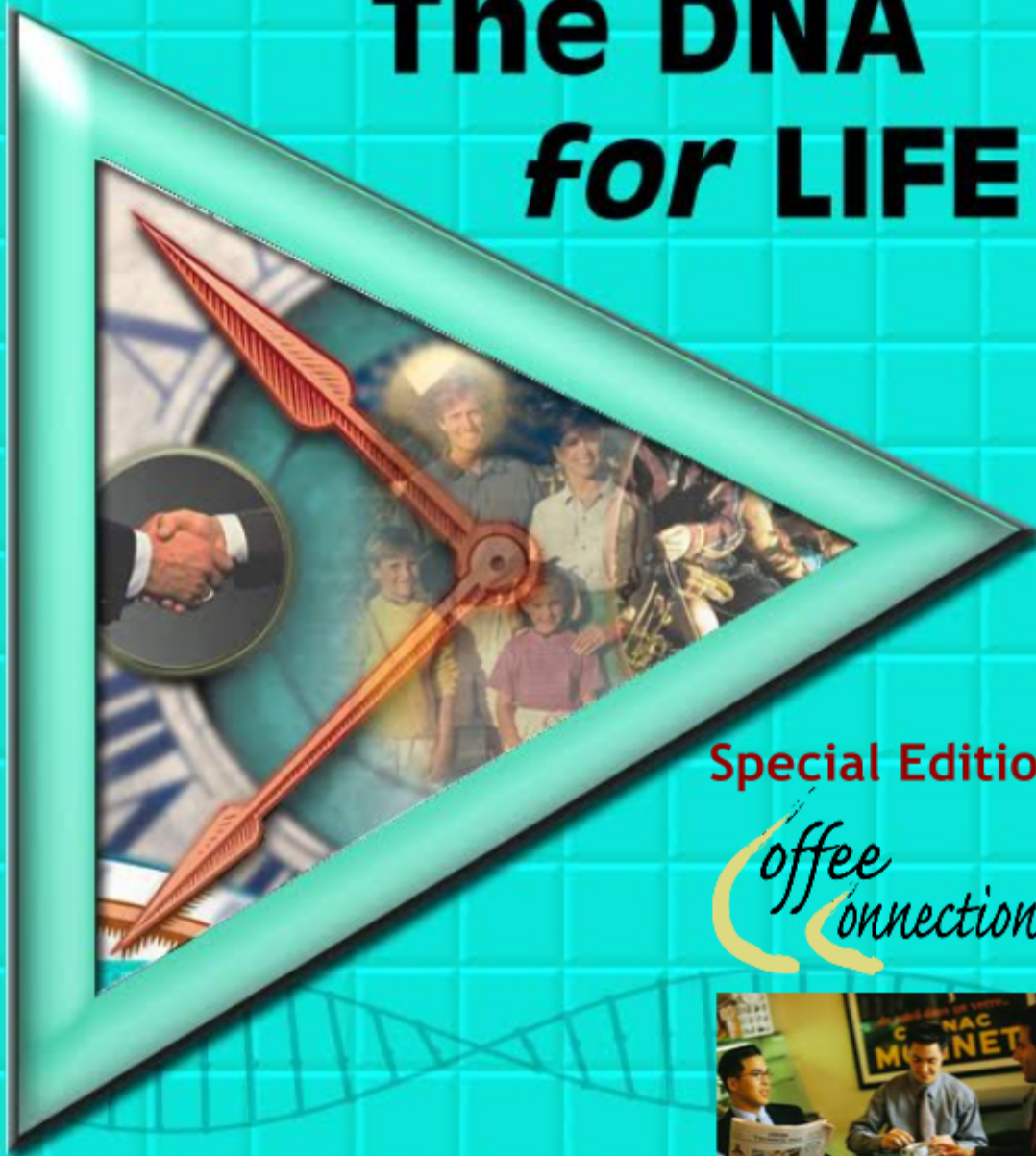




Natural Laws, the magic to  
success in every area of our life

**Mastermind Partnerships Series**

# The DNA *for* LIFE



Special Edition

*Coffee*  
Connections

**12 Topic Workbook #1**



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

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



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

# Systems!

Register and receive seven free online lessons.

[www.TheVisionProject.net/LP\\_7Week.htm](http://www.TheVisionProject.net/LP_7Week.htm)



# 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 - Pre-Sales**
- Topic 9: Close Sales Faster - **The Golden Triangle - The Sale**
- Topic 10: Gain Freedom - **Contract Everything**
- Topic 11: Leadership
- Topic 12: Profitable Partnerships

## **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/Examination/30min-Strategy](http://www.DNAforSuccess.com/Examination/30min-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=Xu4S1WGY4Pc>

. . . AND Value Systems - <https://www.youtube.com/watch?v=sAVEHVJ-v34>

### **Powerful Videos**

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

**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

**Great Question . . . “Are we investing our lives into those things which have eternal value and will create a legacy?”**

Discover Our Life Vision - [www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm](http://www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm)


# 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

Home Examination Solutions Implementation DNA for People DNA for Business DNA for LIFE


Step 1




**Examination - Step 1**  
Just like a doctor will never give us a prescription without doing an examination we need to SEE the most valuable data in order to discover the best solution.  
There are four levels of examinations.

Take Action


Step 2



**Strategy Session - Step 2**  
There is a FREE 30 minute Strategy Session which covers Level 1 & 2 questions OR a much more advanced assessment which is a Level 3 & 4 for a slight charge.




Step 3




**Solution - Step 3**  
Once we have completed a Level 4 examination we're ready to determine what the best solution is to get from where we are to where we want / need to be. The better the examination the better the solution!

