowledge (head) system.

What this means is that someone using the cards / process, the system MUST take personal ownership. Individuals should NEVER EVER say **“I’m sorry, I didn’t mean to hurt you/someone.”** If someone ever said that they are giving the person the community the permission to say “Hmmm, that’s interesting. **“So am I to feel better now knowing that you’re stupid?”**

If this feel harsh to us, it’s probably because we are lazy and have never invested the time into really thinking deeply . . . at least about the comment “I’m sorry, I didn’t mean to hurt you.” Think about it . . . does anyone we hurt really think we meant to hurt them on purpose? Probably not. This means that it’s not a well thought out comment and really sloppy and lazy actually. People who say this breed a culture if quickly saying “I’m sorry . . .” but then not really changing and doing it again.

If we’re dealing with simple little non powerful things like a stick rather than a gun then hey accidents happen and with a stick it’s probably not that big of a deal. With a gun, it’s a much bigger deal. If we use something that is as powerful as The Action Card then we must commit to use all the information properly and for the proper use of the individual we are interviewing.

Every card that is completed should have a photo of the card and sent to an E-VA (Executive Virtual Assistant) OR should be entered into [www.TheActionCard.org](http://www.TheActionCard.org) to insure that strong follow up is completed and there is proper support to assist the individual who has filled out the card is getting the very best solution.

NOTE: E-VA's are trained and certified through Life Masteries Institute. The certification program is so rigorous that only 16% of those who enter the program graduate from the program. That's right 84% of those who enter the program do not graduate. The certification program teaches both deep values and knowledge and assists to insure that those being served are being served at the highest levels.

There are 5 QR (Quick Response) codes, 1 web address and 1 conference calling line / webinar people can access.

**1.** This QR code is directed to [www.PersonalityMastery.com](http://www.PersonalityMastery.com) or [www.DNAforPEOPLE.com](http://www.DNAforPEOPLE.com) which is where there is an abundance of resources for learning about themselves and others through the science and art of Personality Masteries.

**2.** This QR Code is directed to [www.DNAforBUSINESS.com](http://www.DNAforBUSINESS.com) and will help people to learn about The 5/30 Grid and how to build that into their BOS - Business Operating System. There are many different ways to learn how to build a BOS and this website goes through each of those different ways.

**WHAT IS YOUR BIGGEST CHALLENGE?**  
 → [www.DNAforSuccess.com](http://www.DNAforSuccess.com)

Do we know that as a business owner OR as a community based organization leader each challenge we are facing can be solved through the right BOS - Business Operating System?

**The 5/30 Solution Grid**

- Area 1: Marketing** - More & Better Leads
- Area 2: Pre-Sales** - Move leads to conversion
- Area 3: The Sale** - The "Yes" or the "No"
- Area 4: Servicing** - Turn our servicing into a profit center
- Area 5: Client For Life** - Create profitable life-long relationships

**1** DNA for PEOPLE  
**2** DNA for BUSINESS  
**3** DNA for LIFE

5/30 grid NATURAL LAWS

www.synergysolutions.net

**FREE Mastermind Group**  
 Every Saturday for 30 minutes  
 6:00 am (6:30 AM) - 6:30 pm (5:30 pm)  
 712-775-7031 - Code: 688-5924

**"The Action Card"**

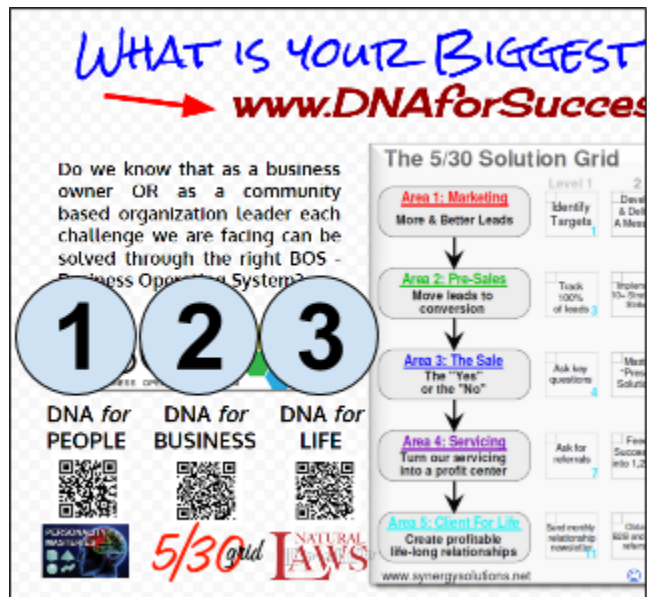
**4** I solve my biggest challenge...  
**5** Step 1: Examination - Step 1: Examination  
 1. Who would be my ideal lead?  
 2. My biggest challenge in any...  
 3. If someone could help me in...  
 4 & 5. Rank each set 1 to 4. 1 be...  
**6** MORE & BETTER LEADS!  
**7** WORK LESS!  
 PREPARE TO MEET NEW LEADS!  
 REDUCE MY STRESS  
 GENERATE MORE REVENUE!

[www.DNAforSuccess.com](http://www.DNAforSuccess.com)

Name: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Referred By: \_\_\_\_\_

30 Minute Strategy Session

**3.** This QR code is directed to [www.DNAforLIFE-Laws.com](http://www.DNAforLIFE-Laws.com) and will assist individuals in learning more about the 250+ Natural Laws and how each of those laws can assist them to see greater success in every area of one's life.



**4.** This QR Code is directed to [www.Mastermind-Seminars.org](http://www.Mastermind-Seminars.org) which houses all the information for all LIVE events which consists of Coffee Connections, Mastermind Seminars, Mastermind Groups, Mastermind Seminars and Legacy Partners.

**5.** This QR Code is directed to [www.TheActionCard.org](http://www.TheActionCard.org) which is this card online.

This block contains several elements:

- FREE Mastermind Group:** Every Saturday for 30 minutes, 8:30 am (et), 7:30 (et), 8:30 (et), 9:30 (et), 712-775-7031 - Code: 688-5924
- The Action Card:** A form with fields for Name, Email, and Referred By. It includes a QR code and a section for 'My WOW, really exciting income'.
- Handwritten Notes:** Large numbers 4, 5, 6, and 7 are written in blue circles. Other notes include '7 Work Less!', '4', '6 MORE & BETTER LEADS!', and '5'. There are also phrases like 'PROFITABLE PARTNERSHIPS' and 'REDUCE MY STRESS'.

**6.** The [www.DNAforSuccess.com](http://www.DNAforSuccess.com) is, in a way, kind of like the “mother ship” of websites which can assist individuals gain access to the entire The Vision Project / Legacy Partner network and massive library of resources.

**7.** Free Mastermind Group is the free Saturday mastermind call where there are a serious of 30 minute mastermind groups. 8:30 am (et) is Mastermind Seminar, 9:00 am - Dimensional Living, 9:30 am - Discover My Action Vision and then starting at 10 am, it's an open mastermind group where any topic could be discussed.



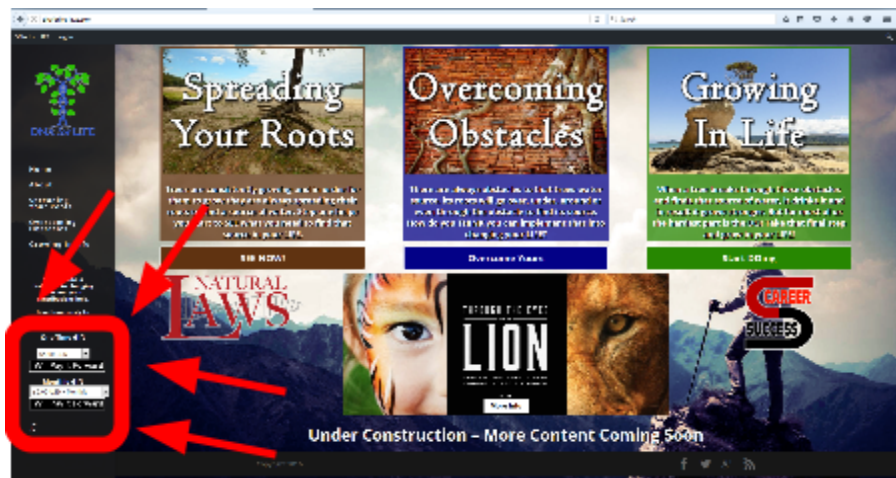
Now . . . if you're thinking "This is way too much!" Information, it should be simplified . . . well . . . that is such a cool thought . . . and . . . we are so excited for you to use your special gifts and talents and 7 T's to assist in doing this. :-)

Believe it or not, this is the simplified version. :-) There are over 30 years, yes 3 decades of massive IP which has been condensed into this one small Action Card.

There's not a lot of time or effort invested into getting individuals to make a monthly contribution to all they are getting but there probably should be. We as leaders need to personally commit to make a weekly financial contribution to all these systems. Yes, we are given more than those we lead . . . AND . . . we are receiving more as well. Probably ten times more so we should giving ten times more than those we are leading.

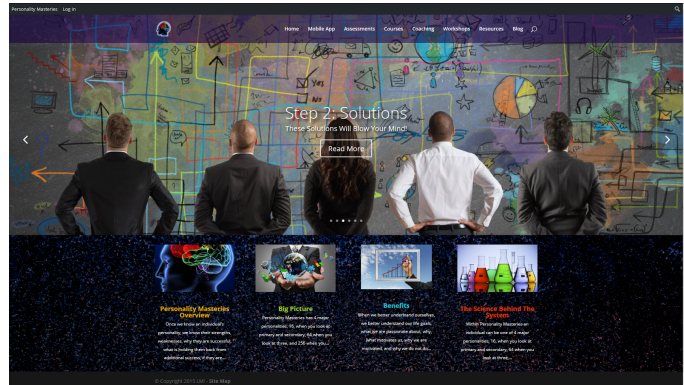
If we look deeply or maybe even if we do not we'll see that decades of time and money, literally millions of dollars have been invested into all these systems and each one of us is gaining the benefit to our businesses AND our lives. [www.DNAforLIFE-Laws.com](http://www.DNAforLIFE-Laws.com)

There are many opportunities to make a contribution through the many sites and webpages. The weekly contribution financially is the one that provides the individual with the greatest value. When individuals make a weekly contribution they will be consistent weekly. The more consistent they are the greater success they will have. The more someone contributes financially the greater the financial return someone will earn.





