

Paul Hoyt's "Office Hours" Series



THE **Awakened** CEO System

Office Hours

mindset

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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...
- But it's tough - you need support 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

- Helping entrepreneurs and small business owners...

Get Clear.

Stay Focused.

Grow Faster!

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Our History

- Hoyt Management Group formed in 2001
- Worked with hundreds of CEOs and Entrepreneurs
- Trained thousands more
- Work with startups to companies with \$30,000,000 in annual revenues

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Paul Hoyt



- 50+ years business experience
- 50+ years personal development
- Founder of The Awakened CEO System
- Business Growth and Personal Performance Specialist
- Consultant and Coach

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Get Clear!

- There is great **POWER** in Clarity
- There is **MAGIC** in Clarity
- Three Components of Clarity
 - Knowing your **WHAT**
 - Knowing your **WHY**
 - Knowing your **HOW**

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The Value of a Clear Vision

- Defines the destination
- Focuses your energy
- Shortens the journey
- Aligns the team
- Prevents “thrashing about” and wasted motion
- Minimizes the “shiny object syndrome”

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The Value of a Clear Why

- Provides motivation and inspiration
- Unleashes passion!
- Increases energy
- Increases productivity
- Helps overcome obstacles
- Inspires the entire team

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The Value of a Clear How

- Defines “the straight line” – the step by step path to reach your goal
- Defines the resources required – so you can be fueled for the journey
- Aligns the team
- Increases efficiency
- Increases effectiveness

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Get Clear!

- Three Components of Clarity
 - Knowing your **WHAT**
 - Knowing your **WHY**
 - Knowing your **HOW**
- There is great **POWER** in Clarity
- There is **MAGIC** in Clarity

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Stay Focused!

- Review your goals at least weekly
- Communicate them to your team to ensure alignment
- Communicate status and progress to keep up the energy
- Courageously address obstacles and blocks
- Be more productive, efficient, and effective!

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Grow Faster!

- Make more money!
- Conserve resources
- Capture market share
- Attract investors and partners
- Build the asset value of your company

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Today's Topic:

