

UPCOMING EVENTS



- 03.11.2024 VALUE VIRTUAL SUMMIT
- 03.20-03.21 DELIVERING VALUE WORKSHOPS
- 03.21-03.22 LEADERS VALUE RETREAT

UPCOMING COACHING CALLS



- 03.05 BREAKTHROUGH COURSE
- 03.18 OVERCOMING OVERWHELM
with Coach Liz
- 04.01 CLIENT PROFITABILITY
with Stephanie & Coach Adam



USE ZOOM Q&A FOR TODAY'S QUESTIONS

CRUSH

YOUR

CLIMB

LEADERS

PEAK PRACTICE

COACHING CALL





CLARIFYING
YOUR VISION



CREATING POSITIVE
MINDSET & HABITS

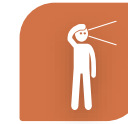


BUILDING YOUR
ACCOUNTABILITY
SYSTEMS

OUR FOCUS
THIS QUARTER

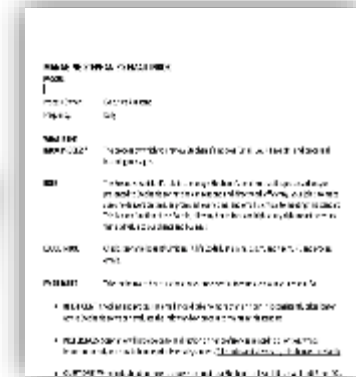
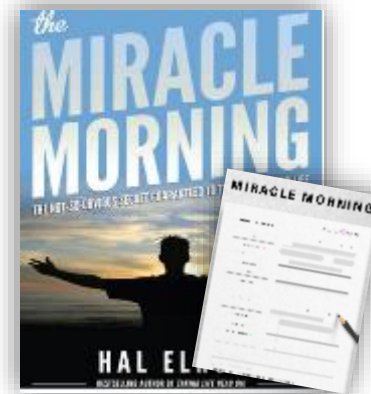


Q1 / SUMMIT ACTION PLAN



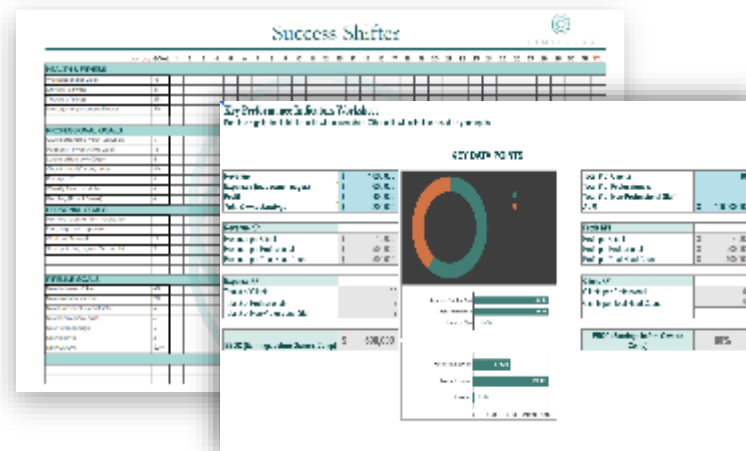
CLARIFY YOUR VISION

- Big Why
- Business Vision / Model Practice
- 1-page Business Plan
- Limitless Life Book



CREATING POSITIVE MINDSET & HABITS

- Daily Practice
- Email 2x day Only
- Delegate your Email
- Weekly Check-In



BUILDING ACCOUNTABILITY SYSTEMS

- Success Shifter
- KPI Worksheet



This Month's Topic

BUILDING ACCOUNTABILITY



PRACTICE KPIs

(KEY PERFORMANCE INDICATORS)



Translates goals into clear performance benchmarks



Measures performance to goals



Helps ensure decisions are aligned with actions



Highlights where adjustments need to be made to achieve goals

Key Performance Indicators Worksheet

Populate highlighted light blue cells with current data. Other cells will calculate based on your inputs.

KEY DATA POINTS

Revenue	\$	1,000,000
Expenses (incl. owner wages)	\$	600,000
Profit	\$	400,000
Total Owner Earnings	\$	200,000

Revenue KPI	
Revenue per Client	\$ 10,000
Revenue per Professional	\$ 500,000
Revenue per Total Head Count	\$ 500,000

Expense KPI	
Total # of Clients	100
Total # of Professionals	2
Total # of Non-Professional Staff	2

EBOC (Earnings before Owners Comp)	\$	600,000
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Client KPI	
Clients per Professional	50
Clients per Total Head Count	50

Profit KPI	
Profit per Client	\$ 4,000
Profit per Professional	\$ 200,000
Profit per Total Head Count	\$ 100,000

Profit KPI	
Profit per Client	\$ 4,000
Profit per Professional	\$ 200,000
Profit per Total Head Count	\$ 100,000

