

Paul Hoyt's "Office Hours" Series



THE **Awakened** CEO System

Office Hours

mindset

methods

momentum





Welcome to Office Hours

- A relaxed, informal mentoring program
- Held every Monday at Noon Pacific Time
- All recordings, slides, and exercises are archived in our member's area
- All recordings are available on my YouTube channel:

www.YouTube.com/user/PaulHoyt

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The Reasons

- Being a successful small business owner can be a great experience!
- It's tough - you need Education, Training, Tools, and Team to be successful
- We want you to get to know us

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The Reasons

- First and most importantly, we want you to know that we care about you.
- We want you to succeed in every area of your life, whatever that means to you.
- We want you to find the **greatness**, the **happiness**, the **divinity** within yourself, and then remember it, embrace it, and live it every day.

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Our Passion

To increase the survival rate...

Accelerate the growth rate...

And reduce the struggle rate
of businesses in America

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Our Vision...

To help millions of CEOs and
Entrepreneurs accelerate their business
growth and enjoy greater harmony and
balance in their lives

Please Pass the Word!

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Office Hours Agenda

- In depth discussion of a business success principle
- Closing remarks, special offers, and invitation for next weeks session
- Open Q&A and coaching
- Best question or comment wins!

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Join Us!

- The Awakened CEO Communities on both LinkedIn and Facebook
- Business Success Principle of the Day postings on both Facebook and LinkedIn
- Energy of the Day posting on Facebook

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Today's Topic:

Achieve Optimal Performance –

Be an Awakened CEO!

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The Key Performance Areas



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The Key Performance Areas



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Agenda

- Fundamental concepts:
 - Being “Awakened”
 - Levels of Performance
 - Areas of Growth
- The Awakened CEO System of Integrated Growth
- The Bottom Line

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What Does it Mean to Be Awakened?

- Mental Perspective
 - To Wake Up from sleep
 - To become Conscious
 - To become Aware
 - To become Alert
 - To be Sharp
 - To be Clear
 - To be Focused

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Being Awakened

- Spiritual Perspective
 - To have Higher Consciousness
 - To become Enlightened
 - To be Detached and Observant
 - To be In the Now
 - To see your Potential
 - To be Amazed at this incredible human experience

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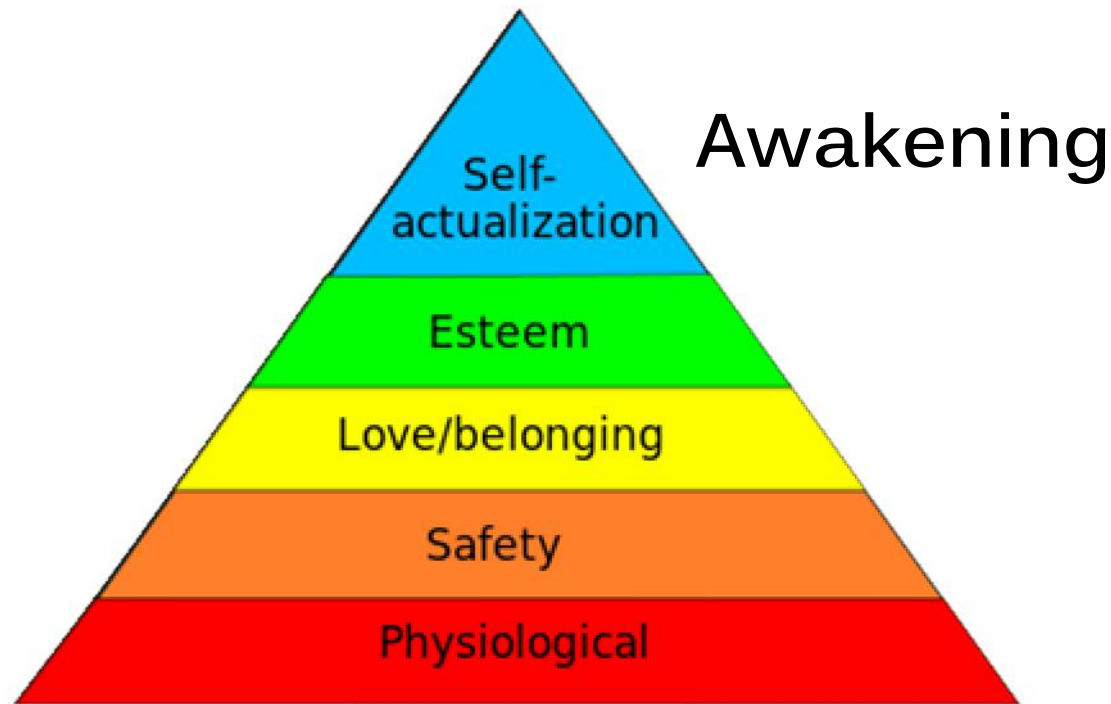
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Self-Actualization is the Goal

