

CHAUFFEUR
DRIVEN  **NLA**®
March 3-6 ♦ 2024 MGM Grand ♦ Vegas

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Driving
TRANSACTIONS

THE SCIENCE BEHIND THE CAPITALIST MAGIC WAND

This presentation covers the key ingredients for results and how to create a unified workforce to reach the next level.

Speaker - Michael Zappone

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**COMPLETE FINANCIAL
MANAGEMENT PROGRAM**

**DRIVING
FINANCIAL SUCCESS**

"YOUR BLUEPRINT FOR GROWTH AND PROFITABILITY"



Money Back Guarantee
\$500 OFF Show Special

Course Objectives:

- 1. Increase Profitable Revenue**
- 2. Improve Annual Net Profits**
- 3. Maximize Owner W-2 Income**
- 4. Increase the Value of Your Business**

Complete Program Includes:

- ✓ *Financial Reporting Online Course for You and Your Staff***
- ✓ *Downloadable Financial Reporting Course Workbook***
- ✓ *Downloadable Industry Chart of Accounts Template***
- ✓ *Downloadable Industry Tailored Profit and Loss Template***
- ✓ *One-on-One Implementation Strategy Sessions***



Results Matter

Everything else is irrelevant

ACTION ITEMS

LEADERSHIP

1

2

3

4

5

Mohonk Mountain House



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A photograph of Elon Musk standing next to a futuristic, dark-colored car. He is wearing a black jacket and is pointing his right index finger upwards. The car has a sleek, angular design with some glowing elements. The background is dark and indistinct.

**Why did you start your
company?**

ACTION ITEMS

LEADERSHIP

1

**YOUR BRAIN'S
EXECUTIVE FUNCTIONS**

2

3

4

5

YOUR BRAIN'S EXECUTIVE FUNCTIONS

Attention | Inhibition | Working Memory

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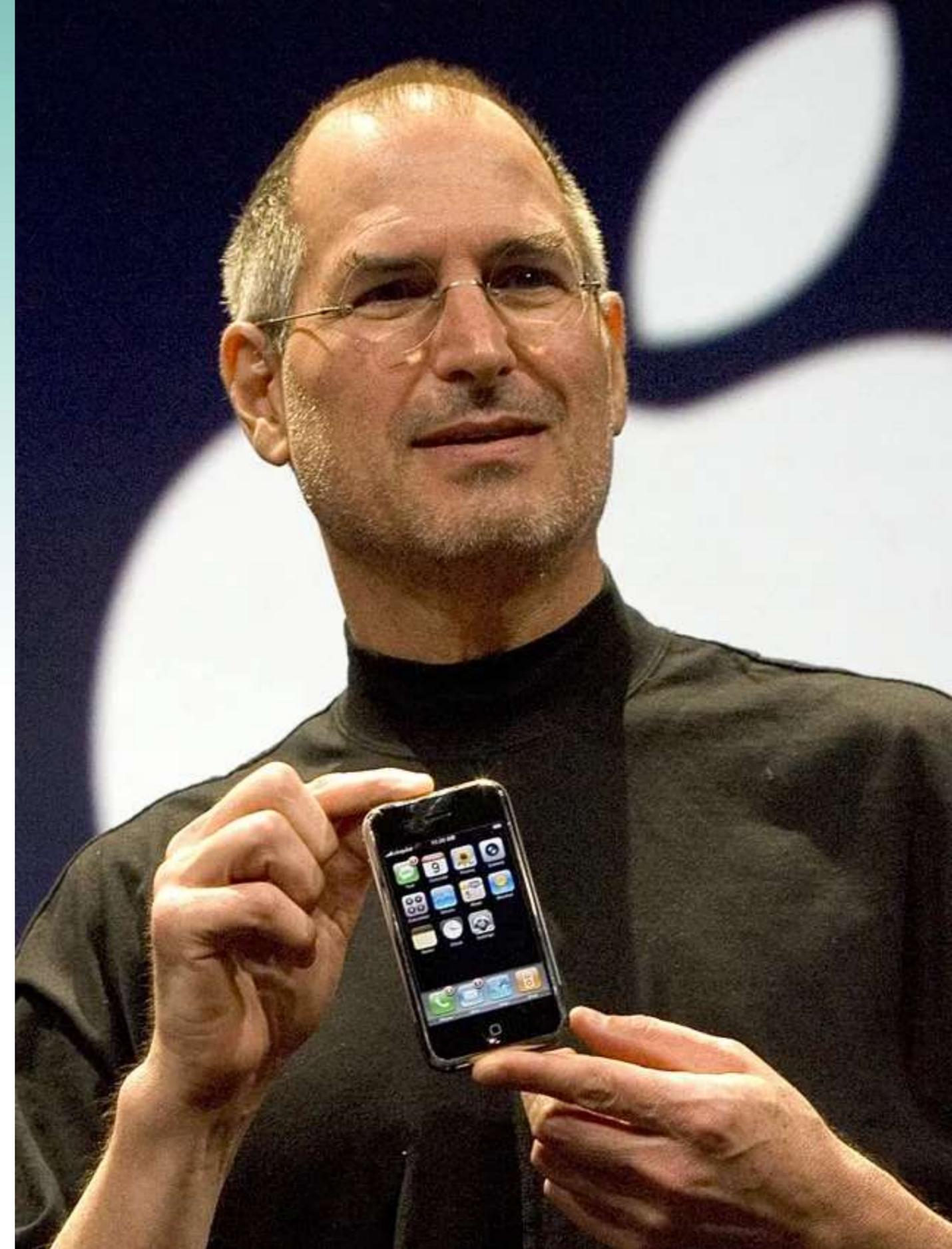