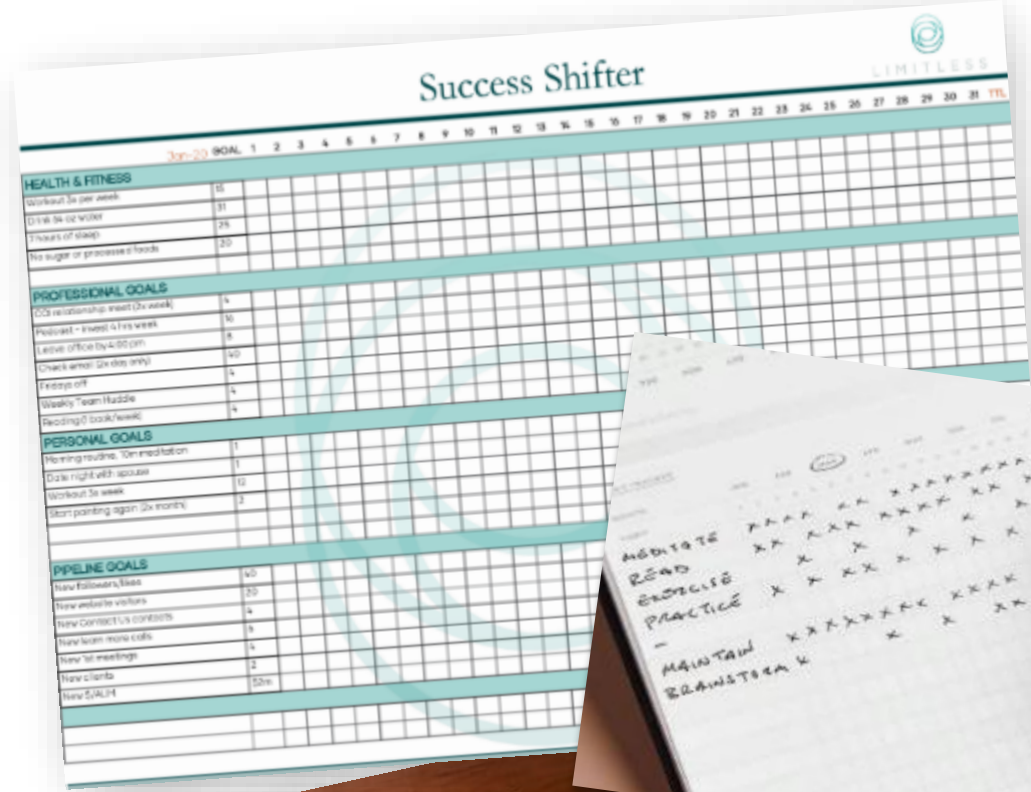
Client KPI	
Clients per Professional	50
Clients per Total Head Count	50

EBOC (Earnings before Owners Comp)	
	60%

LIMITLESS

SUCCESS SHIFTER

- Real-time feedback loop
- Focuses on micro-actions
- Reinforces positive habits
- Serious accountability mechanism
- It's *practical magic*



