

# THINKING BIG

*focused & organized*



# A Shining Example

*Vacations are  
Non-negotiable*



I have a client, we'll call him Mike, that is excellent with three of my coaching systems:

- The Whine Press
- The Clarity Formula
- The BIG Three

I have knighted him as my Poster Child for, "No E-Mail, No Voice Mail and No Emergencies."

When I first began working with Mike he told me it was "like I was being punished for going away on vacation." He would return and everything would be a mess, with one emergency after another.

So, Mike brought me on as his coach and we went to work. Mike first got clear on his goals, priorities, and vision. He created his plan to get the company efficient and effective. He clearly defined each employees expects and started delegating beautifully. In fact, his mantra became, "I used to do that. I don't do that any more." He would then guide that person to the person in charge of that responsibility.

The "Thinking Big: Focused and Organized Newsletter" is written on a monthly basis.

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### How is Mike Now?

Now when Mike goes away, everybody knows what's expected of them. That's why, no matter how long he's away, when he comes back he's met with, No E-Mail, No Voice Mail and No Emergencies. AND Mike never calls in on his cell phone or checks in for his e-mail. Now, that's what I call a competitive advantage!!! The competitive advantage of being successful and enjoying success. Oh, by the way, in a two year period of working with Mike he doubled and continues to increase his gross revenue and profits. He started our coaching program already at a high level of success; we just helped him get to that next level.

### Try A Coach

We feel one of the ways to know if coaching is for you is to try a session. We would be glad to extend the offer to any of your colleagues for one free phone get-to-know you session. You know how its worked for you...isn't it time for your friend to know.

*There is so much good to be done  
for so many good people.*

Offer Expires: June 30, 2008