

*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](http://www.YouTube.com/user/PaulHoyt)

mindset

methods

momentum





# 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

mindset

methods

momentum





# 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.



mindset

methods

momentum



# Our Passion

To increase the survival rate...

Accelerate the growth rate...

And reduce the struggle rate  
of businesses in America

mindset

methods

momentum





# 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!*

mindset

methods

momentum





# 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

mindset

methods

momentum





## 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

mindset

methods

momentum







THE **Awakened** CEO  
Conversation

- An Interactive Webinar, with special guest
- Wednesday, September 23rd, 6pm PST
- Watch your emails for signup information

mindset

methods

momentum





# Today's Topic: Quarterly Planning Event Preview

This Saturday, September 19<sup>th</sup>

8:30 AM to 12:30 PM PT

11:30 AM to 3:30 PM ET

mindset

methods

momentum





# The Key Performance Areas



mindset

methods

momentum





# The Key Performance Areas



mindset

methods

momentum





THE **Awakened** CEO  
System



mindset

methods

momentum





# The Awakened CEO System



mindset

methods

momentum





# Agenda

- Outcomes
- Logistics
- Section One: Critical Concepts
- Section Two: Your Vision
- Section Three: Your Status
- Section Four: Your Plan
- The Bottom Line

mindset

methods

momentum





# Outcomes

- Grounding in critical concepts and principles
- A clear understanding of where you are
- Goals for next quarter
- Steps you need to take to achieve those goals
- Bonuses

mindset

methods

momentum







# Logistics

- Sign up separately
- Live only - not recorded
- Workshop format
- Exercises and take-aways
  - You will need to download the materials
- Four hours, with breaks every hour
- Discussion, Q&A, coaching, and exercises in every section

mindset

methods

momentum





# Section One

- Critical Concepts Review
- Mindset:
  - Professional growth is essential to business growth
  - Critical education in business principles isn't provided in schools today
  - A student's perspective is essential

mindset

methods

momentum





# The Awakened CEO Growth Process

- Vision
- Status
- Plan
- Resources
- Execution

mindset

methods

momentum





# The Levels for Performance

- Mindset
- Methods
- Momentum

mindset

methods

momentum





# The Classes of Business

- Startup
- Steady Growth
- Rapid Expansion
- Turnaround
- Exit

mindset

methods

momentum





# The Five Choices Program

- Know Your Business
- Know Your Job
- Build Your Team
- Build Yourself
- Execute

mindset

methods

momentum





# Section One

- Critical Concepts Review
- Mindset:
  - Professional growth is essential to business growth
  - Critical education in business principles isn't provided in schools today
  - A student's perspective is essential

mindset

methods

momentum





## Section Two

- Your Vision
- Your Mindset: “I can create and communicate a powerful vision for my company that inspires everyone who reads it. ”

mindset

methods

momentum







# Your Vision

- Start with the Why
- The Power of Language
- The Importance of a Clear Vision
- Examples of Powerful Visions
- Exercise: Create or Update Your Vision

mindset

methods

momentum





## Section Three

- Your Status
- You Mindset: “It is essential to be objective and honest about where I am in relation to where I want to be. I have to know my gaps before I can close my gaps.”

mindset

methods

momentum





# Your Status

- Review of the Key Performance Areas
- Create your own Business Foundation Profile

