



THE INNER CIRCLE

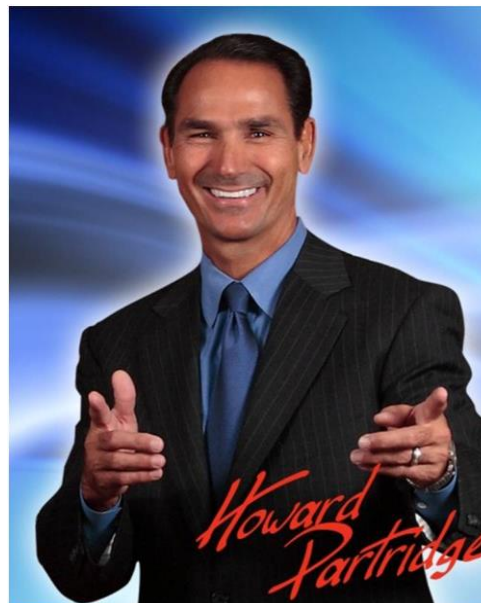
YOUR INSPIRATION TO IMPLEMENTATION



TOM ZIGLAR

HOWARD PARTRIDGE

Welcome Back!



Type in one thing you're getting from the course...



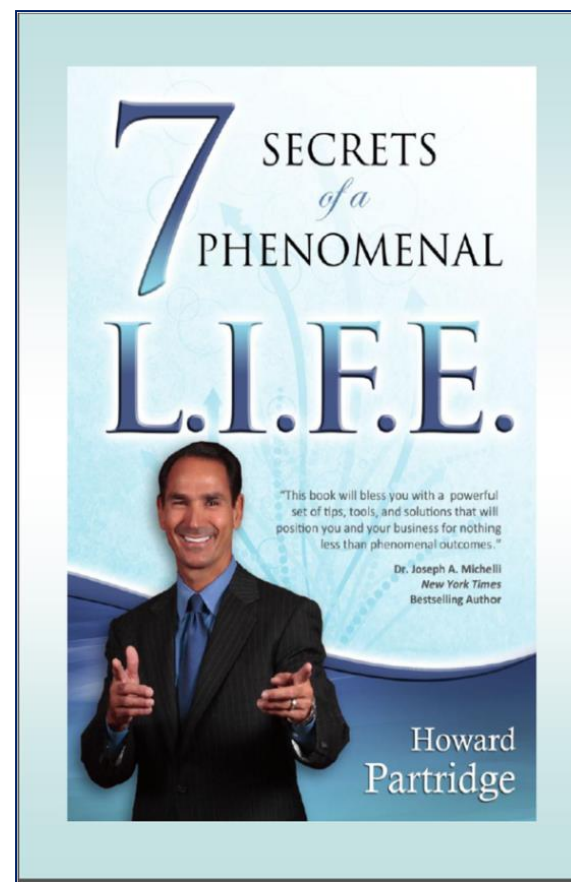
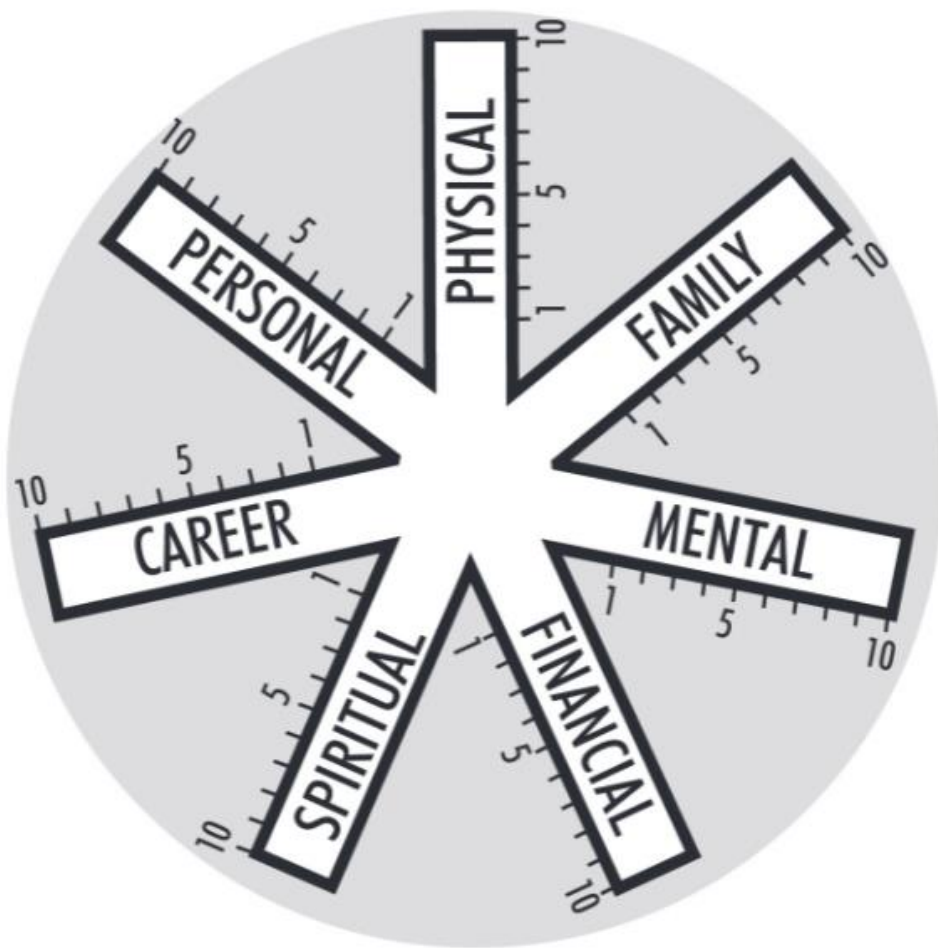
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THE INNER CIRCLE

