

# Module 1



## Restructuring for Unlimited Growth

### Module 1 Workbook



Let's take a look at your **current** business structure

Breakdown of your **average week**

| TASK                      | NON REVENUE | % TIME | REVENUE | % TIME |
|---------------------------|-------------|--------|---------|--------|
| Sales                     |             |        |         |        |
| Administration            |             |        |         |        |
| Customer Service          |             |        |         |        |
| Marketing                 |             |        |         |        |
| Deliveries                |             |        |         |        |
| Plumbing                  |             |        |         |        |
| Arranging Orders          |             |        |         |        |
| Staff Issues              |             |        |         |        |
| Suppliers                 |             |        |         |        |
| Joint Ventures            |             |        |         |        |
| New Ideas & Opportunities |             |        |         |        |
| Growth Planning           |             |        |         |        |
|                           |             |        |         |        |
| <b>TOTAL</b>              |             |        |         |        |
|                           |             |        |         |        |

**TOTAL A + TOTAL B MUST ADD UP TO 100%**



**How did you go?** Were you surprised at the results! Most people are!

Can you see by doing this simple exercise that **what you do** during the day, affects your sales, profitability, cash flow and time!





Let's Build your **NEW Business Structure**

Breakdown of your **NEW average week**

| TASK                      | NON REVENUE | % TIME | REVENUE | % TIME |
|---------------------------|-------------|--------|---------|--------|
| Sales                     |             |        |         |        |
| Administration            |             |        |         |        |
| Customer Service          |             |        |         |        |
| Marketing                 |             |        |         |        |
| Deliveries                |             |        |         |        |
| Plumbing                  |             |        |         |        |
| Arranging Orders          |             |        |         |        |
| Staff Issues              |             |        |         |        |
| Suppliers                 |             |        |         |        |
| Joint Ventures            |             |        |         |        |
| New Ideas & Opportunities |             |        |         |        |
| Growth Planning           |             |        |         |        |
|                           |             |        |         |        |
| <b>TOTAL</b>              |             |        |         |        |

**TOTAL A**

**TOTAL B**

**15%**

**85%**

# Your Goal!



**85% Time = REVENUE  
GENERATING TASKS**



**15% Time = NON REVENUE  
GENERATING TASKS**



## **Business Owner Structure**



**Greater Sales**



**Greater Profits**



**Greater Cash flow**



**Less Stress**



**> Quality Time**

Remember this! The **real money** is not in your products!  
It's in your ability to **leverage** your time, energy and resource to selling your products!

The best way to do this is through **Joint Venturing!**

I wish you the very best!





The 6 Essential Skill Sets You NEED  
to Build an Incredible Business



**6 Essential Skill Sets  
to be Successful**



**List of your Skills  
"strengths"**



**List of Skills  
Your Business = Profitable**



**Compare  
Find your gaps!**



**Plug your gaps  
Profit Boost**

## Module 2



**Special Gift**



**Unannounced Bonus**



~~\$49~~  
**FREE!**