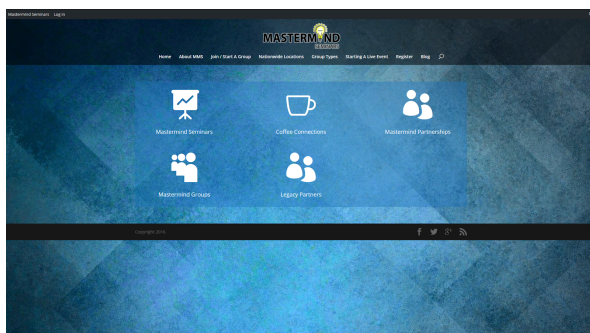
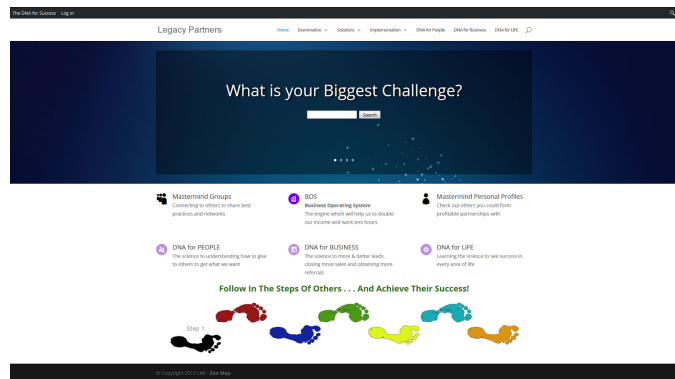
We live in a society where there is a charge for most everything and people are not taught to give. Even those who have strong religious beliefs and give 10% or more to their local place of worship are often some of the most stingy in giving back for all they receive. While giving to our local place of worship is a great thing and should be encouraged, giving there does not seem to translate into gaining a financial or even a life return from participating in Coffee Connection . . . UNLESS . . . we incorporate both together, which is pretty cool when that happens. :-)



**Step 1:** As a Leader of Leaders commit to giving something weekly right now.

[www.DNAforLIFE-Laws.com](http://www.DNAforLIFE-Laws.com) - Lower Left Side Of Screen

**Step 2:** Be intentional and watch for how this small weekly investment is paying off not only in every area of our lives but also financially. As we are intentional in SEEING our financial return then we will be able to share this with others.



**Step 3:** Share our stories of giving and financial return with others in our own group, in our community, in our nation and then around the world.

Teach, lead and mentor those in our groups to ask the biggest challenge question of everyone we know.

*“Hmmm, I was just curious . . . what would you say the biggest challenge you might be facing in any area of your life personally or professionally?”*

Once we get someone’s biggest challenge then we can say . . .

*“Hmmm, that’s interesting. There are some other cool and fun questions I would love to help you which I think could help you with Insert their biggest challenge here. Would that be alright?”*

. . . and then go through the rest of the questions from The Action Card.

**Grow My Business**

Have more FUN!

Gain CONTROL of my life!

Understand People

Have more BETTER relationships

Make more of a difference in my community, the world

**FREE Mastermind Group**  
Every Saturday for 30 minutes  
8:30 am (et), 7:30 (ct), 6:30 (mt), 5:30 (pt)  
712-775-7031 - Code: 688-592#

Version 3.0

*EARN MORE MONEY!*  
*IMPROVE MY LIFE BALANCE!*  
*MORE & BETTER LEADS!*  
*CONVERT LEADS FASTER!*  
*CREATE CLIENTS FOR LIFE!*

*WORK LESS!*  
*PROFITABLE PARTNERSHIPS*  
*REDUCE MY STRESS*  
*GENERATE MORE REFERRALS!*

[www.DNAforSuccess.com](http://www.DNAforSuccess.com)

Name: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Email: \_\_\_\_\_  
Referred By: \_\_\_\_\_  
30 Minute Strategy Session: \_\_\_/\_\_\_ at \_\_\_\_\_

**“The Action Card”** We look forward to connecting...

**How do I solve my biggest challenge / problems?**  
*My Story . . . “Legacy Partners has helped me solve so many business and personal challenges it’s amazing! As a CPA and financial planner I am now using all that I have learned from Legacy Partners to help my clients solve their biggest challenges as well.”*  
Randy Eikermann - CPA - Business Owner

- For Step 2 or Additional Information Please Call 630.393.9909 -

*“The three step process to solving any challenge / problem is . . .*  
**Step 1: Examination - Step 2: Solutions - Step 3: Implementation**

**Step 1: Examination**

1. Who would be my ideal lead and why? \_\_\_\_\_

2. My biggest challenge in any area of my business / life would be . . .

3. If someone could help me in any area of my life, what would I love help on?

4 & 5. Rank each set 1 to 4, 1 being the most:  
\* Which of the following shapes would you tend to like the most, 2nd, 3rd, and 4th  
\_\_\_\_ \_\_\_\_ \_\_\_\_ \_\_\_\_

\* Which of these four things would tend to cause you the most frustration?  
\_\_\_ A. Not being done properly /out of order  
\_\_\_ B. Out of control  
\_\_\_ C. Boring and/or not fun  
\_\_\_ D. Conflict with people  
1st is the most frustrating, then 2nd, 3rd and 4th

6. If I could change one thing about myself what would I change?

7. 1 to 10, 10 being the best how coachable do I believe I am? \_\_\_\_\_  
\* If someone said they thought you were a “2 ½” how would you respond?

My WOW, really exciting income goal is \$\_\_\_\_\_ / year - Min \$\_\_\_\_\_

Once we obtain the information from “The Action Card” then we have completed what is called a Level 1 Examination. There are four levels of examination with each level have a very defined purpose.

[Box 4] Ask Key Questions - 4 Levels of Questions				
Total Minutes	30			
Minutes	3	11	16	30
Level of Questions	Introduction	Level 1	Level 2	Level 3
Overall Objective	Set up to questions and the sale	Get them interested in you	Determine if they qualify to work with you	Through questions build a bridge between their biggest challenge and your solution.
Types of Questions		Standard B2B Questions	Customized questions to achieve very specific goals	Questions which help the prospect to best understand that your solution is the best one for them.
Questions	ANSWERS			
What about personality types? How does that affect the questions / approach?	We can use the same questions in most situations, but will ask the question in a different way. Our voice - tone - pitch - speed - words we use would change depending on the personality type of individual we are selling to.			

The simple version of solving any problem . . .

- Step 1: Examination
- Step 2: Solutions
- Step 3: Implementation

When we are talking with people over the phone the simple 3 Steps are great as they are easy to understand and people buy in quickly.

**To SOLVE any problem . . . to ACHIEVE any goal!**  
[www.DNAforSuccess.com/7-Steps-To-Success](http://www.DNAforSuccess.com/7-Steps-To-Success)

Legacy Partners

**Examination - Step 1**  
 Get the client to tell you what they want and what they need. This is the most important step in the process. It is the only step that you can control. It is the only step that you can control. It is the only step that you can control.

**Solutions - Step 2**  
 Once you have identified a problem, you need to find a solution. This is the most important step in the process. It is the only step that you can control. It is the only step that you can control. It is the only step that you can control.

**Implementation - Step 3**  
 Once you have identified a problem and found a solution, you need to implement the solution. This is the most important step in the process. It is the only step that you can control. It is the only step that you can control. It is the only step that you can control.

**Commitment - Step 4**  
 Once you have implemented a solution, you need to get the client to commit to the solution. This is the most important step in the process. It is the only step that you can control. It is the only step that you can control. It is the only step that you can control.

**DO - Step 5**  
 Once you have committed to a solution, you need to do it. This is the most important step in the process. It is the only step that you can control. It is the only step that you can control. It is the only step that you can control.

**THINK - Step 6**  
 Once you have done it, you need to think about it. This is the most important step in the process. It is the only step that you can control. It is the only step that you can control. It is the only step that you can control.

**SET - Step 7**  
 Once you have thought about it, you need to set it. This is the most important step in the process. It is the only step that you can control. It is the only step that you can control. It is the only step that you can control.

**My WOW! Incomplete goal for the next 12 months is: \$ \_\_\_\_\_**  
**would like to be working \_\_\_\_\_ hours a week.**  
 Licensed by the copyright owner to be used in the field of your sales. No other use of WOW system goal and work for the number of hours of sales in work.

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If the 3 Steps are used it will often solve the symptom to someone’s challenge, but not the core. To fix the core we need to implement the 7 Steps and the 7 Steps take far greater skills, disciplines and commitment to do.

Have we ever heard . . . **“Sometimes we have to sell people what they want to get into a position to sell them what they need.”?**

Why is this? It’s actually pretty simple . . . in general BIG companies, BIG government, BIG churches, BIG education . . . really anything BIG seduces those they attract into thinking that if you just connect, commit and give us some of your money you can live in this Disney World that we’ve created and we’ll fulfill your dreams and goals and seduces people into “drinking the kool aid” or “follow the pied piper.”

# We'll call this the "Seduction Of The Masses."

Learning the deep understanding of Steps 4 and 5 and why those steps are so hard for us and those we lead will help us as Leader of Leaders to SEE things we've never seen before and THINK things we've never thought before which give us and those around us the ability to DO things we've never done before.

Follow In The Steps Of Others . . . And Achieve Their Success!

[www.DNAforSuccess.com/7-Steps-to-Success/](http://www.DNAforSuccess.com/7-Steps-to-Success/)

What does this really mean? It means that we need to have faith to take the NEXT Step, which we do not fully understand that next step. Trust the strategy of the system!

What does this really mean? It means the same thing that Albert Einstein stated. We understand the complexity of the system but we do not know the real answers about the system so to trust the integrity of the system that we will be able to solve the problems that we face.

Client's Name: \_\_\_\_\_ Consultant's Name: \_\_\_\_\_ Today's Date: \_\_\_/\_\_\_/\_\_\_

I - I commit to follow through with my "Accountability Buddy" \_\_\_\_\_ weekly.