Step 4




**Commit - Step 4**  
We need to learn to commit to **Thinking Differently!**



*"You can never solve a problem on the level on which it was created."*  
Albert Einstein


Step 1

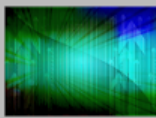


**DO - Step 5**  
Taking action to follow through is one of the biggest challenges that we all face.  
If we do not COMMIT to follow through with a solution, we probably will not follow through. If we think differently we will succeed!


Step 2

Step 3



**THINK - Step 6**  
As we start to "DO" to follow through with our COMMITMENT  
  
we will start the process of deep learning which will cause us to think in **The NEXT Dimension** which will solve problems we've had for years.

Step 4



**SEE - Step 7**  
When we follow through with our commitment and "Do the Do" we'll start to Think in a very different way which will then help us to SEE things as we've never seen before. This is Dimensional Living which comes from Dimensional Thinking!

Step 5

Step 6

Step 7

**My WOW income/sales goal for the next 12 months is: \$ \_\_\_\_\_**

**I would like to be working \_\_\_\_\_ hours a week.**

Current Income OR Minimum Goal: \$ \_\_\_\_\_ Current Hours Working Weekly: \_\_\_\_\_

I commit to do everything in this workbook to the best of my ability to achieve my WOW income goal and work the number of hours I choose to work.

\_\_\_\_\_ / \_\_\_\_ / \_\_\_\_

# 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/)



*"You can never solve a problem on the level on which it was created."*  
Albert Einstein

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



*"Trust the integrity of the system!"*  
Tom Kunz

What does this really mean? This means the same thing that Albert Einstein shared. We created the problems we have and it's not until we move to the next dimension, which requires us to **trust the integrity of the system** that we will be able to solve the problems we current have.

**Tom Kunz** - past President of the largest real estate franchise company in the world.

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

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

<p><b><input type="checkbox"/> - Step 1 - Examination</b></p> <p>There are four levels of examination. Level 1 and 2 examinations are free and Levels 3 and 4 require a very small investment of time and money. There are a <b>wide range of solutions</b> from conference calls, mastermind groups, seminars / workshops, online classes, free white papers and videos, to one on one coaching.</p>	<p>Targeted Due Date: ___/___/___</p>			<p>Step 1</p> <p><a href="http://www.DNAforSuccess.com/7-Steps-to-Success/step-1/">www.DNAforSuccess.com/7-Steps-to-Success/step-1/</a></p>
<p><b><input type="checkbox"/> - Step 2 - Strategy Session</b></p> <p>Once we have completed an examination, we are ready for a solution. Working with someone who has been certified in consulting in the free 30 minute Strategy Sessions through Life Masteries Institute, a 501c3 nonprofit organization, we are assured that someone will have the knowledge and experience to <b>help us find the best solution</b>.</p>	<p>Targeted Due Date: ___/___/___</p>			<p><a href="http://www.DNAforSuccess.com/7-Steps-to-Success/step-2/">www.DNAforSuccess.com/7-Steps-to-Success/step-2/</a></p>
<p><b><input type="checkbox"/> - Step 3 - Solution</b></p> <p>Most people like three types of solutions, a basic, intermediate and advanced. The basic is best for those who know they need something, but aren't sure what, are very analytic and / or where there is little to no money. The intermediate and advanced are for those who tend to be very intuitive and can sense and take action quickly once the best solution is presented to them. <b>There is solution for everyone in any situation!</b></p>	<p>Targeted Due Date: ___/___/___</p>			<p><a href="http://www.DNAforSuccess.com/7-Steps-to-Success/step-3/">www.DNAforSuccess.com/7-Steps-to-Success/step-3/</a></p>
<p><b><input type="checkbox"/> - Step 4 - Commit</b></p> <p>Since we've done a great examination, we've done a thorough strategy session and now have a solution that is best for us we are in a perfect position to COMMIT. When we commit to the right solution and "Trust The Integrity Of The System!" we will not only overcome our biggest challenges but we will start to build our BOS - Business Operating system which will increase our income and reduce the number of hours we work.</p>	<p>Targeted Due Date: ___/___/___</p>			<p><a href="http://www.DNAforSuccess.com/7-Steps-to-Success/step-4/">www.DNAforSuccess.com/7-Steps-to-Success/step-4/</a></p>
<p><b><input type="checkbox"/> - Step 5 - DO</b></p> <p>Imagine . . . having a specially designed BOS - Business Operating System, an engine for your life / business which will assist you to earn the money you know you could earn, work the hours you want to work, have the proper amount of stress in your life and have the balance you desire to have in every area of your life. <b>Take Action Today!</b></p>	<p>Targeted Due Date: ___/___/___</p>			<p><a href="http://www.DNAforSuccess.com/7-Steps-to-Success/step-5/">www.DNAforSuccess.com/7-Steps-to-Success/step-5/</a></p>
<p><b><input type="checkbox"/> - Step 6 - THINK</b></p> <p>We often spend a lot more time thinking and don't end up doing. When we "Trust The Integrity Of The System" we will take faster actions, do the "Do" more. After we take action we then can think about what actions we've taken, think about the next steps to take and think about what we've learned and how we can improve our three major systems, <b>DNA for PEOPLE, DNA for BUSINESS and DNA for LIFE.</b></p>	<p>Targeted Due Date: ___/___/___</p>			<p><a href="http://www.DNAforSuccess.com/7-Steps-to-Success/step-6/">www.DNAforSuccess.com/7-Steps-to-Success/step-6/</a></p>
<p><b><input type="checkbox"/> - Step 7 - SEE</b></p> <p>Albert Einstein knew what most of us don't know and that is that we "SEE" in higher dimensions as a result of taking action and "Doing" not as a result of "Thinking." <b>Dimensional Thinking</b> results in Dimensional Living which will empower us to learn to think in a very different way. This leads us to earning a lot more money, working less, having less stress and having greater life balance via . . . our NEW BOS.</p>	<p>Targeted Due Date: ___/___/___</p>			<p><a href="http://www.DNAforSuccess.com/7-Steps-to-Success/step-7/">www.DNAforSuccess.com/7-Steps-to-Success/step-7/</a></p>



