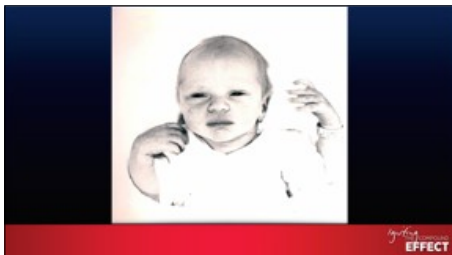
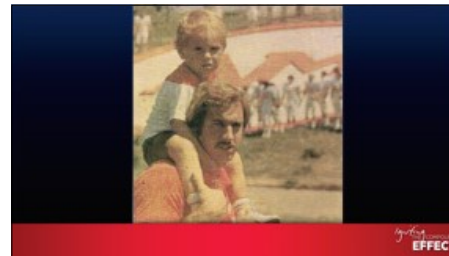
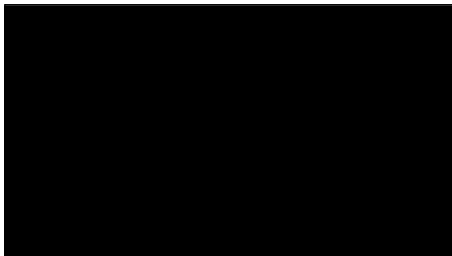
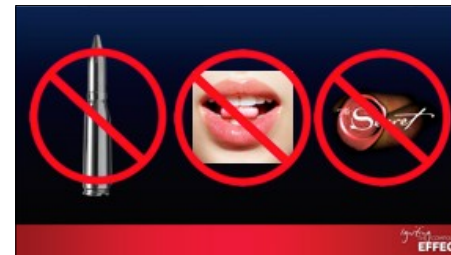


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**Your Adversity is
Your Advantage**
*Your Past has Developed
Muscles not Wounds*



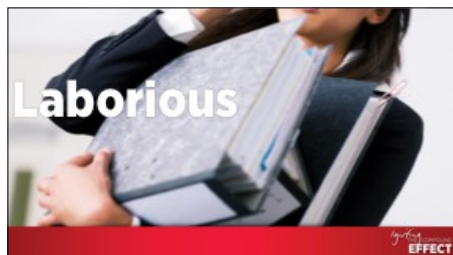
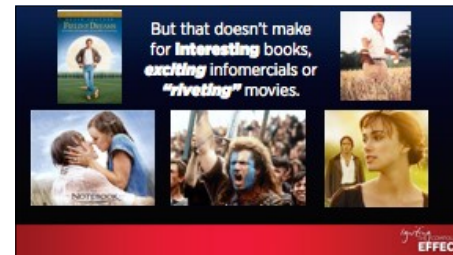
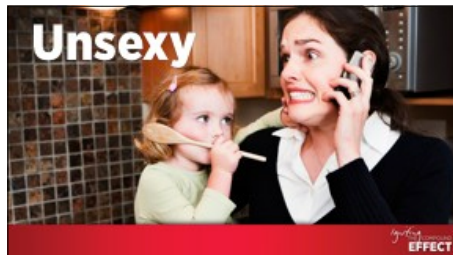
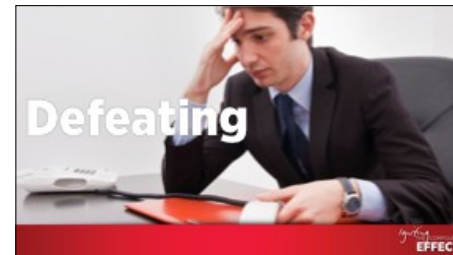
Igniting
THE COMPOUND
EFFECT
Jumpstart Your **Income**, Your **Life**, Your **Success**

Success is earned by...
**HARD
WORK**

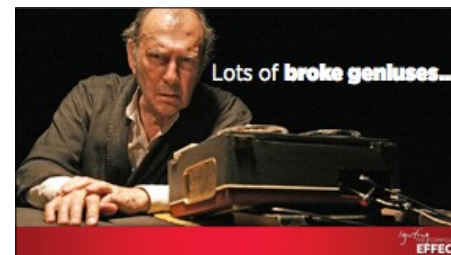
National Bestseller:
The New York Times
WALL STREET JOURNAL
USA TODAY
BARNES & NOBLE
amazon.com




TRUTH
Process of **earning** success is...