**1. Step 1 - Examination** *Completed Due Date: \_\_\_/\_\_\_/\_\_\_*  
There are two levels of examination. Level 1 is a personal examination and level 2 is a system examination. Level 1 requires a very small investment of time and money. There are a wide range of solutions for examination. Each step includes a QR code.

**1. Step 2 - Strategy Session** *Completed Due Date: \_\_\_/\_\_\_/\_\_\_*  
Once we have completed our examination, we are ready for a solution. Working with someone who has been successful in solving the problem we are facing is essential. This step includes a QR code.

**1. Step 3 - Solution** *Completed Due Date: \_\_\_/\_\_\_/\_\_\_*  
There are three types of solutions: a direct, immediate and gradual. The direct solution is the most effective. This step includes a QR code.

**1. Step 4 - Commit** *Completed Due Date: \_\_\_/\_\_\_/\_\_\_*  
Once we have a solution, we must commit to it. This step includes a QR code.

**1. Step 5 - DO** *Completed Due Date: \_\_\_/\_\_\_/\_\_\_*  
Doing is the most important step. This step includes a QR code.

**1. Step 6 - THINK** *Completed Due Date: \_\_\_/\_\_\_/\_\_\_*  
Thinking is the most important step. This step includes a QR code.

**1. Step 7 - SEE** *Completed Due Date: \_\_\_/\_\_\_/\_\_\_*  
Seeing is the most important step. This step includes a QR code.

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Great leaders of leaders understand that those they are leading often won't listen to them so they use outside resources to get their points across.

Tom Kunz called this "The man with the briefcase 100 yards away principle."

Tom, leader of over 140,000 sales professionals in over 70 countries, knew what he wanted to get across to those he was leading and brought in "The man with a briefcase" the outside speaker, the consultant, the expert who could share what needed to be shared with those he was leading.

Leverage [www.DNAforSuccess.com/7-steps-to-success](http://www.DNAforSuccess.com/7-steps-to-success) to help teach the point and support your leadership. Use one another to lead your groups so they are hearing it from many leaders and different personalities.



This is the engine that runs your business. We earn the money we earn, we work the hours we work, we have the stress in our life that we do and the balance in our lives that we have or do not have... BECAUSE of the BOS that we have installed.

The following curriculum is a summary of the Mastermind Partnerships 12 month program. The Mastermind Partnerships program / system has been created by Life Masteries Institute which is a non profit organization helping businesses and community based organizations better partner with one another AND supporting many worthwhile causes. This workbook could be a 12 week or 12 month program implemented through each Coffee Connection. We would encourage you to be generous in providing a weekly contribution to Life Masteries to continue to support you and others.

[www.Mastermind-Partnerships.com](http://www.Mastermind-Partnerships.com)

**MASTERMIND PARTNERSHIPS**

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Lazy people, most of those honestly how will join our groups, we'll catch them saying "It's so complex." If we take offense to someone calling those we're leading lazy, then it would be good to check our own hearts and find out why we take offense at this. Remember the "Seduction of the Masses?"

There will be a lot of offensive things shared to you and those we are leading. Good to get use to it. That's part of being a Leader of Leader. It's simple, there are three parts to the engine.

People are so use to being babied that anything that people have to work at seem to turn people into whiners and babies.

If we continue to indulge them they will continue to be that way. Yes, initially it will make us to feel goon and important and powerful as leaders but it gets old pretty quickly.

If we want to earn a lot of money and have the freedom to not work any more hours than we want to, doing what we want to do, then we need to be building leaders of leaders around us.

This testimony page will help people to see others who have been successful and will give people an initial boost or trust of you, the system. Trusting the integrity of the system is the key to success of any system.

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People are inherently selfish and self centered. In leadership we learn that people who tend to say they are givers, given, selfless are the most selfish. Every personality is selfish by nature but often certain personality types really think they aren't selfish when they really are.

This is very hard to overcome. Helping people to focus on others from the beginning sets a good foundation. As the tide rises all the ships rise together. Everyone listed here, we should ask them their biggest challenge and then should ask them the questions from The Action Card.



In helping individuals to solve their biggest challenge, their problem we need to understand that there tends to be two major types of solutions. The first type of solution is a surface type of solution and the second time of solution is fixing things at the core.

Most companies and individuals seek to fix things at the symptom level as that is what is easiest, most fun, will happen in the least amount of time and where people, companies and organizations tend to make the fastest money and the most money. Why? People love to address symptoms and hate to fix things at the core. There is a massive amount of time and energy to fix things at the core, people initially will resist and fight fixing things at the core and in the long term without a vision and vast wisdom it will look like the one that is leading won't earn money. It requires massive faith in one's self, others, a higher being or something outside of ourselves and anything that most people have ever experienced. **It's just SIMPLY HARD WORK!**



There are times that we do actually fix things at the symptom level which then gives us the opportunity to fix things at the core level. Being a Leader of Leaders, our desire is to always move to fix things at the core level ASAP.

If those we are leading our not registered we want to get them registered. By registering individuals we gain the power of the millions of dollars of systems and vast network to assist people.

**Worksheet**  
"Big Dreams - Big Vision - We can accomplish far more together than we ever could on our own."  
"Whatever the MIND can CONCEIVE and BELIEVE the mind can ACHIEVE!"  
Napoleon Hill   
"If you think you can do a thing or you think you can't do a thing, you're right."  
Henry Ford   
DNA for LIFE, or Natural Laws, govern every area of our life. "Those who are rich in every area of life, know and follow the natural laws and those who do not, will live in poverty in those areas."  
Natural Law Video Library - [www.TheVisionProject.net/CareerSuccess.htm](http://www.TheVisionProject.net/CareerSuccess.htm)  
**Action Notes** . . . "I Will . . ."  
  
"Trust The Integrity Of The System!"  
[ ] - I commit to complete Topic #1. Gain more time - reduce my stress!  
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Whenever we get to a recommended book we may as a Leader of Leaders have one of the members who has read the book share their thoughts as to the number one things they took from the book. We could also teach them how to manage Up/Out.

[www.TheVisionProject.net/ManageUP-Out.htm](http://www.TheVisionProject.net/ManageUP-Out.htm)

We are conditioned from the very beginning of school to be told what to do by a class outline or a syllabus. We are not taught to learn and curiosity is often trained out of us. We are taught to follow the thinkings of others rather than learning to think on our own. We are actually taught to be lazy in how we think. Strange but true!

The "I Will . . ." statement teaches people to DO based on what they SEE and THINK from the lesson. A great Leader of Leaders will be able to SEE a great deal from what individuals write down in their workbook.

A the bottom of this page we will start to help those we are leading to put the foundational pieces in place for them to learn how to be a Leader of Leaders. **Commitments are not for the leader or even the group but for ourselves.** Helping people to learn to commit and then follow through is one of the best gifts we can give.

### Topic 1: The Secret About Time

How valuable would it be if I could say . . .  
**"I have an additional 20 hours a week. I have so much free time I don't know what to do with it all."**



Others who have gone through this lesson have learned how to do this. The secret, believe it or not, is to learn to think about time in a different way. Watch this five minute video and we'll learn to think about a lot of things in a very different way. - [www.DNAforSuccess.com/video/trainer-alarin/thinking-differently](http://www.DNAforSuccess.com/video/trainer-alarin/thinking-differently)

How many hours am I currently working now? \_\_\_\_\_  
Hours I would like to work? \_\_\_\_\_ Minimum Income \$ \_\_\_\_\_  
What is my W2W income goal? \$ \_\_\_\_\_

#### In this lesson we will learn . . . (Check box [x] - when learned)

- How and why do I need to Think Differently?
- How do I think about time in a very different way?
- What are the 10 Natural Laws which govern having more time?
- How does building a SOCS - Business Operating System give me more time?
- How will the DNA for PEOPLE give me more TIME?
- How will the DNA for BUSINESS give me more TIME?
- How will the DNA for LIFE give me more TIME?

#### Pay It Forward

If we really want to learn something, what is the best way to do this? Teach others! How many people do I know who want to have more time? Have I found that "As I help others to see greater success they will help me to see greater success myself?" What are the names of three people who might be interested in gaining additional time?

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

#### Homework

- Commit to do the 30 Day Challenge, watch one video a day and Up/Out. (10 min. / day) [www.TheVoiceProject.net/30day.htm](http://www.TheVoiceProject.net/30day.htm)
- Read short white paper "The Secret About Time" and manage Up/Out. (15 minutes) [www.TheVoiceProject.net/SecretAboutTime.htm](http://www.TheVoiceProject.net/SecretAboutTime.htm)
- Read white paper "Own A Company . . . Not A Job" and share with others. (20 min.) [www.TheVoiceProject.net/Own-Company.htm](http://www.TheVoiceProject.net/Own-Company.htm)

Lead Mentor: \_\_\_\_\_ Start: \_\_\_/\_\_\_/\_\_\_ Finished: \_\_\_/\_\_\_/\_\_\_

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## Finally! :-)

We're finally at Topic 1: The Secret About Time, congratulations!

There are a number of reasons this is Topic 1. Over 30% of people we ask "What is your biggest challenge?" will say something connected directly into time.

Learning to think differently about time will often help almost any other challenge a person may have. If we have more time . . . AND . . . we use that time properly we will earn more money, improve our relationships, have less bad stress and have a more balanced life.

When we say "IF" that is a huge "IF" and most people will not earn more money or have better relationships or improve other aspects of their lives. Why? People tend NOT to be good stewards of their 5 / 7 T's which causes them to have less of everything. Give people more time and/or more of anything and they will often revert back to where they were prior to giving them more of anything.

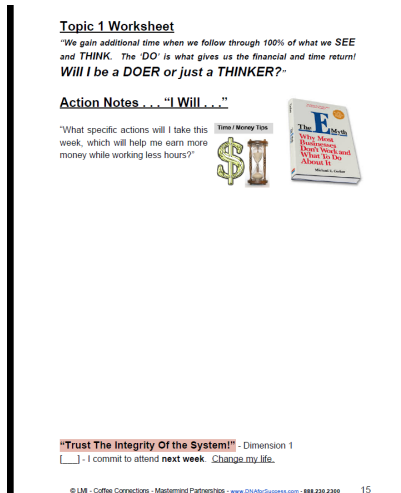
Helping people to fix things at a core level is very challenging as a leader of leaders. We need to help people to better realize the value of going through the pain and hard work of learning to think differently and to do that we need to help people learn how to leverage themselves better.

