WHAT IS YOUR BIGGEST CHALLENGE?

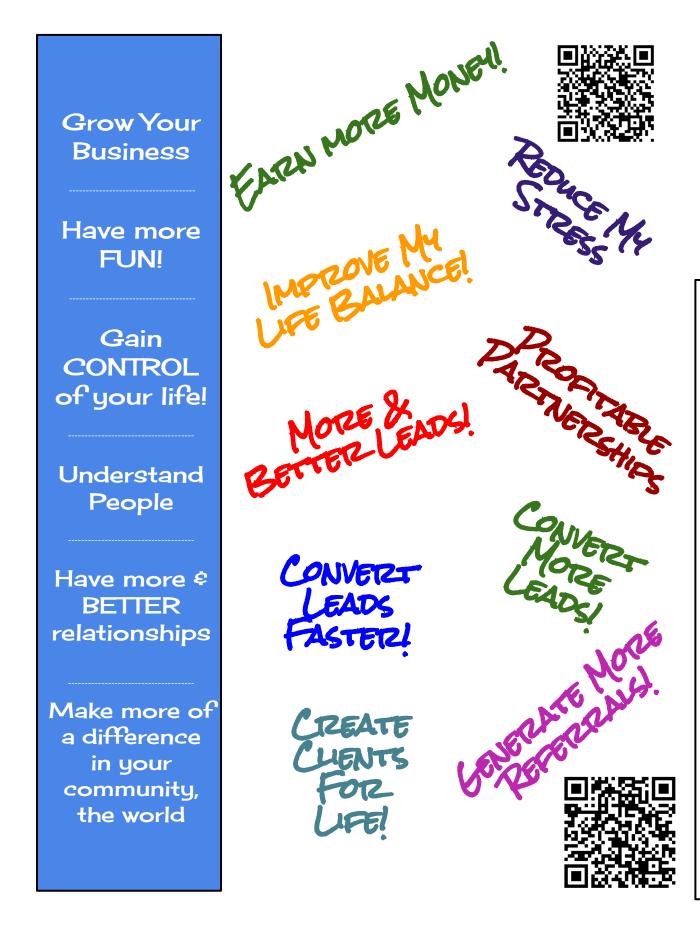
www.TheVisionProject.net/BIGGESTChallenge.htm

Did you know, that as a business owner OR community based organization leader, that every challenge you are facing, can be solved through the proper application of The 5/30 Grid?

DNA for **DNA** for DNA for PEOPLE **BUSINESS** ▣▓▓▣

LIFE

The 5/30 Solution Grid Level 1 5 2 3 4 6 Area 1: Marketing Dollar Develop Group Personality Identify Measure & Deliver results People & Based More & Better Leads Targets Results marketing A Message Messages Marketing Area 2: Pre-Sales Track Implement Model for Improve Personality New Lead Move leads to 10+ Strategic 100% profitability pressure Driven Strike Sources conversion of leads points Area 3: The Sale Why Master Apply 5 Ask key "Present prospects The "Yes" Freedom questions Solutions" are lost Fighters or the "No" Community Area 4: Servicing Feed Master steps Ask for Measure Successes Turn our servicing referrals pressure all costs into 1,2,& 3 into a profit center points 1 Business **Partnerships** Area 5: Client For Life from the Send monthly Obtain Track all Implement B2B and B2C Create profitable relationship Science of R&D efforts & referrals newsletter life-long relationships results **Success Series Tom Kunz and Mark Boersma** www.synergysolutions.net 888.230.2300



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 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 my in any area of your 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?



- * 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 you could change one thing about yourself what would you change?

* If someone said they thoughts you were a "2 ½" how would you respond?