**DNA for PEOPLE**



**DNA for BUSINESS**



**DNA for LIFE**



**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 one's 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.org](http://www.Mastermind-Partnerships.org)




Testimonies





1

# What is your biggest challenge / problem?




"You can never solve a problem on the level on which it was created."  
Albert Einstein

**Learn To Think Differently AND We Will Solve Our Problems!**

© 888.230.2300 www.DNAforSuccess.com


Learn To Think Differently



"You can never solve a problem on the level on which it was created."  
Albert Einstein


## What is your biggest problem?

### Walls Of Opportunity



1. Over the Wall - My Current Way Of Thinking
2. Under the Wall
3. To the Left
4. To the Right
5. Blow it Up
6. Tear it Down

6 Steps To Overcoming Blindness



Pastor James MacDonald  
Sharing from John chapter 9

1. **Clean Your Glasses** - Narrow thinking blurs our vision
2. **Get Involved** - Involvement opens our eyes
3. **Close Your Mouth** - Our ceaseless talking prevents us from seeing
4. **Open your Mind** - Analysis paralysis blinds us
5. **Stand On Your Story** - Seek the truth always and make it stick
6. **Humble Your Heart** - We often need others to help us to see

BOS BUSINESS OPERATING SYSTEM

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3

# BOS BUSINESS OPERATING SYSTEM

## NATURAL LAWS

DNA for LIFE

### 3 Steps To Anything

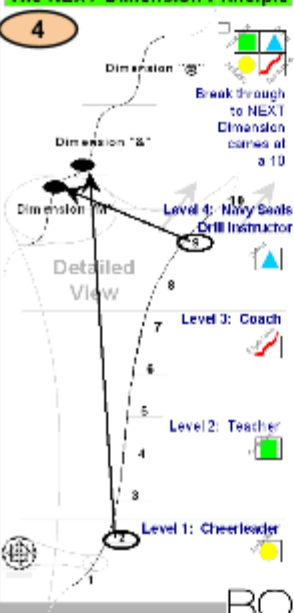
What is your Biggest Challenge / Problem?

- 1. EXAMINATION**  
30 Minute Strategy Session & Business X-Ray
- 2. SOLUTIONS**  
1. Basic  
2. Intermediate  
3. Advanced
- 3. IMPLEMENTATION**  
Quick Start + Slow Stop = FASTER RESULTS

© 888.230.2300 www.DNAforSuccess.com

### The NEXT Dimension Principle

4



Level 4: Navy Seals  
Orbit Instructor

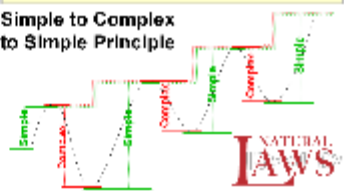
Level 3: Coach

Level 2: Teacher


Level 1: Cheerleader

### What holds us back

Simple to Complex to Simple Principle



### Breaking Free



Moves Us Forward	Holds Us Back
- Faith	- Fear
- EFF	- Do not EFF
- UNDERSTANDING	- Lack UNDERSTANDING
- JO	- Do not JO
- Humility	- Pride
- Great Stewardship	- Poor Stewardship
- Contentment	- Lust Of The Flesh
- Self Discipline	- Low Moral
- Perspective	- Lack Warm
- Strong Life Vision	

BOS BUSINESS OPERATING SYSTEM

5

PERSONALITY MASTRIES + 5/30 grid + NATURAL LAWS

<b>DNA for PEOPLE</b>	<b>DNA for BUSINESS</b>	<b>DNA for LIFE</b>
<b>4 Types</b>	<b>5 Areas</b>	<b>3 Energies</b>
	<b>Marketing</b> <b>Pre-Sales</b> <b>The Sale</b> <b>Servicing</b> <b>Client For Life</b>	<b>SEE</b> <b>THINK</b> <b>DO</b>

THIS HELPED ME GENERATE MORE  
&  
BETTER LEADS!  
KEVIN KING - HEALTH INSURANCE



I'M CONVERTING PROSPECTS  
INTO CLIENTS FASTER!  
SHERITA HILL - HAIR STUDIO

I NOW HAVE SYSTEMS IN PLACE TO  
CONVERT MORE OF MY LEADS INTO  
CLIENTS. MOST HELPFUL!

STEVE MINNICH - FINANCIAL SERVICES

I AM LEARNING HOW TO GAIN MORE  
REFERRALS FROM CLIENTS!  
SCOTT ALFRED - CPA / ACCOUNTING FIRM

I AM NOW BUILDING SYSTEMS TO CREATE  
CLIENTS FOR LIFE!  
DIANE PORTER - ATTORNEY / CPA

I NOW HAVE A DATABASE OF OVER  
2000 POTENTIAL REFERRAL  
PARTNERS!

SCOTT JONGSMA - MORTGAGE



I AM BUILDING REFERRAL NETWORKS!

REBECCA SNIDER - REALTOR

I NOW HAVE AN E-VA DOING  
THINGS I'VE NEVER BEEN  
ABLE TO GET TO

ALLEN WELLS - ANIMAL WELLNESS

I NOW HAVE OTHERS DOING  
MORE OF MY WORK!

FITZ - PRINTER

MY CLIENTS NOW REFER SO MUCH BUSINESS  
I HAVE A HARD TIME KEEPING UP!