There are many ways to do this. If we have not gone through courses in Personality Masteries through Life Masteries Institute then this would be a great thing to do. [www.PersonalityMasteries.com/lvl1-cert](http://www.PersonalityMasteries.com/lvl1-cert)

Being coached, one on one through ActionVision is another great resource to help us become more effective leaders and will give us know, wisdom, systems and tools to help more people, help them to grow and change faster and help more people with less effort, time or energy on our part. This will help us to earn a lot more money ourselves while working less hours.



[www.DNAforSuccess.com/Implementation/One-On-One](http://www.DNAforSuccess.com/Implementation/One-On-One)



As a Leader of Leaders we will earn 25% of whatever is generated in contributions AND we'll be able to give 25% to a great cause of our choice.

If we would like to turn this into a profit center then it would be good to check out the Legacy Partner program. A number of worldwide thought leaders have shared that they believe

the Legacy Partner program is best program they have ever seen in the world which helps us to turn our Learning INTO Earning.

[www.DNAforSuccess.com/Implementation/Legacy-Partners](http://www.DNAforSuccess.com/Implementation/Legacy-Partners)

The E-myth Revisited is a powerful book which has helped millions of business owners realize that they don't really own a company but own a job. Being good at "\_\_\_\_\_ " whatever we're good at and starting a company doing this does not make us good a business.

There are individuals who have devoted millions of dollars and decades of their lives to discover the secrets to designing, architecting, engineering a BOS - Business Operating System, an engine that not only helps us to earn more money while working less hours, own a company rather than a job but also to learn how to discover our own personal Life Vision and then have the engine to support us living that Life Vision each and every day.

Remember to help those we're leading to turn what we've learned in Topic #1 into earning money. The "Commitment" for this week is to attend next week. Each week the commitment builds and as people's commitments build then their consistency builds which then will build the strengths of our teams / groups.



**Discovering My Life Vision**

Minimum - [www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm](http://www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm)  
 Ideal - [www.TheVisionProject.net/7reasons.html](http://www.TheVisionProject.net/7reasons.html)

Step 1: List all of those things I am passionate about. (Outside of fingerprint oval)  
 Step 2: From my list of passions develop a short Life Vision Paragraph. (Inside box within fingerprint oval)  
 Step 3: Share this with others  
 Step 4: Fine tune as I seek to "Reach Beyond My Dreams And Goals In Every Area Of My Life."



**My Unique Life Fingerprint**

Our Life Vision is like a fingerprint surrounded by our passions. There are no one else on the planet like us. We are totally unique!

Our Passions

Life Vision - Don't worry about being "right" just do our best and over time we will continue to learn & until we get it just where we want it to be. Ask others for their input.

**Recommended Book**

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This page may not look like much and may not seem like it would change someone's life, but it will! This page is actually a system which took over 30 years to discover and develop. An artist invested over three decades to discover the secret, the process, the magic behind helping every single person in the world discover their very own life vision, in minutes and without any costs.

Because we did not invest the time, effort, money . . . and really our life we probably will never fully appreciate the fully beauty as the artist does . . . UNTIL . . . we see how this one simple page change the lives of those people we love and care about the most.

The passions reveal what people love to do and the center of the fingerprint of one's very own unique life vision.

Think about it . . . this simple exercise gives us the gateway into the heart and soul, the very conception in one's mother womb. The power of this one single exercise will transform the lives of people . . . IF . . . people are willing to allow this to happen in their lives.

We empower people to SEE themselves as they really are and in a way that probably they have never seen themselves in the past. Understanding, at the very core of who we are, why we were put on this planet and HOW everything in our lives have brought us to the moment in time, of the here and now and even more important the WHY.

**We now have the ability to help people to leverage themselves to do the things we NEED to do TODAY to have the TOMORROW we desire to have while EMBRACING the PAST to learn from and become who we were meant to be.**

#### Pay It Forward . . .

Have I ever invested a lot of time, money and effort into something and had others not appreciate it? Have I ever felt taken advantage of? Have I ever felt that I've been far more of a giver and others have received as a result of my time, money and effort . . . and have not given back?

The vision for entire Coffee Connection / Legacy Partner Network is to help individuals learn to give far more than they receive . . . and that is a very large challenge. In the day and age where everything seems to have a set price . . . where it seems like everything is available on the internet . . . the development and sharing of one's life gifts and talents and having people contribute financially to that is . . . most will say . . . impossible.

We as a network, believe differently!

There have been many people who have generously contributed to the IP (Intellectual Property) and we will be exposed to things we've never heard or experienced before. In a way . . . what we learn and do, is beyond financial consideration as it will change our lives.

There is no charge to participate in the Coffee Connection, but there is an expectation that individuals will be generous with their weekly online contribution. The foundation for continued success and ongoing contribution is based on the generosity of each member. Each member should seriously consider giving based on two things. The first would be how we believe the things we have learned have impacted our lives forever. The second is our financial ability to contribute. We encourage participants to commit to a weekly contribution based on what each individual believes the contribution will impact them and others around them forever!

Someone who gives \$5 a week may be giving more than someone else who gives \$1,000 a week when we think in a dimensional way. As we have the ability to give more, we should. As we give more, we'll get more since we'll listen and apply more of what is being taught and shared. I agree to give weekly as I gain benefit AND am able to give \$\_\_\_\_\_ / Weekly

I agree \_\_\_\_\_ / \_\_\_\_\_

Thank you for your generous contribution . . .

[www.DNAforSuccess.com/Mastermind-Groups/Coffee](http://www.DNAforSuccess.com/Mastermind-Groups/Coffee)

How 100% of what is given is applied . . .

- 25% to the leader's / group's chosen community cause.
- 25% to the leader for their contribution, wisdom and hard work.
- 25% to Life Mastermind Institute for oversight and support.
- 25% to Legacy Partners for licensing of IP (Intellectual Property)

NOTE: If you are interested in rapid development / one on one coaching / mentoring check into Action/vision certified coaching through Legacy Partners.

[www.DNAforSuccess.com/Implementation/One-On-One](http://www.DNAforSuccess.com/Implementation/One-On-One)

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This page helps us to understand the four different areas or categories where what is given goes to. If we want those in our groups to earn a lot more money then we need to help them to deeply understand the value and freedom they have when they give something for what they are receiving.

We as leaders need to understand this at a deep level and the way to do this is to give ourselves to the group that we started with. If we as a Leader of Leaders produce many other Leaders of Leaders who go on and start other groups, the amount of money we could earn AND give away is substantial.

**“He who sows sparingly will also reap sparingly, and he who sows bountifully will also reap bountifully.” 2 Cor. 9:6**

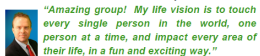
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There seems to be a Natural Law which seems to govern this area. We have seen great leaders and great participants who seem to do all kinds of right things and you would think they would do well in earning money . . . but they do not. Why? It often seems that it's because they are not generous themselves financially so they are not blessed financially in return.

Capture every success story we can and share this with those in our groups. People are not giving for the leaders benefit or even the benefit of the charity . . . but we're giving for our own benefit!

## Topic 2: Success Through Systems

How valuable would it be to discover my life vision . . .



**"Amazing group! My life vision is to touch every single person in the world, one person at a time, and impact every area of their life, in a fun and exciting way."**

**Mark Boersma** [www.DNAforSuccess.com/MastermindProfiles/MarkBoersma](http://www.DNAforSuccess.com/MastermindProfiles/MarkBoersma)

When we discover our Life Vision it's like seeing the world in a whole new and exciting way. Did I know how totally amazing I am? Do I know what makes me special, unique, powerful, inspiring and interesting to others?  
[www.DNAforSuccess.com/Video-Library/Success-Through-Systems/](http://www.DNAforSuccess.com/Video-Library/Success-Through-Systems/)

If not, then we're just about ready to introduce you . . . to a most amazing person . . . YOU!

In this lesson we will learn . . . (Check box [x] - when learned)

- How do I Discover My Life Vision?
- How do I write my Life Story and why am I so amazing? :)
- How will my BOS - Business Operating System help me achieve my Life Vision?
- How is the DNA for PEOPLE connected into MY Life Vision?
- How is the DNA for BUSINESS connected into MY Life Vision?
- How is the DNA for LIFE connected into MY Life Vision?

### Pay it Forward

Do I have any ideas as to how my life will change and how I will change the way I think, once I've discovered MY Very Own Life Vision? It helps us to gain an understanding as to why we were put on this planet. We start to gain a deeper understanding of the wonderful benefits we will receive from and through every challenge, painful situation and every hurt we've ever had in our life. Share this lesson / concept with others and we will be amazed at the impact we will have. [www.TheVisionProject.net/CS2\\_11.htm](http://www.TheVisionProject.net/CS2_11.htm)

### Homeplay

- Treat yourself special and purchase a very nice hardbound journal. (20 minutes)
- Watch Discover My Life Vision video(s) and discover my life vision. (37 minutes)  
[www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm](http://www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm)
- Ask three people you know what their biggest challenge is. (22 minutes)  
<http://www.yourlife.com/withthecoffee/>

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Topic 2: Success Through Systems helps us to understand there is probably a good reason for a solar system being a system, our bodily systems being systems and pretty much anything else that is successful on a consistent basis to also be systems as well.

The short six minute video will help us and others to see how powerful the BOS - Business Operating System is and how the three parts to the BOS are actually three sub systems which create success for the engine in our business and actually our lives. It is critical to have individuals Life Vision discovered and written down as there are many parts to our engine, our BOS that we will NOT enjoy developing and we won't see the benefits . . . in the short term to doing.

There are a number of sacrifices that we must make in the short term to gain the benefit of the long term and without our life vision helping us to do this, we probably will not.