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When we have our executive functions available to us, amazing things start to happen:

- Independent Goal Selection
- Planning and Organization
- Initiation and Persistence
- Flexibility
- Execution
- Self-regulation



Some questions to ask yourself?

Attention:

What are the ways you ensure your team is paying attention?

Inhibit:

How are you inhibiting distractions or negative elements?

Working Memory:

What are the ways that you keep what is important at the top of everyone's mind?



CHAPPELLET WINERY in ST. HELENA, CA





ACTION ITEMS

LEADERSHIP

1

**YOUR BRAIN'S
EXECUTIVE FUNCTIONS**

2

**FINDING THE RHYTHM IN
YOUR BUSINESS**

3

4

5



FINDING THE RHYTHM IN OUR BUSINESS



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RHYTHM IN OUR BUSINESS



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ACTION ITEMS

LEADERSHIP

1

**YOUR BRAIN'S
EXECUTIVE FUNCTIONS**

2

**FINDING THE RHYTHM IN
YOUR BUSINESS**

3

CORE VALUES

4

5

CORE VALUES



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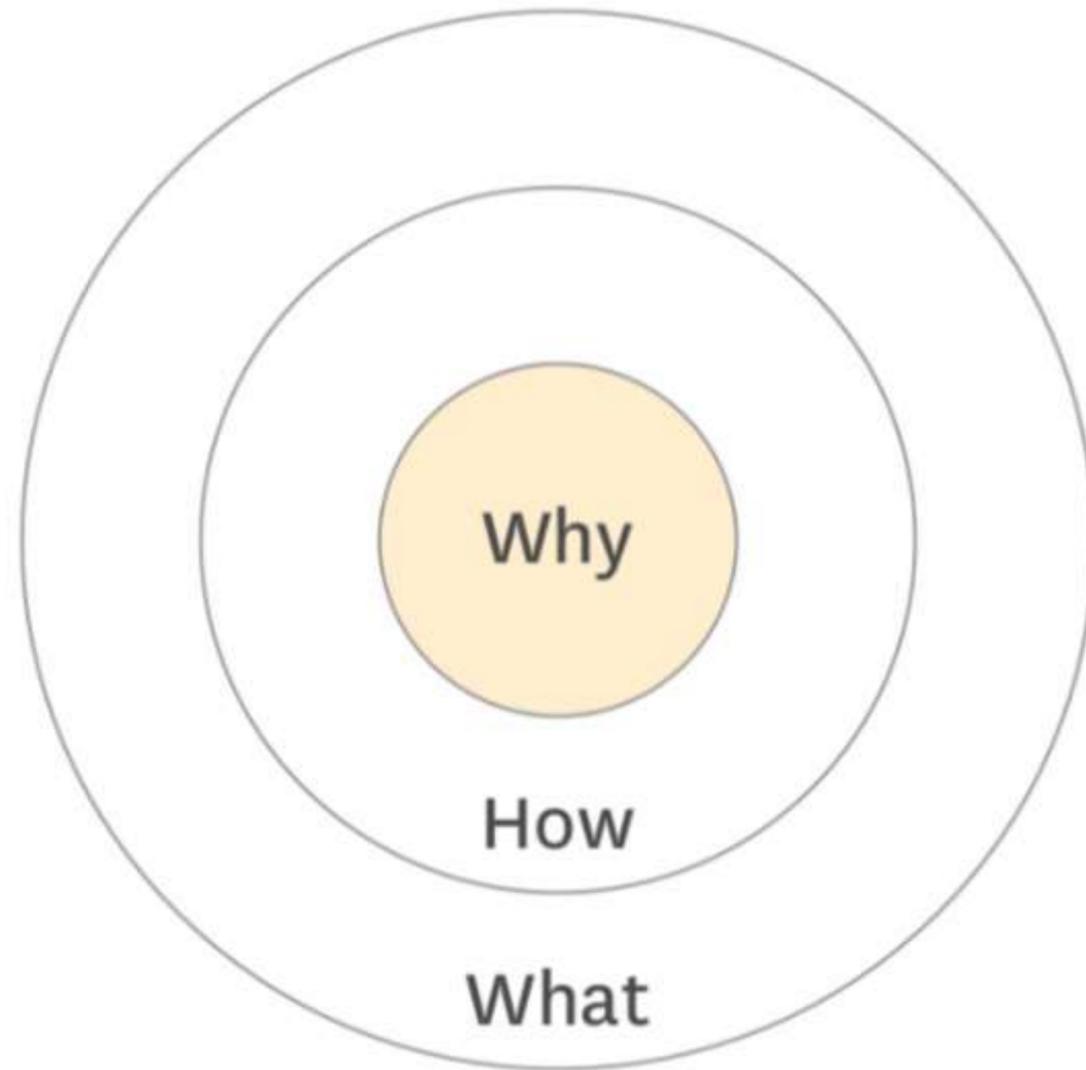