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44% of Doctors are Overweight

Kahn, C. (Oct. 18, 2008). Drop that corn dog, doctor. *Wiscnews*.

Igniting EFFECT



Igniting EFFECT



"There's a difference between knowing the path and **walking** the path."

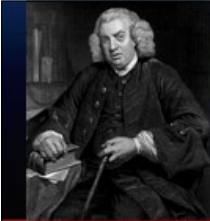
— Samuel L. Jackson

Igniting EFFECT



Operating System **Programs**

Igniting EFFECT



"People need to be **Reminded** more often than they need to be **Instructed**."

— Samuel Johnson

Igniting EFFECT

MY GOAL:

SYSTEM enable you to achieve goals you were afraid to even imagine possible.

*1-3 years from now...you, your business and your life will be **unrecognizable**.*

Igniting EFFECT

SUCCESS

OPERATING SYSTEM

Igniting EFFECT



OPERATING SYSTEM

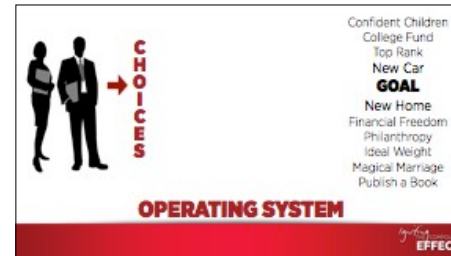
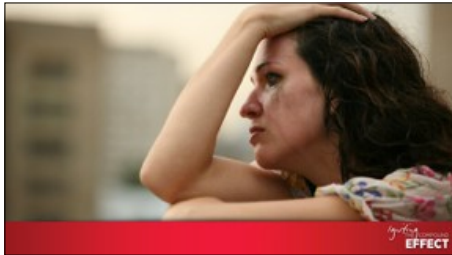
- Confident Children
- College Fund
- Top Rank
- New Car
- GOAL**
- New Home
- Financial Freedom
- Philanthropy
- Ideal Weight
- Magical Marriage
- Publish a Book

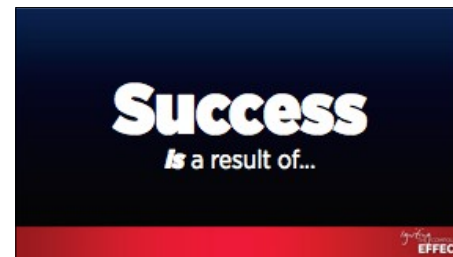
Igniting EFFECT

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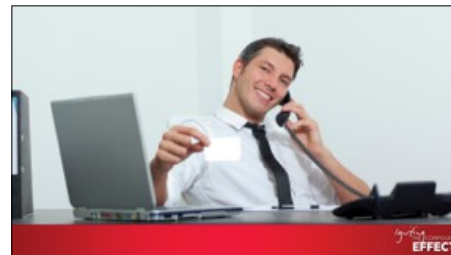
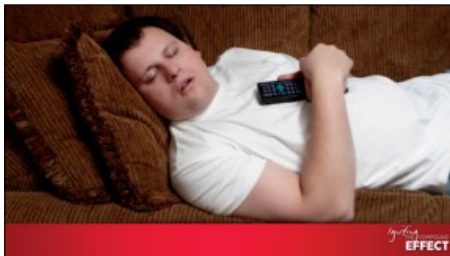
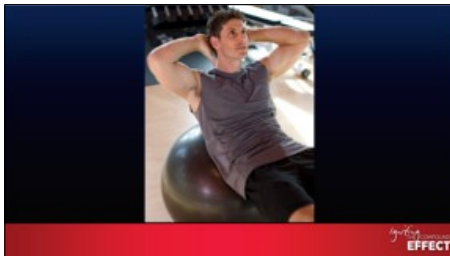


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small choices
add up to
**BIG
RESULTS**



