

SMALL BUSINESS NETWORK

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This advice is for general information only. Before making financial decisions, you should seek independent advice from your financial adviser, lawyer or accountant.

Limitations

- I can't tell you about my business
- I can't sell you anything

Are You At the Right Place?

- Thinking about starting a business?
- Want to quit your day job?
- Want to stay in a *profitable* business?

Scary Statistics as a Small Business Owner:

- * 87% of Business Owners are earning less than they would in a job.
- * 94% of Business Owners are 2 - 4 weeks away from bankruptcy.
- * 96% of Business Owners who do not get help will either be in the same place or worse off 12 months from now.
- * 81% will be out of business or looking for a job in 12 months.

Don't be afraid to give up the good for the great.

John D. Rockefeller

Huong Luu, PEng, PMP

- PENG and PMP designation
- Proud mother of 1 boy
- Partner to a loving and supportive man
- Lived in China for 6 months
- Volunteer with the PEO and PMP
- On the Cycle for Sight steering committee
- Love spending time at the beach, hiking and traveling

Agenda

- What Makes You Unique?
- Who's Your Aviator?
- Love Your Numbers
- 5 Success Killers
- Things to consider
- 2 Success Habits
 - Fish Bowl
 - Rewards Focused
- Take Away, Q&A

What Makes You Unique?

- Your story
- Your strength
 - Exercise (SWOT)
- What fulfills you?
 - Don't think about how much money you are making

Why? Why? Why? Why? Why?

Universal Challenge Line

Who's Your Aviator?

- DISC : Yours and your Client



VALUES

- GOOD LISTENER
- STRUCTURE
- DEPENDABLE
- PLANNING
- METHODICAL
- STABILITY
- CALM
- SYSTEMS
- PROCESSES
- PREDICTABILITY

BLUEPRINT

VALUES

- LEARNING
- RESEARCH
- SELF-MASTERY
- TEAM FOCUSED
- ACCURACY
- LOGIC
- DISCUSSIONS
- TECHNOLOGY
- UNIVERSAL TRUTHS
- THE BIG PICTURE

KNOWLEDGE

VALUES

- DIRECT
- IN CONTROL
- OUTSPOKEN
- SELF-CONFIDENT
- EXCITEMENT
- FREEDOM
- FLEXIBILITY
- SPONTANEITY
- OPPORTUNITY
- RESULT DRIVEN

ACTION

VALUES

- GREAT ORGANIZERS
- RELATIONSHIP
- QUALITY ORIENTED
- PERSONAL GROWTH
- TEAMWORK
- PERFECTIONIST
- LOYAL
- AUTHENTICITY
- ENVIRONMENTALIST
- INVOLVEMENT

NURTURING

Love Your Numbers

These are just a few

- Profit vs revenue
- Daily tracking sheet

5 Success Killers

1. I can't do ... because ...
2. I have a family now ...
3. My parents want me to do
4. There is too much competition ...
5. I have a secure job ...

Things to consider

- 1 hour
 - Keep you day job
 - Pay your bills
- Same hours as everyone else
- They are not smarter than you
- Your Credit Score

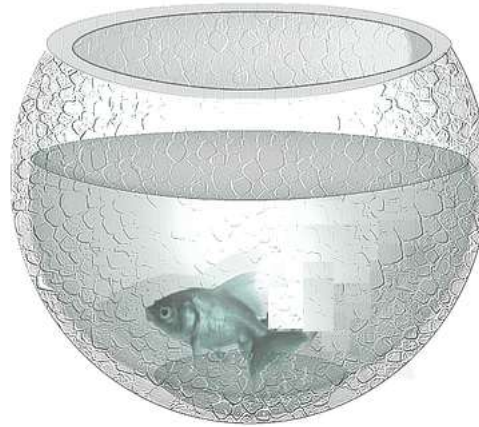
2 Success Habits

- Fish Bowl
- Rewards Focused



Fish Bowl

I want



I don't have

Rewards Focused

- R esult
- P urpose
- M assive Action

Take Away

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