

INFLUENCE & LEADERSHIP

- M&M - [- MASTER Spreadsheet -](#)

Version 2.08

Imagine . . . what our lives would be like IF we could gain more influence as a result of being better leaders.

As we read through this white paper / working document, think about . . . who do you know that has a passion for becoming a better leader that you could Pay It Forward and with whom you can share this?

As we help others, they will help us, and together we'll accomplish so much more than we could ever do on our own.



If we listen to a short five minute video on **Thinking Differently** before we read this working document, we'll learn a lot more and do it a lot faster.

www.youtube.com/watch?v=Xu4S1WGY4Pc

Request your free Profitable Partnership white paper and take your leadership to a whole new dimension.

www.TheVisionProject.net/ProfitablePartnershipsWIN.htm

Author of IP: Mark Boersma

Leadership Core Team

Kevin King - Alan Stein - Randy Eikermann - Edward Kirch - Teresa Lekan - Bruce Brankle - Chris Ballenger - GingerAnne Collins - Brianne Edwards - Amber Kelly - Angelina Flemmer

Weekly Meeting Time - Saturdays 7:30 am to 8:00 am (ct)

857.232.0155 - Code: 473678 // webinar access: www.RavingFan.net

Becoming A Leader Of Leaders

- 1. Learning the science behind building leaders**
- 2. SEEing things others do not see**
- 3. THINKing in ways others to not think**
- 4. DOing things that others do not do**
- 5. The 7 Steps to Solve Any Leadership Challenge**

Detailed Outline . . .

- 1. Learning the science behind building leaders**
 - a. Dimensional Living comes from Dimensional Thinking.
 - b. Learning to help others think in a very different way.
 - c. Discover how to interconnect everyone's Life Visions.
- 2. SEEing things others do not see**
 - a. Ask questions others are not asking - be a great student
 - b. The power of DNA *for* LIFE
 - c. The power of BOS - Business Operating System
- 3. THINKing in ways others to not think**
 - a. Realizing how much we do not know
 - b. The power of DNA *for* PEOPLE
 - c. Learning how to learn
- 4. DOing things that others do not do**
 - a. The power of Systems
 - b. The power of DNA *for* BUSINESS
 - c. The power of the 3 D's - Disciplined PEOPLE - THINKERS - DOERS
- 5. The 7 Steps to Solve Any Leadership Challenge**
 - a. Why does it work?
 - b. How to get others to buy into this amazing model
 - c. Focus & Consistency

1. Topic:

2. Why I chose my topic. The "Why."
3. What I have learned in one short sentence.
4. 3 Key Words or concepts
5. Benefits I have received.
6. Actions I will take.
7. I encourage others to SEE - THINK and DO.

Influence & Leadership

Required to achieve my Life Vision.

This may be one of the most challenging things I have ever learned and it will probably be lifetime pursuit.




Integrity - Hard Work - 3 D's





Learning leadership at a much deeper level.

Share this with as many people as possible.





When we think, immediately realize that there is a better way to think and pursue that way of thinking.

Level 1 Follow In The Steps Of Others Who Have Achieved Success





Step 1   




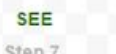
Level 2

Examination  **Solution**  **DO**  **SEE** 





Step 1 Step 2 Step 3 Step 4 Step 5 Step 6 Step 7

 **30 Minute Strategy Session**  **Commit**  **THINK** 

Level 3

Examination  **Solution**  **DO**  **SEE** 

Step 1 Step 2 Step 3 Step 4 Step 5 Step 6 Step 7

 **30 Minute Strategy Session**  **Commit**  **THINK** 


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.

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.

Once we have completed the examination and a strategy session 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!

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

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!

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.

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!**

Mark Boersma, international speaker and author, has invested over 30 years into the study of gaining influence and being a great leader. This project is a gift from Mark to others to assist individuals learn and grow from Mark's three decades of massive hard work in this area.

- More about Mark . . . www.DNAforSuccess.com/mastermind-profiles/mark-boersma/

If you benefit . . . from the decades of experience and hard work, which has been condensed down into the following few pages, Mark would request that you make a contribution to the Kids At Risk project. Mark would challenge you to give what you can on a consistent basis for as long as you benefit from what is shared in the following pages. Think of this as a Pay It Forward . . . and what you'll gain in return is far more benefit personally than what you give to others. **Even \$5 a week will make a huge benefit!** Scroll down the page and select the amount you are able to contribute and the amount of value you would like to receive.

interesting thing. Those you Pay It For most value. It's also interesting that

www.DNAforSuccess.com/mastermind-groups/kids-at-risk/

This leadership project is actually a cumulation of almost 30 years of effort to master the art of leadership.

If you are not familiar with the BOS - Business Operating System which consists of the DNA for PEOPLE, DNA for BUSINESS and the DNA for LIFE, please connect with the individual who passed this along to you OR please call 888.230.2300, or outside the US call 630.393.9909.

Without strong leadership, we will not achieve our own full potential / life vision and will not have the ability to help others do so.



DNA for PEOPLE DNA for BUSINESS DNA for LIFE



5/30 grid

The 5/30 Solution Grid

	Level 1	2	3	4	5	6
Area 1: Marketing More & Better Leads	Identify Targets 1	Develop & Deliver A Message 2	Group People & Messages 3	Measure Results 10	Personality Based Marketing 2	Dollar results marketing 20
Area 2: Pre-Sales Move leads to conversion	Track 100% of leads 3	Implement 10+ Strategic Steps 5	Improve pressure points 9	Personality Driven 14	Large New Lead Sources 9	Model for profitability 24
Area 3: The Sale The "Yes" or the "No"	Ask key questions 4	Master "Present Solutions" 5	Why prospects are lost 3	Apply 5 Freedom Fighters 18	Speed To Sell 23	Penetration Expansion 27
Area 4: Servicing 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	Apply 5 Freedom Fighters 26	Turn into profit center 29
Area 5: Client For Life Create profitable life-long relationships	Send monthly relationship newsletter 1	Obtain B2B and B2C referrals 6	Track all efforts & results 21	Implement R & D 25	Process For New Products 28	Apply 5 Freedom Fig 31

www.synergysolutions.net 888.230.2300 Copyright © 2007 Synergy Solutions

Phase 1

1. Identify Topics & Cool - Sexy - Interesting Name

Influence / Leadership . . . **The Magic To Mutual Success!**

2. 3 to 5 Major Areas

- Disciplined PEOPLE
- Disciplined THINKERS
- Disciplined DOING

3. Flesh out sub details

- Disciplined PEOPLE
 - Based On Personality Masteries
 - “Interesting”
 - “Work Hard”
 - “Commitment”
- Disciplined THINKERS
 - Based On Personality Masteries
 - “BIG Picture”
 - “M&M - Master & Monetize”
 - “Influence”
- Disciplined DOING
 - Based On Personality Masteries
 - “Thankful”
 - “Lifelong Learner” // “Curious”
 - “DEEP Listener”

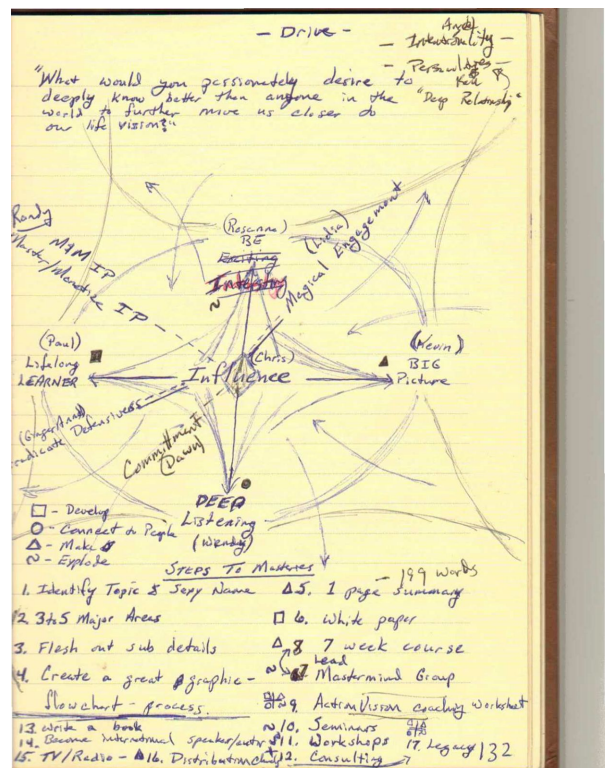
4. Create a great graphic

“A picture is worth a thousand words.” Dimensional Thinking has different levels and one of the highest levels for learning is having the ability to visually map represent things that we have discovered.