Dwight Goldwinde from China says **"The reason people don't do things is because they do not have fun doing it."** That's interesting and as a Leader of Leaders when we learn to tap into people's passions and help them to learn how to take the things they are passionate about to do the things they don't like doing, but do need to be done, then we can assist people to learn how to have fun.

### Topic 2 Worksheet

**"What is most interesting is that those who are most generous on giving back financially, willingly and with an open heart are the one's who will follow through best and gain the most financially and relationally. Those who tend to be give little financially . . . get little, it's a Natural Law. Will I be a TAKER or a GIVER?"**

### Action Notes . . . "I Will . . ."

- How much more money a month would I like to earn as a result of being part of this Coffee Connection group? \$ \_\_\_\_\_ / week
- How much will I give back weekly as a contribution to the group in anticipation of achieving my desired goal? \$ \_\_\_\_\_ / week  
[www.DNAforSuccess.com/Mastermind/Groups/Coffee/](http://www.DNAforSuccess.com/Mastermind/Groups/Coffee/)
- Do I believe I will need to give before I get?

"What specific actions will I take this week, which will help me earn more money while working less hours?"



**"Trust The Integrity Of The System!"** - Dimension 2

I commit to **ten weeks** of participation. **Change lives of loved ones.**

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Have the group share any of Zig's books they have read. Talk about the quote and what does that really mean and how does that play out in daily life. How do we integrate what we learned in Topic 1 with this? How by doing this does it save time and help us to earn more money?

The commitment at this point is now for ten weeks so it's starting to step up the level / dimension. When those we are leading deeply understand that the commitment is for their own benefit far more than others they will be more willing to commit to larger things and for longer periods of time.

### Topic 3: BOS - Business Operating System

How valuable are systems to achieving our life vision . . .



*"This has changed my life! I now feel I own a company rather than owning a job!"* Ken Bucci - CPA



A BOS - Business Operating System is the engine that runs our business. We earn the money we do, work the hours we work, have the stress and life balance we do or do not have as a result of our BOS, our engine! We subconsciously build our engine to earn our minimum income goal, not our WOV, income goal. Learn the science behind the BOS and we'll reach beyond our dreams and goals in every area of our lives.

In this lesson we will learn . . . (Check box  - when learned)

- How do I set up the best BOS - Business Operating System?
- Do I build it myself or have someone else build it?
- Where do I get started?
- How do I get others to partner with me?

#### Pay It Forward

How many business owners / leaders within community based organizations do I know? Did I know that the average person knows 250 people and the average business owner knows 5,500 people? How many of the business owners that I know feel like they own a job rather than a company? Hmmmm, probably a good idea for me to share this with every business owner I know. When we help others . . . they help us . . . together we accomplish more!

Do I consider myself as a generous and giving person? If someone didn't charge me for something but gave it to me in the hopes of me Paying It Forward, would I financially give to help support that person, group or cause AND to also help others gain the benefit I am AND to help a lot of very worthwhile causes? Meeting weekly in this office connection, with this curriculum how much value am I receiving? Give generously weekly and see what you receive.

[www.DNAforSuccess.com/Mastermind-Groups/Coffee](http://www.DNAforSuccess.com/Mastermind-Groups/Coffee)

#### Homework

- Complete 30 minute Strategy Session if not done already. (30 minutes)  
- [www.DNAforSuccess.com/Examination/30min-Strategy](http://www.DNAforSuccess.com/Examination/30min-Strategy)
- Study the history and science of BOS. (20 to 45 minutes)  
- [www.DNAforSuccess.com/BOS/HistoryOfBOS](http://www.DNAforSuccess.com/BOS/HistoryOfBOS)

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Now that we have a basis for a foundation based on time and systems from Topic 1 and 2 we now are in a position to dive more into the three parts / subsystems to BOS.

**IMPORTANT NOTE:** There is not a race to get through each topic. Some topics may take one week other topics may take months to move through.

As a leader of leaders we need to be sensitive to what our group wants and what they need. We will have members with different frequency levels and that makes it tough. Often a leader will dial it down to the lowest frequency as to not to lose those individuals and lose the high frequency person.

From a business perspective, we can earn ten times more money with one high frequency person than with twenty low frequency people. It is often best to take the high frequency individual and help them start their own group. :- ) Continue to help each member of our group to specifically apply what we have learned / are learning to earning more income, work less hours and address our biggest challenges.

Are we experts in what we do? What would we say if someone came along and said "I can do mostly what you do, why should I pay you for your services?" Building a BOS is so much more complex that people realize. There are individuals who have devoted their entire lives to the science of building a BOS. Yes . . . we will learn a lot in going through Coffee Connection, but how many BOS's have we built?

Work as a Leader of Leaders to realize, at a very deep level the value of having pros . . . those who build BOS / engines for individuals businesses. If people are working a job, ask them what the target date is for giving up that job and what the detailed written plan is. After reviewing over the plan do we believe it will work?

#### Topic 3 Worksheet

"Developing a BOS, an engine that runs our business is more of a journey than a destination. Have FUN and enjoy the journey with others. Will I own a JOB or a COMPANY?-"

#### Action Notes . . . "I Will . . ."

"What specific actions will I take this week, which will help me earn more money while working less hours?"



**Trust The Integrity Of The System!!!** - Dimension 3  
 I commit to ten months of participation. Change my community.

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#### Topic 4: DNA for PEOPLE

What is the secret for understanding people . . .

**"Wow, I now understand things about myself and others that are amazing!"**

Tom Kunz - past President, biggest and oldest franchise in the world



The DNA for PEOPLE is all about having a system by which we can quickly understand people at a deep level. Once we learn how to identify someone's personality in 15 seconds, we know their strengths, weaknesses, why they are successful, where they have challenges, why they will or will not like us, how we can best help them . . . and they us. We'll actually learn how to know them better than they know themselves.

In this lesson we will learn . . . (Check box [X] - when learned)

- How do I identify someone's personality in 15 seconds?
- How do I best understand and tap into the gifts of the analytic?
- How do I best partner with the driver?
- How do I have fun and reach a lot of people with the expressive?
- How do I be friends and connect with the amiable and all their friends?

#### Pay It Forward

How many business owners / leaders within community do we believe have challenges in understanding and getting the most out of people? Who in our world would benefit from attending with us and learning about the DNA for PEOPLE?

When we help others . . . they help us . . . together we accomplish more!

Are we looking to increase the effectiveness of how we sell? Check out these five free lessons on how to complete a 30 minute Strategy Session through Legacy Partners. There is no cost! We'll earn so much money and work less hours if we master the 30 minute Strategy Session. REMEMBER . . . to be GENEROUS when we're making all this money -) and give generously each and EVERY month. [www.TheLegacyProject.com/30min.htm](http://www.TheLegacyProject.com/30min.htm)

#### Homestay

- Gain basic understanding of four personality types (14 to 30 minutes) - [www.PersonalityMasteries.com](http://www.PersonalityMasteries.com)
- Review Personality Masteries online certification course (10 minutes) - [www.PersonalityMasteries.com/W1-cert](http://www.PersonalityMasteries.com/W1-cert)

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The more we learn about DNA for PEOPLE the more we'll realize we don't know. Do we know how to identify someone's personality in 15 seconds?

Do we know what to do, once we identify someone's personality? Do we know how to bring massive value to the individual? Do we know who to build a conceptual bridge between their biggest challenge and what we are teaching in this topic?

Do we as a leader realize the magic in each of the different personality types? Do we know at a deep level as to how to take the different personality types and blend them all together to produce far greater success together than we ever could on our own?

Do we understand how valuable the DNA for PEOPLE is to the entire BOS? Do we know how to generate more and better leads in Area 1: Marketing, Area 2: Pre-Sales, Area 3: The Sale, Area 4: Servicing and Area 5: Client For Life? Do we know how Personality Masteries connects into Leadership and Profitable Partnerships?

Do we know how to build winning teams and how to help those we are leading to learn how to quickly connect with people and draw them into the Coffee Connection? Are we being a leader and getting people to follow us OR are we building leaders of leaders? If our group is not growing and if those we are not leading are not building / leading their own group then there is a gap in what we could be doing and what we are doing.

Going through the 12 hour online level 1 certification course in Personality Masteries is a minimum training that we should go through. Others have said that this is one of the best investments they have ever made into themselves and their business.

[www.PersonalityMasteries.com](http://www.PersonalityMasteries.com)

#### Topic 4 Worksheet

"If we have a heart for helping all those around us, sharing what we have and know, having a deep sense of being thankful and grateful for all that we have, we'll help a lot more people and be helped by more people as well. **WILL I be SELFISH or have a HEART for PEOPLE?**"

#### Action Notes . . . "I Will . . ."

"What specific actions will I take this week, which will help me earn more money while working less hours?"

Time/Money Tips



**Trust The Integrity Of The System!** - Dimension 4  
[ ] - I commit to ten years of participation. **Change the world.**

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## Topic 5: DNA for BUSINESS

What is the secret for understanding business . . .

*"I have seen a lot of systems over the years and I've NEVER seen anything like The 5/30 Grid. It is truly the DNA for Business!"* Emily Nelson



Am I looking for a secret to business success? Am I looking to figure out how to own a company rather than owning a job? The DNA for BUSINESS. The more we know about The 5/30 Grid the more we know we don't know. :) It's amazing how easy it is to understand at a big picture level so there are five areas in every business. There are six levels of proficiency for each of the five areas. We can "understand" it in a few minutes and we can invest years into just one of the 30 boxes and still only touch the surface of what is available to know.

In this lesson we will learn . . . (Check box [x] - when learned)

- What are the 5 areas within every business?
- What are the 6 Levels within every one of the 5 areas?
- What is the true power of combining The 5/30 Grid - DNA for PEOPLE & LIFE?
- What are the many different ways we can learn and master The 5/30 Grid?
- What is the value of one-on-one coaching, mastermind groups and Legacy Partners?

### Pay It Forward

Hmmmm, how many business owners would benefit from even just SEEING The 5/30 Grid? If we said, everyone we know then we're right! The real question is . . . "How many of them will we share the power of The 5/30 Grid rather than waiting until our competition does?"