YOUR INSPIRATION TO IMPLEMENTATION



HOWARD PARTRIDGE





TOM ZIGLAR

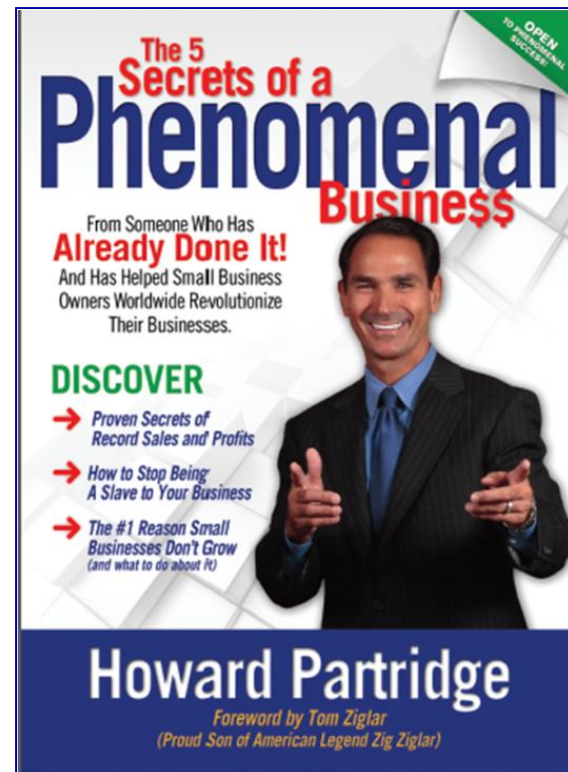
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YOUR INSPIRATION TO IMPLEMENTATION



HOWARD PARTRIDGE

1. Phenomenal **MARKETING** Systems
2. Phenomenal **SALES** Systems
3. Phenomenal **OPERATIONS** Systems
4. Phenomenal **ADMINISTRATION** Systems
5. Phenomenal **LEADERSHIP** Systems





THE INNER CIRCLE

YOUR INSPIRATION TO IMPLEMENTATION



Phenomenal Leadership Systems

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To download, right click the title and select "Save Target As"...



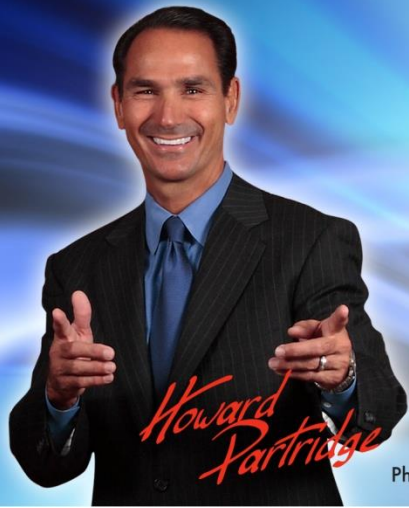
Participant Guide



**Phenomenal Leadership
Workbook**



Leadership Audio



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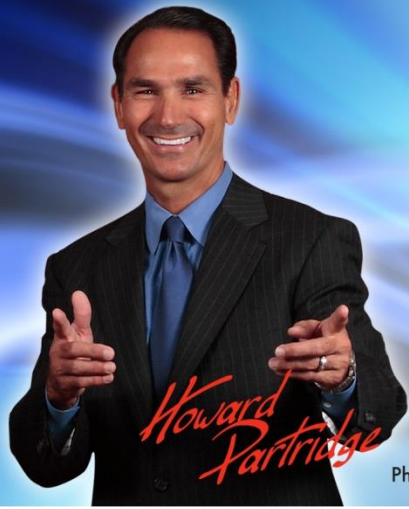
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“Everything rises or falls on leadership”

-Dr. John C. Maxwell



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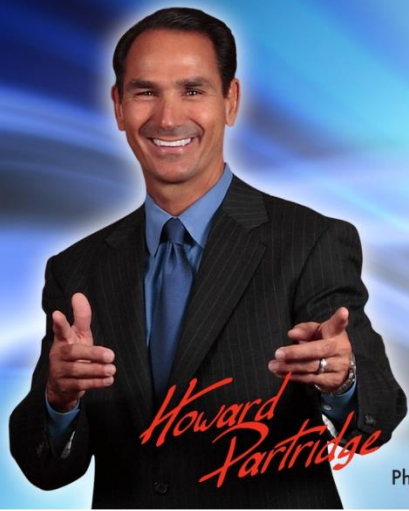
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*“Leadership is influence. Nothing more,
nothing less”*

-Dr. John C. Maxwell

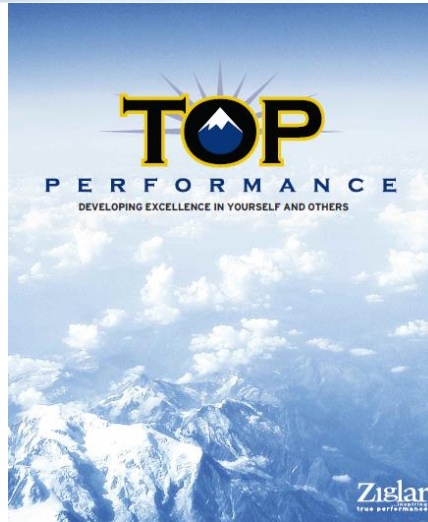


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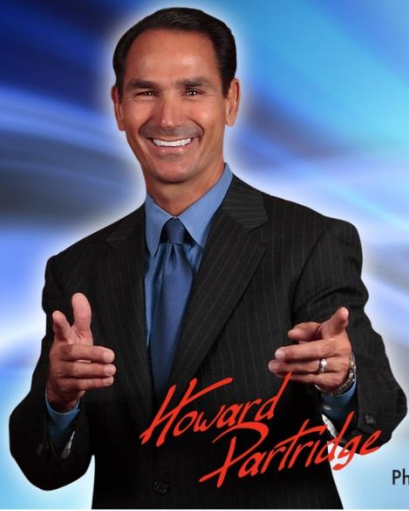
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“You can have everything in life you want if you just help enough other people get what they want ”