Lowest Level - Don't read / learn

- Read and learn from experts which make it easy
- Learn together in a mastermind group format
- Journal
- Write for benefit of others
- Simplify and put into pictures / graphics
- Write and speak for the masses

Highest Level - Learn from everyone, at any time, and then drive that through global application for the benefit of others AND get others to take one's IP, build and expand on it and share it with world.



Phase 2

5. 1 page summary - 199 Words

To be a great leader one **MUST** be a Disciplined **PERSON**, **THINKER** and in **DOING**. One must learn how to Think in a Dimensional Level and realize how to help others to do so as well. One must be an **INTERESTING** person to attract people to us, causes we lead, one must be **THANKFUL**, for what others have given and invested into us. Great leaders see the **BIG PICTURE** and are **CURIOUS** which give us the ability to be great **LIFELONG LEARNERS** and are **DEEP LISTENERS**. Great leaders **COMMIT** quickly and expect **COMMITMENT** and then study the art and science of business to **MASTER & MONETIZE** IP, which enables them to help those they are leading to pursue their life dreams, passions and Life Vision. When one masters all the above they have **MASSIVE INFLUENCE** and are great leaders.

We live in a society that worships **BIG** which has created lazy and people expecting to gain massive value with little to no work. We are becoming followers of mega leaders who are often not really interested in our good but are interested in power, fame and money. It's **OUR** choice. Do we want to lead or do we want to follow?

=====

6. White paper

Here is a thought . . . “People seem to want to gain deep understanding and wisdom without having to do the hard work to earn it?” Learning to discipline ourselves is like a muscle that we must work hard. When we work hard, maybe years, maybe decades, to gain masteries not only do we gain the knowledge from all that we do, but we move to a new dimension, a new level of understanding which not only gives us the gift from our work but also gives us the gift of valuing the work that others do.
- SEE BELOW - Page 12 to end -

7. Lead Mastermind Group

- Wednesday 5 pm (ct) - <http://dnaforsuccess.com/industries/associations-chambers/>

8. 7 Week course

1. The Power Of Influence . . . Leadership
2. Disciplined PEOPLE
3. Disciplined THINKERS
4. Disciplined DOING
5. Six levels of Leadership within The 5/30 Grid - BOS
6. Eight talents connected to influence / leadership
7. Creating Profitable Partnerships

Phase 3

9. ActionVision Coaching Worksheet

ActionVision Certified consultants will develop these.

10. Seminar

Legacy Partners and Kids At Risk will help develop worldwide events.

11. Workshops

Legacy Partners and Kids At Risk will help develop worldwide events.

12. Consulting

Legacy Partners will use this IP along with ActionVision coaching for coaching / consulting.

Phase 4

13. Write a book

The three top Legacy Partners who use this IP in most effective way will co-author book.

14. Become international speaker / author

A certification program will provide individuals with opportunities to speak around the world.

15. TV / Radio

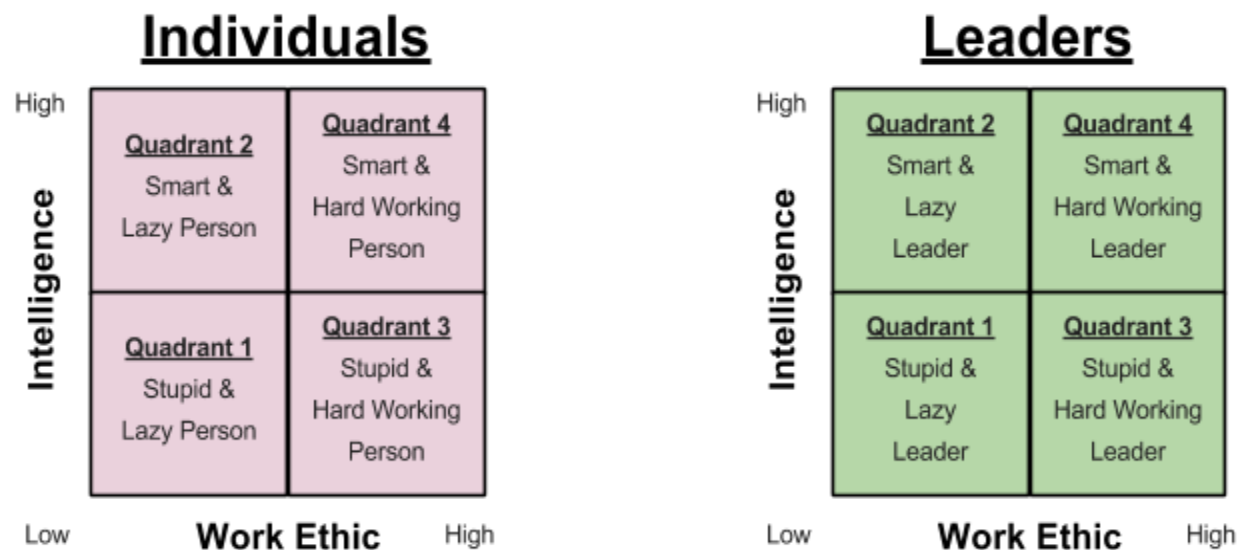
Certified individuals will spread the message - vision - insight around the world to help others.

16. Distribution

Will occur through Life Masteries Institute / Legacy Partners around the world.

17. Legacy

This entire program / system will integrate individuals IP and empower people around the world to think in a very different way.



3 D's

Disciplined PEOPLE - THINKERS - DOING

It's interesting to me how lazy most people seem to be. People do not seem to be willing to work hard at something over the long term. Seems like people want to gain the benefit which comes from hard work, but don't want to do the hard work.

(Rosanna)

BE INTERESTING

(Randy)

M&M IP

Master & Monetize

(Scott) T&T

Thankful & Truth

(Paul)

**LIFELONG
LEARNER**

- Curious - Tyler
(Great Questions)

(Chris)

INFLUENCE

- Leadership -

(Kevin)

**BIG
PICTURE**

(Dawn)

COMMITMENT

(Josh C.)

Work Hard

- 3 D's -

(Wendy)

DEEP LISTENING

IMPORTANT NOTE: Each of the above topics connects in and is a part of influence / leadership. Reading this working / white paper is just the beginning. Drilling into what others have / are learning will take us on a journey which will give us more influence than we ever thought possible. Learning to choose a word of our choice that we desire to have a deep understanding of and connecting it back into influence will take our lives beyond ourselves and expand our influence worldwide and will leave a legacy. Choose a word, join a mastermind group and then take that one word of interest and apply the 17 Steps and our influence will grow as we'll discover new and exciting truths which actually can not be found on the internet . . . believe it or not. :-)

Step 1: 30 Minute Strategy Session - Examination (14 minutes)

http://thevisionproject.net/LP_30min.htm

Learning how to ask a series of precise questions in 14 minutes to anyone in the world to determine their personality, needs, wants, coachability . . . and a lot more and then in 16 minutes help them to KNOW - LIKE and TRUST us to where we can help them change their lives forever is a key to INFLUENCE / LEADERSHIP.

