



**SIX STEPS TO SCALE YOUR
BUSINESS & GROW PROFIT**

SESSION 5 - "LEADERSHIP"



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YOUR GUIDES



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WHY DO BUSINESS OWNERS FAIL TO SCALE & GROW PROFIT?

LACK OF VISION & MOTIVATION

- *They don't have a clear vision of what's possible*
- *Fear, limiting beliefs*
- *Lack a guide who can show them what's possible*

INEFFICIENT MARKETING & LOW SALES VOLUME

- *Not enough marketing/leads*
- *Lack of a high-performance sales team*
- *Lack of processes and systems to drive revenue growth*

LOW MARGINS & HIGH EXPENSES

- *Missed opportunities*
- *Extra costs*
- *Not enough value add*

SIX STEPS TO SCALE YOUR BUSINESS & GROW PROFIT

OPERATIONS

EXPAND

LEADERSHIP

ENHANCE

SALES

GROW

MARKETING

IMPROVE

BIZ PLAN

REFINE

ASSESS

EVALUATE



SIX STEPS TO SCALE YOUR BUSINESS & GROW PROFIT

ENRICH YOUR LEADERSHIP GROWTH PLAN



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LEADERSHIP

- ✓ • HABITS
- ✓ • PRIORITY MANAGEMENT
- ✓ • PEAK PERFORMANCE
- ✓ • ORG CHART
- ✓ • COMMON QUESTIONS



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LEADERSHIP

✓ • LEADERSHIP HABITS

- Visionary Thinking
- Resilience & Perseverance
- Continuous Learning
- Effective Communication
- Empowering and Inspiring
- Adaptability and Agility
- Healthy Lifestyle



LEADERSHIP

- ✓ • LEADERSHIP HABITS
- ✓ • PRIORITY MANAGEMENT



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LEADERSHIP

- ✓ • **LEADERSHIP HABITS**
- ✓ • **PRIORITY MANAGEMENT**
- ✓ • **PEAK PERFORMANCE**
 - Define Clear Goals & Expectations
 - Foster a Shared Vision
 - Promote Open Communication
 - Invest in Training and Development
 - Recognize & Reward Performance
 - Lead by Example
 - Continuously Monitor and Adjust

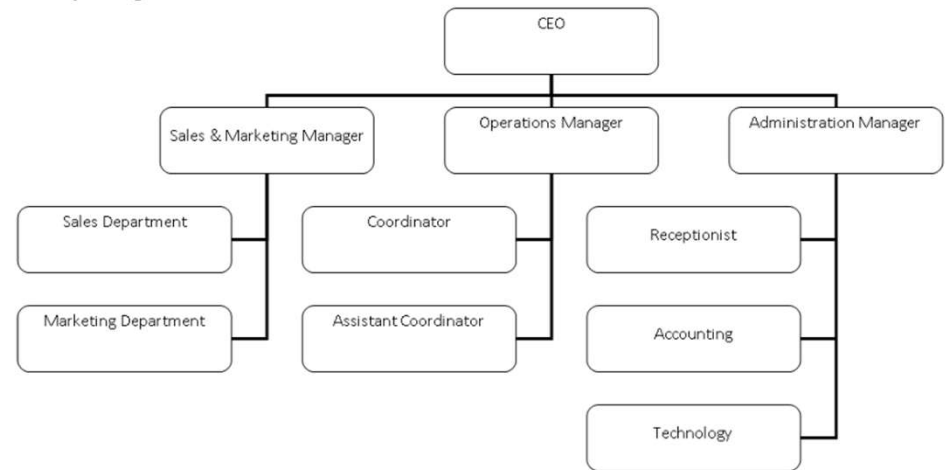


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LEADERSHIP

- ✓ • LEADERSHIP HABITS
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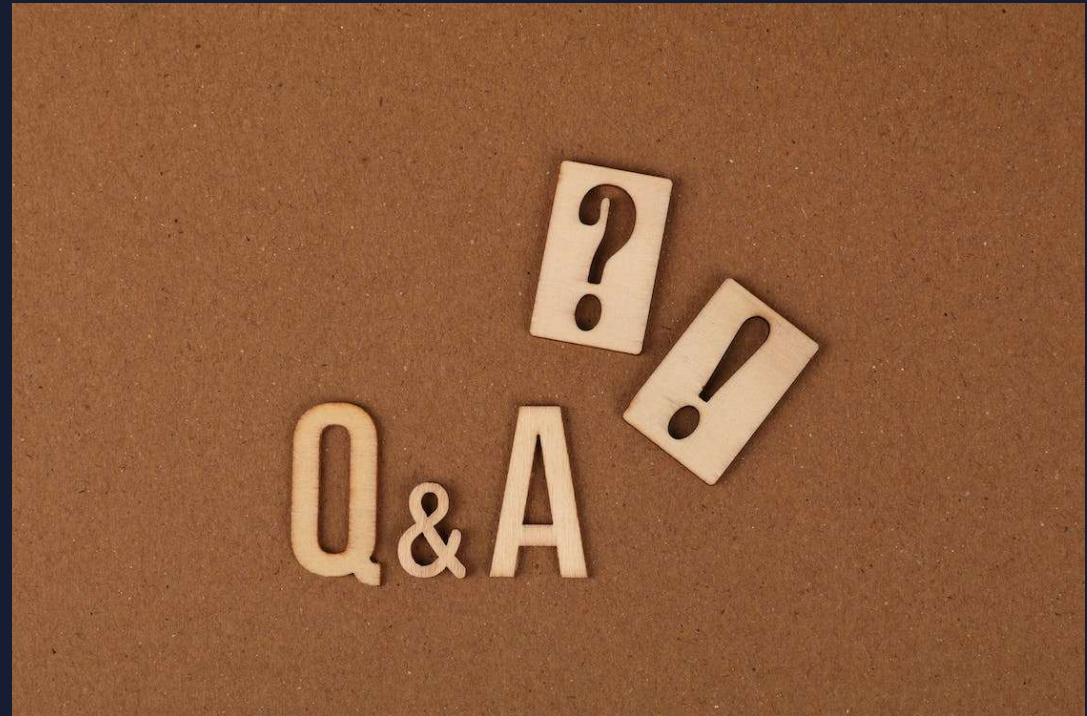
Example organizational chart:



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LEADERSHIP

- ✓ • LEADERSHIP HABITS
- ✓ • PRIORITY MANAGEMENT
- ✓ • PEAK PERFORMANCE
- ✓ • ORG CHART
- ✓ • COMMON ISSUES



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**COMPLETE OUR FREE
BUSINESS ASSESSMENT!**



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STEP 5: ENRICH YOUR LEADERSHIP PLAN

Habits – What are the high-performance leadership habits you are practicing?

Priority Management – Are you organizing your life around what matters most?

Peak Performance Culture – Are you creating a culture for peak performance?

Organizational Chart – Do you have clearly defined titles and job descriptions?

Common Leadership Issues – How are you responding?

Other:



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