

*Paul Hoyt's "Office Hours" Series*



# THE **Awakened** CEO System

## Office Hours

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# Welcome to Office Hours

- A relaxed, informal mentoring program for tribe members
- Held every Monday at Noon Pacific Time
- All recordings, slides, and exercises are archived in our member's area

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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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# The Key Performance Areas



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# The Key Performance Areas



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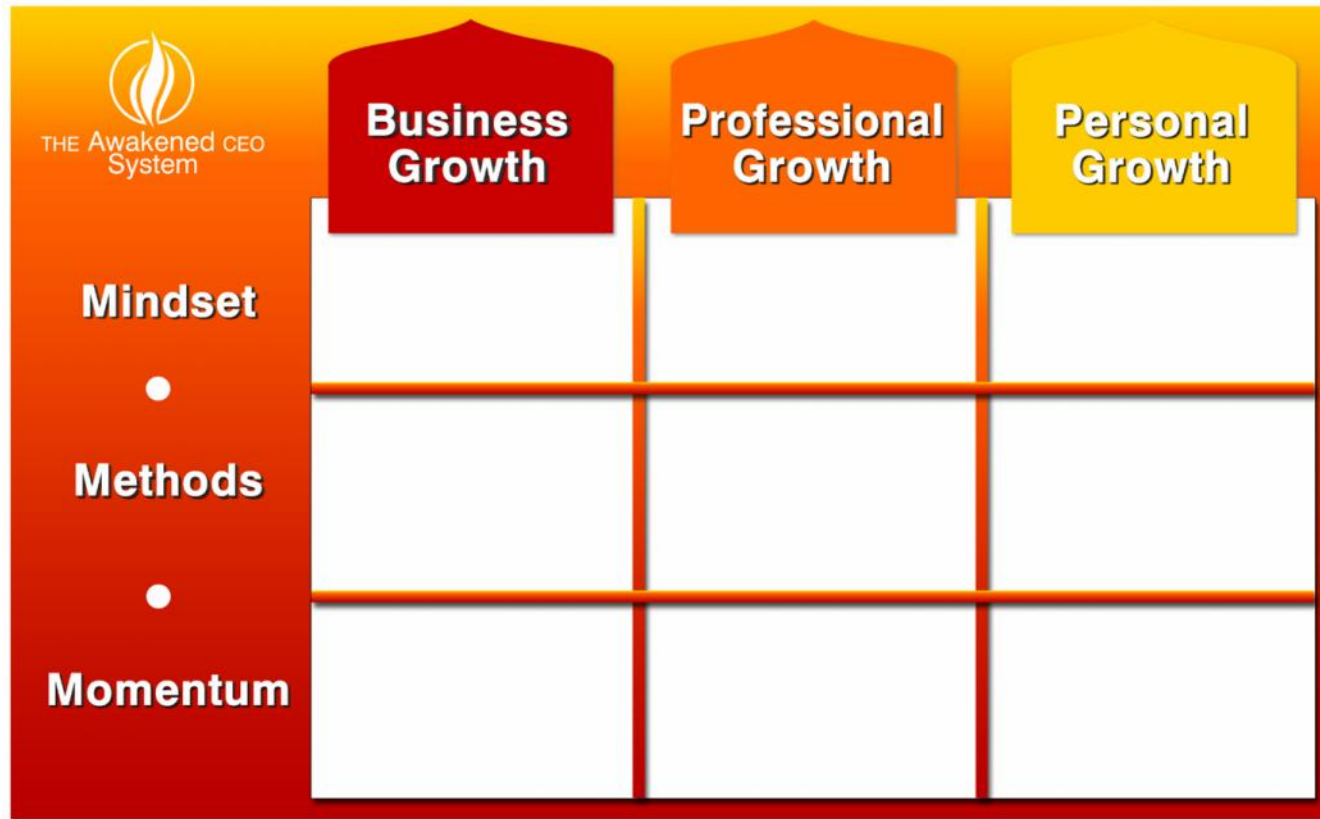
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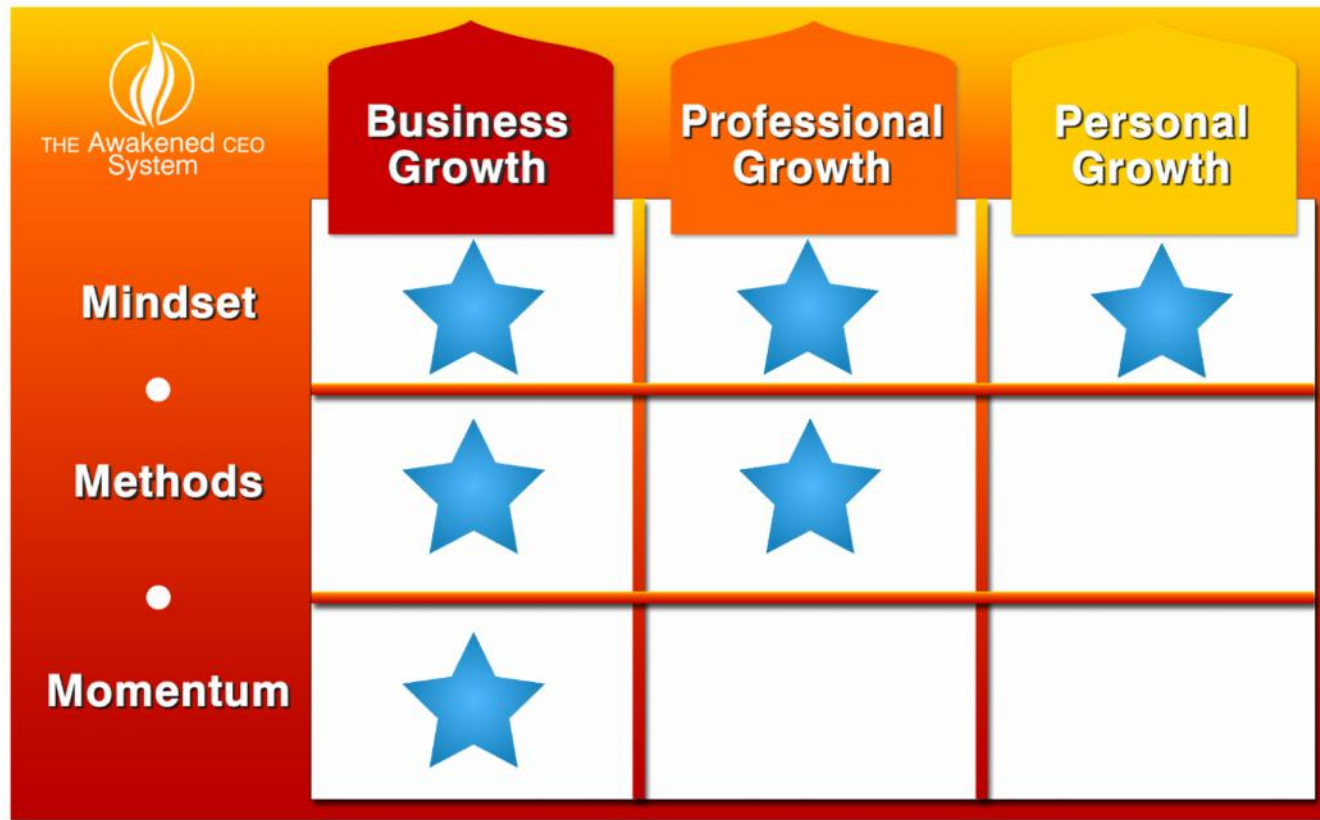
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# Today's Agenda