- Maslow's Hierarchy of Needs



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Levels of Performance

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- Methods
- Momentum



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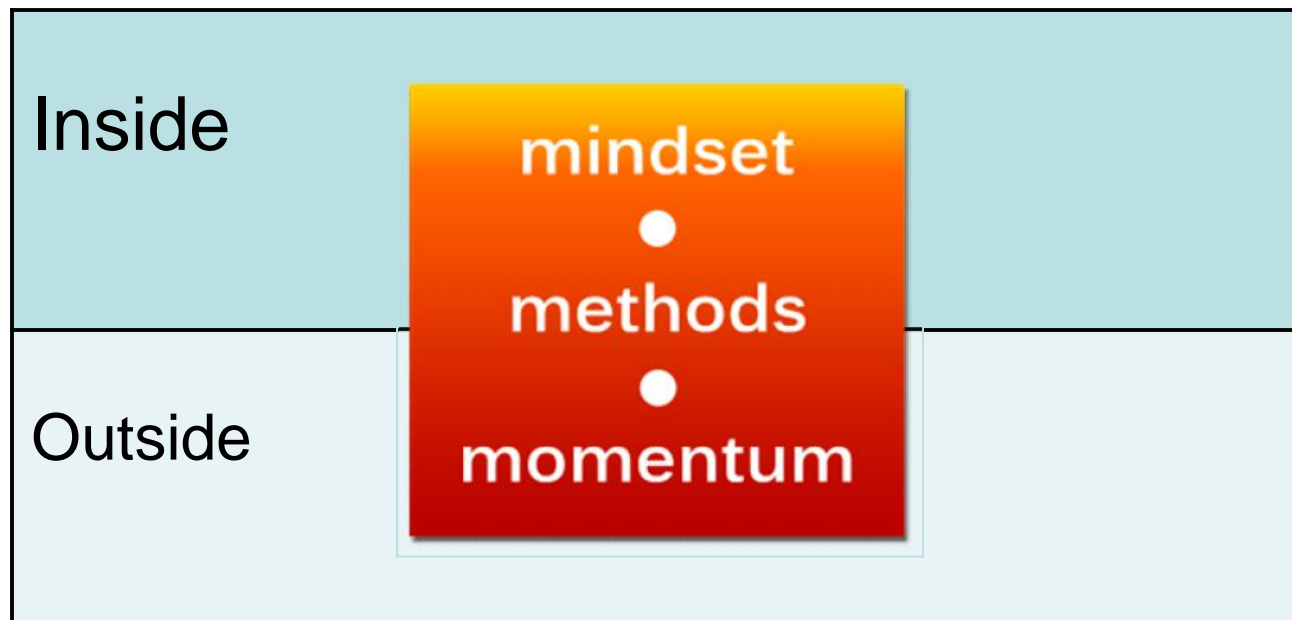
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Levels of Performance



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Mindset

- Your attitude, perspective, emotional state
- Key to your productivity and your relationships
- Is contagious
- Determines what you create and what you attract



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Methods

- Your plans, processes, and procedures
- How you do your work
- How you work together
- Following them determines your productivity, efficiency, rate of growth, and quality



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Momentum

- The force with which you move forward
- Requires getting into motion and accelerating your velocity
- In business, you steadily increase revenues, profits, and market value
- In your personal life, you steadily gain wisdom and reach a higher vibration