Step 2: Solution (16 minutes)

<http://dnaforsuccess.com/solutions/> & <http://personalitymasteries.com/>

To be a great leader we need to develop the skills of understanding how, in 16 minutes to give individuals a solution which will change their lives forever. To do this we MUST master Personality Masteries (DNA for PEOPLE), The 5/30 Grid (DNA for BUSINESS) and Natural Laws (DNA for LIFE). We know if we're a great leader based on how many people take action with your recommendations and then see success.

Step 3: Implementation

<http://dnaforsuccess.com/implementation/>

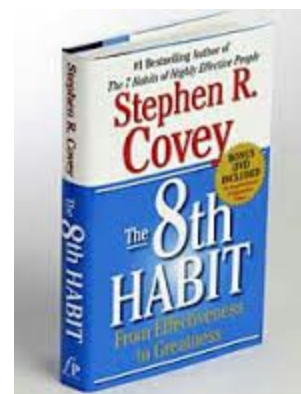
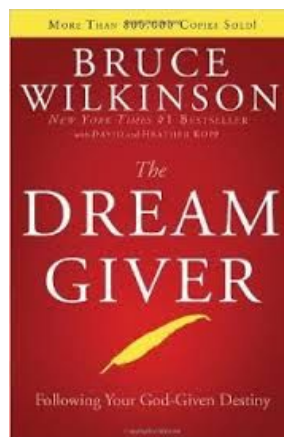
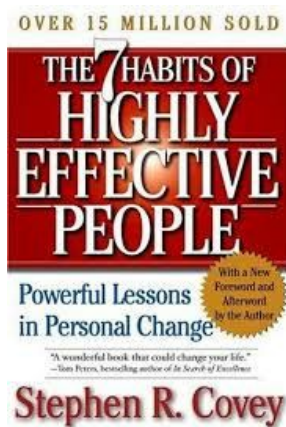
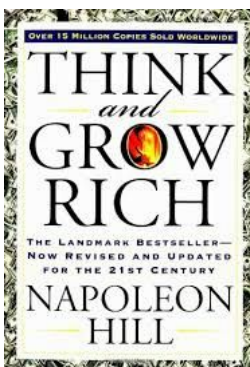
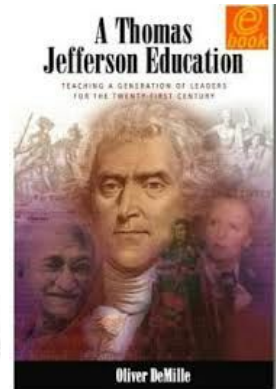
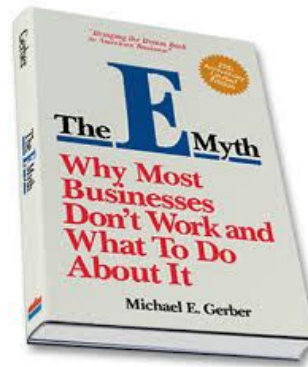
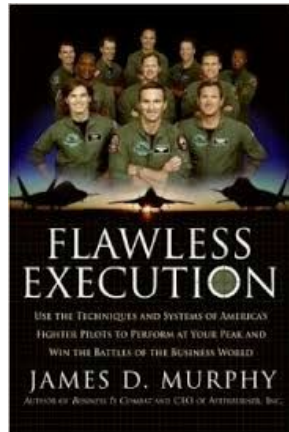
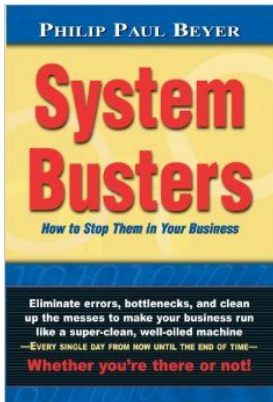
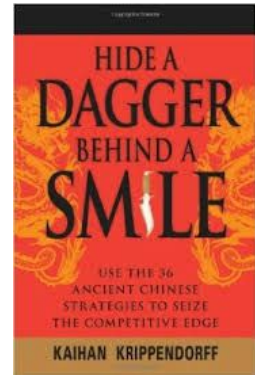
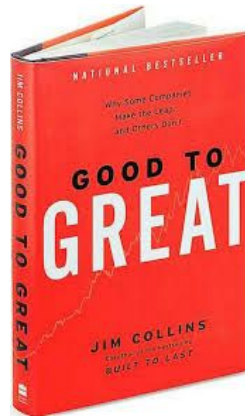
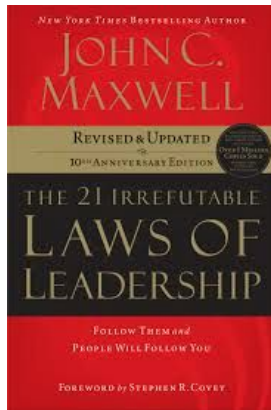
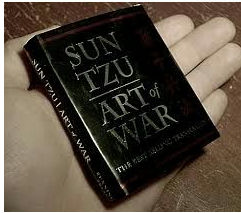
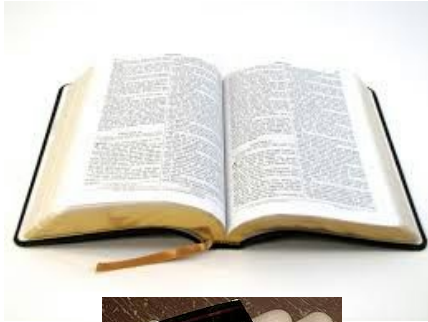
Probably the hardest job for any leader is learning how to get those we're leading to follow through with the best solution for their business / their lives. Often the best solution for someone actually does not help us as a leader and does not give us back time or money . . . INITIALLY. Having the right systems and Profitable Partnerships in place is critical to our ability, as a great leader to assist those we are leading to take action, to implement their "**NEXT BEST STEP**" to success.

Great book to read. Interesting insights on direct leadership and overcoming defensiveness.

http://www.synergytools.net/includes/mtr/training/flash.asp?filename=151005_Mon_10_00_LP_PM.swf

