



THE 9 BUSINESS LEVERAGE STRATEGIES

9 high return actions that will grow your business while freeing up your life

Are you stressed, tired and fed up working like a slave in your business? Here are 9 simple, yet powerful strategies that will put you on the path to slashing your work week from 50+ hours a week to 25 hours or less... while steadily growing your business, your profit and ultimately giving you your life back.

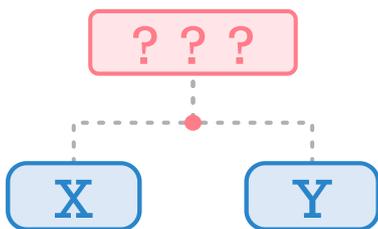
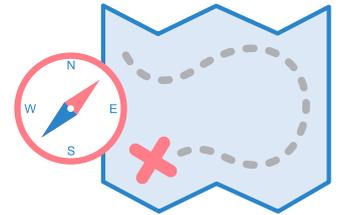


1. Start With Why

There are a number of references to this approach including Simon Sinek's book 'Start With Why'. Understanding why you are doing something and being aligned with why, instills a strong sense of purpose and motivation so you can much more easily achieve what it is you set out to do.

2. Define Your Destination

If you ask Siri on an iPhone 'Give me directions to somewhere' what do you think the response will be? If you want to create success in your business you have to clearly define your destination, otherwise known as goals or mission. This will create a clear and measurable target for you and your team to shoot for.

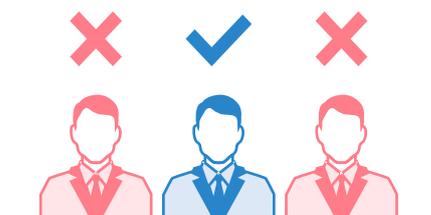


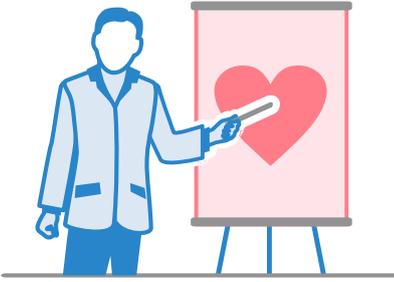
3. Nail Your Strategic Plan

Getting strategic with planning what it is you do on a daily basis will dramatically increase the speed at which you can grow your business and achieve your goals. Take the time to implement strategic planning into your business and the difference will be incredible.

4. Fire Your Entire Team

Just like in professional sport, to succeed you must have A-Team players. To know if you have A-Team players, run a process of mentally firing your entire team then go through each role and ask yourself 'would I hire this person if they were applying for this role in my business'. Many times the answer will be no and it's time to find someone who is a better fit.



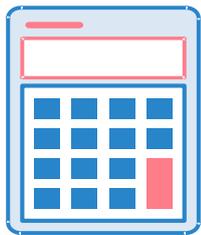
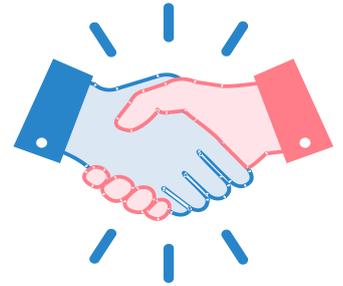


5. Nurture Your Culture

The 3 human drivers as noted in Daniel Pink's book 'Drive' are Autonomy, Mastery & Purpose. Part of building a fantastic culture in your business is ensuring that these 3 human drivers are being met for each team member. Investing time in your team, actually showing you genuinely care about them and creating opportunities for them to connect can all nurture your team culture and grow your business

6. Get Off Your Butt & Build Meaningful Relationships

In a time where people can have hundreds and hundreds of 'friends' on social media but not a lot of deep human connection, you need to stand out from the crowd and create meaningful relationships with your clients and others who refer clients to you. This way you can build a very rewarding business whilst creating some amazing long term relationships.



7. Measure Everything

A great quote is 'You can't manage what you don't measure'. So if you don't know the key numbers in your business it is like flying a plane, at night, in a storm, with no lights on the ground and no instruments on your dashboard... How do you think that would end? Knowing the Numbers Language is the key to knowing the financial health of your business and where you need to put your attention to ensure growth.

8. Every Conversation Is A Negotiation

Successful business owners understand that every time you open your mouth, send an email or other message, you are in a form of negotiation. This applies to your clients as well as your team. Ensure that you say what you mean and mean what you say otherwise you will set false expectations and create issues for yourself.



9. Find A High Level Mentor

One of the best ways to speed up business growth is to find someone who has 'been there and done it' so you can quickly learn what to do and more importantly what not to do. I've helped 1000's of clients do just that, so if you'd like to spend 15 minutes with me please click below to book an initial free consult... we will identify the top 3 challenges holding you back from success and what type of support you require to overcome these challenges. ***Click Below and Book Now.***

BOOK A CALL WITH ME