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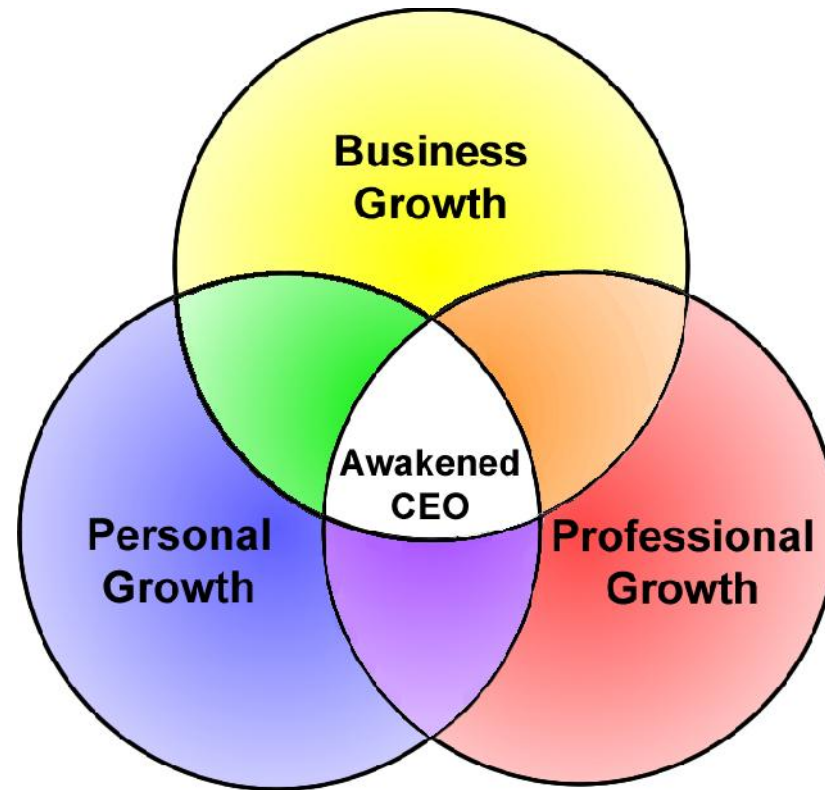
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Integrated Growth



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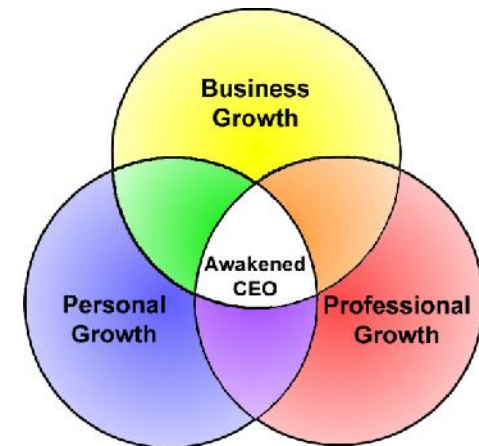
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Business Growth

- Primary focus
- Increases in:
 - Revenues
 - Profits
 - Marketshare
 - Asset Value



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Professional Growth

- Gaining knowledge
- Increasing skills
- Many professions require education, training, and even certification and regulation
- Some require ongoing education
- But being a CEO does not
- It's up to you!



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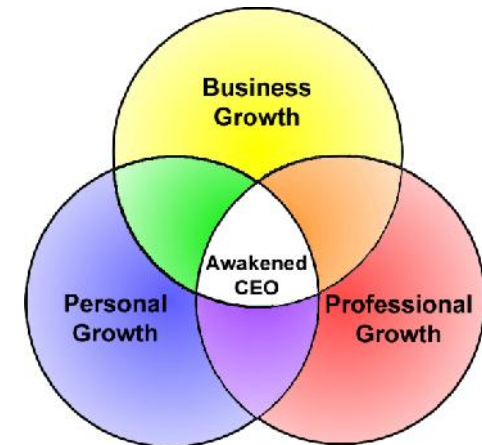
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Personal Growth

- Overcoming resistance and fear
- Having the courage to face the truth and do the tough things
- Learning to trust others
- Reaching your potential!



