

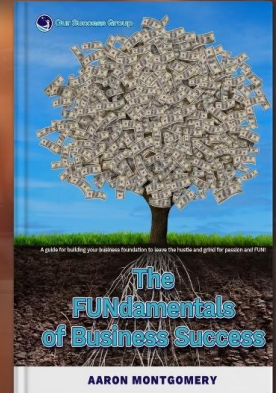
FUNdamentals for Small Business Growth



Presented By:
Aaron Montgomery



Our Success Group



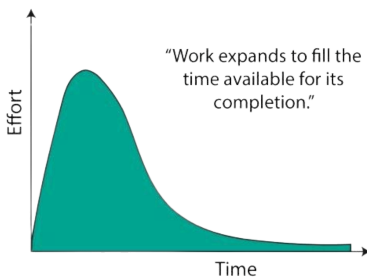
5 Main Uncommon Mindsets

How does an Entrepreneur operate differently from an Employee?

1. _____
2. _____
3. _____
4. _____
5. _____

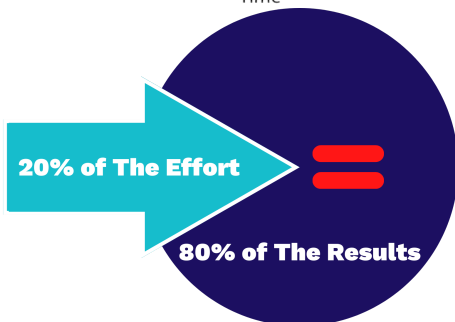
Time Paradigms

Parkinson's Law



Parkinson's Law: _____

Pareto Principle: _____



Working IN versus ON Your Business

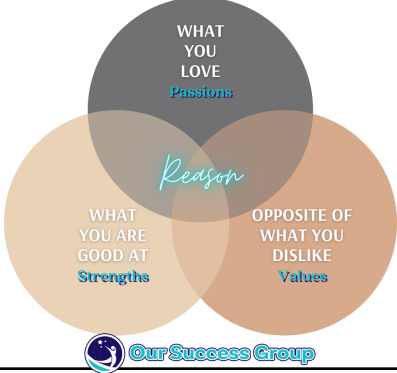


Working “IN” Task	Alternative Working “ON” Task

Clarify Your Reason!

To be unstoppable, you have to clearly know why you are doing something. A clear purpose or vision shines a light on the path and success leaves clues. With clarity of purpose and living in your significance or greatness zone, you will have the map showing you those clues.

CLARIFY YOUR REASONS



Why are you REALLY in Business? Why this business?

Passions	Strengths	Values

The 5 Keys of a Successful Plan

1) Be a Goal Getter

Things a Goal-Getter Does Differently from a Goal-Setter

-
-
-
-

2) The Relationships

What will my role be in the company when I reach my idea of success (Job Description)

Who makes up your success team? (Currently or needed?)

1. _____
2. _____
3. _____

4. _____
5. _____

3) Marketing Groundwork

Who are your ideal customers?

What are your unique value propositions?

What product mix serves your ideal customers AND you unique strengths?

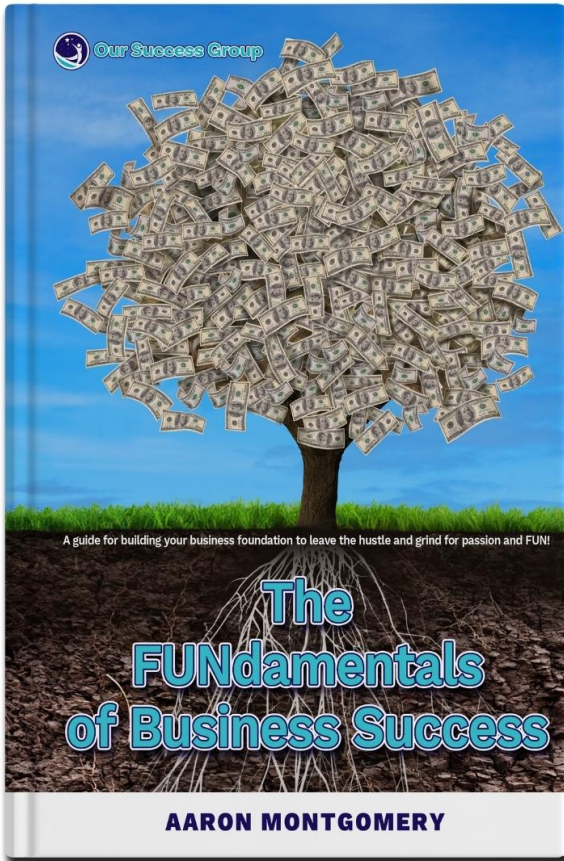
4) Numbers Game

How much time can you allocate to your business per week? _____ How will you allocate that time?

How much does it cost you to be in business per day? \$_____ /per hour

5) Systematic Processes

What 3 processes are critical to your growth that you must implement or improve? Where is your time being wasted?



POLLINATE

- 13) Marginal Gains
- 12) Crave Feedback
- 11) The Success Team
- 10) Productive Action
- 9) Conquer Fear

PREPARE

- 8) Systematic Processes
- 7) Numbers Game
- 6) Marketing Groundwork
- 5) The Relationships
- 4) Be a Goal Getter

PLANT

- 3) Reignite Self Trust
- 2) Clarify your Reasons
- 1) Empower Yourself

FUNDamentals of Business Success

Commit to Continuous Daily Improvement

What is an action you will commit to daily (7 days a week) that will improve your business?

Learn to Say...



- Start with a Yes - Positive
- Have an Anchor Phrase
- Keep your Response Simple
- Buy Some Time
- Find a Compromise
- It's not Rejection
- Be True to Yourself



Think Differently

What “wisdom” do we need to let go of?

-  Save and be Frugal
-  Don't ask too many questions
-  If you want something done right, do it yourself.
-  I'll believe it when I see it.
-  Experience is everything.

OurSuccessGroup.com/dax

Bonus Resource

Go to the link above and get access to a guide to help you uncover your 'why', purpose or reason, plus also get several other free resources we share with the OSG Community to help them fall deeper in love with their business.

Reach out at ConsultAaron.com with your questions, comments and more..

Your Guide to Success,

Aaron Montgomery

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