

# THE ACTION CARD - 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?



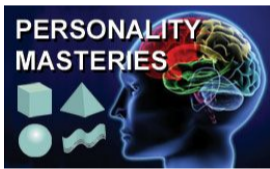
DNA for PEOPLE



DNA for BUSINESS



DNA for LIFE



5/30 grid

NATURAL LAWS

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### The 5/30 Solution Grid

	Level 1	2	3	4	5	6
<b>Area 1: Marketing</b> More & Better Leads	Identify Targets 1	Develop & Deliver A Message 2	Group People & Messages 6	Measure Results 10	Personality Based Marketing 15	Dollar results marketing 20
<b>Area 2: Pre-Sales</b> Move leads to conversion	Track 100% of leads 3	Implement 10+ Strategic Strike 5	Improve pressure points 9	Personality Driven 14	Large New Lead Sources 19	Model for profitability 24
<b>Area 3: The Sale</b> The "Yes" or the "No"	Ask key questions 4	Master "Present Solutions" 8	Why prospects are lost 13	Apply 5 Freedom Fighters 18		
<b>Area 4: Servicing</b> Turn our servicing into a profit center	Ask for referrals 7	Feed Successes into 1,2,& 3 12	Master steps pressure points 17	Measure all costs 22		
<b>Area 5: Client For Life</b> Create profitable life-long relationships	Send monthly relationship newsletter 11	Obtain B2B and B2C referrals 16	Track all efforts & results 21	Implement R & D 25		

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5/30 grid



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** \_\_\_/\_\_\_/\_\_\_ : \_\_\_

- Who would be my ideal lead and why?
- My biggest challenge in any area of my business / life would be . . .
- 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
- 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 \$\_\_\_\_\_