GINGER ANNE COLLINS  
E-VA (EXECUTIVE VIRTUAL ASSISTANT)

IMAGINE . . . HELPING OTHERS . . . AND  
THEN HAVING THEM HELP YOU!

"WE CAN ACCOMPLISH FAR MORE TOGETHER THAN WE EVER COULD ON OUR OWN!"



PAY IT FORWARD . . .

WHO WOULD I LIKE TO HELP?

WRITE DOWN ALL THE NAMES OF PEOPLE I WILL SEEK TO HELP.

Network  
Memory  
Jogger



NOW . . . ONCE I HAVE WRITTEN DOWN THEIR NAMES, ASK THEM . . .

---

"WITH ALL THE THINGS YOU'VE GOT GOING ON IN EVERY  
AREA OF YOUR LIFE, WHAT WOULD YOU SAY IS THE  
BIGGEST CHALLENGE YOU MIGHT BE FACING?"

---



**Our FIRST objective is to HELP US to solve our biggest challenge each and every week we meet together.**

Our SECOND objective is to HELP US learn how to HELP OTHERS in the group in connecting our products / services to solving their biggest challenges. As we learn to help others see greater success, we will see greater success ourselves.



Learning to create WIN WIN WIN for all those who attend is the key to everyone's success!

**To gain access, influence and assistance from the entire network, please register.**

[www.TheVisionProject.net/LP\\_7Week.htm](http://www.TheVisionProject.net/LP_7Week.htm)

**To learn how we can best bring our products / services to the worldwide network and gain the assistance from others, please complete the following online survey.**

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

## Worksheet

***“Big Dreams - Big Vision - We can accomplish far more together than we ever could on our own.”***

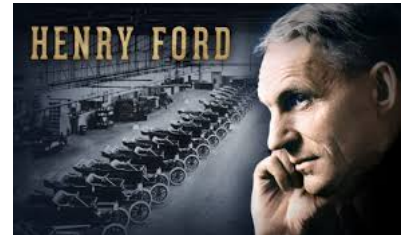
***“Whatever the MIND can CONCEIVE and BELIEVE the mind can ACHIEVE!”***

Napoleon Hill



***“If you think you can do a thing or you think you can't do a thing, you're right.”***

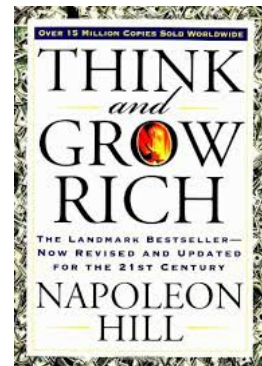
Henry Ford



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)

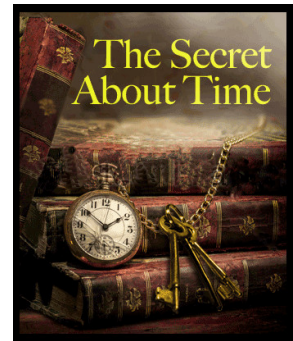
## Action Notes . . . “I Will . . .”



**“Trust The Integrity Of the System!”**

- I commit to complete Topic #1. Gain more time - reduce my stress!

# 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-trailer-library/thinking-differently/](http://www.DNAforSuccess.com/video-trailer-library/thinking-differently/)

How many hours am I currently working now? \_\_\_\_\_

Hours I would like to work? \_\_\_\_\_

What is my WOW income goal? \$ \_\_\_\_\_ Minimum Income \$ \_\_\_\_\_

## **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 BOS - 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. \_\_\_\_\_

## **Homeplay**

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

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

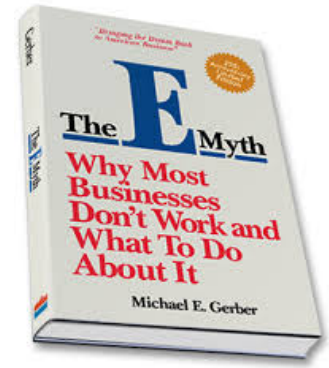
## Topic 1 Worksheet

*“We gain additional time when we follow through 100% of what we **SEE** and **THINK**. The ‘**DO**’ is what gives us the financial and time return!  
**Will I be a DOER or just a THINKER?**”*

### 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 1

- I commit to attend **next week**. Change my life.

# Discovering My Life Vision

Minimum - [www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm](http://www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm)

Ideal - [www.TheVisionProject.net/7lessons.html](http://www.TheVisionProject.net/7lessons.html)

Step 1: List all of those things I am passionate about.

Step 2: From my list of passions develop a short Life Vision Paragraph

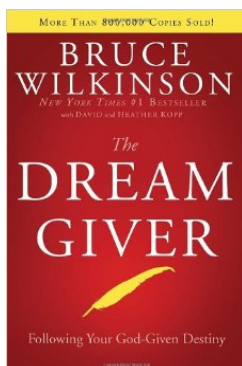
Step 3: Share this with others

Step 4: Fine tune as I seek to "Reach Beyond My Dreams And Goals In Every Area Of My Life."

Our Passions

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

## Recommended Book





# 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 Masteries 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 ActionVision certified coaching through Legacy Partners.