Day	YOU	OTHER
Day 5	\$0.16	\$3,000,000
Day 10	\$5.12	\$3,000,000
Day 20	\$5,242	\$3,000,000
Day 51	\$10,737,418	\$3,000,000



Three Friends


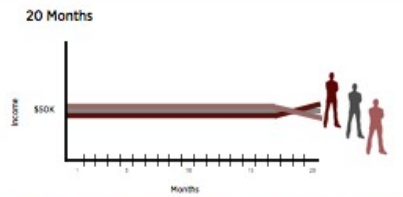
Three silhouettes of people standing side-by-side. The person on the left is red, the middle one is grey, and the one on the right is pink.

Scott

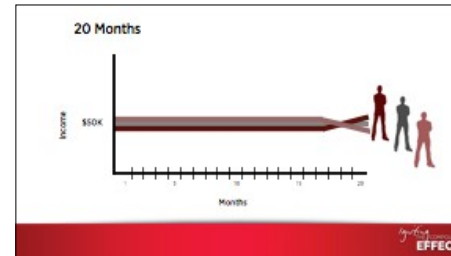
- **10 pages** of good book a day
- **30 min** of instructional CD
- **125 calories** a day
- Drinks **two bottles** of water a day
- **2,000 steps** a day (=1mi)
- Makes a **few more calls** vs. calling it a day
- Makes **weekly date** night a priority

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Larry
Status Quo

igniting the compound effect

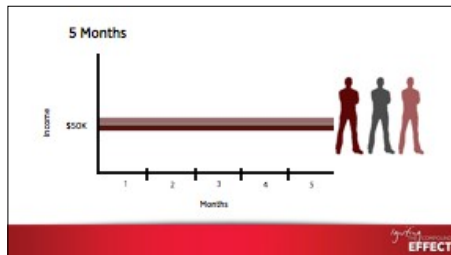
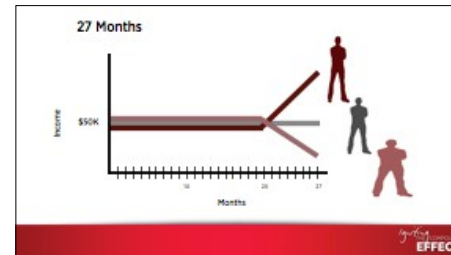


Brad

- Munches on little **junk food** at office
- **Miss a couple of workouts** a week
- More **diet coke** than water
- Moves a **little less**
- **Skips** a prospecting call or two
- **Cold shoulder** to spouse a few times

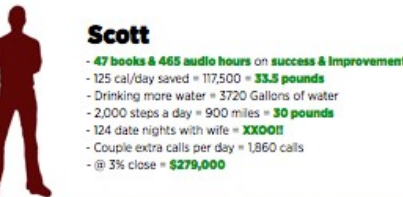



igniting the compound effect

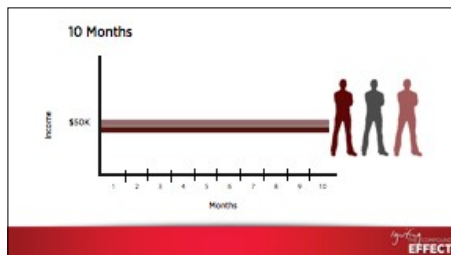


Scott

- **47 books & 465 audio hours** on **success & improvement**
- 125 cal/day saved = 117,500 = **33.5 pounds**
- Drinking more water = 3720 Gallons of water
- 2,000 steps a day = 900 miles = **30 pounds**
- 124 date nights with wife = **XXOO!!**
- Couple extra calls per day = 1,860 calls
- @ 3% close = **\$279,000**

igniting the compound effect




Larry

Treading water, falling a little further behind. Becoming disenchanted, bored, apathetic, passionless and disengaged.




igniting the compound effect



Brad

- 125 cal/day = **33.5 pounds gained!**
- Miss a couple of workouts/week, more diet coke than water = **more weight gain & cardiac arrest danger**
- Miss a few meetings, make a few less calls = **business/financial emergency**
- In attention/cold shoulder to spouse = **apathy or divorce**

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Results are...