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Golden Circle

Simon Sinek



Why - Your Purpose

What is your cause? What do you believe?

How - Your Process

Specific actions taken to realise your Why.

What - Your Process

What do you do? The result of Why. Proof.

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Personalities by Color



The Peter Principle



The 6 Stages of Career Development

Stage 1: Follower

- For most, this begins after they graduate from college
- You are not fully aware of your skill sets and what you have to offer to your employer

Stage 2: Collaborator

- You learn how to cooperate well with others
- You support workplace efficiency and help your team grow and achieve goals

Stage 3: Instructor

- You tap into your people skills when giving instructions to your team
- You know what needs to be done, instead of always being the one to do it

Stage 4: Manager

- You lead larger teams with bigger goals and bigger objectives
- You motivate direct reports by giving them the means to pursue and achieve goals

Stage 5: Influencer

- You go from managing a team to influencing people
- You may be influencing those in other departments or those who are at or above your level

Stage 6: Leader

- You spend much of your time empowering and inspiring others
- Instead of telling people what to do, you tell them what to think about

ACTION ITEMS

LEADERSHIP

1

**YOUR BRAIN'S
EXECUTIVE FUNCTIONS**

2

**FINDING THE RHYTHM IN
YOUR BUSINESS**

3

CORE VALUES

4

IMPLEMENTATION

5

IMPLEMENTATION

Meeting Types:

- Tactical
- Problem Solving
- Reporting/Review
- Strategic Planning

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Tactical: Ready, fire, aim or Ready, aim, fire?

- ➡ Are we on target, an opportunity to give thumbs up or thumbs down, progress on action steps.
- ➡ Is there anything the group can do to help?
- ➡ Can we catch up, do we need to add resources?
- ➡ Should we move the due date?

This is a 5 to 15 min meeting to highlight progress or identify challenges.

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Problem Solving:

We have identified a challenge and gathered with our brainstorming hats on.

We are going to use data and creativity to find a solution.

This is a 30 to 60 min meeting depending on the complexity of the problem more or less time.



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Reporting/Review:

Progress reports and key points in the year, monthly and quarterly meetings, P&L, sales, marketing communications to the staff on the results of our efforts on track or off track.

These are generally 60 to 90 minutes; the attendees should leave with valuable data to help focus or refocus their efforts.



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Strategic Planning:

Revisit the goals and objectives, big picture stuff.

Where do we want to go, what are the targets?

This is a vision meeting, addressing short-term and long-term goals and objectives. This is generally an offsite all-day meeting.