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Personal Growth

- Personal and spiritual growth isn't just about overcoming blocks and obstacles, it isn't just about dealing with the crap that's ties you down and holds you back... it's about learning to FLY!

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The Awakened CEO System

- Combines these two fundamental insights into a system for integrated growth
- Growth becomes a state of mind and a way of life...
- ... in every area that matters

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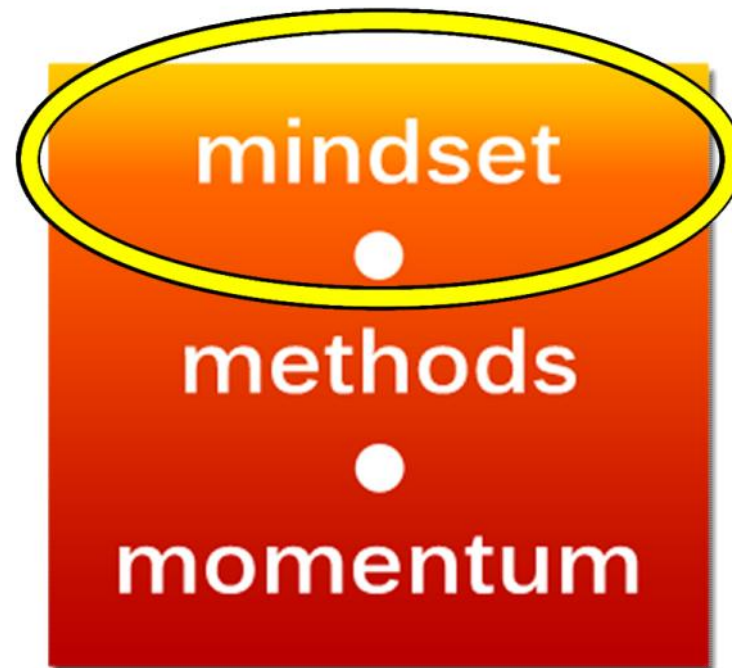
The Awakened CEO System

	Business Growth	Professional Growth	Personal Growth
Mindset			
Methods			
Momentum			

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Mindset



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Mindset – Business Growth

- Focus on the “Why”
- Believe in the value you bring to your customers and clients
- Believe in yourself and your team
- Take 100% responsibility for your success
- Be a great role model

	Business Growth	Professional Growth	Personal Growth
Mindset			
Methods			
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Mindset – Professional Growth

- There is an infinite amount to learn
- There is always room for improvement
- Our jobs change over time
- We have to keep up
- Our team needs to keep up, too
- We have to be a great mentors and coaches

	Business Growth	Professional Growth	Personal Growth
Mindset			
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Mindset – Personal Growth

- We all have greatness within
- We can learn to be at our best more often
- No matter how strong, wise, and loving we are, we can still grow
- The wisest people are always working on themselves

	Business Growth	Professional Growth	Personal Growth
Mindset			
Methods			
Momentum			

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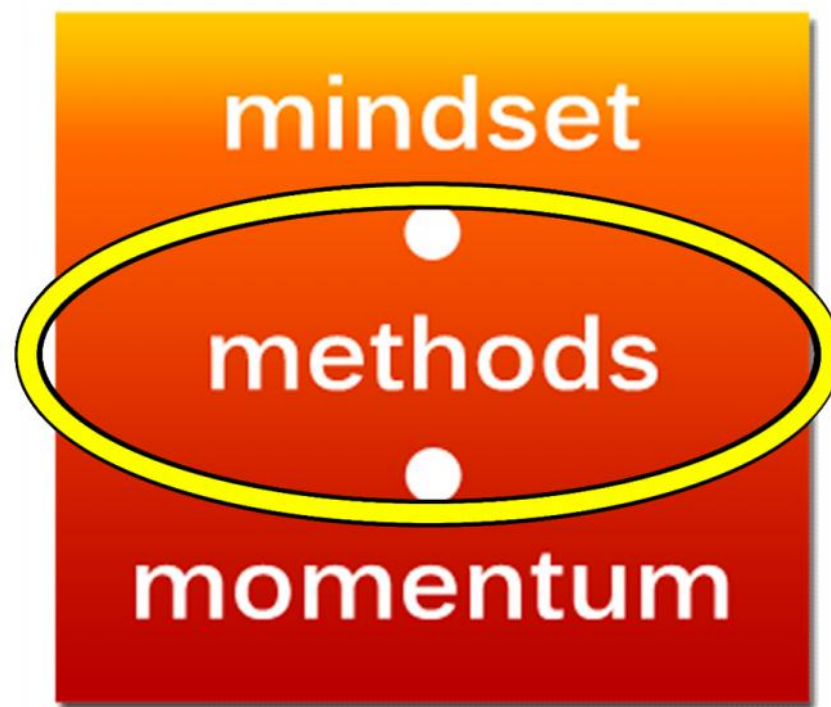
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Methods – Business Growth

