

Language of a Builder:

Build Distribution

Open Outlets

Builders Mindset

Training Process

Master the Skills

Vision

Think Big

Think fast, expect fast growth

Goals

“Make no small plans---for they fail to stir the souls of men”

Without vision the people will perish

Tap Root

Overlapping leadership

Market Development

Activity Pipeline

Accountability

Profit

Competition

Recognition

Communication

Develop listening skills

Expectation of success

Safe---Making people feel safe is a leader's responsibility

Success Principles

Develop leaders

Focus

Compensation

Replacement

Strong Promotion