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

## 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/Mastermind-Profiles/Mark-Boersma](http://www.DNAforSuccess.com/Mastermind-Profiles/Mark-Boersma)

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-Trailer-Library/Success-Through-Systems/](http://www.DNAforSuccess.com/Video-Trailer-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 idea 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**

1. Treat yourself special and purchase a very nice hardbound journal. (20 minutes)
2. Watch Discover My Life Vision video(s) and discover my life vision. (57 minutes)  
- [www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm](http://www.TheVisionProject.net/DiscoverMyOwnLifeVision.htm)
3. Ask three people you know what their biggest challenge is. (22 minutes)  
- <https://www.youtube.com/watch?v=3p6Y6xINj68>

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

## 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

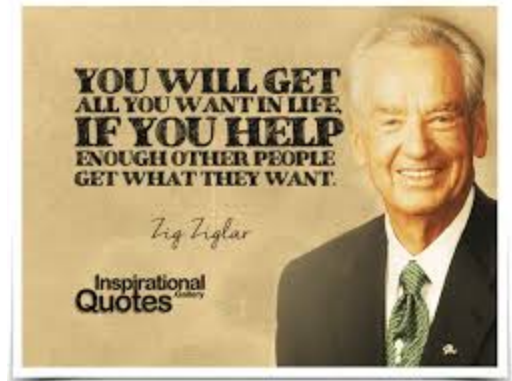
[ ] - How much will I give back weekly as a contribution to the group in anticipation of achieving my desired goal? \$\_\_\_\_\_ / week

- [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?”

Time / Money Tips



**“Trust The Integrity Of the System!”** - Dimension 2

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

# 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

[www.DNAforSuccess.com/Mastermind-Profiles/Ken-Bucci/](http://www.DNAforSuccess.com/Mastermind-Profiles/Ken-Bucci/)



**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 WOW 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 [x] - 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? Hmmmmm, 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 ton of very worthwhile causes? Meeting weekly in this coffee 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)

## **Homeplay**

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

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

## 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?”

Time / Money Tips



**“Trust The Integrity Of the System!”** - Dimension 3

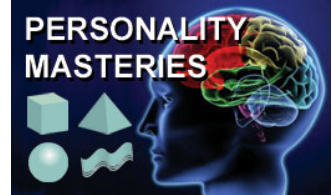
- I commit to **ten months** of participation. Change my community.

# 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 largest real estate 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.TheVisionProject.net/LP\\_30min.htm](http://www.TheVisionProject.net/LP_30min.htm)

## Homeplay

1. Gain basic understanding of four personality types (14 to 30 minutes)  
- [www.PersonalityMasteries.com](http://www.PersonalityMasteries.com)
2. Review Personality Masteries online certification course (10 minutes)  
- [www.PersonalityMasteries.com/lvl1-cert](http://www.PersonalityMasteries.com/lvl1-cert)

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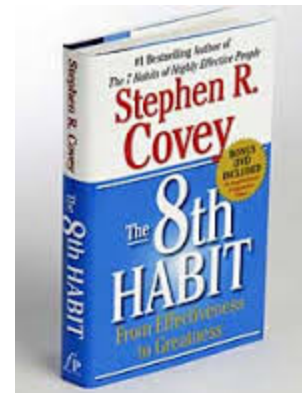
## Topic 4 Worksheet

*“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

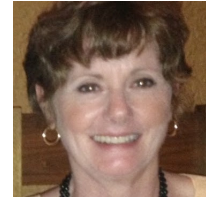
[ ] - I commit to **ten years** of participation. Change the world.

# 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 as 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 . . .

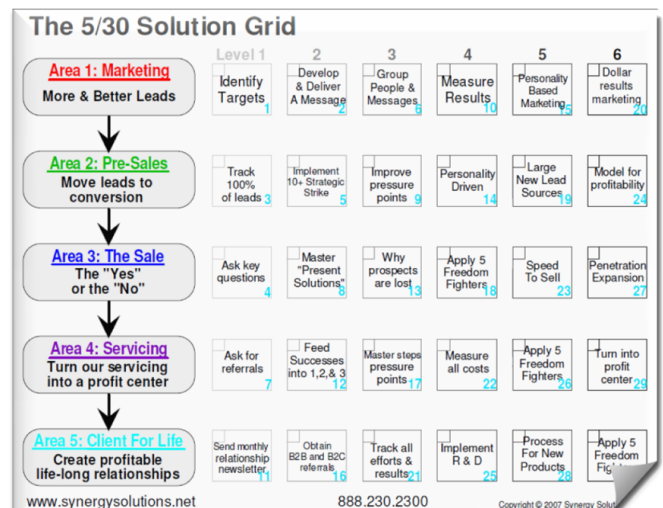
**“How many of them will we share the power of The 5/30 Grid rather than waiting until our competition does?”**

## Homeplay

1. Gain basic understanding of The 5/30 Grid (10 minutes)  
- [www.DNAforSuccess.com/DNA-for-Business](http://www.DNAforSuccess.com/DNA-for-Business)
2. Share 5/30 Grid with at least one person a week (10 minutes / week)

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

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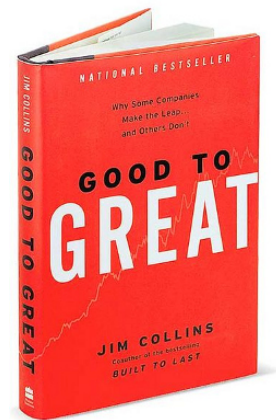
## Topic 5 Worksheet

*“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?”

Time / Money Tips



**“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/MistyReynoldsProfile.htm](http://www.TheVisionProject.net/MistyReynoldsProfile.htm)

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!**

### **Homeplay**

1. Learn how natural laws can solve ANY challenge / problem (25 minutes)  
- [www.DNAforSuccess.com/dna-for-life/](http://www.DNAforSuccess.com/dna-for-life/)
2. Go through one natural law a day (12 minutes a day)  
- [www.TheVisionOroject.net/CareerSuccess.htm](http://www.TheVisionOroject.net/CareerSuccess.htm)