- Business Foundation Profile
- ACEO Growth Process
- 90 Day Growth Plan
- Challenge Management Systems
- Business Processes and Procedures

	Business Growth	Professional Growth	Personal Growth
Mindset			
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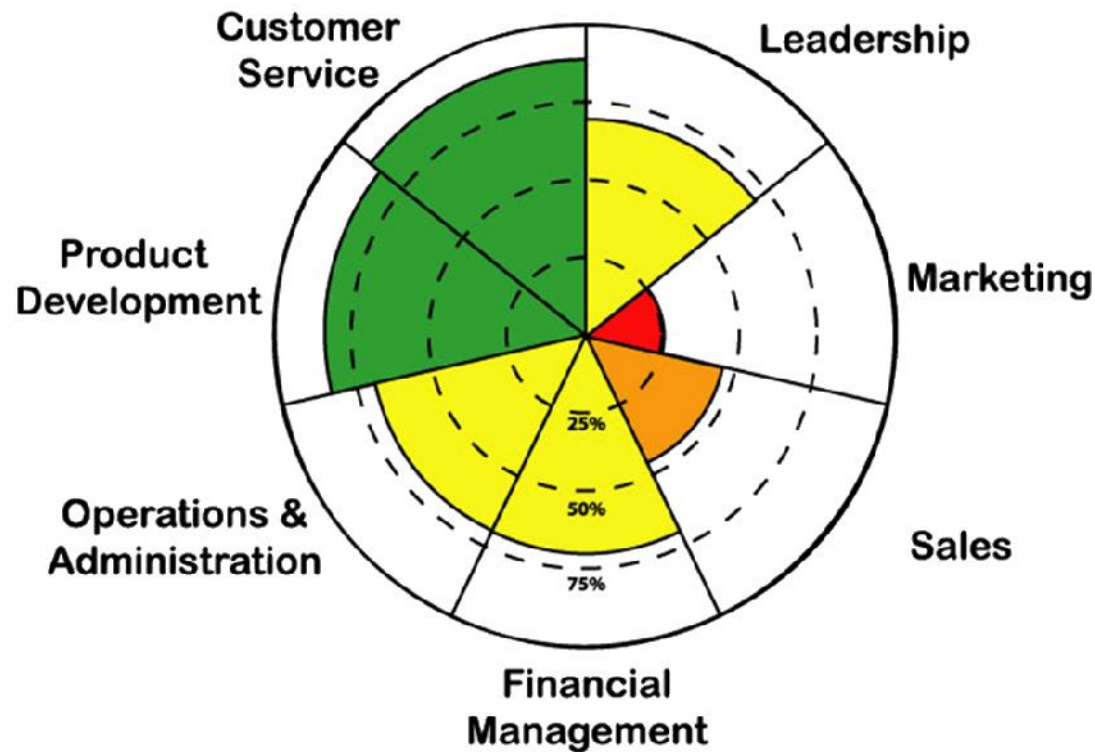
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Business Foundation Profile



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The Awakened CEO Growth Process

1. Vision
2. Status
3. Plan
4. Resources
5. Execution



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90 Day Growth Plan

	Month 1	Month 2	Month 3
Goal 1	Task 1 Task 2	Task 1 Task 2	Task 1 Task 2
Goal 2	Task 1 Task 2	Task 1 Task 2	Task 1 Task 2
Goal 3	Task 1 Task 2	Task 1 Task 2	Task 1 Task 2

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Methods – Professional Growth

- Skill Goals
- Cross Training
- Workshops and Conferences
- Degree and Certificate Programs
- Reading, Reading, Reading
- Office Hours!