INVISIBLE

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Want a copy of these slides?



text: 510-296-6208
name, email address

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WHY
people fail and
make poor choices.

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4 Traps
We Face

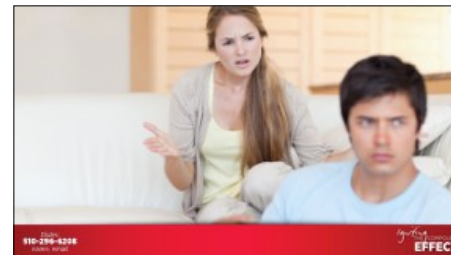


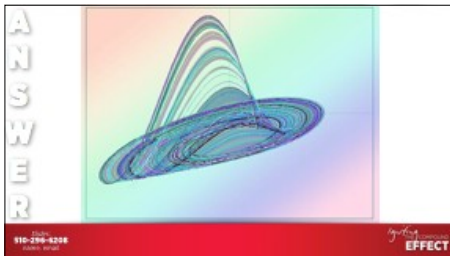
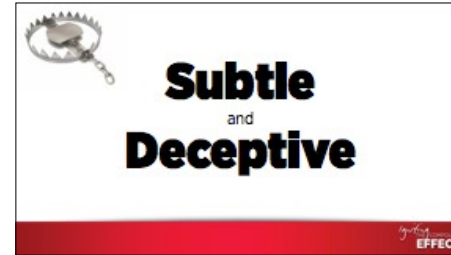
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**A
N
S
W
E
R**




*"You will suffer one of two pains...
The pain of **discipline** or the pain of **regret**.
The pain of **discipline** weighs ounces,
the pain of **regret** weighs tons."*

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**A
N
S
W
E
R**

100/0
Daily exercise vs. no exercise
50/50? **AND** New Year's... 80/20?
51/49?

Igniting the Compound Effect



Igniting the Compound Effect

**A
N
S
W
E
R**

100% Responsible
what you
DO,
DON'T DO
and how you
RESPOND
to what's done to you

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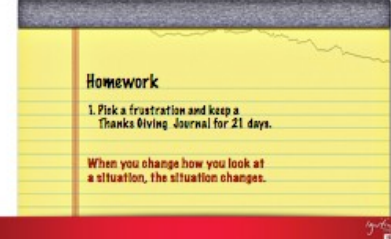


Gratitude Assessment
www.TheCompoundEffect.com/free

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What do **successful** people
and **unsuccessful** people
have in common?

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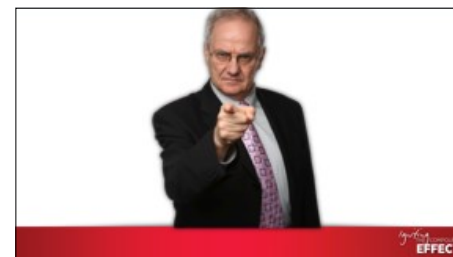
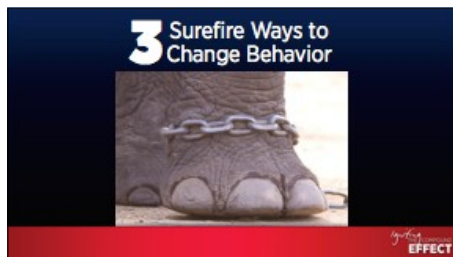
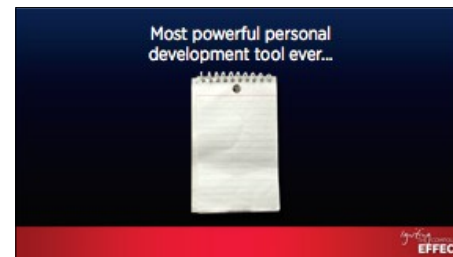