Best
PRACTICE
rituals & routines

Daily Practice



Translates goals into clear performance benchmarks



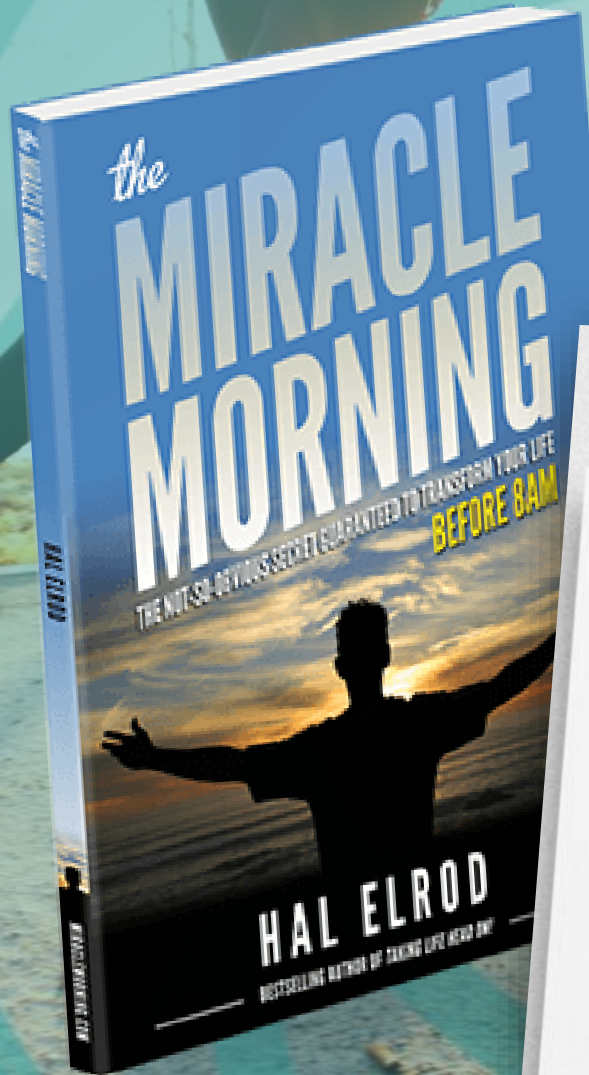
Measures performance to goals



Helps ensure decisions are aligned with actions



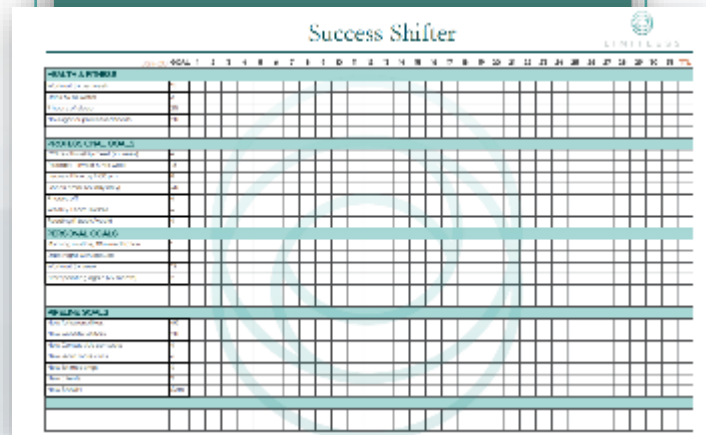
Highlights where adjustments need to be made to achieve goals



MARCH ASSIGNMENTS

1

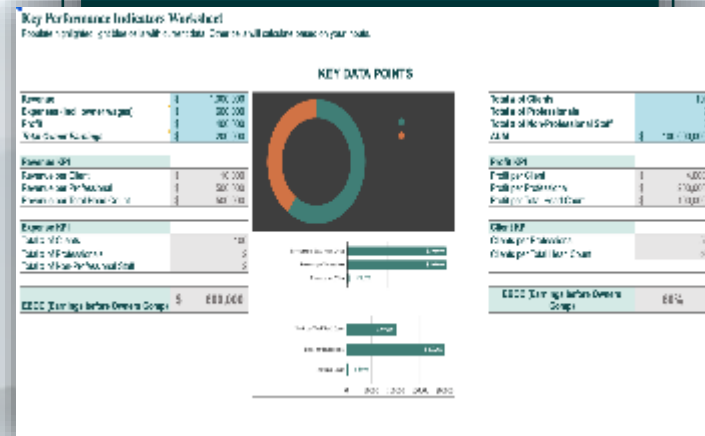
SUCCESS SHIFTER



The Success Shifter worksheet is a grid-based tool for goal setting. It features a header with the title 'Success Shifter' and a date field. The grid is organized into four main sections: 'HEALTH & FITNESS', 'PROFESSIONAL GOALS', 'PERSONAL GOALS', and 'FINANCIAL GOALS'. Each section contains a list of specific goal categories and a grid of cells for tracking progress over time.

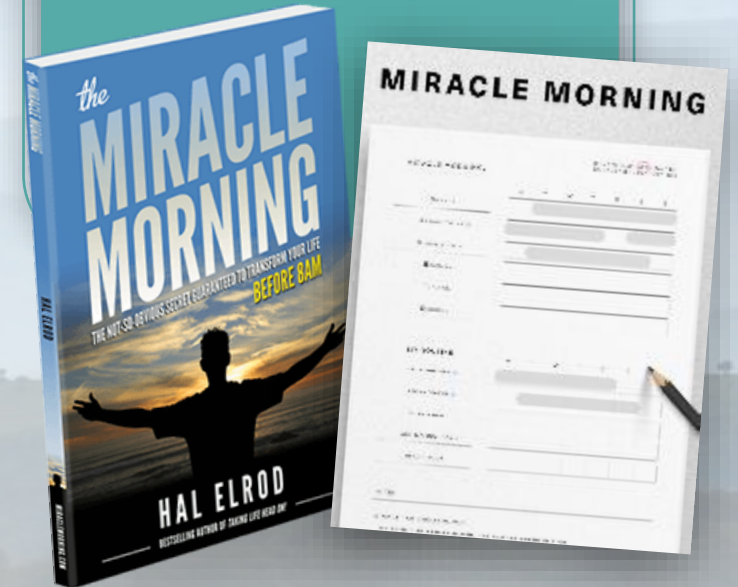
2

KPI WORKSHEET



3

DAILY PRACTICE





What's your biggest resistance around this month's assignments?

What's standing between you and implementing them?

How will you hold yourself accountable?

Q&A