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## Topic 6 Worksheet

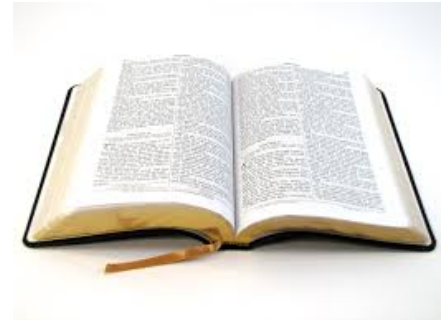
*“Are we sharing all that we learn from the Natural Laws with everyone in our lives? We’ll know we do when we DO rather than just talk. Do we truly have a heart for others or just pretend we do?”*

### 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?”

Time / Money Tips



**“Trust The Integrity Of the System!”** - Dimension 6

[ ] - I commit to building a **BOS** for my life. Time Freedom

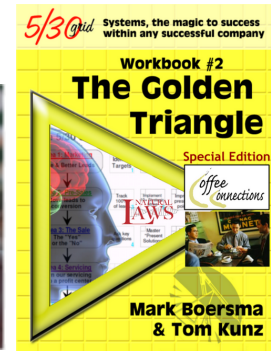
# Topic 7: More & Better Leads - The Golden Triangle - Marketing

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

***“The more disciplined I become,  
the more discipline I know I am  
lacking!”***

**Kevin King**

[www.TheVisionProject.net/KevinKingProfile.htm](http://www.TheVisionProject.net/KevinKingProfile.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? 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!**

## Homeplay

1. Read Sticky Messages white paper (15 minutes)  
- [http://thevisionproject.net/WP\\_StickyMessages.htm](http://thevisionproject.net/WP_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.TheVisionProject.net/530\\_Workbook.htm](http://www.TheVisionProject.net/530_Workbook.htm)

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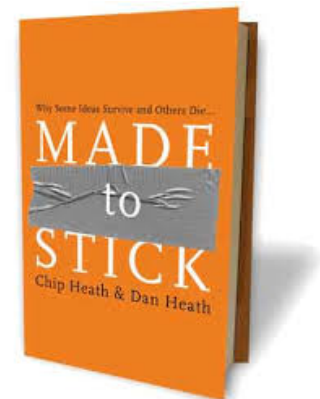
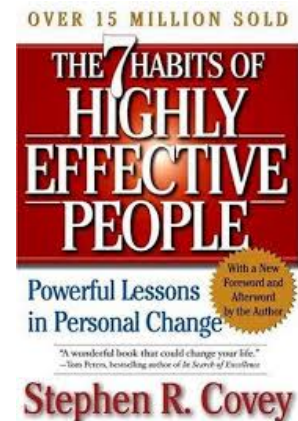
## Topic 7 Worksheet

*“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?”

Time / Money Tips



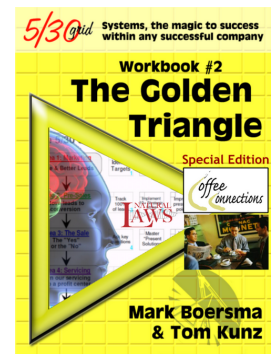
**“Trust The Integrity Of the System!”** - Dimension 7

[ ] - I commit to building a **BOS** for my Life Vision. Total Freedom

# Topic 8: Close More Prospects - The Golden Triangle - Pre-Sales

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.TheVisionProject.net/GingerAnneProfile.htm](http://www.TheVisionProject.net/GingerAnneProfile.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 wish they could convert more of their leads to clients and do so faster? Hmmm . . . if we help a business owner increase their business how many individuals does the average business owner know? That would be 5,500. Hmmm . . . 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 \$'s To The Bank course outline (15 minutes)  
- [www.TheVisionProject.net/DollarsInBank.htm](http://www.TheVisionProject.net/DollarsInBank.htm)

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## Topic 8 Worksheet

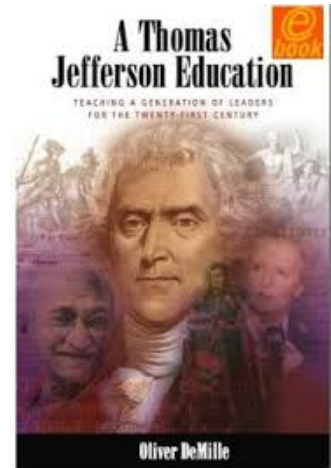
*“Those who tend to **THINK** more, need to learn to **DO** more and those who tend to **DO** more, need to learn to **THINK** more. It is the perfect blend of **THINKING & DOING** that produces the best results. **Should I DO or THINK more?**”*

### Action Notes . . . “I Will . . .”

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

“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 8

- I commit to **Helping Others** discovering their Life Vision.

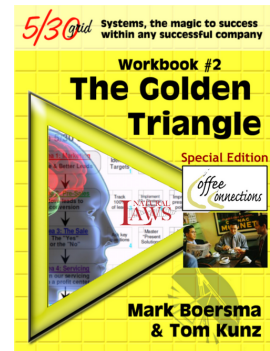
# Topic 9: Close Sales Faster - The Golden Triangle - The Sale

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 Eikermann - CPA - [www.TheVisionProject.net/RandyEikermannProfile.htm](http://www.TheVisionProject.net/RandyEikermannProfile.htm)



**Why is [ Box 5: Implement 10+ Strategic Strike ] so powerful?** This box is an exciting place to be on The 5/30 Grid. It's also one of the most complex boxes out of all of 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 ActionVision 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 5: 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 ActionVision coaching it would be good to check into that to achieve far faster success.

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



## Homeplay

[ ] - 1. Read white paper "LIVE Events" (15 minutes)

- [www.TheVisionProject.net/WP\\_LIVE\\_Events.htm](http://www.TheVisionProject.net/WP_LIVE_Events.htm)

[ ] - 2. Encourage others in my network to read this white paper and attend the group.