- What is financial management
- Being great at financial management
- Open Q&A and coaching
- Special offers

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# What is Financial Management?

- Processing your transactions efficiently
- Running your business by the numbers
- Managing your cash flow and your risk
- Staying right with the government
- Managing the assets of your company and your funding options
- Managing the value of the business

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# What is Success in Financial Management?

- Paying yourself!

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# Value of Excellence

- You are generating cash predictably
- You make a profit every month and brainstorming ways to invest your profits
- You welcome, even encourage audits
- You don't worry about taxes or compliance
- You know you are covered
- Your company is increasing in value

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# Impact of Poor Fin Mgmt

- You wonder how you can borrow more money
- You worry about making payroll and paying your suppliers
- You don't know how much money you lost last month and are afraid to find out
- You hope no one has an accident
- The IRS is knocking and the bill collectors are calling

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# Being Great at Financial Management

- Manage Your Cash
- Have Effective Credit Policies
- Process Transactions Accurately and Efficiently
- Implement Financial Controls
- Protect Your Assets
- Be in Compliance
- Properly Fund Your Business
- Learn to Read Financial Statements

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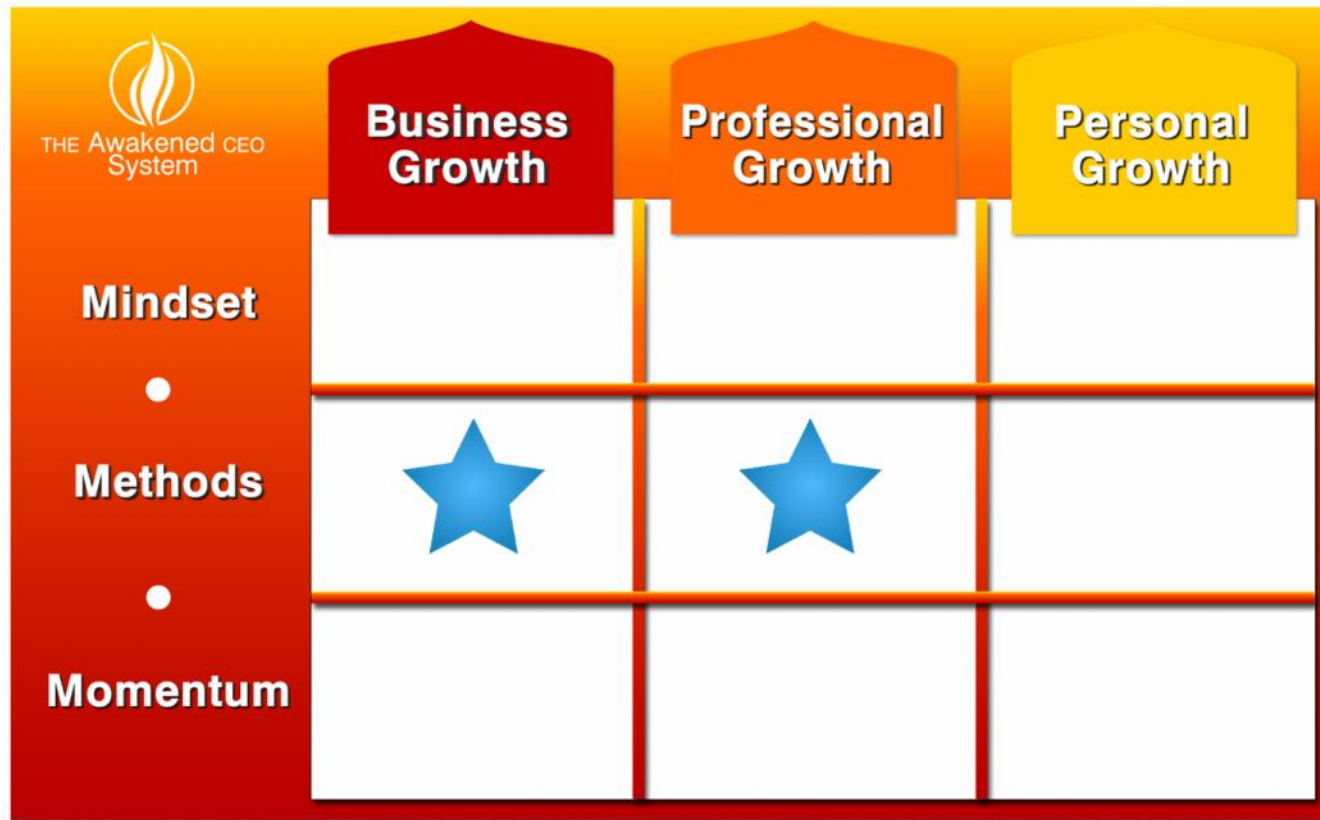
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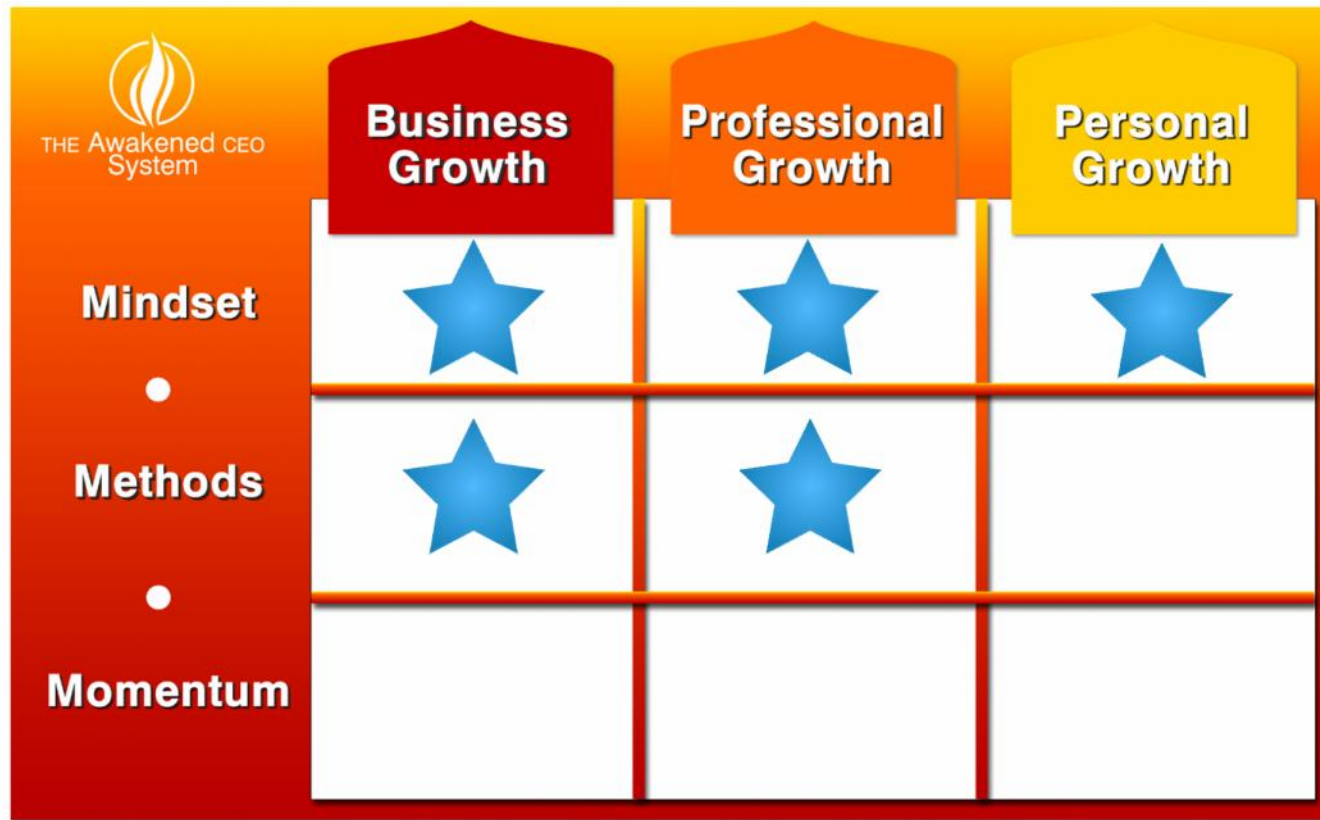
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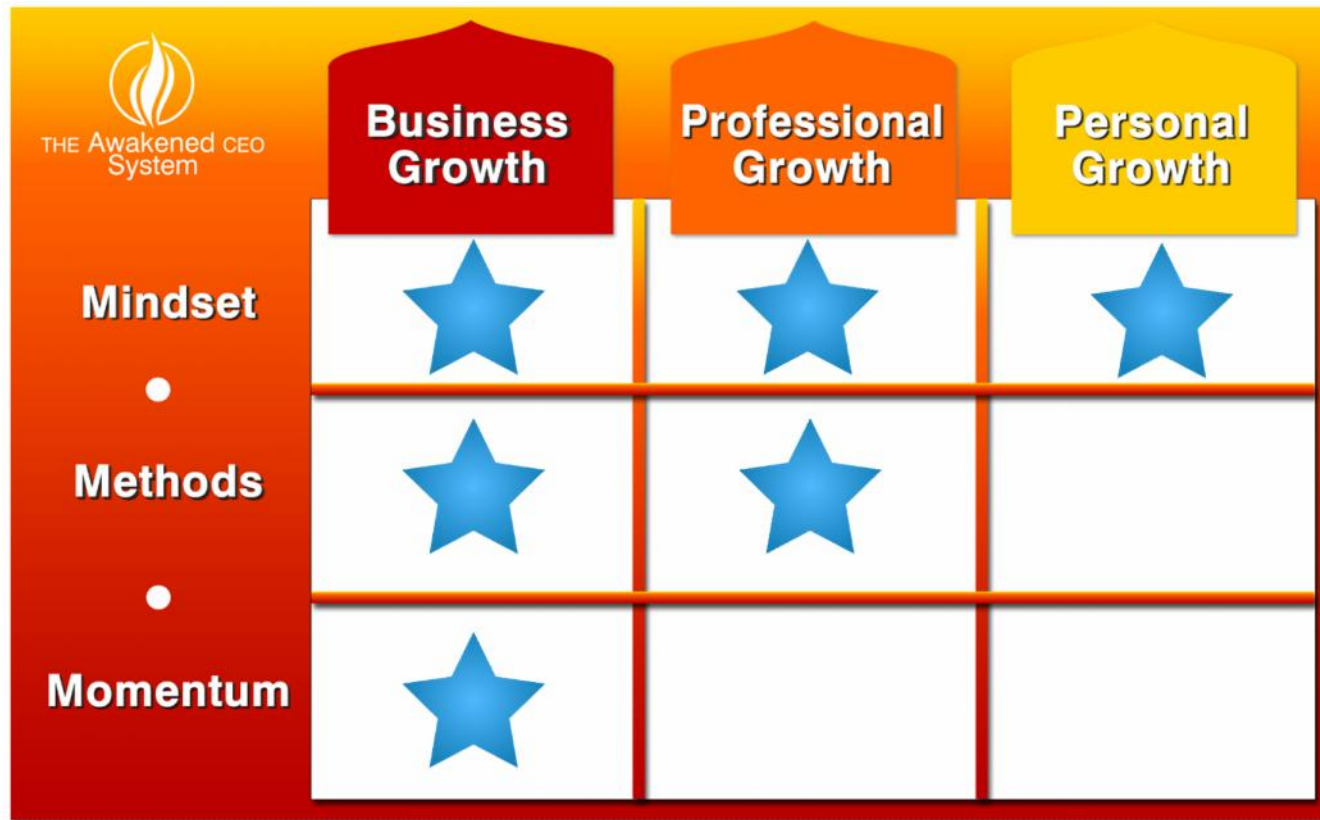
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# What is Success in Financial Management?

- Paying yourself!

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# Related Office Hours

- 107 – How to Be Great at Fin. Mgmt
- 121 – Financial Modeling
- 138 – Cash Flow Secrets
- 142 – Reading Financial Statements

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# Open Q & A

- Comments & questions on any topic!
- Suggest topics: [www.PaulsSurvey.com](http://www.PaulsSurvey.com)

Contact Me at [paul@paulhoyt.com](mailto:paul@paulhoyt.com)

call or text: 415.997.8001

[www.SchedulePaul.com](http://www.SchedulePaul.com)

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## Next Office Hours: Feb. 13<sup>th</sup>

- Topic is: Live Group Coaching
- Let me know what topics you would like for me to address: [www.PaulsSurvey.com](http://www.PaulsSurvey.com)

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# “No BS” Business Growth Package

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

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# No BS Package

- 1 The Business Clarity Questionnaire
  - 2 Phased Growth Strategy
  - 3 Business Foundation Profile
  - 4 90-Day Growth Plan
- ~~\$1,500~~

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# 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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**\* AND \***

**If you don't agree that the  
package was worth every  
penny,**

**You Set the Price!**

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**Call to schedule  
your free strategy session  
and learn about  
discounts and bonuses!**

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