-Zig Ziglar



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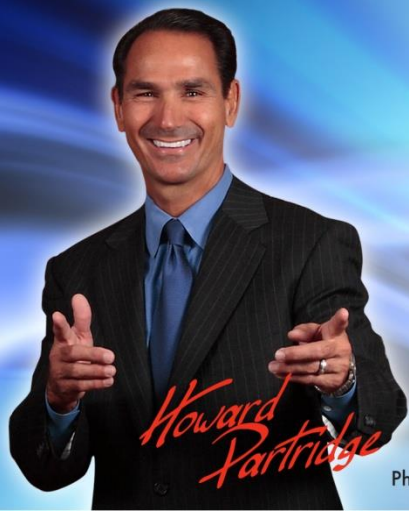
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*“Leadership is enlisting the willing cooperation
of others to achieve a goal”*

- Dale Carnegie



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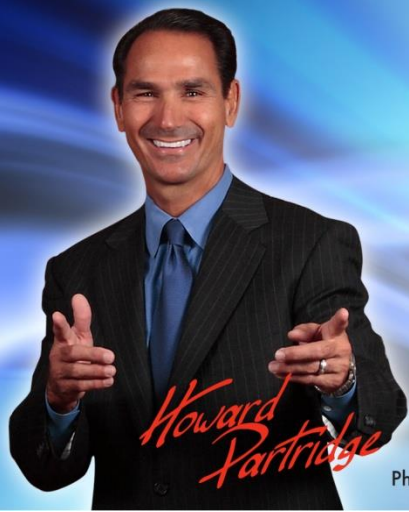
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“Leadership is the art of getting someone else to do something you want done because he wants to do it”

- Dwight Eisenhower



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- **Leadership** is effectively communicating your vision, mission and purpose.
- **Phenomenal** Leadership delivers a meaningful experience that inspires the team to implement.
- A Phenomenal Leadership **System** is a group of working parts that duplicates results consistently.



Model of Human Behavior

YOUR INSPIRATION TO IMPLEMENTATION

D

I

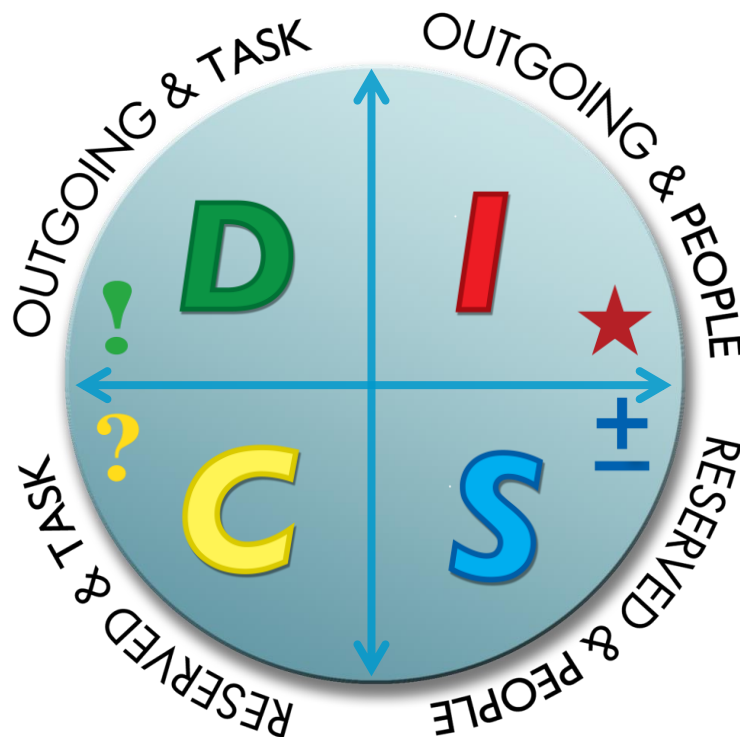
Tom Ziegler – Task-

Howard Partridge – People-

Dominant
Direct
Demanding
Decisive
Determined
Doer

C

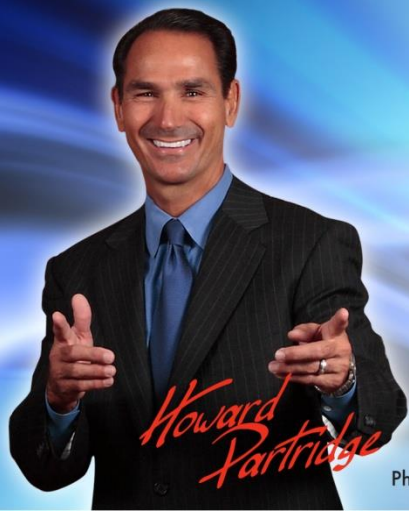
Cautious
Calculating
Competent
Conscientious
Contemplative
Careful