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



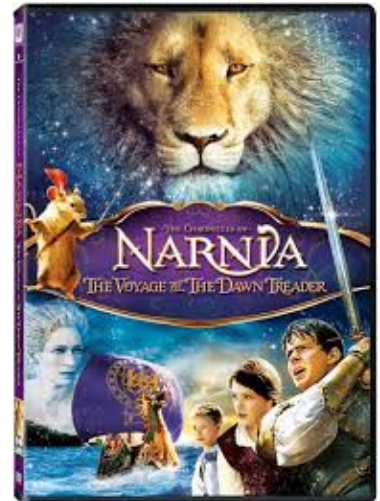
## Topic 9 Worksheet

*“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?”

Time / Money Tips



**“Trust The Integrity Of the System!”** - Dimension 9

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

## Topic 10: Gain Freedom - Contract Everything

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



*“E-VA’s 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/EdKirchProfile.htm](http://www.TheVisionProject.net/EdKirchProfile.htm)



**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-VA’s (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-VA’s can help to make that happen.

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



### Homeplay

- [ ] - 1. Read white paper “Please Close Me” (15 minutes) & 4 FREE Lessons
  - [www.TheVisionProject.net/CloneMe.htm](http://www.TheVisionProject.net/CloneMe.htm)
  - [www.TheVisionProject.net/VA\\_4\\_Free\\_Lessons.htm](http://www.TheVisionProject.net/VA_4_Free_Lessons.htm)
- [ ] - 2. Encourage others in my network to read this white paper and attend a group.
- [ ] - 3. Review PCS course - [www.DNAforSuccess.com/mastermind-groups/PCS](http://www.DNAforSuccess.com/mastermind-groups/PCS) (20 minutes)

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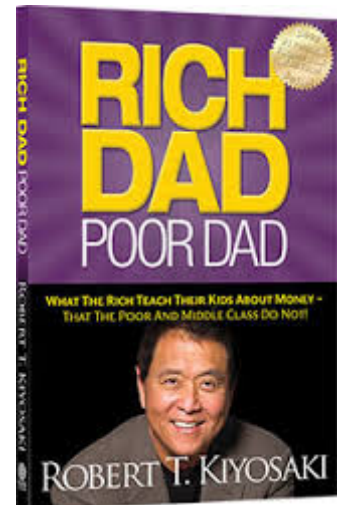
## Topic 10 Worksheet

*“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?”

Time / Money Tips



**“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/Dimensional\\_Living.htm](http://www.TheVisionProject.net/Dimensional_Living.htm)

**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/WP\\_ChangeManagementSystem.htm](http://www.TheVisionProject.net/WP_ChangeManagementSystem.htm)
- 2. Read twwhite 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: \_\_/\_\_/\_\_

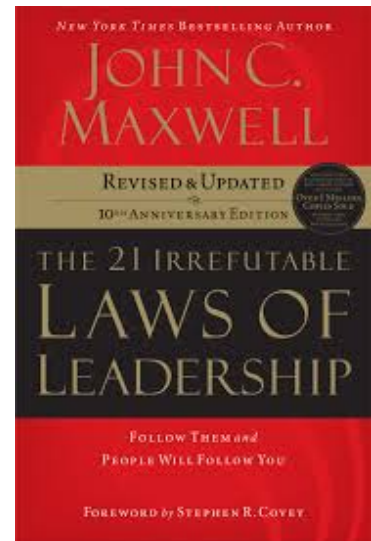
## Topic 11 Worksheet

*“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?”

Time / Money Tips



**“Trust The Integrity Of the System!”** - Dimension 11

- I commit to become a **Leader Of Leaders**.

# 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 BOS 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 BOS - 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/ProfitablePartnershipsWIN.htm](http://www.TheVisionProject.net/ProfitablePartnershipsWIN.htm)
- 2. Make a list of the 20 people you would love to have in a group. (25 min./each)

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

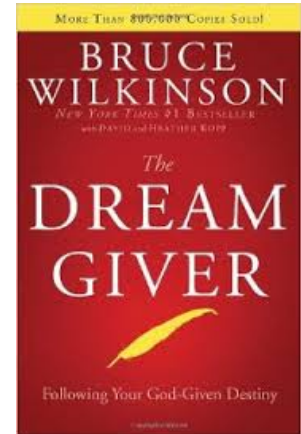
# Topic 12 Worksheet

*“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 amazingness 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?”***

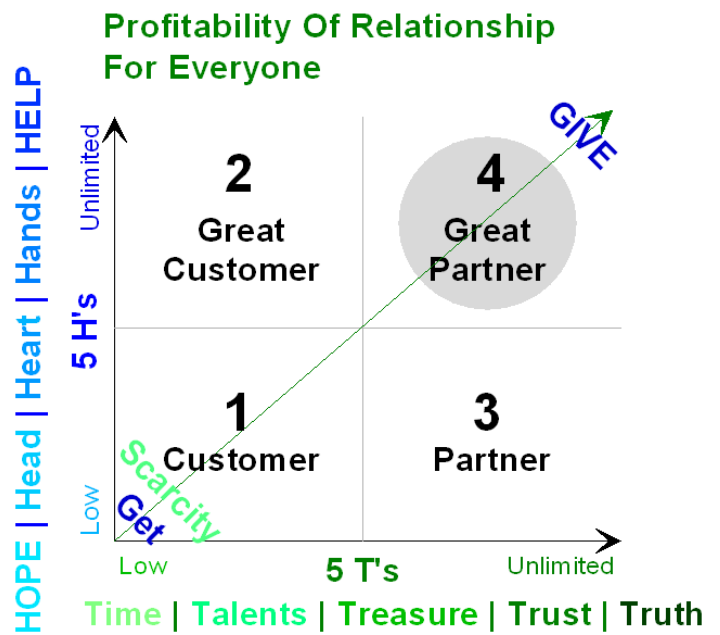
## Action Notes . . . “I Will . . .”