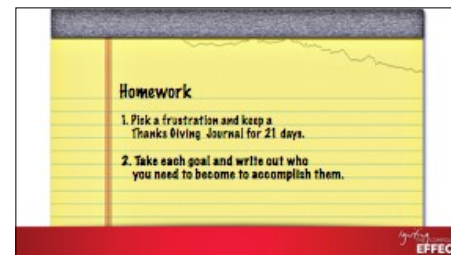
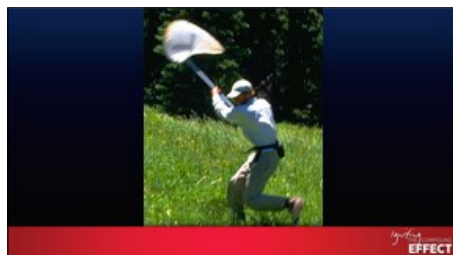
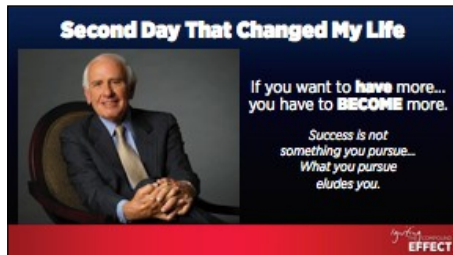
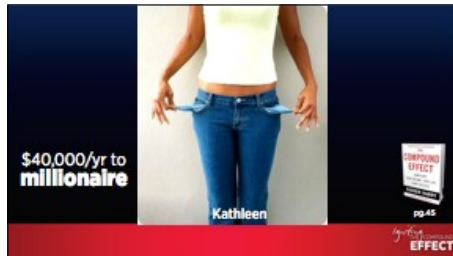
Homework

1. Pick a frustration and keep a
Thanks Giving Journal for 21 days.

When you change how you look at
a situation, the situation changes.

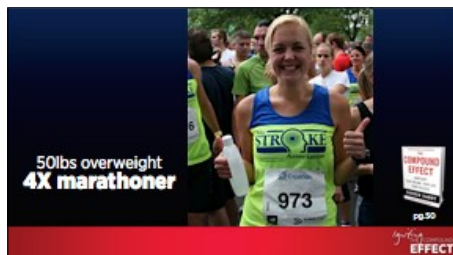
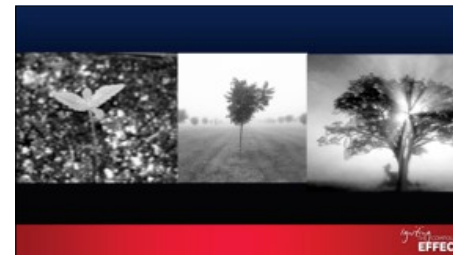
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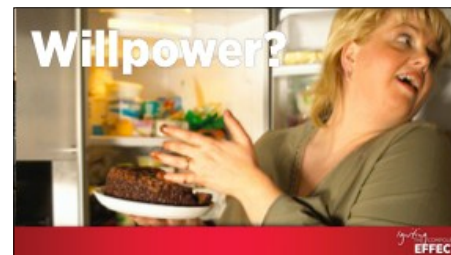






- ### Beverly's Plan
- Map 1mi. loop - walk 3X within 2wks
 - Walk 3X/wk, for 2wks
 - Slow jog until breathless.. 1/4, 1/2, 3/4 (took 3 wks)
 - Almost 2mo before run 1mi.
 - Increase 1/8mi. ea. time (300 steps)
 - 6mos. - 9mi.
 - 9mos. - 13.5miles!
- Igniting the Compound Effect





WillPower?
"Focusing on **not** doing something eventually pushes us to do it more."
-Former FDA Commissioner David Kessler, author End of Overeating



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What are your **Reasons WHY?**




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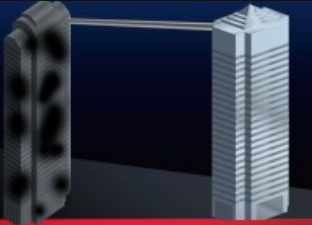
WHYPower



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Key Strategies

Uproot Bad Habits Install Needed Success Habits



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Game Changers:
5 Ways to Uproot Bad Habits



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Game Changers:
7 Ways to
 Install Success Habits




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Build Your
SUCCESS SYSTEM



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MASSIVE
 TRANSFORMATION FORMULA