Group Strategies and Inner Circle Invitation

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The Key Performance Areas



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The Key Performance Areas



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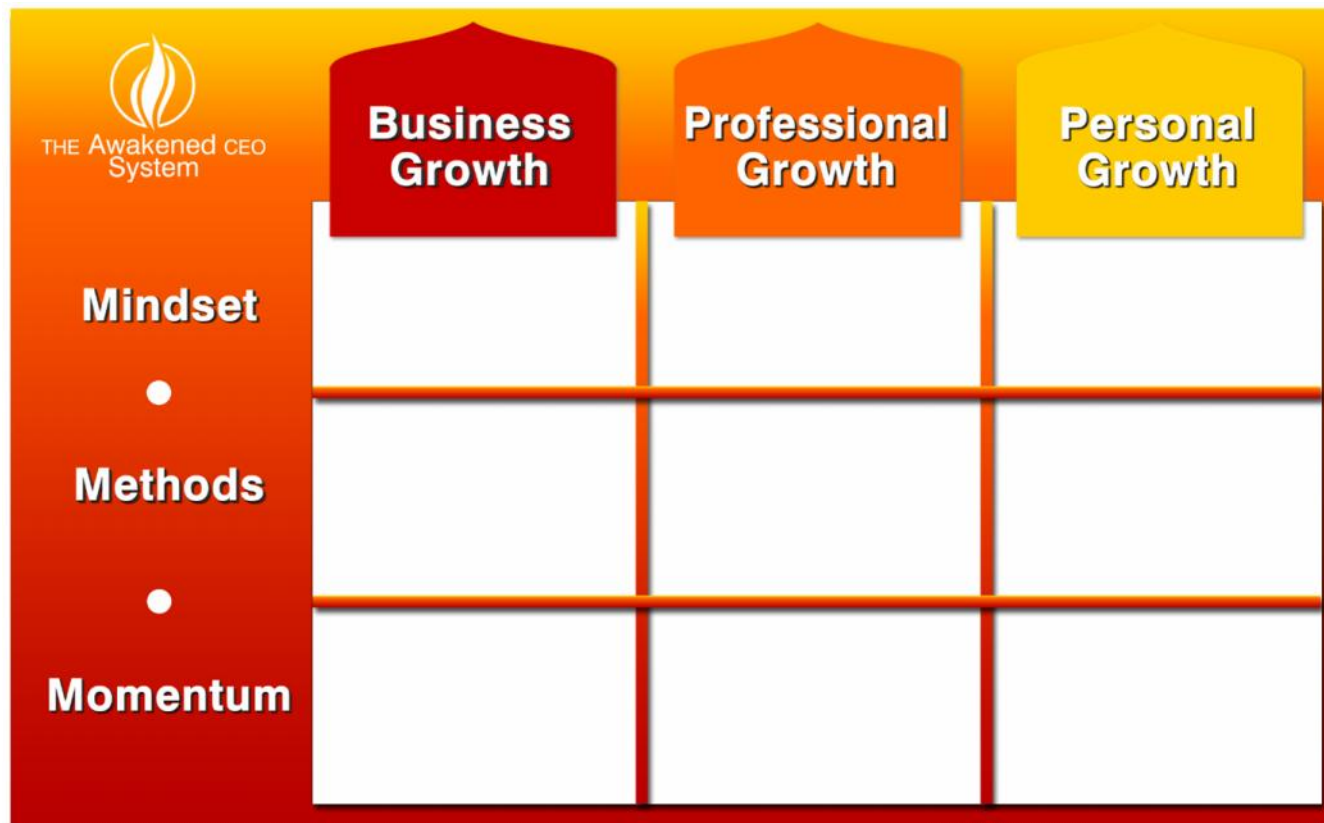
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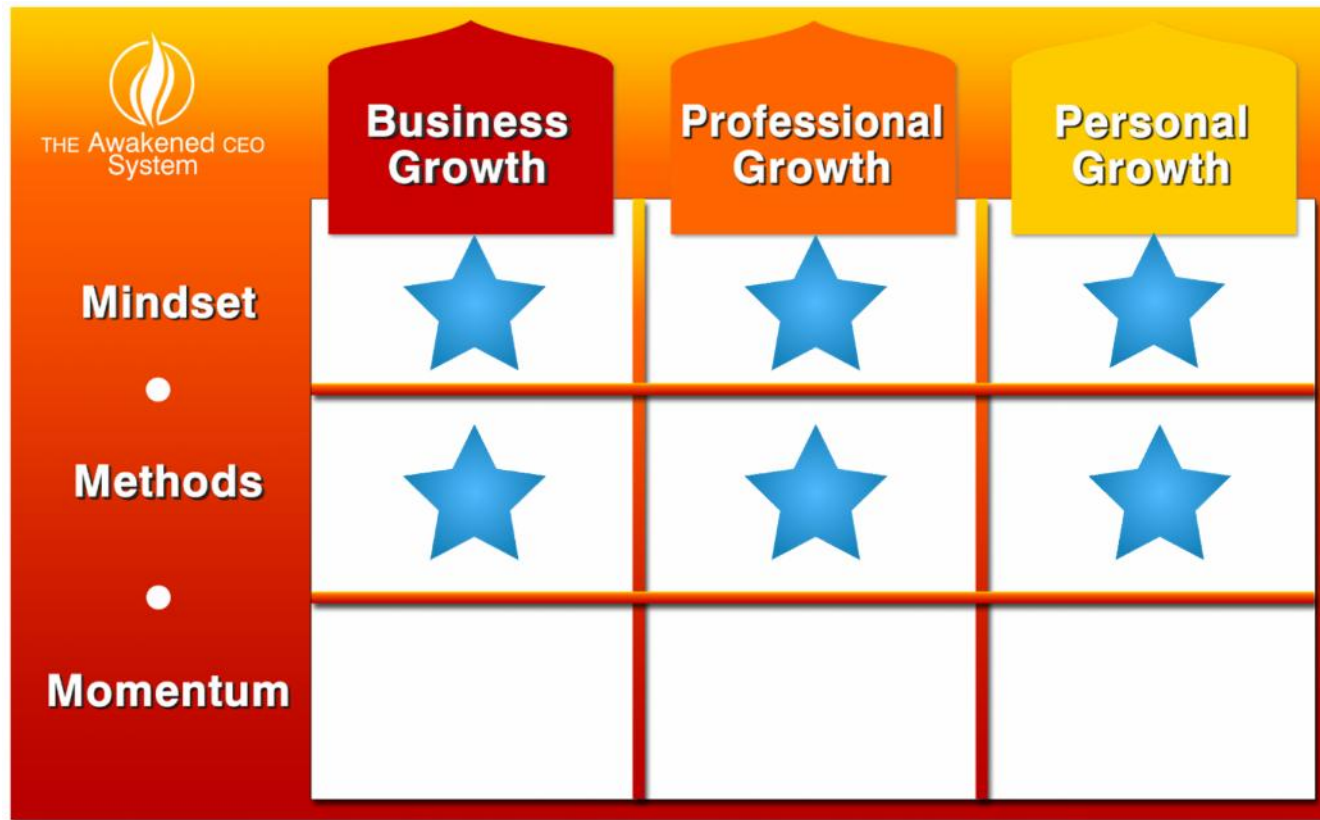
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Agenda