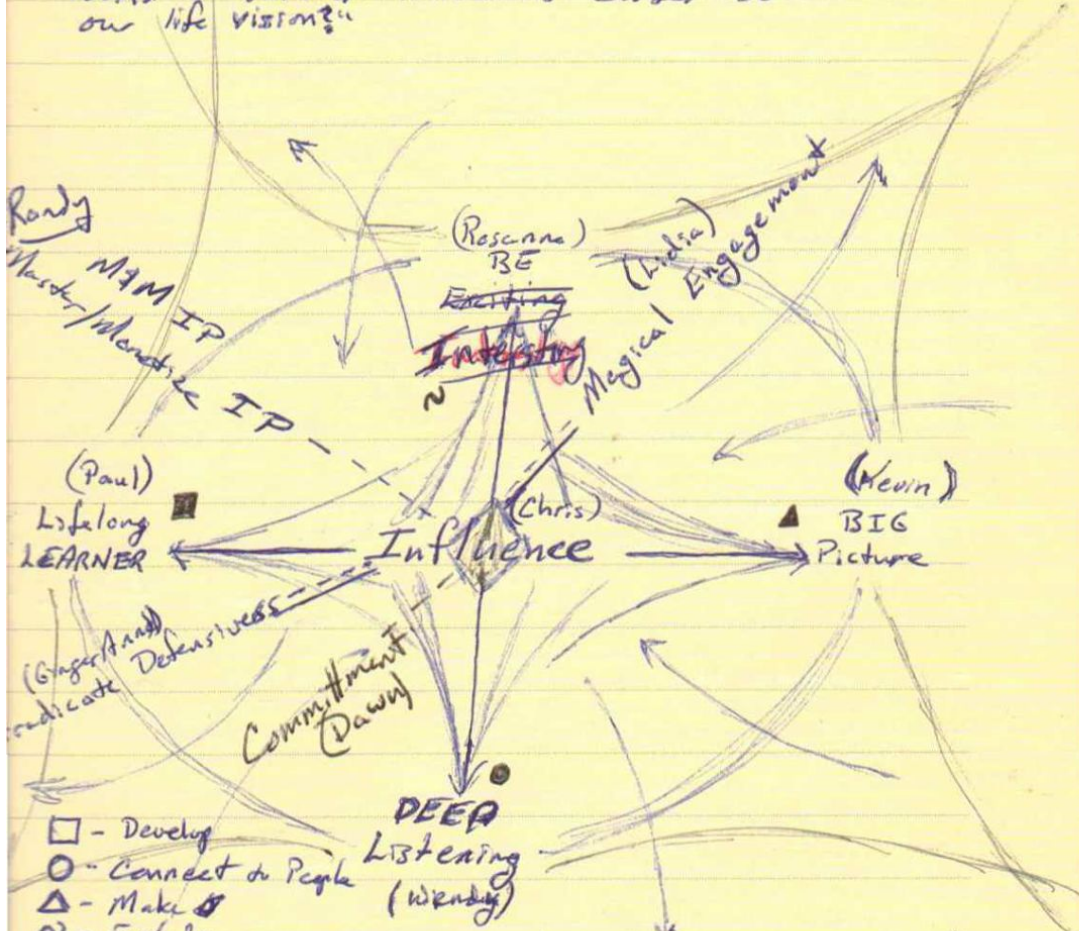
Books which have influenced my thinking on leadership . . .

<https://docs.google.com/document/d/1T4FluaSmAqRYSq62kjsWbxj3KKT9xvk4anD8uYE4E5k/edit>



- Drive - ^{And} - Intentionality -
 - Personalities -
 - Knowledge -
 - Skill -

"What would you personally desire to deeply know better than anyone in the world to further move us closer to our life vision?"



- - Develop
- - Connect to People
- △ - Make
- ~ - Explode

Steps To Masteries

1. Identify Topic & Sexy Name △ 5. 1 page summary - 199 words
2. 3 to 5 Major Areas □ 6. White paper
3. Flesh out sub details △ 8. 7 week course
4. Create a great graphic - ~ 7. Mastermind Group
- Slowchart - process. □ 9. Action Vision coaching worksheet
13. Write a book ~ 10. Seminars □ 11. Workshops
14. Become international speaker/author ~ 12. Consulting
15. TV/Radio - △ 16. Distribution ~ 17. Legacy 132

June 2012 God show up in my life.
 In A PIT With A LION ON A Snowy Day

Curiosity Mind
 Heart Compassion
 Soul Wonder
 Strength HELP
 Heart Open Friends
 Head Offspring
 HOPE Self-Motivation
 Energy
 Dizziness Sucks
 HELP
 Hands
 Heart
 Head

Teacher
 Navy
 Heller Keller
 Conception of an idea
 The Birth of the idea
 The Growth of an idea
 The Magic Energy of an idea
 Energy Reproduction of an idea
 Move the amplifier cycle right over the up cycle.
 Reduce the cycle, eliminate the down cycle.
 Huberman - "In the night 2011"
 Find a way to distill things down to the purest form.
 A Still
 Build it up
 Rip it Down
 Build it up
 Rip it Down
 Build it up
 Rip it Down

71

Unfamiliar Path
 Eastern Thought
 Fractal
 Amperage = Force

Fractal
 1. Distract
 2. Defer
 3. Deflect
 4. Deband / Defeatness
 5. Deny
 6. Deceive / Disguise
 7. Defeat / Depression

Fractal
 1. Passion
 2. Purpose
 3. Potentiality
 4. Positivity
 5. Persistence
 6. Perspective
 7. Prosperity

72

Bible - Creative/Wellive
 Chris Yuen
 "I found something even better."
 - Here a personal transformation.

- The NEXT Dimension Principle
 - Single To Complex To Simple Principle

Delayed Action Results

The higher we go, just like in the atmosphere, the more resistance there is, the higher the vision, passion, focus, discipline ect.

99% of energy demands, we get from our effort but some of it comes from our vision from something

1. Move to complex faster.
2. Apply 80/20 Principle Quickly & Thoroughly by focusing something
3. If we are not willing to take the risks associated with the growth we will not grow, we will get stuck.
4. When things are going well a good time to take the risks. invest all time - dollars - resources

The people lower in a dimension tend to look at people in a higher dimension.
 10 million
 5 million
 2.5 million
 1 million
 < 500K

If the person is to die

72

SEE
 DO
 UNDERSTAND

SEE the future clearly
 UNDERSTAND the value of delayed gratification from our VISION

Gifts of Energy

PRESENT
 - Actions
 - Commitments

LONGTERM
 - Hope
 - Vision

PAST
 - Fond Memories
 - Lessons Learned

SHORT TERM
 - Encouragement
 - Jump Start

Better Present
 Better Future

Short Term
 Medium
 Long Term

Spiritual
 Emotional
 Physical

72

White Paper

White Paper's Goal

Assist individuals, to quickly understand key ingredients to becoming a great leader at the highest level. Our goal is to empower leaders to move above “simple” leadership and move to the dimension of building the next generation of leaders.

To gain a deeper understanding for all the massive amount of work that people have invested into the development of this wisdom it is strongly encouraged that you read in detail each of the nine white papers and supporting resources which help to bring of the sub areas to life.

3. Flesh out sub details

a. Disciplined PEOPLE

1. Based On Personality Masteries
2. “Interesting
3. “Work Hard”
4. “Commitment”

b. Disciplined THINKERS

1. Based On Personality Masteries
2. “BIG Picture”
3. “M&M - Master & Monetize”
4. “Influence”

c. Disciplined DOING

1. Based On Personality Masteries
2. T&T - “Thankful & Truth”
3. “Lifelong Learner” // “Curious”
4. “DEEP Listener”

Learning as a leader to develop leaders is something that very few leaders will ever accomplish in their lives. Leading people who follow through with the direction of a leader, is one level of leadership. Building and developing leaders who know how to build others is something that the following insights will provide.

a. Disciplined PEOPLE

1. Based On Personality Masteries

Each of the 4 / 16 / 32 / 64 / 256 / 65,536 personality types require a different type of discipline which all connects back into the 3 D's and working really hard. To keep things simple we'll stick with the four major personality types. The following is very simple and does not take into account the many variations of personality types. Level 1 Personality Masteries certification along with other courses is strongly recommended. <http://personalitymasteries.com/>

Analytic



- Is disciplined with numbers, details, seeing the small things that often, but not always matter. Lacks discipline in the area of seeing the big picture, ignoring the details that don't matter and dealing with people.

Driver



- Is disciplined in seeing the big picture, staying focused and on task in achieving the stated goals. Lacks discipline in being patient with people, fully considering people and make sure that all the details are covered and we've given things enough time before we act.

