

Workshop Topics List

- Session 1:** Planning your Business - Vision, Mission, Goals (Long and Short term)
- Session 2:** Mastering your Time - Increasing Financial Value of Your Time, Discipline & Mindset
- Session 3:** Mastering Your Time - Default Diary, Daily Planning, Optimisation Strategies
- Session 4:** Financial Mastery - Historic Reports, Margins, Cashflow Forecasts, Break Even & KPIs
- Session 5:** Financial Mastery - Optimising Cashflow, Debtor Management Systems
- Session 6:** Strategic Planning, Marketing Planning, 90 Day Goals
- Session 7:** Coaching Clinic: Reviewing homework, assessing progress and understanding what's really getting in your way.
- Session 8:** 5 Ways Sales and Marketing System including USP, Guarantee
- Session 9:** Create Raving Fans, Customer Lifetime Value
- Session 10:** Streetwise Marketing - Target Markets, AIDA, Online Marketing
- Session 11:** Strategic Planning, Marketing Planning, 90 Day Goals
- Session 12:** Sales Made Simple - DISC Behaviour Styles & Impact on Sales
- Session 13:** Sales Made Simple - Sales Scripts, Questions & Listening Skills, Emotion v Logic
- Session 14:** Building Systems for Efficiency - 4 Components of Systemisation
- Session 15:** Lead Generation - Strategic Partners, Referrals, Social Media
- Session 16:** Strategic Planning, Marketing Planning, 90 Day Goals
- Session 17:** Recruitment - Attracting High Quality People, Recruitment System
- Session 18:** Sales process and objection handling
- Session 19:** Team - Performance Management, Culture, Rules of the Game
- Session 20:** Coaching Clinic: Reviewing homework, assessing progress and understanding what's really getting in your way.
- Session 21:** Leadership & Emotional Intelligence
- Session 22:** Strategic Planning, Marketing Planning, 90 Day Goals
- Session 23:** 7 Keys to a Winning Team
- Session 24:** Successful Investor Mindset & Property Investment