Inspiring
Influencing
Impressionable
Interactive
Impressive
Interested in people

S

Supportive
Stable
Steady
Sweet
Status Quo
Shy



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Microsoft

Phenomenal

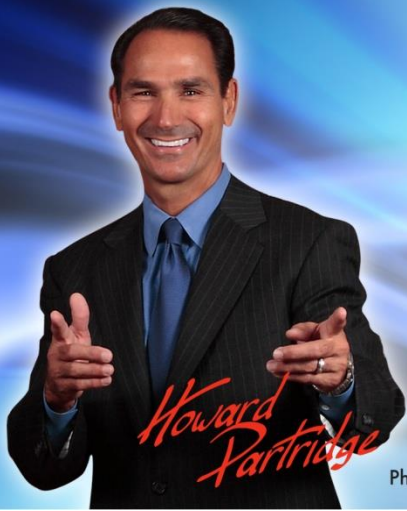
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“Leaders are Coaches”

Original definition of coach – bring a person from where they are to where they want to be”

-Kevin Turner COO Microsoft



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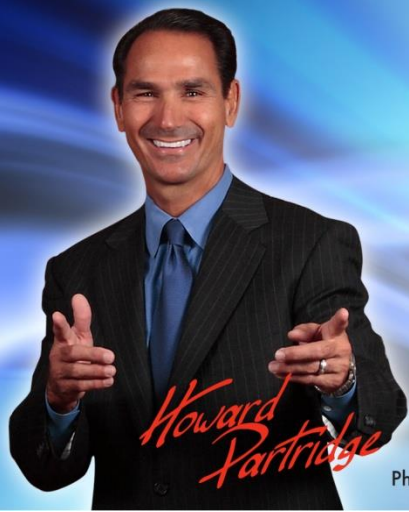
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A Leader is a Coach

- A coach gets you from where you are to where you need to be
- A coach inspires you to reach your peak potential
- A coach holds you accountable
- A coach insures you have received training
- A coach makes sure you are in the right position
- A coach exercises authority while remaining responsible



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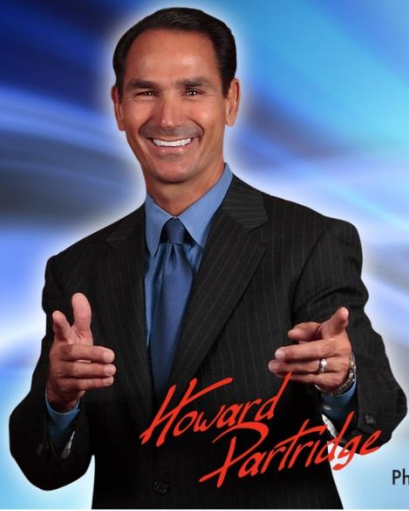
A Leader is NOT...

- A leader is not GOD!
- A leader is not the provider
- A leader is not the only one who thinks
- A leader is not the only leader
- A leader is not the only important one
- A leader is not a manager



The Difference Between Leaders and Managers

- Leaders are concerned about PEOPLE
- Managers are concerned about PROCESSES
- Good leaders aren't necessarily good managers, but managers must be good leaders



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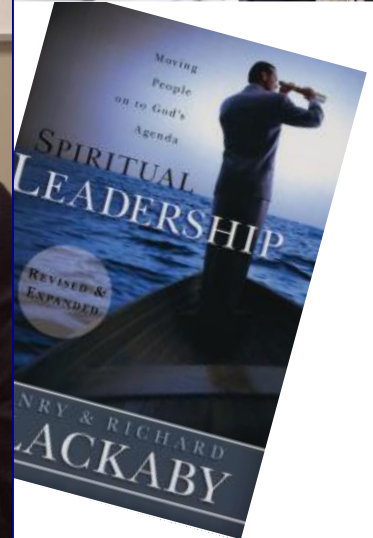
A Phenomenal Leader is...

- One who loves God

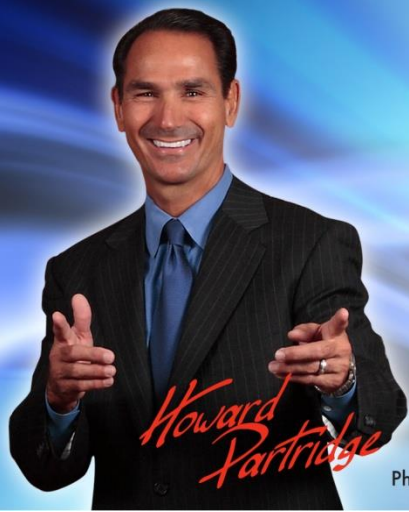


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“...leaders who know God and who know how to lead in a Christian manner will be phenomenally more effective in their world than the most skilled and qualified leaders who lead without God”



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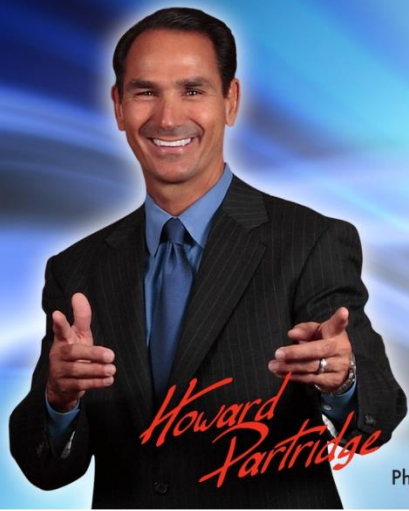
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A Phenomenal Leader is...

- One who loves God
- One who loves others
- One who is a positive role model
- One who is inspired
- One who is hopeful
- One who is enthusiastic
- One who is growing
- One who is seasoned



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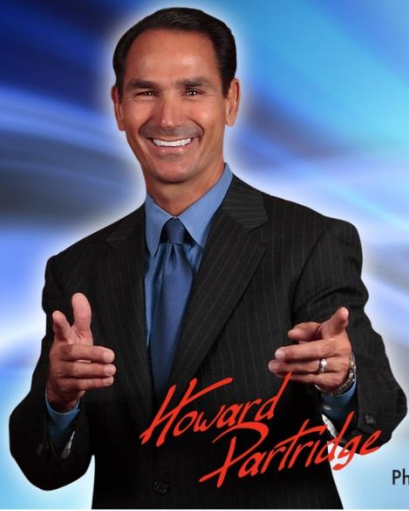
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Leadership is effectively communicating your vision,
mission and purpose.