1. BIG 3
2. KEY Behaviors

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Not 5,000 functions...
1/2 Dozen

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Real Estate

igniting **EFFECT**

Real Estate
 Finding a Listing
 Negotiating a Contract
 Prospecting



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MASSIVE
 TRANSFORMATION FORMULA



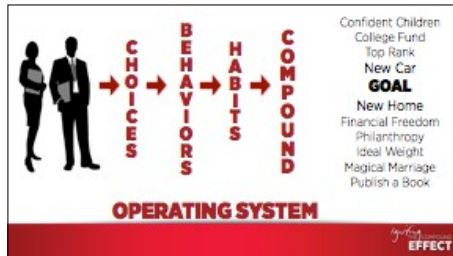
1. BIG Goal
2. KEY Behaviors
3. TRACK

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"Cash Out"
 everyday

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WARNING!!!
Biggest Pitfall to Success

THIS is where most people **FALL & FAIL**

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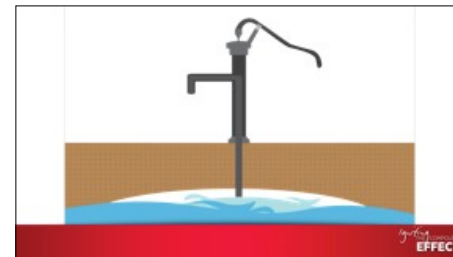
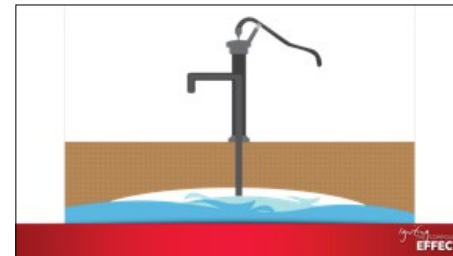
Master THIS skill...

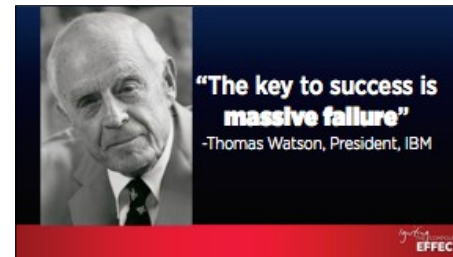
You Can **WIN** every time!

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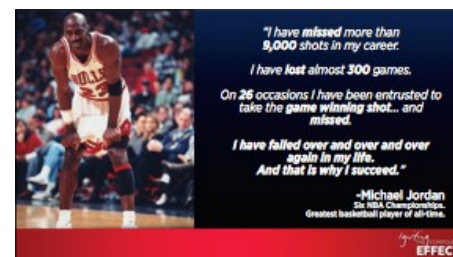
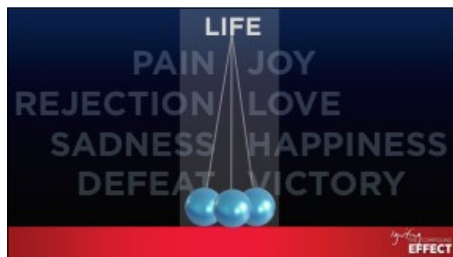
Not how fast you start...

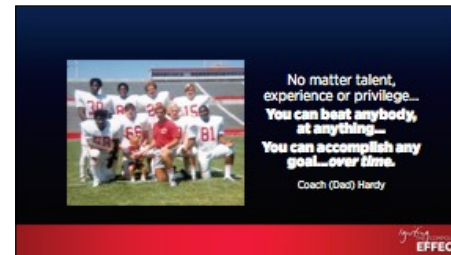
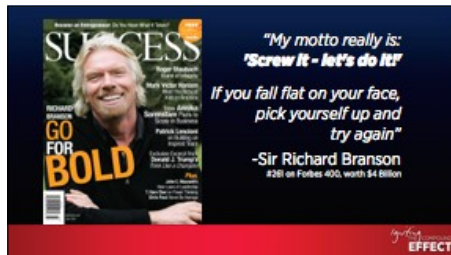
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