### Homework

- Gain basic understanding of The 5/30 Grid (10 minutes)  
[www.TheDNAforSuccess.com/DNAforBusiness](http://www.TheDNAforSuccess.com/DNAforBusiness)
- Share 5/30 Grid with at least one person a week (10 minutes/ week)

Lead Mentor: \_\_\_\_\_

Start: \_\_\_/\_\_\_/\_\_\_ Finished: \_\_\_/\_\_\_/\_\_\_



## Topic 5 Worksheet

"Once we build an engine using The 5/30 Grid we will gain more time and earn more money. Will I be a Disciplined PERSON, a Disciplined THINKER and Disciplined in TAKING ACTION or NOT?"

### Action Notes . . . "I Will . . ."

"What specific actions will I take this week, which will help me earn more money while working less hours?"



**"Trust The Integrity Of the System!"** - Dimension 5

- I commit to building a BOS for my business: Financial Freedom

## Topic 6: DNA for LIFE

What is the secret for success, in every area of life . . .

*"After I discovered my life vision I now see success in a whole different way and my Life Vision has grown!"* Misty Reynolds [www.TheVisionProject.net/WhatIsYourLifeVision](http://www.TheVisionProject.net/WhatIsYourLifeVision)



Have I ever wondered if I really understood what my Life Vision really was . . . why I was put on this planet? Have I ever wondered if there was an easier way to earn a lot more money, work less hours, have less stress and have a more balanced life? The DNA for LIFE, Natural Laws, are laws that govern the universe. "Those who are rich, in every area of one's life, are rich because they know and follow natural laws."

In this lesson we will learn . . . (Check box [x] - when learned)

- What are natural laws and how do they work?
- How do I learn all the natural laws discovered within the network?
- How do I learn the best natural laws to apply to any given situation?
- What do I do when I apply a natural law and it doesn't seem to work?
- How do I discover my own natural laws?

### Pay It Forward

Who do we care about? Who do we know who has a challenge / problem? Do we REALLY BELIEVE if we help others we will see greater success? Hmmmm . . . if we really care about someone, wouldn't we ask them "What is your biggest challenge?" If we really believed the more people we helped, the greater success we would have . . . wouldn't we be asking everyone we came in contact with daily, "What is your biggest challenge?"

It's EASY to say we care . . . but we really know we care when we take action!

### Homework

- Learn how natural laws can solve ANY challenge / problem (25 minutes)  
[www.DNAforSuccess.com/DNAforLife](http://www.DNAforSuccess.com/DNAforLife)
- Go through one natural law a day (12 minutes a day)  
[www.TheVisionProject.net/ClientSuccess.htm](http://www.TheVisionProject.net/ClientSuccess.htm)

Lead Mentor: \_\_\_\_\_

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## Topic 6 Worksheet

"Are we sharing all that we learn from the Natural Laws with everyone in our lives? We'll know we do when we DO rather than just talk. Do we truly have a heart for others or just pretend we do?"

### Action Notes . . . "I Will . . ."

[www.TheVisionProject.net/CPN.htm](http://www.TheVisionProject.net/CPN.htm)

"What specific actions will I take this week, which will help me earn more money while working less hours?"



**"Trust The Integrity Of the System!"** - Dimension 6

- I commit to building a BOS for my life: Time Freedom

**Topic 7: More & Better Leads - The Golden Triangle - Marketing**

What are the 3 D's to success ...

**"The more disciplined I become, the more discipline I know I am lacking!"** Kevin King  
[www.TheValueProject.net/LeadGeneration/af/ke.htm](http://www.TheValueProject.net/LeadGeneration/af/ke.htm)



Why do the best, most consistently successful businesses have Disciplined PEOPLE, Disciplined THINKERS and Disciplined DOERS? What does it take to become more disciplined in each of these three areas? In the book "Good To Great" Jim Collins discovered that the 3 D's are required to be a great company. The real question is ... "How do we personally and those around us become more disciplined?" The Golden Triangle helps us to develop the cornerstone, the foundation for the DNA for BUSINESS.

- In this lesson we will learn ... (Check box [x] - when learned)
- What is the value of The Golden Triangle within The 5/30 Grid?
  - Why is [ Box 1: Identify Targets ] so valuable in earning more money?
  - How does [ Box 1: Identify Targets ] save us a lot of time?
  - What are the secrets to [ Box 2: Develop & Deliver A Message ]?
  - Why is the seven week Sticky Messages course so powerful?

**Pay It Forward**

Who do we care about? Why do we know who has a challenge / problem? Do we REALLY BELIEVE if we help others we will see greater success? Hmmmm ... If we really care about someone, wouldn't we ask them "What is your biggest challenge?" If we really believed the more people we helped, the greater success we would have ... wouldn't we be asking everyone we came in contact with daily "What is your biggest challenge?"

It's EASY to say we care ... but we really know we care when we take action!

**Homeplay**

1. Read Sticky Messages white paper (15 minutes)  
[http://www.TheValueProject.net/VP\\_StickyMessages.htm](http://www.TheValueProject.net/VP_StickyMessages.htm)
2. Review Sticky Messages course outline (15 minutes)  
[www.DNAforSuccess.com/Solutions/Sticky\\_Messages](http://www.DNAforSuccess.com/Solutions/Sticky_Messages)
3. Download Golden Triangle workbook, or order the hard copy (15 minutes)  
[www.TheValueProject.net/50\\_workbook.htm](http://www.TheValueProject.net/50_workbook.htm)

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**Topic 7 Worksheet**

"Generating more and better leads is a combination between SEE - THINK and DO. Do we SEE that by introducing Coffee Connections to others and help others to generate more and better leads we will grow our business as well?"

**Action Notes ... "I Will ..."**

"What specific actions will I take this week, which will help me earn more money while working less hours?"



**"Trust The Integrity Of The System!"** Dimension 7

- I commit to building a BOS for my Life Vision. Total Freedom!

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**Topic 8: Close More Prospects - The Golden Triangle - Pre-Sale**

How do I convert more of my leads to clients ...

**"Business is like trying to put a jigsaw puzzle together without the picture. The 5/30 Grid and Golden Triangle gives us a picture of what it should look like in the end! So much easier!"**



GingerAnne Collins [www.TheValueProject.net/GingerAnne/af/ke.htm](http://www.TheValueProject.net/GingerAnne/af/ke.htm)

Why does the average sales professional / business owner only convert 1 out of 10 prospect, i.e. not getting paid on 90% of the work we do as sales professionals / business owners? Once we have Topic 7 (Box 1 and 2) in place the next piece we need to put together is [ Box 3: Track 100% of the Leads ] and [ Box 4: Ask Key Questions ]. This connects our Area 1: Marketing efforts with both our Area 2: Pre-Sales and Area 3: The Sale. After we all complete this worksheet we'll then have the foundation in place for The Golden Triangle and the entire 5/30 Grid.

- In this lesson we will learn ... (Check box [x] - when learned)
- Why does [ Box 3: Track 100% of Leads ] help us close more sales?
  - How does [ Box 4: Ask Key Questions ] close sales faster?
  - How do boxes 3 and 4 connect into past 7 topics?

**Pay It Forward**

How many business owners and sales professionals with they could convert more of their leads to clients and do so faster? Hmmmm ... If we help a business owner increase their business how many individuals does the average business owner know? That would be 5,000. Hmmmm ... how many of those may benefit from our products and services? Invite others we know to participate and create WIN WIN WIN!

**Homeplay**

1. Review Taking 5's To The Bank course outline (15 minutes)  
[www.TheValueProject.net/Colaris@Bank.htm](http://www.TheValueProject.net/Colaris@Bank.htm)

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**Topic 8 Worksheet**

"Those who tend to THINK more, need to learn to DO more and those who tend to DO more, need to learn to THINK more. It is the perfect blend of THINKING & DOING that produces the best results. Should I DO or THINK more?"

**Action Notes ... "I Will ..."**

[www.TheValueProject.net/FinancialSuccess.htm](http://www.TheValueProject.net/FinancialSuccess.htm)

"What specific actions will I take this week, which will help me earn more money while working less hours?"



**"Trust The Integrity Of The System!"** Dimension 8

- I commit to Helping Others discovering their Life Vision.

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**Topic 9: Close Sales Faster - The Golden Triangle - The Sale**

How do I produce consistent sales . . .



*"Earning a great income, owning an amazing company, having great friends and family are all valuable . . . but discovering my Life Vision is what motivated me to develop my BOS!"*

Randy Elkerman - CPA - [www.TheVisionProject.net/ask/randyelkerman@life.com](http://www.TheVisionProject.net/ask/randyelkerman@life.com)



Why is [ Box 6: Implement 10+ Strategic Strike ] so powerful? This box is an exciting place to be on The 5/5 Grid. It's also one of the most complex boxes out of all the 30 boxes in the grid and the most powerful. This box actually combines the knowledge of all other 29 boxes on the grid. Obviously, in this short worksheet we will only touch on this slightly. Talk to your one-on-one lead Action/Action coach to help determine the best approach for you to take to see success in this box.

- In this lesson we will learn . . . (Check box [x] - when learned)**
- Why does [ Box 6: 10+ Strategic Strike ] clone us?
  - How does [ Box 6: Group People & Messages ] give us more time?
  - How to pull everything together that we've covered for maximum results?

**Pay It Forward**

If we were to help everyone of our clients to see greater success what do we believe would happen to our business? In Topic 12: Profitable Partnerships we'll learn how to take a Quadrant 1 client and turn them into a Quadrant 4 Profitable Partner. If we're not in one on one coaching through someone certified in Action/Action coaching it would be good to check into that to achieve far faster success.

[www.DNAforSuccess.com/implementationOneOnOne](http://www.DNAforSuccess.com/implementationOneOnOne)

**Homestay**

- [ ] - 1. Read white paper "LIVE Events" (15 minutes) - [www.TheVisionProject.net/LIVE\\_Events.htm](http://www.TheVisionProject.net/LIVE_Events.htm)
- [ ] - 2. Encourage others in my network to read this white paper and attend the group.

Lead Mentor \_\_\_\_\_ Start: \_\_\_/\_\_\_/\_\_\_ Finished: \_\_\_/\_\_\_/\_\_\_

**Topic 10: Gain Freedom - Contract Everything**

How do I work zero hours -:-) . . .