- Howard Partridge



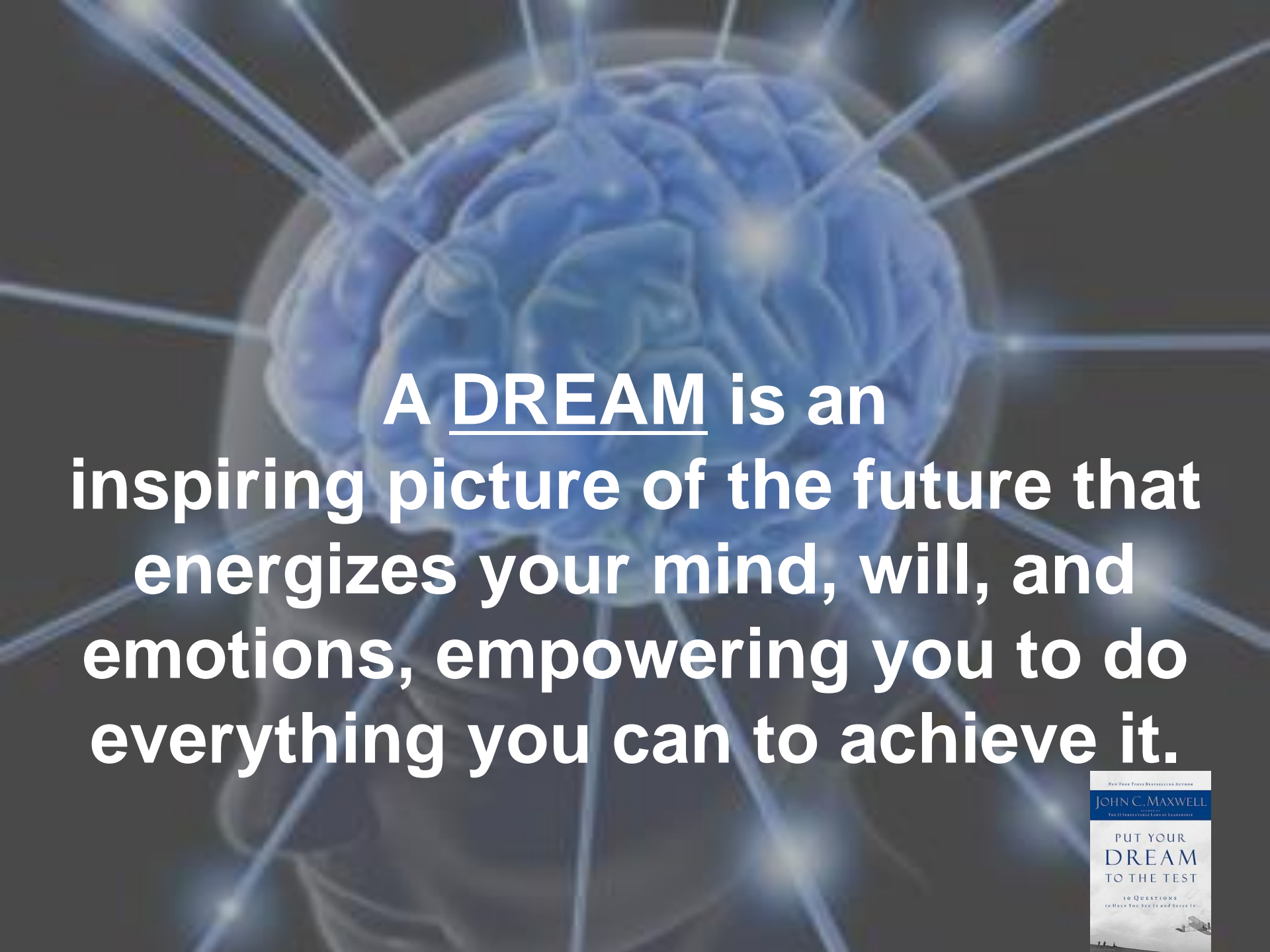
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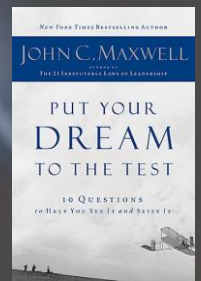
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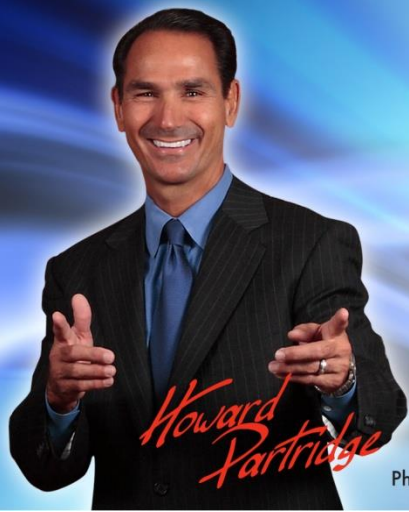


Vision comes FIRST!

A glowing blue brain is centered in the image, with numerous white lines radiating outwards, representing neural connections or a network. The background is dark with some light flares.