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?”

Time / Money Tips



**“Trust The Integrity Of the System!”** - Dimension 12

- I commit to **Helping Others** live their Life Vision.

## 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?”

Time / Money Tips



**“Trust The Integrity Of the System!”** - The *NEXT* Dimension

[ ] - I commit to working through workbook \_\_\_\_ - \_\_\_\_\_.



# 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?

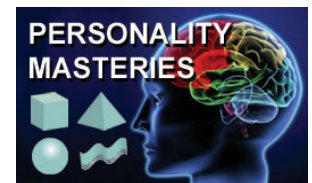
Those who have contributed to this book have invested not only millions of dollars in experience, but have also invested their entire lives into the discovery of all that is shared with us. If we do not pay it forward, do not be surprised when others are not great stewards of our 7 T's - **Time, Talents, 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/3f15TS.htm](http://www.TheVisionProject.net/3f15TS.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 earn 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's 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. Tithing - 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.SetFreeMinisters.org](http://www.SetFreeMinisters.org) [www.youtube.com/watch?v=cKcNpBt1fyE](http://www.youtube.com/watch?v=cKcNpBt1fyE)

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 Masteries Institute (a 501c3 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 BOS and has the benefit of learning within a mastermind partnership format.

**Month 7 - Golden Triangle - Part 1**

- Box 1: Identify Targets
- Q&A and review over assignments
- Box 2: Develop & Deliver A Message
- Q&A and review over assignments

**Month 8 - Part 2**

- Box 3: Track 100% Of Leads
- Q&A and review over assignments
- Box 4: Ask Key Questions
- Q&A and review over assignments

**Month 9 - Part 3**

- Box 5: Implement Strategic Strike
- Q&A and review over assignments
- Box 6: Group People & Message
- Q&A and review over assignments

**Month 10 - Contract Everything**





- How To Best Use E-VA's (Executive Virtual Assistants)
- Where to get started
- The challenges which will be faced
- Connecting your systems with that of other businesses

**Month 11 - Leadership**

- The six levels for leadership
- How to build a following
- How to connect your Life Vision in with others
- Expanding your vision

**Month 12 - Profitable Partnerships**

- The six levels for partnerships
- How to get buy in
- Challenges faced
- Customizing your systems

- [Enroll Now](#)
- [Standard Scholarship](#)
- [Custom Scholarship](#)

Overview | 12 Month Course Outline | 1.2 Million Scholarship | Application | Testimonies

**Mastermind 12 Month Outline - Level 1**

[Detailed 12 Month Outline](#)


**Month 1 - Time**

- Learn how to think about TIME in a different way
- White Paper "The Secret About Time"
- Overview - DNA for PEOPLE
- Overview - DNA for BUSINESS
- Overview - DNA for LIFE



**Month 2 - Systems**

- The discovery of my own Life Vision
- Systems for DNA for PEOPLE
- Systems for DNA for BUSINESS
- Systems for DNA for LIFE



**Month 3 - BOS**

- 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?



**Month 4 - DNA for PEOPLE**

- The Analytic
- The Driver
- The Expressive
- The Amiable



**Month 5 - DNA for BUSINESS**

- Area 1: Marketing
- Area 2: Pre-Sales
- Area 3: The Sale
- Area 4: Servicing
- Area 5: Client For Life



**Month 6 - DNA for LIFE**

- Natural Laws and their power
- 10 minutes a day for the rest of my life
- A Healthy Brain & Heart
- The 8th Habit - My Story and helping others discover



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.



## Weekly Agenda . . .

- [ ] - 1. 10 Minutes - Welcome new guests and complete level 1 questions and share.  
Go around table and share “I would like to accomplish today . . .”
- [ ] - 2. 15 Minutes - Leader / Presenter to share lesson and what personally learned.
- [ ] - 3. 15 Minutes - Members who studied lesson share how topic is / 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/530\\_Workbook.htm](http://www.TheVisionProject.net/530_Workbook.htm)



# 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 flier and hand it out to those we know.

=====

Hi,

I wanted to pass this flier 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=Xu4S1WGY4Pc](http://www.youtube.com/watch?v=Xu4S1WGY4Pc)

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=sAVEHVJ-v34](http://www.youtube.com/watch?v=sAVEHVJ-v34)

Give me a call.

Let's talk about how we could better partner.

Sincerely,

Other Great Lessons - [Introduction](#) -

**Coffee Connections**

Located at:  
Locations Worldwide  
[www.DNAforSuccess.com/coffee](http://www.DNAforSuccess.com/coffee)

To start your own Coffee Connection, call the individual who passed this flier along to you or call toll free 888.230.2300 or outside the US call 630.393.9909.

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

**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, gaining more referrals ... or bring any topic or problems that you would love help and ideas on.**

**Sponsored by:**  
**Life Masteries Institute**  
**Legacy Partners**

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

- [Original Google Draw](#) -



# 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.

<b>Area 1: Marketing</b>	<b>Area 2: Pre-Sales</b>	<b>Area 3: The Sale</b>	<b>Area 4: Servicing</b>	<b>Area 5: Client For Life</b>	
# of mktg pieces	Apts. Kept	Sales Made	Referrals	Partnership Referrals	
Goal	%	%	%	%	
(.2pts/2pt)	(50pts)	(500pts)	(150pts)	(150pts)	(Points)

Actual - The following will allow us all to track key 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/RCM.htm](http://www.TheVisionProject.net/RCM.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/LP\\_30min.htm](http://www.TheVisionProject.net/LP_30min.htm)

## **Wow . . .**

***“Does it seem like we’ve gone over a lot of information in a short period of time . . . the reasons it seems that way . . . 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?”

Time / Money Tips





## 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)