	Business Growth	Professional Growth	Personal Growth
Mindset	Yellow	Red	Blue
Methods	Yellow	Red	Blue
Momentum	Yellow	Red	Blue

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Methods – Personal Growth

- Daily Practice
- Focus on Work / Life Balance
- Coaches and Mentors
- Small Groups
- Communities
- Retreats and Intensives

	Business Growth	Professional Growth	Personal Growth
Mindset			
Methods			
Momentum			

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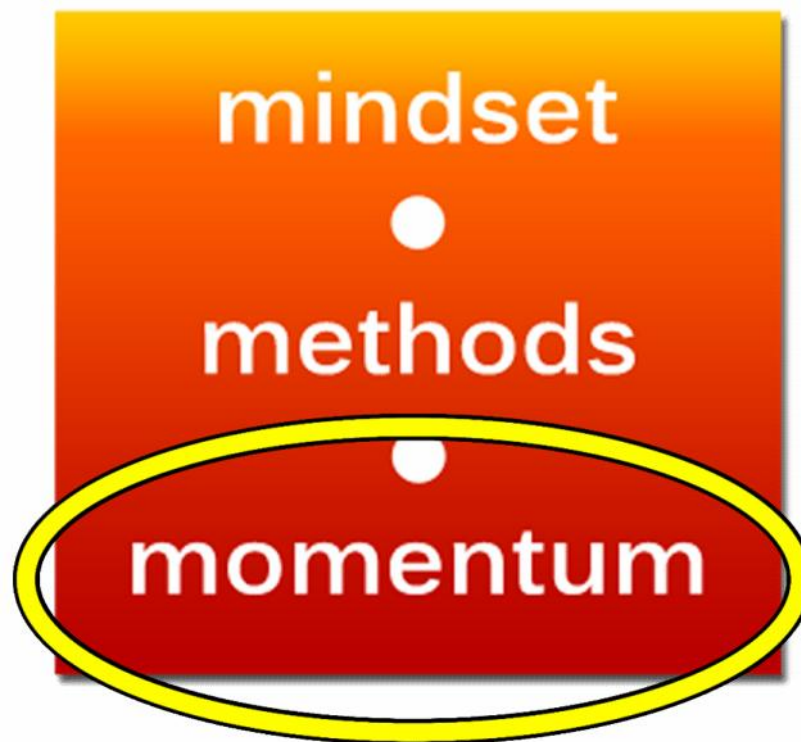
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Momentum



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Execution is 95% of Success!



■ Vision ■ Status ■ Plan ■ Resources ■ Execution

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Momentum – Business Growth

- Initial Plans
- Weekly Focus on 90 Day Growth Plan
- Team Meetings as Required
- Annual Planning with Quarterly Re-plans
- Gamification - Incentives and Rewards

	Business Growth	Professional Growth	Personal Growth
Mindset			
Methods			
Momentum			

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Momentum – Professional Growth

- Learning and Skill Achievement Goals
- Study Groups
- Reports and Presentations
- Gamification – Rewards and Incentives

	Business Growth	Professional Growth	Personal Growth
Mindset			
Methods			
Momentum		★	

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Momentum – Personal Growth

- Daily Practice
- Weekly Coaching
- Small Group Meetings
- Community Meetings

	Business Growth	Professional Growth	Personal Growth
Mindset			
Methods			
Momentum			★

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Daily Practice

- Morning
- Evening
- Whenever You Need It
- “The Practice of Awakening”

	Business Growth	Professional Growth	Personal Growth
Mindset			
Methods			
Momentum			★