**A DREAM is an
inspiring picture of the future that
energizes your mind, will, and
emotions, empowering you to do
everything you can to achieve it.**





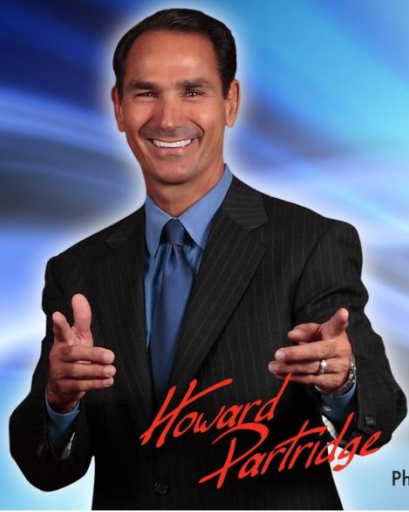
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“People want to work for people
that have dreams and
aspirations”

-Kevin Turner COO Microsoft



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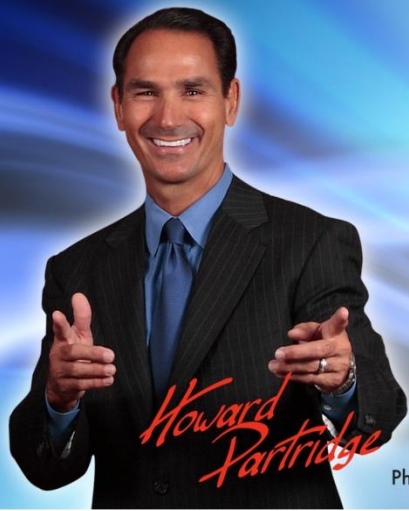
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“Vision + Vision = Division”

“If you have two people in your organization that have two different visions, agendas develop and sooner or later there will be division”



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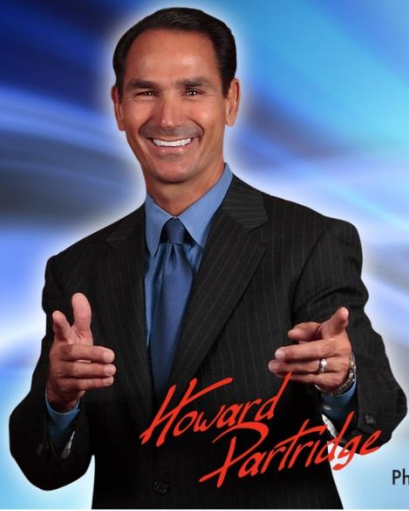
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Leadership is effectively communicating your vision,
mission and purpose.

- Howard Partridge



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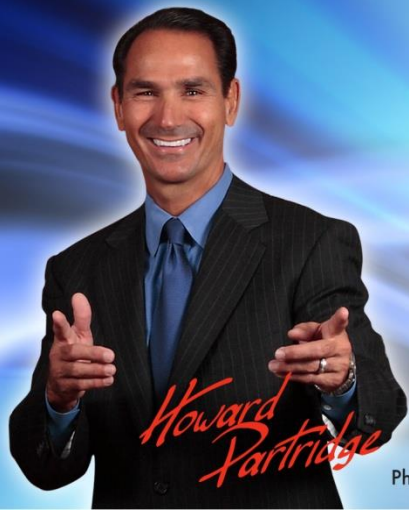
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Mission

- The mission is what your team does every day
- The mission is the strategy to reach the vision
- The mission guides every decision
- The mission establishes your desired culture



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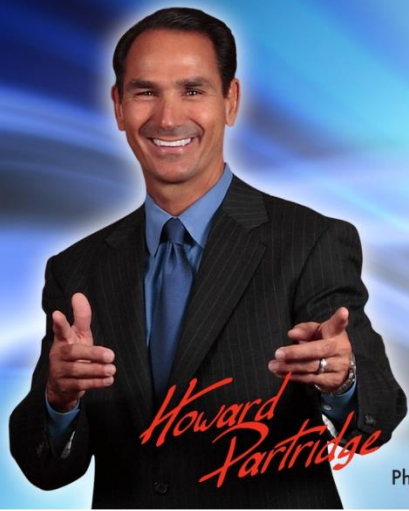
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Values

- Values are standards you live by
- Values define who you are
- Values are how you act
- Values support the mission
- Values define your actual culture



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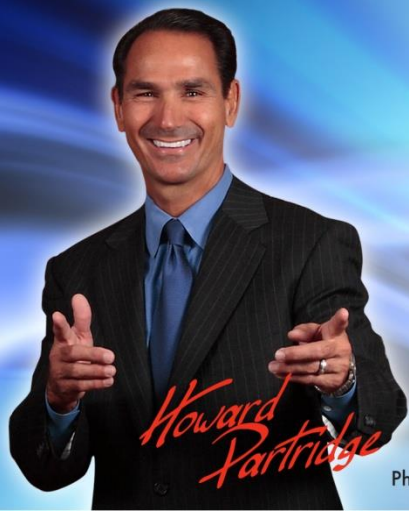
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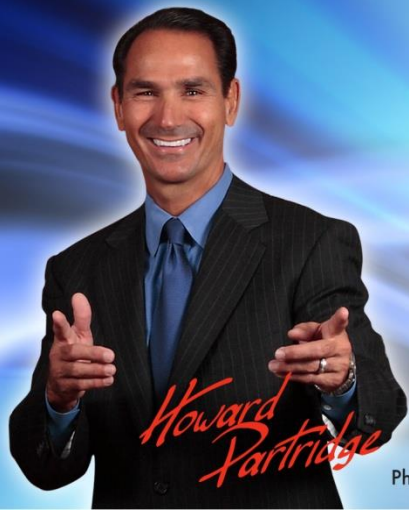
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Purpose

“Leaders continually explain
why”