*"E-VAs are the future for every business owner on the planet. They are like special ops and when they come in they make things happen without me having to do any of the work!"*

Edward Kirch - [www.TheVisionProject.net/ask/edwardkirch@life.com](http://www.TheVisionProject.net/ask/edwardkirch@life.com)

Do I ever feel like I own a job rather than a company? Why do I feel this? The reason almost every business owner feels this, at some point is . . . well . . . because we do. We are good at whatever we do, but that is not the same thing as running a business or building a BOS - Business Operating System which will run my business for me. E-VAs (Executive Virtual Assistants) are highly trained and work together in a network with others and will build and run our BOS in a way that is amazing.

- In this lesson we will learn . . . (Check box [x] - when learned)**
- How do I really know how to best contract things out?
  - Do I understand, at a deep level, what an E-VA really would do for me?
  - How do I best take action . . . TODAY?

**Pay It Forward**

Imagine . . . having an extra 20+ free hours every week that we didn't even know what to do with all the extra time! How many of those in the business community would be interested in talking with us? DREAM BIG . . . Do I want to be an international speaker / author? Do I want more free time, to earn a lot more money, to have more freedom, to travel, to pursue my life dreams, my goals . . . My Life Vision? E-VAs can help to make that happen.

[www.DNAforSuccess.com/implementationE-VAs](http://www.DNAforSuccess.com/implementationE-VAs)

**Homestay**

- [ ] - 1. Read white paper "Please Close Me" (15 minutes) & 4 FREE Lessons - [www.TheVisionProject.net/CloseMe.htm](http://www.TheVisionProject.net/CloseMe.htm)
- [ ] - 2. Encourage others in my network to read this white paper and attend a group.
- [ ] - 3. Review PCS course - [www.TheVisionProject.net/mastermindpartnerships2020](http://www.TheVisionProject.net/mastermindpartnerships2020) (20 minutes)

Lead Mentor \_\_\_\_\_ Start: \_\_\_/\_\_\_/\_\_\_ Finished: \_\_\_/\_\_\_/\_\_\_

**Topic 9 Worksheet**

*"Are we building systems in our businesses to earn more money, work less hours OR to achieve our Life Vision? Which do I believe would be far more powerful in leaving a legacy?"*

**Action Notes . . . "I Will . . ."**

"What specific actions will I take this week, which will help me earn more money while working less hours?"



**Trust The Integrity Of The System!** - Dimension 9

[ ] - I commit to Helping Others implement business & life systems.

**Topic 10 Worksheet**

*"What percentage does someone who really owns their own company invest back into their business? It's 90%: Will we steal from our business and own a job or will we invest back into our business?"*

**Action Notes . . . "I Will . . ."**

"What specific actions will I take this week, which will help me earn more money while working less hours?"



**Trust The Integrity Of The System!** - Dimension 10

[ ] - I commit to mastering The 5 H's To Success.

## Topic 11: Leadership

### Why is leadership so powerful . . .



*"In being an international speaker, author and building million dollar conservatories all around the world, I have learned a few things about leadership and this program is the most powerful system I have ever experienced! It has transformed the way I think about leadership and how I view life itself. My life vision is so much larger now."*

Alan Stein [www.TheVisionProject.net/Personal-Life-Vision](http://www.TheVisionProject.net/Personal-Life-Vision)

Do I ever feel that I am a poor leader? Do I ever feel overwhelmed by all of the responsibilities of leadership? There are six different levels, or dimensions, within leadership and each of these levels / dimensions will help us to take ourselves to a whole new level of success AND will reduce our stress AND the amount of time it takes to see the success we desire for our team.

#### In this lesson we will learn . . . (Check box [x] - when learned)

- What are the six levels within leadership?
- How do I build a strong following?
- How do I connect my Life Vision to others for mutual benefit?
- What is the benefit to expanding my vision? How do I do this?

#### Pay It Forward

Do I want to be a leader of people or a leader of leaders? Do I even know the difference or the benefits which come from being a leader of leaders? Do we believe that there is a seven week online course out there which is worth thousands of dollars but only costs \$35? Most believe "We get what we pay for." Once we go through this course we'll decide to give the course away as a gift to those we lead and anyone else we value. [www.DNAforSuccess.com/Solutions/Integrity-Leadership](http://www.DNAforSuccess.com/Solutions/Integrity-Leadership)

#### Homeplay

- [ ] - 1. Read the white paper "Change Management System" (20 minutes)  
[www.TheVisionProject.net/CM-ChangeManagementSystem.htm](http://www.TheVisionProject.net/CM-ChangeManagementSystem.htm)
- [ ] - 2. Read the white paper "The Next Dimension" & "Unlimited Bandwidth" (20 min. each)  
[www.TheVisionProject.net/TheNextDimension.htm](http://www.TheVisionProject.net/TheNextDimension.htm)  
[www.TheVisionProject.net/UnlimitedBandwidth.htm](http://www.TheVisionProject.net/UnlimitedBandwidth.htm)

Lead Mentor \_\_\_\_\_ Start: \_\_\_/\_\_\_/\_\_\_ Finished: \_\_\_/\_\_\_/\_\_\_  
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## Topic 11 Worksheet

"Do we have a Life Vision. Bigger Than Death? Do we get through stuff or does stuff hold us back in our own minds? Do we have a Life Vision that is powerful enough to compel us to reach out to other leaders and share Coffee Connections with every leader we know? Do we want to be a Leader Or a Leader Of Leaders? "

### Action Notes . . . "I Will . . ."

"What specific actions will I take this week, which will help me earn more money while working less hours?"



#### "Trust The Integrity Of the System!" - Dimension 11

- I commit to become a Leader Of Leaders

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## Topic 12: Profitable Partnerships

### Why is leadership so powerful . . .



*"When I think of all the people I could have partnered with and did not, because I did not have the knowledge, tools or the systems, I become so grateful for now what I do have. It's an amazing system!"*

Wendy Moses

Am I helping everyone in my network to earn a lot more money? If we're not helping others to earn a lot more money, how do we expect them to help us earn a lot more? After we have covered, in detail, all other 11 topics we are in the most amazing position to partner with others now. . . . We are sooooo attractive as a partner and we've become attractive and we don't even probably know it. The truth is . . . we now have, at a minimum, the knowledge of less than 1% of the business owners in the world in how to build engines for our business and those around us.

#### In this lesson we will learn . . . (Check box [x] - when learned)

- What are the four quadrants to building great partnerships?
- What are the six levels to developing a system for great partnerships?
- How do I get buy in?
- How do I help others to build their own BOC and lead mastermind groups?
- How do I develop multiple mastermind groups I will influence?

#### Pay It Forward

Imagine . . . six months from now, where I have a group of 20+ people who are meeting with me weekly in a Coffee Connection mastermind group all working together in the most amazing way to design, build and work our very own BOC - Business Operating System, which connects us all together. Imagine . . . each of our Life Visions all connecting together in the most intentional, amazing, profit - fun - coordinated and connected group in the world . . . AND . . . being connected to other groups all around the world. We can do this if we Pay It Forward to everyone we know.

#### Homeplay

- [ ] - 1. Read white paper "Profitable Partnerships" (15 minutes)  
[www.TheVisionProject.net/ProfitablePartnershipsWLN.htm](http://www.TheVisionProject.net/ProfitablePartnershipsWLN.htm)
- [ ] - 2. Make a list of the 20 people you would love to have in a group. (25 min. each)

Lead Mentor \_\_\_\_\_ Start: \_\_\_/\_\_\_/\_\_\_ Finished: \_\_\_/\_\_\_/\_\_\_  
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## Topic 12 Worksheet

"Do we know how amazing we really are? No . . . I mean do we really know! Do we know at the deepest core of who we are where we received our amazings from? Do we have a Life Vision that compels us and pushes us and those around us to GREATNESS? Will we choose to be lazy OR will we choose to take risks and work hard?"

### Action Notes . . . "I Will . . ."

Imagine . . . if we were to give "The Dream Giver" book to 12 other leaders / owners AND give them this Coffee Connection 12 Topic Workbook . . . AND then get together once a week for Coffee. What would be the result of that group?

"What specific actions will I take this week, which will help me earn more money while working less hours?"



#### "Trust The Integrity Of the System!" - Dimension 12

- I commit to Helping Others live their Life Vision.

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## Wow . . . now what?

Well that is a great question! If we have made a ten year commitment to this group AND if it took us one year to get through this group then we're ready for year two. If we haven't already started leading our own group . . . then let's get after it.

If we really want to learn something, at a deep level, then we need to DO IT and TEACH IT to others and assist them in doing what we are learning and doing now.

Talk as a group . . .

Read the following pages to develop further ideas . . .

Review my life vision . . .

Become a leader of one or more mastermind Coffee Connection groups!

## Action items I commit to do . . .

"What specific actions will I take this week, which will help me earn more money while working less hours?"



## Trust The Integrity Of the System! - The NEXT Dimension

[ ] - I commit to working through workbook [ ] -

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## Pay It Forward



Have we found that individuals often tend to consume more than they produce? Have we found that people often will receive what we have to give, and not give back . . . but when they give to others . . . they expect a great deal?

Those who have contributed to this book have invested not only millions of dollars in experience, but have also invested their entire lives into the discovery of all that is shared with us. If we do not pay it forward, do not be surprised when others are not great stewards of our 7 T's - **Time, Talents, Treasure, Trust, Truth, Temple, and Thought**. Do not be surprised when we do not reap a harvest of our 7 T's from what we invest into Coffee Connections.

5 minute video on stewardship of the "T's" - [www.TheVisionProject.net/9151515.htm](http://www.TheVisionProject.net/9151515.htm)

When we think of all that we've learned and done as a result of this Coffee Connection mastermind group, what is the true value which will play out through the rest of our lives? While we really can not put a financial value on this, what we give each and every month back to our Coffee Connection, will be a great reflection of how our hearts and lives have been touched. If we want to learn more and be touched . . . at a heart level more . . . maybe we should be give more. If we do that, pay attention to how much more we'll apply every week from the workbook. Do not be surprised if we increased our gift by 10x or more!