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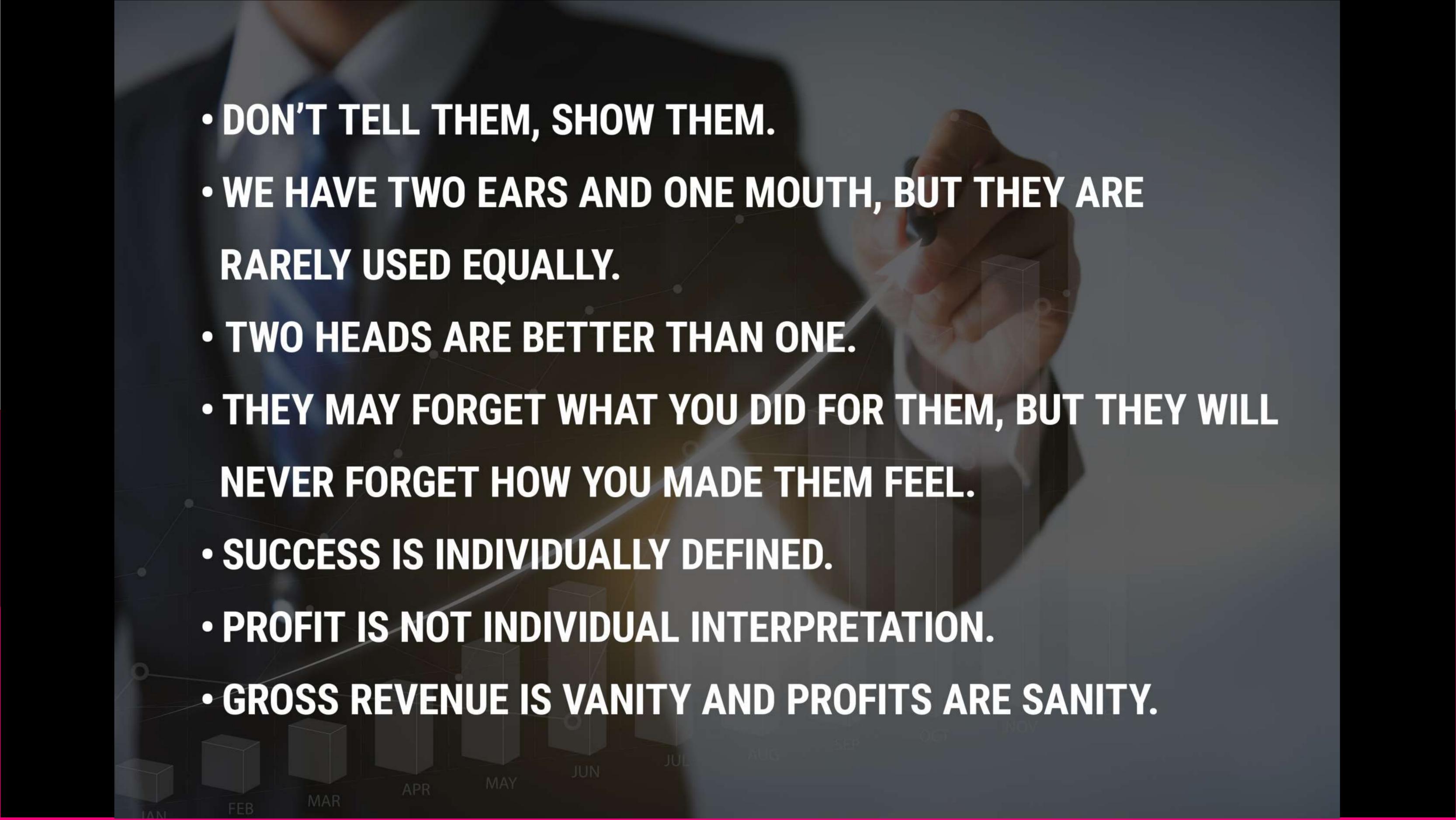
OUTSMART THE CITY





Goals Recap



- 
- A person in a dark suit and blue tie is pointing with their right hand towards a 3D bar chart. The chart has bars for each month from January to November, with the bars increasing in height from left to right. A white line graph is overlaid on the chart, showing an upward trend. The background is a dark, semi-transparent overlay of the person and the chart.
- **DON'T TELL THEM, SHOW THEM.**
 - **WE HAVE TWO EARS AND ONE MOUTH, BUT THEY ARE RARELY USED EQUALLY.**
 - **TWO HEADS ARE BETTER THAN ONE.**
 - **THEY MAY FORGET WHAT YOU DID FOR THEM, BUT THEY WILL NEVER FORGET HOW YOU MADE THEM FEEL.**
 - **SUCCESS IS INDIVIDUALLY DEFINED.**
 - **PROFIT IS NOT INDIVIDUAL INTERPRETATION.**
 - **GROSS REVENUE IS VANITY AND PROFITS ARE SANITY.**

Thank you for joining us!

Let us know how we did

Scan the QR code to complete a short survey



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