Expressive



- Is disciplined in being focused on people, creating energy, excitement and fun for everyone involved. Lacks discipline with details, keeping on tasks and not allowing the fun, new ideas and / or energy to overtake things.

Amiable



- Disciplined in caring for the "small" needs of people and sensing when people are upset or uncomfortable. Peace and harmony are things the amiable are very focused on. Lacks discipline in drawing boundaries and being taken advantage of, manipulating others and being controlling of people. Also tends to lack a self awareness so much so that they often don't see their areas that lack discipline.

2. “Interesting”

Learning to be interesting, as a leader, is important, as it will help to attract people to whatever we are leading. We are given our primary personality type at birth and before the age of three as it is fine tuned and developed. Our secondary personality type is in large part developed in our environment. Leaders seem to have to develop the other two personality types through hard work and personal discipline.

Being interesting is in large part, at the core, the ability to be something, in a way very unpredictable. Even the most amazing, outgoing, fun and exciting person can become boring to people who are around them a great deal. It seems . . . that the most interesting person is the one that “Focuses on others rather than themselves.” (**HUMBLE**) and “Is a student of life and people, (**HELPFUL**) always seeking to learn and grow.” (**LEARNER**)

Would you like more information on being interesting?

Rosanna Boersma - rboersma88@gmail.com

3. “Work Hard”

If someone were to ask you “Are you a hard worker?” how would you respond? Most people think they work hard as they compare themselves to others around them. If most people think they work harder than everyone around them then we have a level of delusion. Each of the four different personality types will tend to work hard and be disciplined in areas where they naturally enjoy doing things. It’s really kind of like learning to turn work into something fun. The deep hard worker will tend to work hard in things they do not enjoy or areas they do not excel in.

It’s seems, in life, that to get to our full potential, where we really know where we could and should be, kind of the mountain top experience, we need to learn to have the discipline to work hard in areas we aren’t naturally good at and in areas we do not enjoy.

If you’re thinking . . . “What about focusing in on those things we’re good at and enjoy . . . “ hate to say it, but that may be because you are lazy and seeing things that justify those things which are easy for us. While it is true that in the long term we may not continue to do things we do not enjoy doing and/or don’t do things we do well, in the short and midterm we often have to do those things we don’t do well to see greater success in those things we do really well. One of the best benefits of really working hard at those things we don’t do well is that we learn to have the discipline to value at a very deep level people who will, eventually take over things for us in the future and we won’t take them for granted.

Ralph Miller’s mother at 96 years old said “Ralph, the biggest challenge old people have is that they get lazy. Ralph shared that when we have a disability or a weakness that it requires us to have more discipline.

Would you like more information on working hard?

Joshua Collins - jcolli04@gmail.com

GingerAnne Collins - gingeranne0619@gmail.com

4. “Commitment”

Because maybe of BIG everything, which seeks to seduce us into thinking that BIG business, government, education and even BIG religion can solve all our problems and deludes us into thinking that we are making a larger contribution than we are while often compensating us far below what we are truly capable of, we often think we are strong and powerful, when in reality we are not. We are dependent on the BIG around us and enslaved to this.

If things don't work out for us, we can leave the BIG and join something else BIG and never learn to commit to even the most important things like marriage, our children and friendships. Things get tough for us and we quit and move on.

Learning to commit and not give up is a discipline that in today's society we often do not have. Learning to follow through, when we feel like quitting, when we've lost interest, when we've been hurt, misjudged, taken advantage of, and / or not appreciated is something that is greatly missing in our society. Because of the challenges in society which helps to produce the people leaders will be working with, leaders of today are required to have even greater skills and disciplines in helping people to commit than ever before.

Would you like more information on commitment?

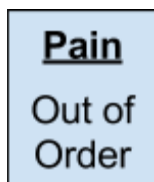
Dawn Herbig - dawn.herbig@me.com

b. Disciplined THINKERS

1. Based On Personality Masteries

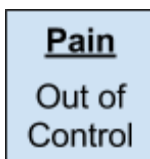
Each of the 4 / 16 / 32 / 64 / 256 / 65,536 personality types have a way of THINKING that has helped them to achieve the success they have. The way we think has it's strengths as well as it's weaknesses. Understanding, at a very deep level, will help us to control the energy and gifts that we have, which will prevent us from having our strengths become weaknesses. Get certified in Personality Masteries and we'll change our lives. <http://personalitymasteries.com/>

Analytic



- The strengths the analytic has in how we think is that we will look for a process, a way, the details to the steps to accomplish something. We focus on details on how to accomplish the tasks and do the right job. The flaw often in our thinking is that we miss the big picture and head in the wrong direction or we'll stick with the map and follow a wrong path because that's the plan. Being disciplined as an analytic personality requires us to give up a lot of the details, in most of the situations and focus on the big picture. Disciplined thinking is SEE, THINK and DO things which may not have the data to support the decision. Discipline is learning to trust people more and be willing for us and others to make more mistakes . . . understanding that those mistakes we know and learn from are far better than the mistakes we as analytic personalities often make but no one knows, even us, as the mistakes are in inaction, study and analysis.

Driver



- We as a driver's will tend to be strong in our thinking as it relates to seeing the big picture and how to get tasks done. When we're good at things more natural and/or we enjoy doing things it really doesn't take discipline to think a certain way as that comes naturally. Disciplined in thinking for us as a driver requires us to focus on people more, the emotion and feelings of people and details. Disciplined thinking for us requires us to understand that the details we don't think are needed . . . often are needed. Disciplined thinking for us requires us to understand that going slower and waiting on people often is a faster way to get something done, even though it doesn't feel like it at the time for us. Disciplined thinking for us requires us to understand that energy, excitement and crazy out of control thinking is often what draws the people to a project that accomplishes the global goals.

Assignment

If we are the Analytic or Driver (more task focused) personality as a primary or secondary then journal how we will work, as a leader to develop greater disciplines in those areas we are weak and not allow our strengths to become weaknesses.

If we don't have the energy / gifts of the analytic / driver personality then study the above and work with the analytic / driver personality types to gain a better appreciation and personal

discipline to gain these gifts / talents / skills as well as appreciation those around us in a more effective manner.

Expressive



Pain
Boring &
Not Fun

- As an expressive personality type we will tend to be naturally disciplined in understanding the importance of getting a lot of people together and getting people excited and passionate about whatever we are setting out to do. That at times, will cause us to get excited about things that we shouldn't and/or things which have not been thought out well.

Learning to to discipline ourselves in how we think is extremely hard as we, like all personality types tend to remember all those times we were not disciplined and it worked out well. In addition to that we also tend to forget or remember improperly those times we did not think things through or brought too much energy, passion and excitement to a situation and it didn't work so well. Being a disciplined thinker as an expressive we need to learn to think through things more / allow others to do so, focus more on the tasks, less on fun and be more patient with people and situations.

Amiable



Pain
Conflict
with Others

- We an amiable personality types often have the hardest time being disciplined because we're kind of like a chameleon and will modify our personality to those around us. This causes us to often wonder "Who are we?" and "What do I think should be done?" rather than just giving into others so much. Being disciplined in our thinking as amiable requires us to see things about us that we don't really want to and/or to see ourselves in a light that we don't really like and very few people would see as us. Disciplined amiable personality types think / see that we are often selfish, manipulative, bitter and don't show people who we really are. Disciplined amiables will think / see that there are many ways to accomplish things and treat people and while people often like the way we do things, it's honestly not the best way and we need to be more open minded and less stubborn.