- One on One
- Intimate Group (3-5)
- Small Group (6-12)
- Large group (20-100)
- Community (100+)
- Mass Crowds (10,000+)
- Bottom Line

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An Analogy

- One on One – intimate relationship
- Small Group – family
- Large Group – tribe

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One on One

- Intimate Relationships
- Best Friends
- Therapy
- Healing
- Coaching
- Mentoring

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Intimate Group

- 3 – 5 people
- Brainstorming / Masterminding
- Quick projects
- Starting a business!
- Micro businesses
- 85% of all businesses!

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Small Group

- 6 – 12 people
- Project teams
- Therapy groups and group coaching
- Focus groups and study groups
- Span of control for most managers
- Juries
- Inner Circle / Advisory Board

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Large Group

- 20 – 100 people
- Market research
- Small companies
- Departments in larger companies

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Community

- 100 – 350 people
- 150 seems to be the ideal size
- Spiritual communities
- Users groups
- Workshops and training programs

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Mass Meetings

- 10,000+ people
- Large Motivational Events (10,000+)
- Large churches (20,000+)
- Concerts (20,000+)
- Sporting events (50,000 – 100,000)

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Groups

- One on One
- Intimate Group (3-5)
- Small Group (6-12)
- Large group (20-100)
- Community (100+)
- Mass Crowds (10,000+)

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Mindset

- Cheerleader
- Umpire
- Teammate
- Advisor / Coach / Mentor

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Market Research

- Detailed experience – One on One
- Focus Groups – 6 to 12 people
- Concept tests – 60 people
- Lean startup – 100 customers
- Use the right size of group!

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An Invitation

- Join my inner circle / advisory board
- A small group (6-12)
- Review products and services
- Review marketing campaigns
- Receive special discounts and offers

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Inner Circle

- Two startups
- Two companies in early revenue
- Two companies with \$500k+ annual revenues
- Focus on business and personal growth
- May have focus group meetings and one on one conversations
- Looking for umpires!

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The Bottom Line

- Teamwork makes the dream work!
- Use the right size of group for the job
- Learn to be comfortable creating and managing groups
- Learn to participate appropriately