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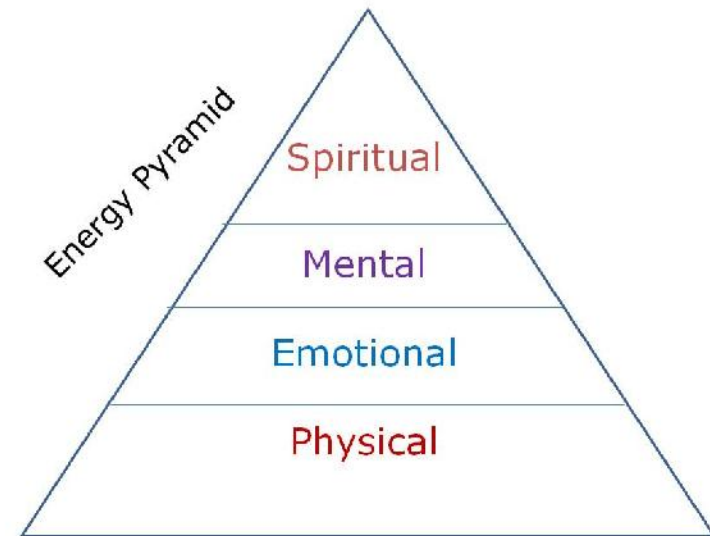
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Daily Practice

- On All Areas of Life
 - Spiritual
 - Mental
 - Emotional / Social
 - Physical



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The Awakened CEO System

	Business Growth	Professional Growth	Personal Growth
Mindset			
Methods			
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The Opportunity

- Be at your best more often and make your best even better
- Have more personal power, greater productivity, and enjoy better results
- Achieve work / life balance: spiritual, mental, emotional, physical health
- Gain the favorable attention of others

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The Responsibility

- Be a great role model and use your influence wisely
- Support the planet for generations to come

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Being a Great Role Model

- People emulate the powerful people in their lives
- People emulate those in authority
- You are both to many people...
- ... you have an incredible responsibility

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Quadruple Bottom Line

- People
- Planet
- Profits
- Presence



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Integrated Growth

- As we grow ourselves, the more capable we are of growing out business
- As we grow the business, the business grows us
- Our business is a reflection of who we are

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The Bottom Line

- You have the opportunity and responsibility to be as Awakened as you can be...
- ... and help others do the same
- Your personal and professional growth contributes greatly to business growth
- Get coaching and mentoring to accelerate your progress

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Agenda

- Fundamental concepts:
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Homework / Exercise

- Do an honest assessment – discover your gaps and take steps to close them
- Focus on taking your daily practice to the next level
- Be open to Awakened Conversations
- Be open to learn the lesson inherent in every challenge

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I Invite You to Play...



The Awakening Game

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The Awakening Game

- Finding ways to be at your highest vibration every second of every day!
- Frequent self-assessments
- Focused attention on
 - Shifting Your Energy
 - Raising Your Vibration
 - Stepping into Your Greatness

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The Awakened CEO System

	Business Growth	Professional Growth	Personal Growth
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Related Office Hours

- 47 – The Future of Management
- 91 – Emotional Intelligence
- 103 – How to be a Great Leader
- 119 – Conscious Business Leadership
- 126 – Leading Change

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Open Q & A and Coaching – in a minute

- Comments and questions on the topic of the day, then any other issues
- Tell me what your biggest “take-aways” are and what insights you gained from this presentation
- Tell me what you are going to focus on

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Our Support Services

Service	Teach You	Do It With You	Do it For You
Education	X		
Training	X		
Coaching	X		
Advising / Mentoring	X	X	
Consulting		X	X
Growth Management		X	X

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Our Support Systems

- Business Growth
- Personal Growth
- ****NEW****

The Awakened CEO Growth System

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Next Office Hours: Aug 15th

- Topic is: TBD
- Let me know what topics you would like for me to address: www.PaulsSurvey.com
- Do your homework!

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Open Q & A and Coaching

- Comments & questions on the topic of the day, then any other issues
- **Best question or comment wins!**
- Contact Me at paul@paulhoyt.com
call or text: 415.997.8001
- www.SchedulePaul.com

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