Assignment

If we are the Expressive or Amiable (more focused on people) personality as a primary or secondary personality type can journal how we will work, as a leader, to develop greater disciplines in those areas we are weak and not allow our strengths to become weaknesses. Be more disciplined in our thinking of how to focus more on getting the tasks done and less on how to make people happy and/or feeling good about ourselves and others.

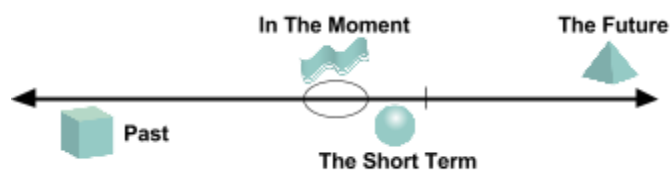
Learning to be disciplined in our focus on learning from the past and having a vision for the future will help us to have a better present in the future. Hmm, might need to read this a couple of times to really understand at a deep level what this is saying. :-) We tend to think about "Living in the moment" and/or the short term and fail to learn from our past areas of poor thinking and / or don't do well in focusing on the future and have the discipline to think about what we need to do today to create a better tomorrow for us and those around us.

If we don't have the energy / gifts of the expressive / amiable personality then study the above and work with the expressive / amiable personality types to gain a better appreciation and personal discipline to gain these gifts / talents / skills as well as appreciation those around us in a more effective manner.

2. "BIG Picture"

As a leader we need to learn how to see the BIG PICTURE. The driver personality is probably the most natural at this. The driver personality can often do this as a result of not being "distracted" by people and / or by excitement or fun like the expressive personality type. The driver also does not consume energy, time or resources often in looking at the details which can bog things down.

The driver personality kind of was built at their DNA level to SEE the future and not be distracted by the past like the analytic. To influence people, to lead people we can not



be limited by what has been done in the past or the limiting beliefs, experiences or thoughts which come from our perceptions of past experiences.

The driver personality sees things how they could be and has the pragmatism and desire to achieve a goal which almost requires them to pursue things that no one else can see or believe and / or has ever been done. To achieve our full potential individually as well as a group / team we often need the driver to SEE and cast the vision and then have the expressive personality bring their natural gifts, energy and passion to achieve that vision that really big picture goal.

The driver then can take the millions of ideas the expressive personality type will have and then sort out the best, big picture ideas which then get handed to the analytic. The analytic then can figure out how to break those best ideas down into specific details and map out a plan which will help everyone to know their roles.

The amiable energy can then be introduced into the mix which provides a tenacity, a stubbornness which is often needed when things get boring (expressive) when things get out of control (driver) and / or when things don't work the way the plan was laid out the amiable can then pull it all together and make it all work.

Would you like more information on seeing the BIG Picture?

Kevin King - kevin@kingvoiceover.com

3. “M&M - Master & Monetize”

Why do people flock to certain leaders? Why do people embrace some leaders? How do we draw more people to us?

A great leader learns to not only SEE the special gifts within people but also learns how to help people turn people’s gifts and talents into financial gain for that individual and those individuals within the overall network.

A great leader, rather than reinventing the wheel, will leverage systems, tools and networks already developed to assist those they lead to see success. The most effective system we have seen for doing this is offered through Life Masteries Institute and is the Mastermind Partnership system. The weekly curriculum is simple and easy to understand and follow. The leaders, mastermind groups and technology is designed to help each participant learn how to develop their own BOS - Business Operating System, an engine to achieve our full potential, discover and share our story enabling us to achieve our Life Vision.

Imagine . . . how much more influence we would have with people if we could empower and equip them earn a lot of money . . . while pursuing their passions in a fun and exciting way. YES . . . we’re talking about helping individuals learn how to earn a lot of money while having fun, using those things we’re passionate about AND having fun all at the same time.

NOTE: There are Pay It Forward scholarships available for those individuals who are in need of assistance in getting started. Please connect with the individual / group who passed this working paper along to you and/or call 888.230.2300, outside the US 630.393.9909 and they will put in a good word for you. It pays to be connected / networked. :-)

Would you like more information on master & monetize?

Randy Eikermann - randy@evbllc.com

www.TheVisionProject.net/MastermindScholarships.htm

4. “Influence”

As we’re learning “influence” is complex and must be earned. To earn influence we must be willing to work hard to and master the art of influence which consists of many different areas of understanding people at a deep level and mastermind the art of being a disciplined person, thinker and in doing, i.e. taking action.

If we think we’re a hard worker, it’s probably time to learn The *NEXT* Dimension principle and take our willingness to work hard to a whole new level of success. Do we have a hard bound journal? Do we take notes on what we learn? Do we embrace all types of pain in our lives and the lives of others to grow and appreciate the lives others have lead?

Do we want others to do the work for us and feel that we can be lazy as long as we’re smart? Do we seek to have an easy life, living in the delusion, that easy somehow is better than hard and that success is the avoidance of pain rather than learning from pain, hurt and disappointment? Think about it . . . often those who have had the most influence . . . have had the greatest pain in life and are able to influence others as a result of their response.

Would you like more information on influence?

Christopher Ballenger - chris.ballenger.nbdg@gmail.com

Edward Kirch - ed@edkirch.com

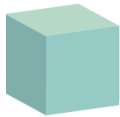
www.TheVisionProject.net/CS5_03.htm

c. Disciplined DOING

1. Based On Personality Masteries

Each of the 4 / 16 / 32 / 64 / 256 / 65,536 personality types have a way of “DOING” which is both a strength and a weakness. By now, you’ve probably already discovered that this is true for everything in all areas of life. Our greatest strengths are our greatest weakness and our greatest weakness is just our greater strength misapplied. Learning and practicing discipline helps us to achieve our full potential in every area of our life. Become certified in Personality Masteries and we’ll change our lives. <http://personalitymasteries.com/>

Analytic



- We as the analytic personality will tend to “Do” things which require thinking, precision and detail. Often the analytic can be a musician or an artist as art and music requires not only creativity but also a great deal of masteries of a very specific area of focus. The analytic’s challenge in “Doing” often come in taking action, in “Doing” when there isn’t data to support taking action. The analytic’s ego often is the drive to do things with perfection to gain the recognition of others for excellence. If things can not be done with excellence the analytic will often not even get started. This holds us, as analytics back a great deal as it prevents us from stretching ourselves and learning from our mistakes. **Discipline for us as an analytic is to “Do” / take action quickly and without giving it thought.**

Driver



- We as drivers will tend to “Do” / take action far too quickly at times. We often miss key details and a times run people over in driving things through to achieve big goals and / or move quickly with things. We are natural disciplined in taking action with tasks but lack discipline as it relates to keeping a close eye on the details and the impact on the people. **Discipline for us as a driver is to have the discipline to slow down before doing and give it thought more thought and give greater consideration as to how it will impact the others.**

Assignment

If we are the Analytic or Driver (more task focused) personality as a primary or secondary then journal how we will work, as a leader to develop greater disciplines in those areas we are weak and not allow our strengths to become weaknesses in areas of “Doing” / taking action.

If we don’t have the energy / gifts of the analytic / driver personality then study the above and work with the analytic / driver personality types to gain a better appreciation and personal discipline to gain these gifts / talents / skills as well as appreciation those around us in a more effective manner.

List out in our journal specific actions we will take as a leader to help each person we are leading to learn how to be more self aware and self managed based on their own personality. A big part of leadership is helping those we lead to be more self aware and then equip individuals to learn how to grow and develop on their own.