There are actually four times of contributions and each of these will teach us - **Contribution - Discipline - Thankfulness - Perspective**. Each of these four things are required for us to achieve our full potential AND our Life Vision.  
[www.DNAforSuccess.com/mastermind-groups/coffee](http://www.DNAforSuccess.com/mastermind-groups/coffee)

1. **Participation** - Teaches **Contribution** - Giving of ourselves and our 7 T's.
2. **Offerings** - Teaches **Discipline** - Giving consistently week/monthly.
3. **Titling** - Teaches **Thankfulness** - Based on our abundance. Often yearly.
4. **Alms** - Teaches **Perspective** - Giving out of generosity.

## What's interesting . . . is the more we give the more we will get!

If we're gaining something of value each and every week / month from what we learn in this workbook and through our Coffee Connections, which will impact our lives forever, shouldn't we then make a commitment to give weekly?

The above concept was shared by Dave Libby who is the founder of [www.SeefreeMistakes.org](http://www.SeefreeMistakes.org) [www.youtube.com/watch?v=KcNj8t1yE](http://www.youtube.com/watch?v=KcNj8t1yE)

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[www.Mastermind-Partnerships.org](http://www.Mastermind-Partnerships.org)

Scholarship Opportunities

Do I know I need help, a plan, systems and a mastermind group, but am short on funds?

Due to a couple of very successful and generous entrepreneurs Life Masters Institute (a 501(c)3 non-profit organization) is able to offer Pay It Forward scholarships to those who are in need and qualify.

The 12 month program is packed full with training on all aspects of BCS and has the benefit of learning within a mastermind partnership format.

Program	Cost	Includes
Mastermind (12 Month) - Level 1	\$3,000	12 months of training, coaching, and mentoring.
Mastermind (12 Month) - Level 2	\$5,000	12 months of training, coaching, and mentoring, plus additional resources.
Mastermind (12 Month) - Level 3	\$7,000	12 months of training, coaching, and mentoring, plus additional resources and support.



**Mastermind (12 Month) - Level 1**

Includes:

- 12 months of training, coaching, and mentoring.
- Access to the Mastermind group.
- Access to the Life Vision program.
- Access to the DNA for Success program.
- Access to the BCS program.
- Access to the Life Vision program.
- Access to the DNA for Success program.
- Access to the BCS program.

When we learn with others we learn faster and the systems are designed to assist in developing profitable partnerships with other members within your group and other groups as well.

Worldwide thought leaders have shared that this is the most comprehensive mastermind, business development, training and mentoring system in the world.

Others have shared that if this program were offered through a for-profit company it would probably run \$2,000 to \$3,000 a month. The program which includes curriculum, weekly coaching and mentoring, tools, systems and a powerful buddy system only runs \$300 a month. If individuals need further assistance the scholarship program can assist individuals to make the program fit to our specific need.

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## Weekly Agenda . . .

- [ ] - 1- **10 Minutes** - Welcome new guests and complete level 1 questions and share.
  - [ ] - 2- **15 Minutes** - Go around table and share "I would like to accomplish today . . ."
  - [ ] - 3- **15 Minutes** - Leader / Presenter to share lesson and what personally learned.
  - [ ] - 3- **15 Minutes** - Members who studied lesson share how topic to it will help them.
- NOTE: If members did not study lesson prior to attending then they do not share.
- [ ] - 4- **5 Minutes** - Topic for next week and assignments for this week.
- NOTE: Coffee Connection can go as long as people are able to and want to attend. Structured meeting is 45 minutes. Think of meeting as 45 minutes. Anything beyond that is up to each individual. Review Pressure Points before or after meeting during the networking / mastermind time.

## NOTES . . . Action Steps

Who are three people I should "Pay It Forward" to and give them this workbook as my gift to them? What actions will I personally take?

- [ ] - Yes - I will manage Up/Out and share with my database / network the lesson presented AND what I learned AND what action I will take, every week as a way of learning at a far deeper level AND as a way of Paying It Forward!

To Order Full Golden Triangle Workbooks . . .  
[www.TheVisionProject.net/510\\_Workbook.htm](http://www.TheVisionProject.net/510_Workbook.htm)



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## Need Help . . .

### Designing your BOS system?

Call the individual who provided you this workbook or call toll free 888.230.2300 or outside the US please call 630.393.9909.

[www.DNAforSuccess.com/implementation/One-On-One](http://www.DNAforSuccess.com/implementation/One-On-One)



### Doing the work?

The challenge most of us face is actually getting the work done. E-VA's (Executive Virtual Assistants) are highly trained and certified professionals who own their own companies, which are devoted to helping you build and run your BOS - Business Operating System.

[www.DNAforSuccess.com/implementation/E-VAs](http://www.DNAforSuccess.com/implementation/E-VAs)



Who can we send the following email to? Print out the filer and hand it out to those we know.

Hi,  
  
I wanted to pass this filer along to you as Coffee Connections is helping me to learn to think in a different way.

Thinking Differently Video  
[www.youtube.com/watch?v=UW18U78](http://www.youtube.com/watch?v=UW18U78)

As a result of learning to think in a different way, I now better understand the value of systems.

Success Through Systems  
[www.youtube.com/watch?v=UW18U78](http://www.youtube.com/watch?v=UW18U78)

Give me a call.  
  
Let's talk about how we could better partner.

Sincerely,

Other Great Lessons - [Introduction](#)

**Coffee Connections**

**Location:**  
www.DNAforSuccess.com/office

**Teach you how to:**  
Teach you how to use Coffee Connections, and the processes and systems that will allow you to get it done. Call 888.230.2300 or Website the US call 630.393.9909.

**Complimentary Coffee Connection for Individuals and Professionals wanting to network and learn how to earn more money, gain more time as a result of systems, increasing the quantity and quality of leads, closing more sales, qualify more referrals - or solve any topic or problems that you would love help and ideas on.**

**Presented by:**  
Mastermind Partnerships Legacy Partners

**"Coffee with a Conscience"**  
If you have any questions, please contact the individual passed this filer along to you or call 888.230.2300 / 630.393.9909.

**Think Differently... Earn More Work Less... Success Through Systems**



### Weekly Accountability . . .

Pressure Point analysis helps us to "Know Our Numbers" to where we know specifically and precisely what actions need to be taken daily to have the proper face time we need with prospects to produce our WOW Income goal.

Area 1: Marketing	Area 2: The Sales Funnel	Area 3: The Back Office	Area 4: Service	Area 5: Client For Life
(\$1000)	(\$500)	(\$500)	(\$500)	(\$1000)
Actual	Target	Actual	Target	Actual

Actual - The following will allow us all to track how Pressure Point data for three months.

1.	___%	___%	___%	___%	___%	___%
2.	___%	___%	___%	___%	___%	___%
3.	___%	___%	___%	___%	___%	___%
4.	___%	___%	___%	___%	___%	___%
5.	___%	___%	___%	___%	___%	___%
6.	___%	___%	___%	___%	___%	___%
7.	___%	___%	___%	___%	___%	___%
8.	___%	___%	___%	___%	___%	___%
9.	___%	___%	___%	___%	___%	___%
10.	___%	___%	___%	___%	___%	___%
11.	___%	___%	___%	___%	___%	___%
12.	___%	___%	___%	___%	___%	___%
13.	___%	___%	___%	___%	___%	___%
Total	___%	___%	___%	___%	___%	___%

### 3 Consistent Activities . . . TO PREVENT ROLLER COASTER - [www.TheVisionProject.net/3C.htm](http://www.TheVisionProject.net/3C.htm)

- \_\_\_ 1. Am I investing \_\_\_ hours a day and/or talking to \_\_\_ prospect(s) a day?
- \_\_\_ 2. Am I sharing, once a week, with all my prospects, the successes I and others are having, and asking "Are you ready to get started with me?"
- \_\_\_ 3. Am I doing \_\_\_ 30 Minute Strategy Sessions a day?  
[www.TheVisionProject.net/3P\\_30min.htm](http://www.TheVisionProject.net/3P_30min.htm)

### Wow . . .

"Does it seem like we've gone over a lot of information in a short period of time . . . is because we have!"  
Now if we really want to learn all this at a deep level . . . the way to do that is to teach it!"

### Action Notes . . . "MOST IMPORTANT, I WILL'S . . ."

"What specific actions will I take this week, which will help me earn more money while working less hours?"





**Pay It Forward . . .**

Have I benefited from this workbook and the Coffee Connections? Would I like to give something in addition to what I am already giving to expand my mission / vision throughout the world?

Please strongly consider making an additional commitment to give \$\_\_\_\_\_ every month for as long as we benefit from all that we've learned . . . so others can learn as we have. Invest into a mobile app which will change the world and help us achieve our Life Vision.

[www.LIFE-gps.org](http://www.LIFE-gps.org)



Dear Leader Of Leaders,

I wanted to share from my heart with you in closing. I trust my heart connects with your heart and that together we change the world.

I would personally like to thank my parents who gave so much. I would also like to thank my wife of over three decades and my seven children who have sacrificed things that most people will never experience.

I would like to thank the clients of over 25 years who have invested millions into my company and network and for that I will be eternally grateful!

Thank you!

My life vision is to **“Touch every single person in the world, one person at a time, and impact every area of their lives in a fun and exciting way.”**

In my decades of working with people I have experienced that those who are generous financially and give back they will be blessed generously financially. We are not being charged for knowledge, wisdom and insights which have cost others hundreds of thousands of dollars and I and others have invested millions and a lifetime of sacrifice and discipline to discover and developing what is shared in this program freely.

Do not believe that we are giving back by teaching this to others and that is our contribution. We are receiving far more in teaching / leading than we are giving. If we do not give generously and openly we will not receive financially anything compared what we could have.

“For everyone to whom much is given, from him much will be required.” Luke 12:48

“He who sows sparingly will also reap sparingly, and he who sows bountifully will also reap bountifully.” 2 Cor. 9:6

One day . . . my heart hopes for you what I have been blessed with to discover so many secrets. I believe many of these secrets have been revealed to me over the years as I have been generous financially to others, from my early teens.

Sincerely,  
Mark Boersma  
Founder,  
Synergy Solutions, Inc.

