



**Take 1 Extra Day Off Each Week
Within 30 Days**
Part 2

Broadcasting From Our Colorado Office



What We're Going To Cover

- How to cut the chains keeping you tied to your business every day
- How to equip your team to take over tasks so they do them BETTER than you
- How to enjoy TOTAL peace of mind that tasks are being done properly WITHOUT your involvement
- The secret of "R.O.E.'s" and how they will empower your team to provide WORLD CLASS client service consistently, day-in-and-day out, even when you're not there to babysit!
- **Q &A**

Theme For 2016...

\$1 MILLION + 1

ADD \$1 MILLION IN SALES, AND TAKE
1 EXTRA DAY OFF EACH WEEK

Conquering The Installation Crisis

Expert Panel

Today at 4:00 EST



Scott Humphrey



Tom Jennings



Robert Varden

Tomorrow



- **Big Announcement**
- **Look for an email with “URGENT” in the subject line**

Member Spotlight



Craig Bendele
Bendele Flooring

Member Spotlight



Craig Bendele

Bendele Flooring

“Jim, in the 1st quarter of 2016 I increased my revenue by 64% year-over-year, and at the same time cut my advertising expenses by 41%.”

–Craig Bendele

5-Step Blueprint To Take 1 Extra Day Off In As Little As 30 Days

- Taken from the “World Class Installation System.” (Platinum)
- Goal: Free up 8-10 hours = 1 day
- Take them all off on the same day
- Spread the extra hours throughout the week (e.g. Quit by 3:00 every day)

Part 1

The Power Delegation

- 2-step process for delegating EVERYTHING in your business

Part 1

7 Principles of World Class Service

“Principles are bedrock beliefs—core values—that provide the foundation for how we conduct ourselves personally and in business. The mindset of the Jimbo’s Floors team is formed by these seven Principles of World Class Service. Without core values, the World Class Service strategies remain mere gimmicks—they won’t be the relationship-building tools that transform the way we do business, and people won’t refer others to our store.”

1. Learning: *Progress, not perfection*





**2. Character:
Character is an
“inside job.” We
must change on the
inside before it
affects our actions
on the outside.**



3. Policy: core values dictate policy

4.

**Commitment:
we are our
client's
“Flooring
Consultants For
Life.”**



5. Relationships: relationships are built on trust.

Trust

Assured reliance

confidence or faith is placed in the truth, worth, reliability, dependence on future or belief in the honesty, integrity





6. Values: quality decisions are based on core values.

7. Trust: we earn our client's trust through truthfulness.



Rules of Engagement (ROE's)

- Cut the chains keeping you tied to your business every day
- Equip your team to take over tasks so they do them BETTER than you
- Enable you to enjoy TOTAL peace of mind that tasks are being done properly WITHOUT your involvement

ROE: Always operate off a checklist





**ROE:
Communications—
record every incoming
and outgoing
communication
regarding a vendor or
client**

ROE: Always assume the other party will drop the ball



ROE—Always obtain concrete commitments from the other party



For Information On Platinum

- Call our office at 1-877-887-5791

FLOORINGSUCCESS

— SYSTEMS —

“Get Out There And
Add \$1 Million + 1”