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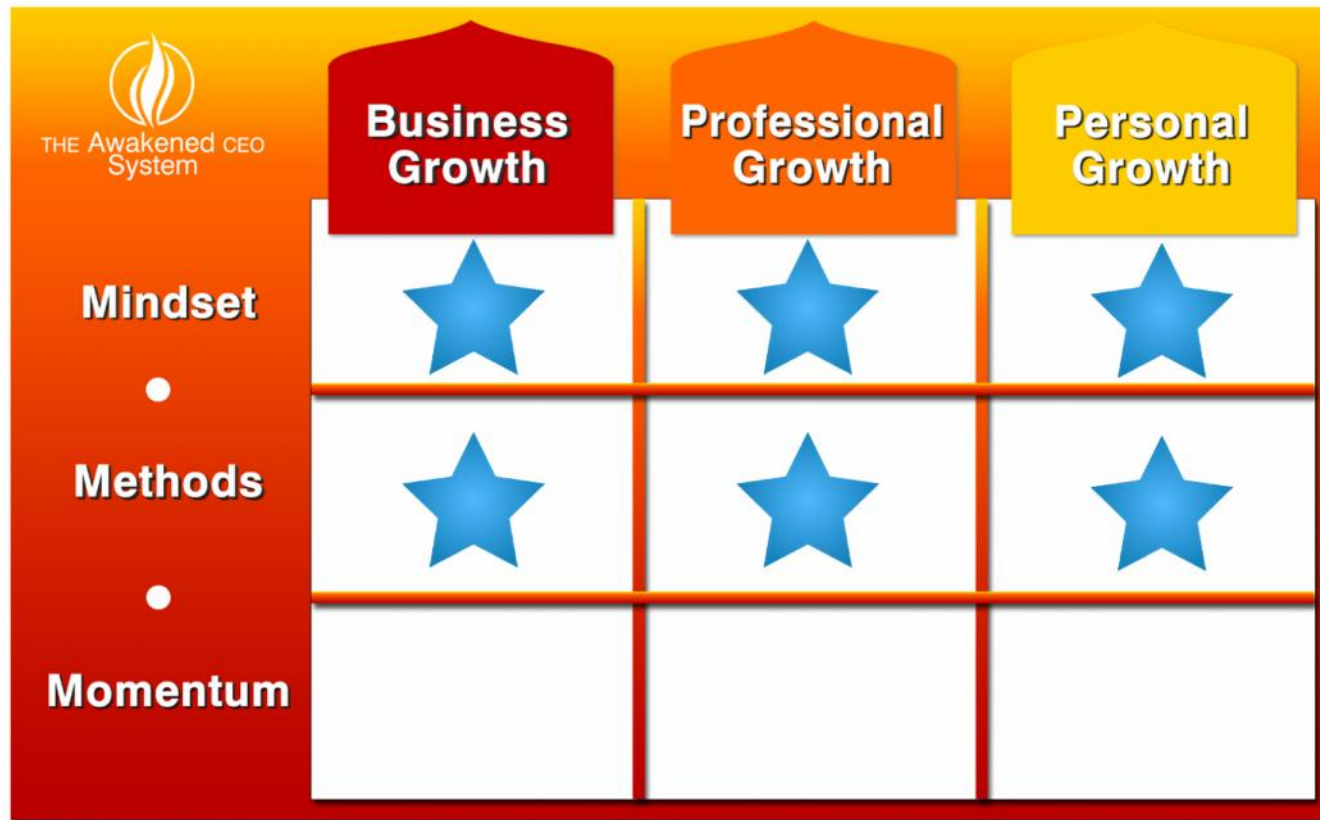
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Mindset

- Believe in the value of groups!
- Believe that you can learn to form and manage groups well
- Believe that groups are valuable in business, professional, and personal growth

	Business Growth	Professional Growth	Personal Growth
Mindset	★	★	★
Methods	★	★	★
Momentum			

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Methods

- Analyze the groups you are in today
- Plan to form additional groups to support you in your business
- Study group dynamics
- Find a role model for team leadership

	Business Growth	Professional Growth	Personal Growth
Mindset	★	★	★
Methods	★	★	★
Momentum			

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Next Office Hours: Dec. 19th

- Topic is: Live Group Coaching
- Let me know what topics you would like for me to address: www.PaulsSurvey.com

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Join Me for An Awakened Conversation

- Next one: December 14th: “Incredibly Empowering Beliefs!”
- Watch your emails for announcements!

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Get 2017 Off to a Great Start!

- Our Gold Clarity Package
- Five – 90 Minute Planning Sessions
- Get Clear!
 - Define your **What**
 - Connect with your **Why**
 - Determine your **How**

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Gold Clarity Package

- 1** The Business Clarity Questionnaire
- 2** Phased Growth Strategy
- 3** Business Foundation Profile
- 4** 90-Day Growth Plan
- 5** First Step Financial Plan

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Gold Clarity Package

- 1 The Business Clarity Questionnaire ~~\$1,750~~
 - 2 Phased Growth Strategy
 - 3 Business Foundation Profile
 - 4 90-Day Growth Plan
 - 5 First Step Financial Plan
- \$1,497!**

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Guarantee

- 100% Money Back Guarantee
- If you don't want to continue after the first session, we'll give you a complete refund

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Bonus!

- For the next 5 signups, free coaching session
- Help you **Stay Focused** and keep on track in your business
- Value: **\$250!**



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Get Clear. Stay Focused. Grow Faster!

- Five x 90 Minute Planning Sessions
- One Bonus Follow-up Coaching Session
- Tools you can use in your business forever
- 100% Money back guarantee
- \$2,000 value... all for only **\$1,497**

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Sign Up Today!

- Get prepared for 2017!
- To order, give me a call at **415.997.8001**
- If you have any questions,
call Stephanie May at 916.960.6983

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Open Q & A

- Comments & questions on any topic!
- Survey: www.PaulsSurvey.com

Contact Me at paul@paulhoyt.com

call or text: 415.997.8001

www.SchedulePaul.com

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