-Kevin Turner COO Microsoft



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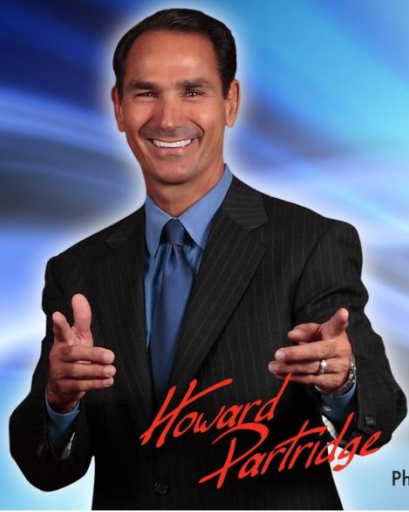
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Our Company Values

1. REPUTATION
2. EXPERIENCE
3. EDUCATION
4. SYSTEMS
5. GUARANTEE





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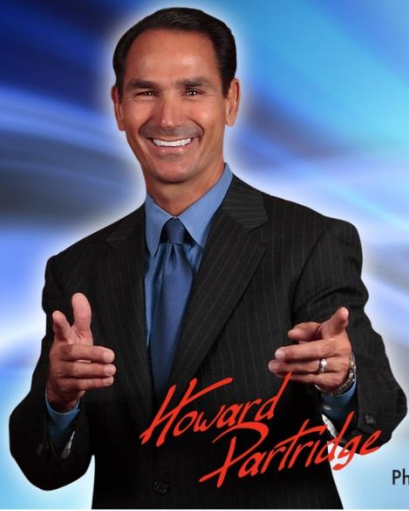
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The Ultimate Leadership Secret

COMMUNITY



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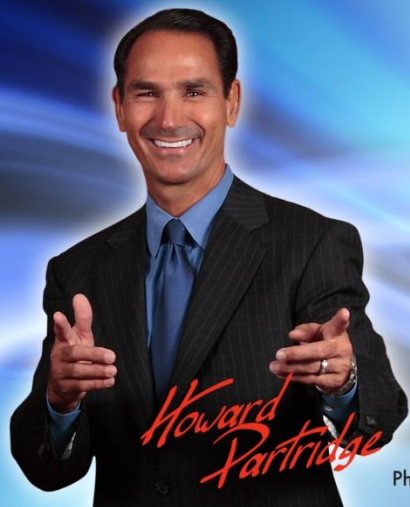
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**Everyone has a longing for
belonging...**



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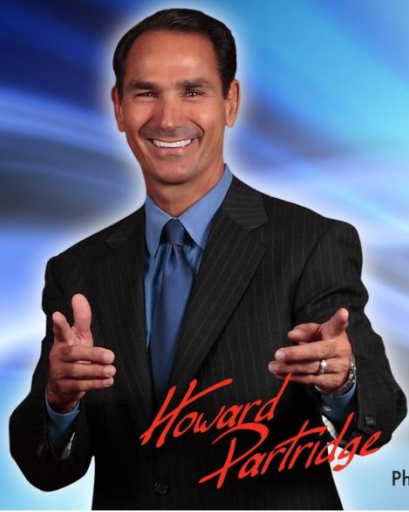
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The Rewards of Building Community

- Inspire Your Team
- WOW Your Customers
- Make BIG Profits!



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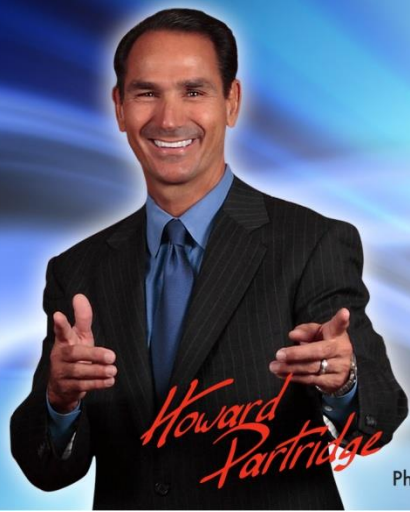
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The 3 Secrets of Community

- Support
- Encouragement
- Accountability





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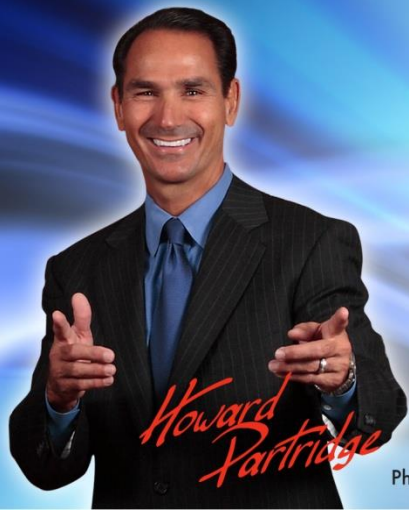
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Summary

1. Create and communicate your vision
2. Inspire others to implement the mission, values and purpose
3. Build community relationships



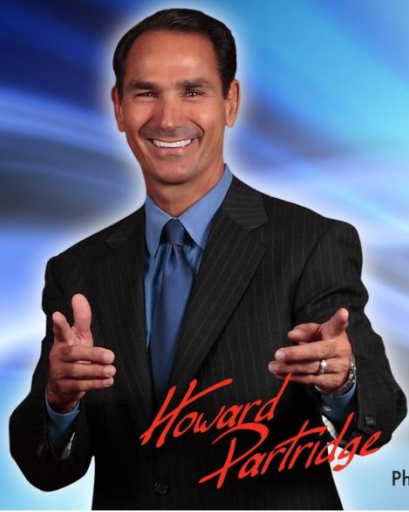
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**All of business and life comes
down to RELATIONSHIP!**

Relationship has meaning, purpose,
and vision. Meaningful relationships
continue to inspire.