mindset

methods

momentum





# The Key Performance Areas



mindset

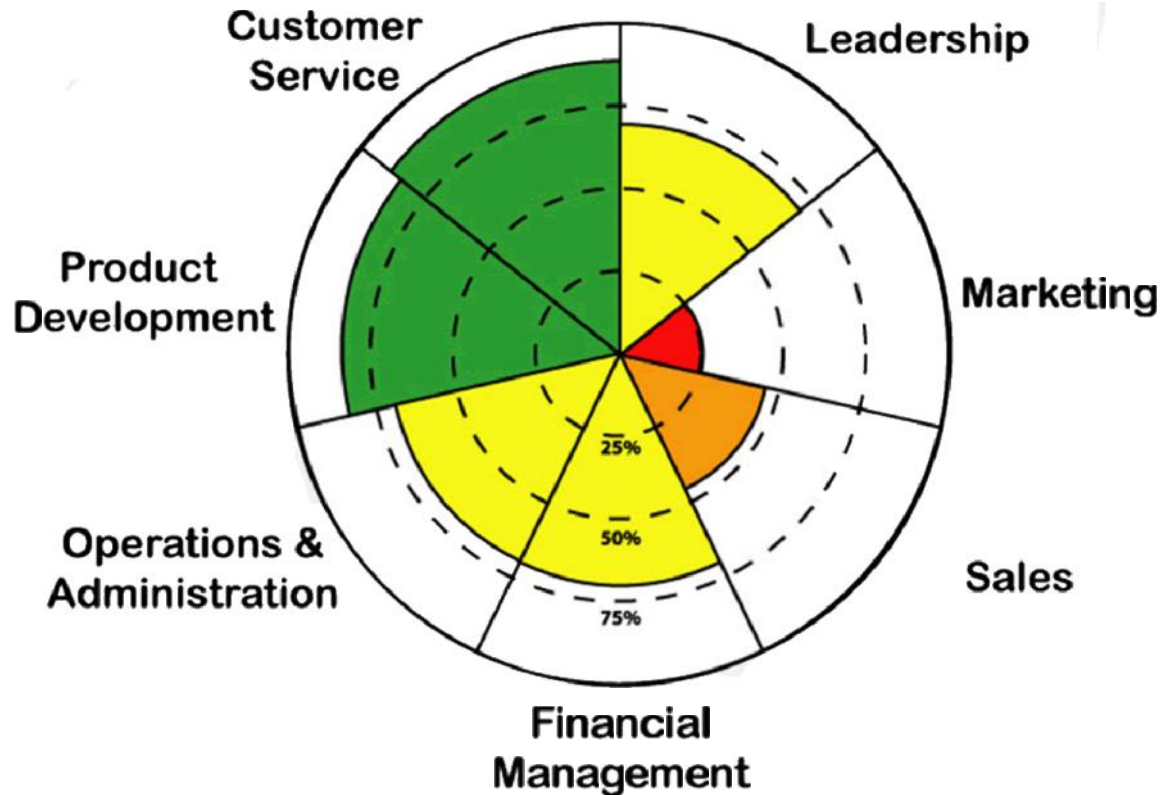
methods

momentum





# A Common Profile



mindset

methods

momentum



## Section Four

- Your Plan
- Mindset: “I can find a path to get from where I am to where I want to be! Once I find my way, I will gather my resources and relentlessly follow my plan.”

mindset

methods

momentum





# The Power of Goals

- First step in turning dreams into reality
- Turns the intangible into the measureable and tangible
- A SMART thing to do!

mindset

methods

momentum





# Your 90 Day Growth Plan

- Top three to five goals that you want to achieve in Q4
- Key action steps to achieving those goals
- The next step in creating the project plan to grow your business

mindset

methods

momentum







# The Bottom Line

- Quarterly Planning is essential to rapid growth
- You have one quarter left to make 2015 a fantastic year
- Block the time on Saturday to boost your productivity and your results
- Sign up today at [www.hoytgroup.com/events/strategic-planning-workshop](http://www.hoytgroup.com/events/strategic-planning-workshop)



mindset

methods

momentum



# Agenda

- Outcomes
- Logistics
- Section One: Critical Concepts
- Section Two: Your Vision
- Section Three: Your Status
- Section Four: Your Plan
- The Bottom Line

mindset

methods

momentum





# 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



mindset

methods

momentum



# 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



mindset

methods

momentum



THE **Awakened** CEO  
Conversation

- An Interactive Webinar, with special guest
- Wednesday, September 23rd, 6pm PST
- Watch your emails for signup information

mindset

methods

momentum





# Next Office Hours: Sep. 21st

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

mindset

methods

momentum





# Open Q & A and Coaching

- Comments & questions on the topic of the day, then any other issues
- Sign up today at [www.hoytgroup.com/events/strategic-planning-workshop](http://www.hoytgroup.com/events/strategic-planning-workshop)
- Contact Me at [paul@paulhoyt.com](mailto:paul@paulhoyt.com)  
call or text: 415.997.8001
- [www.SchedulePaul.com](http://www.SchedulePaul.com)

mindset

methods

momentum



*Paul Hoyt's "Office Hours" Series*



# THE **Awakened** CEO System

## Office Hours

mindset

methods

momentum

