



How To Double Your Business By Cutting Your Work Hours In Half

What We're Going To Cover

Member spotlight

Why working harder will make your bank account smaller

Help you replace the mindset "I have to do it myself" with a mindset of unlimited growth

A simple 2-step process for delegating ANYTHING

How to empower your team to handle tasks BETTER than you

How a dealer from Canada cut his work hours while increasing his revenue

Member Spotlight

Earl Swalm

Mastermind Member

Moose Jaw, Saskatchewan

Earl & Christine Swalm

Buffalo Pound Lake



Member Spotlight

Before Joining FSS

- Hours per week: 50+
- Revenue: \$2.2 Million



Member Spotlight

Before Joining FSS

- Hours per week: 50+
- Revenue: \$2.2 Million

After Joining FSS

- Hours Per week: 33
 - **34% fewer hours worked**



Member Spotlight

Before Joining FSS

- Hours per week: 50+
- Revenue: \$2.2 Million

After Joining FSS

- Hours Per week: 33
 - **34% fewer hours worked**
- Revenue: \$2.8 Million
 - **27% INCREASE**



Member Spotlight

27% INCREASE
in revenue
+
34% fewer
hours worked



Today Is About WHY

27% INCREASE
in revenue

Happened because of

34% fewer
hours worked





**How To Double Your Business By
Cutting Your Work Hours In Half**

**Why working harder
will make your
bank account smaller**





ROPE =

**Your Business
Depending On You To
Be Physically Present
At All Times**



**"I have to do
it myself"**

The Power of Delegation



**A simple 2-step process for
delegating ANYTHING**



Step 1: Create a checklist

Opening the store

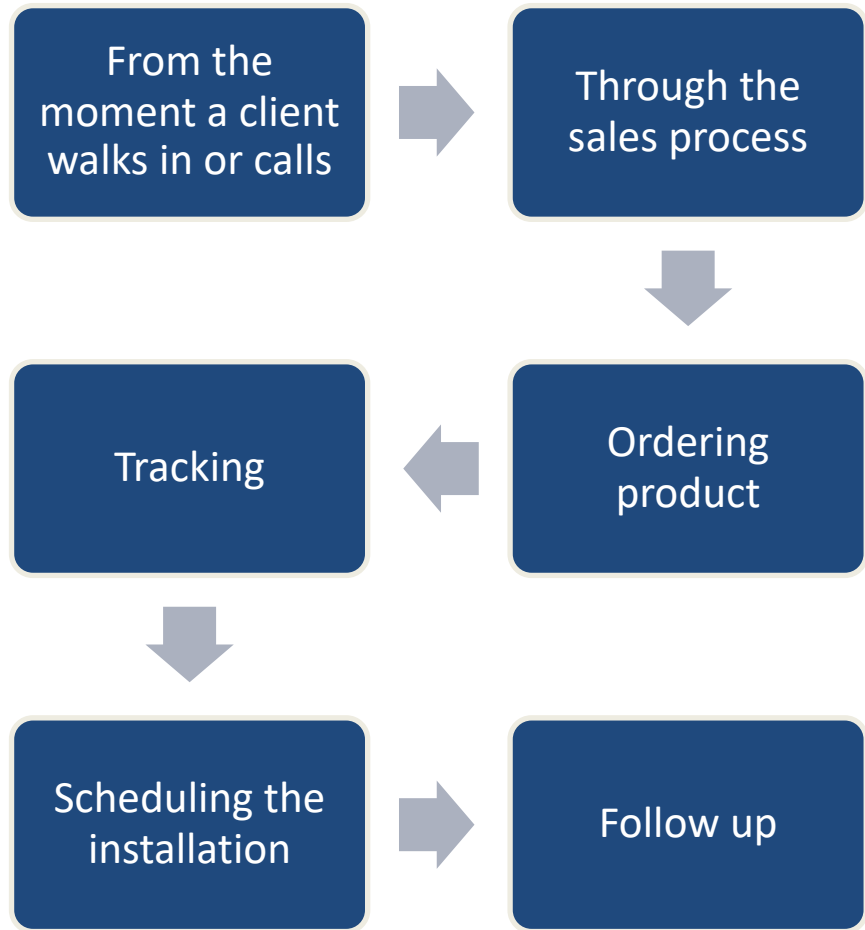
- Turn off alarm
- Unlock all entry doors
- Turn on interior lights
- Turn on exterior lights
- Make coffee

Step 2: Create instructions

Opening the store

- Turn off alarm
 - To left of East entrance
 - Code = 123XYZ
 - Alarm company: 800-999-9999
 - Telephone security code

**World Class
Installation
System
Employee
Manual
(Platinum)
Checklist +
Instructions**





**How to empower
your team to handle
tasks BETTER than
you**

3 Things You Need To Have In Place To Set Your Team Up For Success:



- 1. Tools for success**
- 2. Training on how to use the tools**
- 3. Accountability to use the tools as trained**
 - Recognition
 - Reward

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Weekly Trainings Accomplish All Three At Once...

1. **Tools for success**
2. **Training on how to use the tools**
3. **Accountability to use the tools as trained**
 - **Recognition**
 - **Reward**



Work ON The System



FLOORINGSUCCESS

— SYSTEMS —

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