Expressive



- We as expressives look busy all the time as we do get a lot accomplished. We tend to “Do” things quickly as things which are fun to do we just into and quickly work on them as they are fun. Things which aren’t fun we as leaders, if we’re disciplined will jump right in and get those done as well or delegate them to someone else. Often in “Doing” things we will miss some of the smaller, but important details and / or rush through things. **Be disciplined to slow down before doing / taking action and give it thought more thought, watch the data more closely and work to focus less on fun, energy and excitement.**

Amiable



- Often we as an amiable personality will “Do” / take action to do something because we want to please someone / make them happy with us rather than doing things that need to be done. This will often work out for us but at other times, it will hurt us and those around us. We also often get so caught up with all the people around us, their emotions, thoughts, feelings, words, etc. that we don’t “Do” / take action on the critical tasks. We also need to be careful not to overly concerned about “strangers” / people less close to us which can cause us to “Do” things for others to impress them but those who are closest to us, we can take advantage of them. **Be disciplined to do things faster. Be disciplined to be less concerned about what people will think of us when we “Do” / take action which may cause conflict in the short term.**

Assignment

If we are the Expressive or Amiable (more focused on people) personality as a primary or secondary personality type can journal how we will work, as a leader, to develop greater disciplines in those areas we are weak and not allow our strengths to become weaknesses. Be more disciplined in our “Doing” of how to focus more on getting the tasks done and less on how to make people happy and/or feeling good about ourselves and others.

If we don’t have the energy / gifts of the expressive / amiable personality then study the above and work with the expressive / amiable personality types to gain a better appreciation and personal discipline to gain these gifts / talents / skills as well as appreciation those around us in a more effective manner. While the amiable and expressive often do have challenges in “Doing” / taking action on the tasks we can learn how to rally people together to buy in and make sure the tasks are completed to achieve our mutually agreed upon goals.

List out in our journal specific actions we will take as a leader to help each person we are leading to learn how to be more self aware and self managed based on their own personality. A big part of leadership is helping those we lead to be more self aware and then equip individuals to learn how to grow and develop on their own.

2. “Thankful”

It seems . . . that we live in a society that is not thankful / grateful. A lack of thankfulness produces individuals who have a sense of being entitled. Feeling a sense of entitlement is destructive to our vision as a company / group, reduces productivity and overall profitability.

We will tend to focus on “Getting what I am due.” in the immediate short term and lack the willingness and discipline to make the sacrifices in the short term to achieve anything of substance in the long term.

Being thankful really is a discipline of the “Doing.” It’s being thankful to others when we feel like we are giving more than we are receiving. It’s being thankful for the small things as well as the large things. Work hard to be observant of others and thankful for the insights things they have contributed to our success.

Assignment

Develop the daily disciplines to take seven minutes a day and write down all that we’re thankful for and/or thank seven people for what they have done and / or how they have contributed to our success.

Would you like more information on thankfulness?

Scott Allred - scallred59@gmail.com

3. “Lifelong Learner” // “Curious”

One of the greatest gifts we can give to ourselves or anyone is being disciplined in becoming a life long learner. Wendy Moses shared in a mastermind group that she discovered that that average 3 and 4 year old ask over 300 questions a day. :-)

Are we curious? Are we a lifelong learner? Are we prideful and tell people rather than humbler and ask questions? Do we listen at a deep level to spot where people think in a different way than we do and then do we engage them to discover way? With every day are we realizing that the more we know the more we know we don’t know? Are we eager and excited to learn something new, to experience something we’ve never experienced before, to try something we were sure wouldn’t work . . . in the hopes that we would be wrong?

Assignment

In the front of our journal start to write down all the questions we have about life, people, things, situations . . . How many questions do we have? Push ourselves to come up with more questions.

Would you like more information on being a lifelong learner?

Paul Wilson - paul@wilsonabq.com

Tyler Scannell tylerscannell10@gmail.com

4. “DEEP Listener”

Why is deep listening so important? What does it take to become a deep listener? Is becoming a deep listener really something that requires discipline?

What is our Life Vision? What is our true potential? Is deep listening required to achieve our full potential and our Life Vision?

Do we desire to double our income and reduce the number of hours we work? Is being disciplined in becoming a deep listener critical to our success in that area and really any area of our lives?

It seems that deep listeners are some of the best people at asking questions. Why? Deep listening does require a massive amount of discipline to not only hear the words that someone is saying, the tone they are saying it in, their personality, our personality, the events that surrounded what was said, the goal and intention of the speaker and all the other people who are involved in the conversation, to name a few of the factors.

If you're saying "That seems like a lot of work!" probably a good idea to focus on "Working Hard" section. Deep listening may be one of the hardest skills for any personality to master. The right questions, asked of the right people, in the right way, at the right time, in the right order, in the right tone, with the right motive and intention creates a magical experience that many people may not experience in their lifetime much less on a daily basis.

Deep listening pierces the very heart and soul of the individual and helps them to release the magic of who they are. When we do that, the magic we possess as a leader blends with the magic of those we are leading and some might even say "It's not only a magical experience but a spiritual experience as well."

Would you like more information on being a DEEP Listener?

Wendy Moses - wendylmoses@gmail.com

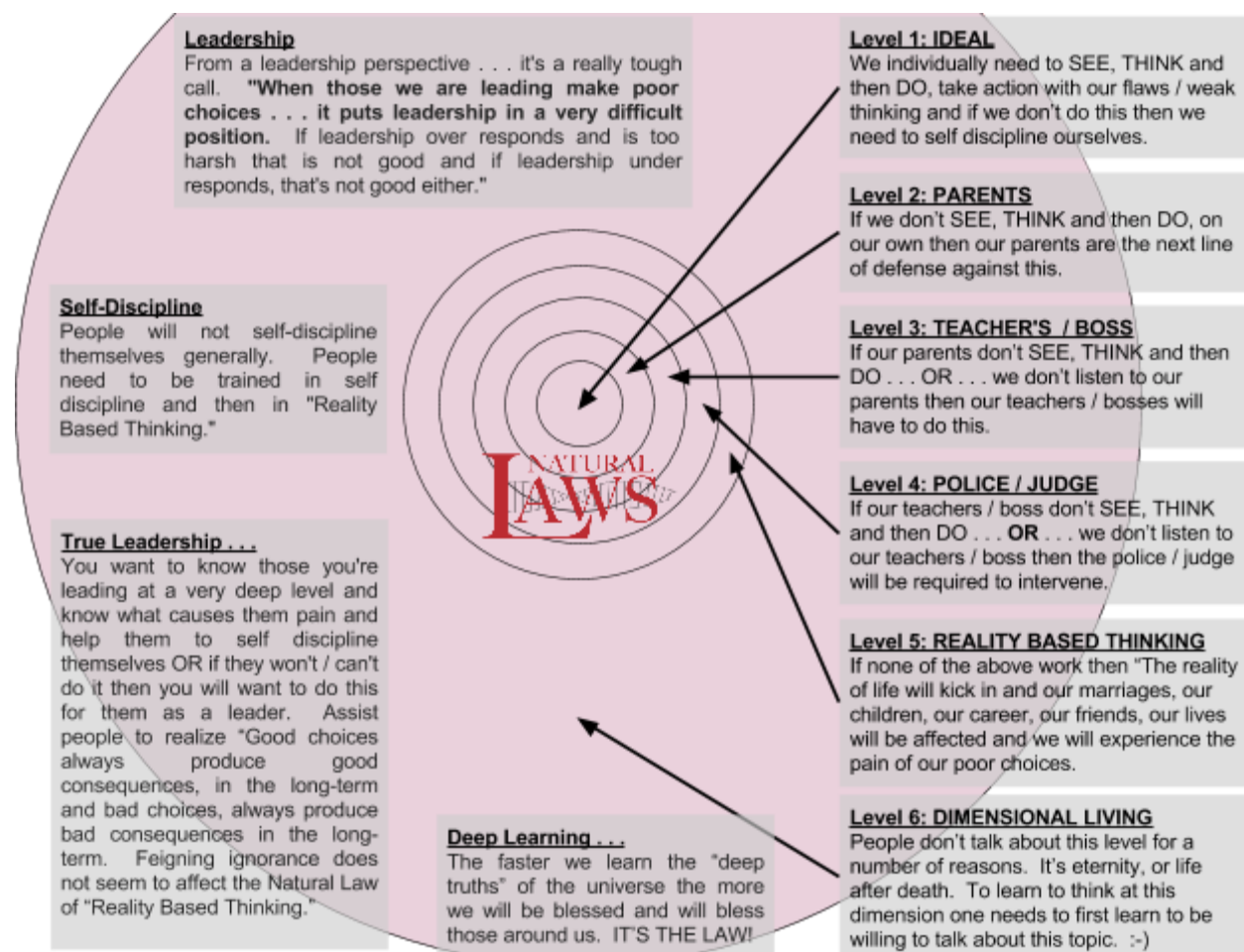
Q&A . . .

