

Unleash the Ultimate Entrepreneurial Attitude

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A faint, stylized background image of two hands shaking, rendered in a light teal color against a darker teal background. The hands are positioned horizontally across the middle of the slide, with fingers slightly curled as if in a firm grip.

You Can Make **THE** Difference

Unleash the Ultimate™



Entrepreneurs

See

and

Seize

Opportunities

ROI

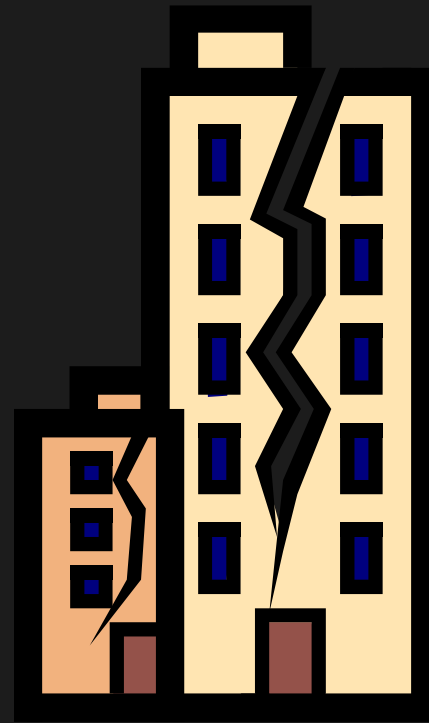
- **Identify**
 - the Six Traits of Successful Entrepreneurs,
 - typical Barriers to Self-Leadership;
- **Assess Individual & Organization**
- **Initiate** a Paradigm Shift
 - fosters innovations, efficiency, retention and energy;
- **Articulate** the ROI to
 - executive management and
 - staff.

My Style

- Passion/Intensity
- Depth of Content
- Compelling Stories

RECESSION

Economic Earthquake



The Manifest Destiny Paradigm

- Entitlement Mentality
- It's MY Company, I can do what I want
- It is MY Right and My Destiny
- Self-centered focus
- Therefore - Abusive methods
 - Rape
 - Pillage
 - Plunder
- Fosters distrust
 - outside and inside of the organization

The Problem with this Ordinary Paradigm

- Reduces Trust
- Relies on Obedience & Control
- Ignores Opportunities
- Restrains Performance
- Limits Production
- Squelches Profits
- Many believe it is the **ONLY** way to do business

The Problem

- Too many people are
 - Content with Ordinary
 - Safe in the Group
 - Content to Obey
 - Content in an Employee Mindset
 - Unable to See the Ultimate
 - Unable to Seize the Ultimate

Result of The Problem



Obstacles

Opportunities



“Play above it.”

The Solution



A faint, semi-transparent image of two hands shaking is visible in the background, centered behind the text. The hands are rendered in a light teal color, matching the background, and are positioned as if in a firm handshake.

TRUST IS THE KEY TO MAKING MORE MONEY

Organizational Solution

Change our Paradigm

Perspective

Philosophy

Policy

Practices

Individual & Organizational Solution

- Determine to Unleash the Ultimate
 - Don't settle for Ordinary
- Lead Yourself
- Become a Super-Leader
- Together we Unleash the Company's Ultimate

The Golden Rule Paradigm



NOT



How Can I Help
You?

How Can You
Help Me?

The Golden Rule Paradigm

- Collaborative Mentality
- Other Focused
- Supportive Methods
 - Listen
 - Assist
 - Reciprocate
- Fosters Appreciation, Responsibility, and Productivity

6 Characteristics of Successful Entrepreneurs

1. Control their Own Destiny
2. High Energy Level
3. Distinct Need to Achieve
4. High Self-Confidence
5. Strong Sense of Urgency
6. Tolerance for Ambiguity

The Mindset of Successful Entrepreneurs

- Motivated by Ideas
- Focused on Results
- Frustrated by Rules

Entrepreneurs

See

and

Seize

Opportunities



Bell Rock Lighthouse

Assess Yourself

Control Their Own Destiny

Extremely Low 1 2 3 4 5 6 7 Extremely High

Energy Level

Extremely Low 1 2 3 4 5 6 7 Extremely High

Need to Achieve

Extremely Low 1 2 3 4 5 6 7 Extremely High

Self-Confidence

Extremely Low 1 2 3 4 5 6 7 Extremely High

Sense of Urgency

Extremely Low 1 2 3 4 5 6 7 Extremely High

Tolerance for Ambiguity

Extremely Low 1 2 3 4 5 6 7 Extremely High

ASSESS

The Organization & Our Employees

Assess Your Company

Company Controls Its Own Destiny

Extremely Low 1 2 3 4 5 6 7 Extremely High

Company Energy Level

Extremely Low 1 2 3 4 5 6 7 Extremely High

Need to Achieve within Organization

Extremely Low 1 2 3 4 5 6 7 Extremely High

Self-Confidence

Extremely Low 1 2 3 4 5 6 7 Extremely High

Assess Your Company

Sense of Urgency

Extremely Low 1 2 3 4 5 6 7 Extremely High

Tolerance for Ambiguity

Extremely Low 1 2 3 4 5 6 7 Extremely High

Creativity of the Organization

Extremely Low 1 2 3 4 5 6 7 Extremely High

Assess Your Employees

Control Their Own Destiny

Extremely Low 1 2 3 4 5 6 7 Extremely High

Energy Level

Extremely Low 1 2 3 4 5 6 7 Extremely High

Need to Achieve

Extremely Low 1 2 3 4 5 6 7 Extremely High

Self-Confidence

Extremely Low 1 2 3 4 5 6 7 Extremely High

Sense of Urgency

Extremely Low 1 2 3 4 5 6 7 Extremely High

Tolerance for Ambiguity

Extremely Low 1 2 3 4 5 6 7 Extremely High



INITIATE

Motivation

- Must come from within
- Identify driving forces in their life
- Connect motivation with opportunity
- See results
- Develop habit

Articulating Profit & Cost Savings to Senior Management

- Focus on Bottom Line
- Be Concise but Detailed
- Be Prepared with Statistics, Facts & Examples
- Construct Action Plan with Policy Changes & Timeline
- Show them how this benefits Them
- Allow them to make Best Decision
- Persuade with Principle rather than Battle with Ego

A large, faint, light-colored graphic of two hands shaking is centered in the background of the slide. The hands are positioned horizontally, with the left hand on the left and the right hand on the right, both reaching towards the center. The background is a solid teal color.

You Can Make THE Difference



I
can make
the difference

Identifying Employee Motivation

- \$\$\$\$
- Time
- Recognition
- Position/Power
- Adventure/Excitement
- Influence/Make a Difference

Developing Your Employees

- Work between the Temples
- LISTEN, LISTEN AND THEN LISTEN AGAIN
- Find what Motivates Each Employee
- Listen for their Dreams?
- Support them in THEIR goals.

“Don’t do it, Doc.”

Unleash the Ultimate™