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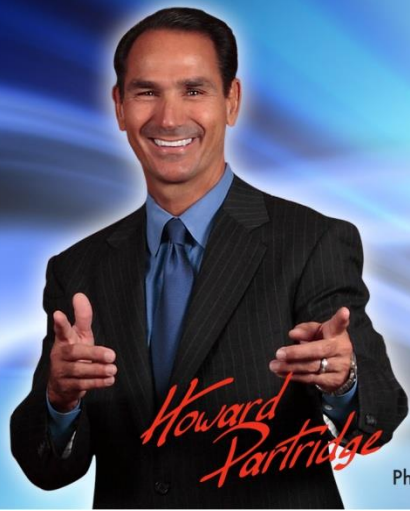
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5. Leadership

- We have a one sentence mission statement that everyone understands and follows
- We have effective management systems in place that includes recruiting, hiring, orientation, training, coaching, employee reviews and termination processes and have ensured they are legal.
- We have an up to date employee handbook
- We have a written business plan that includes our vision, goals, a marketing plan, sales plan, operating plan and administration plan that is reviewed and updated quarterly.
- We have a written and posted organizational chart
- We have regular team meetings
- We have written position descriptions for every position
- We have a training system in place for every position
- We have policies and procedures for all areas of our business
- We have an effective compensation plan in place that includes attractive pay and benefits that create high employee morale and retention. TOTAL ÷ 10= _____

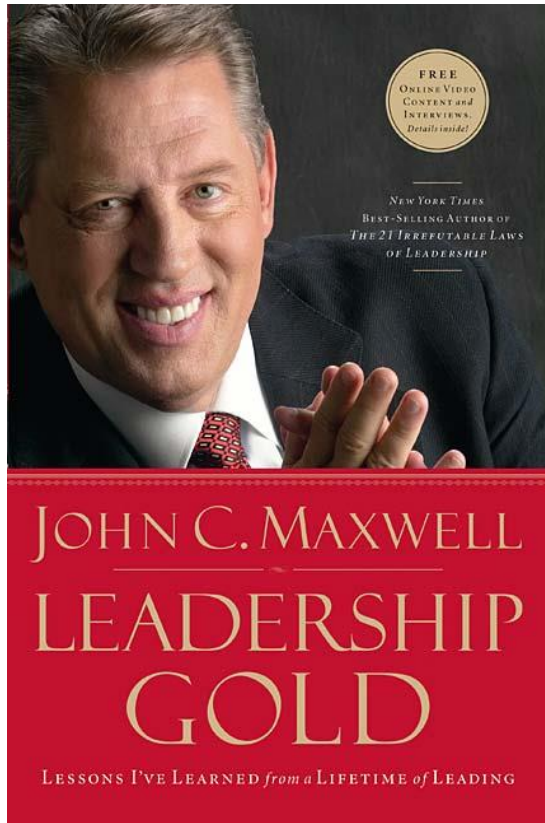




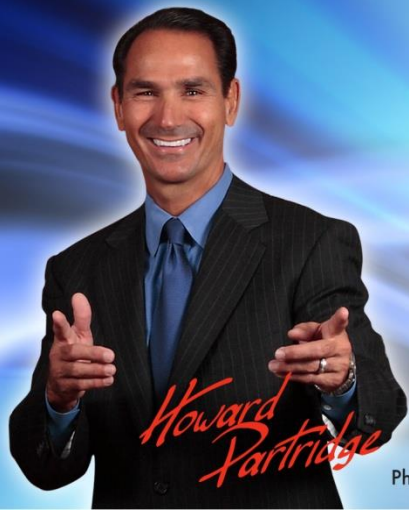
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**“The toughest person
to lead is yourself”**



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FTI

(Failure To Implement)



TOM ZIGLAR

THE INNER CIRCLE

YOUR INSPIRATION TO IMPLEMENTATION



HOWARD PARTRIDGE

7 Benefits of The Inner Circle

1. Home Study Course
2. Weekly POD
3. Weekly Web Training
4. Online Training Site
5. Quarterly Conference
6. Quarterly 1 on 1
7. E-mail anytime



Power Of Discovery Systems™



THE INNER CIRCLE

YOUR INSPIRATION TO IMPLEMENTATION



TOM ZIGLAR

HOWARD PARTRIDGE



"Tripled our business!"

Tanya Barron
Glendale, CA



"Up 570%, bought my dream home and built my dream office"

Shaneh Woods
Greenville, OH



"500k Increase in 1 Year!"

Evan Desjardins
Lewiston, ME



"107% Increase"

Jeremy and Stefanie Overturf
Bradenton, FL



"From \$225k to \$1.5M"

Eric Sprague
Rancho Cucamongo, CA



"From \$100k to \$500k!"

James and Lisa Daugette
Huntsville, AL



TOM ZIGLAR

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Call 281-634-0404

Or, visit

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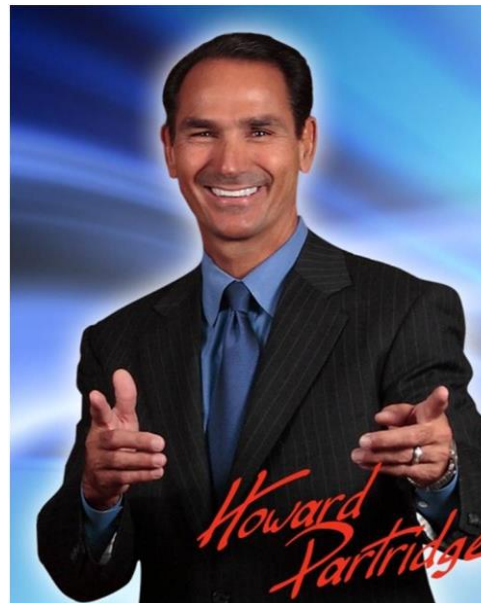
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Q & A



Please type in your questions now