What do you do when those you're leading are sloppy, lazy and / or undisciplined?

In leadership it's a really tough call. "When those we are leading make poor choices then it puts leadership in a very difficult position. If leadership over responds and is too harsh that is not good and if leadership under responds, that's not good either."

People will not self-discipline themselves generally. People need to be trained in self discipline and then in "Reality Based Thinking."

You want to know those you're leading at a very deep level and know what causes them pain and help them to self discipline themselves OR if they won't / can't do it then you will want to do this for them as a leader.



Misc. Notes . . .

Everyone . . . Ken Bucci had a most interesting insight. Ken realized that he knew the answer to how to turn something that would cost him money and turn it into a profit center but he did not know the question to ask. So much to learn.

- Will Ken be a strong enough leader that he will get Randy, Scott and Richard to listen to the 30 minute session?

- Will Randy, Scott and Richard have a deep passion to learn what Ken did and be responsible partners to listen to the recording of that session? :-)

Great first step in leadership Kevin. :-)

Each one of you, if I remember correctly :-), have expressed interest in learning to be better leaders.

Chris is actually heading up **Influence - Leadership** so if you're interested in really digging and getting great at leadership then let Chris know. Chris build a group of people who are interested in becoming great leaders.

Kevin, with some encouragement met with Tyler. Good leadership Kevin. Kevin then followed up with Tyler and Cc'ed me in the managing Up/Out. Good work!

To be a GREAT leader it takes a ton of hard work and years of effort. Does anyone have questions to ask Kevin / Tyler? Great leaders know how to build other Great leaders and Great Leaders know how to ask questions and are willing to take the time and effort even though they feel they probably don't have either to give. :-)

Lazy people will look to get something quick and easy and won't take the time to really master leadership.

- Kevin, are you clear as to the next step?
- Did you follow the 30 minute Strategy System precisely?
- Did you see opportunities for other partners to help Tyler and be helped?
- Did you think "Who should I Cc on this to help them grow and learn?"
- Do I have a clear idea as to how my time with Tyler will help Tyler earn more money AND I will as well?
- Did I help Tyler realize what a great gift he was being given and ask him if he would Pay It Forward?
- Was Tyler so impressed where he said "Wow, I want to learn how to do that?"
- Did we rock Tyler's life so much that he had the experience that Wendy and Misty both have?
- Did we point Tyler to the 30 minute Strategy Session training so he could start to learn to do what Kevin did which would give Kevin AND Tyler a continued flow of leads . . . FOREVER? http://thevisionproject.net/LP_30min.htm
- Does Tyler want to learn to start his own mastermind group that Kevin could earn money on forever as well as everyone else who works hard could as well?
- Does anyone know where Tyler could go to learn how to do this? <http://thevisionproject.net/AddFreeCourses.htm>

- Did we connect Tyler to the Saturday call as a solution to his biggest challenge so even after he moves he will continue to be connected?
- Did Tyler get clear direction on figuring out the solution to his biggest challenge?
- Did Tyler find the mentor he was looking for?
- Did Kevin figure out how to help all his Profitable Partnership gain benefit and earn money from Kevin's investment of 30 minutes?
- Did Kevin figure out how to make his Profitable Partnership stronger AND bring value to Tyler?
- Does Kevin have a mastermind group?
- Did Kevin plug Tyler into his mastermind group?

Hmmm, interesting in that the above questions took me probably around 7 minutes to type out. :-) I could probably come up with another 25 questions but that would probably overwhelm people so we'll stop with this.

- The Chicago Area Coffee Connection is working on learning how to be curious group of people so probably all of them are thinking the same thing . . . "Wow, how many of the above questions could I have come up with in 7 minutes like Mark did? How can I learn to ask myself and others questions to really earn a lot more money while working a lot less hours AND how I could be a better leader / stronger?"

Here is a question that I gave myself.

"Is the group smart enough, strong and disciplined enough to realize that the above questions are probably great questions that could be used for the development of probably any leader?"

My answer to the above question is "Probably not." Because I work very hard, am very patient, and take personal ownership I realized that I probably need to set the example and set up a google doc for this.

https://docs.google.com/document/d/1k5gl5Y-WZdBqbr4gx-qtrXVmhV_tcfF3PDLsgQQAMto/edit

Dave Libby and I figured out four quadrants to leadership . . . :-)

- Quadrant 1: Stupid & Lazy Person / Leader
- Quadrant 2: Smart & Lazy Person / Leader
- Quadrant 3: Stupid & Hard Working Person / Leader
- Quadrant 4: Smart & Hard Working Person / Leader

To achieve our full potential I think we need to connect with a Quadrant 4 person and my experience is that there are very few of those types of people out there. I think Quadrant 4 are looking for Quadrant 3 and Quadrant 3 are striving to be Quadrant 4.

I think BIG business, BIG government, BIG education and BIG churches . . . and maybe anything BIG is looking for Quadrant 1 to 3. They actually don't want Quadrant 4 people as they are a treat probably to anything BIG. :-)

NOTE: When we start to gain extra time, to continue to have additional time we need to invest the time into things that will help move people to Quadrant 4. :-)

Just FYI for those who dislike my long emails :-). Trust me . . . I hate them far more than you do as I choose to write out things that I think I've shared with people many times. It's very frustrating to be a leader and have to tell people many times over and over again and again but it is what it is and being a patient leader we'll do it. :-)

- If someone doesn't want to invest the time to read and consider something that has taken decades to figure out that person is a Quadrant 1 or 2 person which is fine, but very limiting in nature. :-)

- I personally believe that God gave everyone single person on the planet the ability to be a Quadrant 4 person / leader and it's our choice if we are willing to work hard enough to achieve that skill level. :-)

Great stuff Kevin and Tyler. You are the triggers for this email and all this learning. :-)

Love it!

Mark

Becoming A Leader Of Leaders

- [] 1. Take personal ownership.
- [] 2. Have a world vision and it's about building leaders of leaders.
- [] 3. Zero defensiveness.
- [] 4. Learn to take criticism in front of others. Some % of it is true.
- [] 5. What does 3 D's mean for a leader of leaders?
- [] 6. Do we have a BOS to build and nurture our group?
- [] 7. Are we rock solid in helping people to give back / make weekly contributions?
- [] 8. Are we following the system as a Formatted Franchise?
- [] 9. Who are the three Leaders Of Leaders we are specifically mentoring with vision?