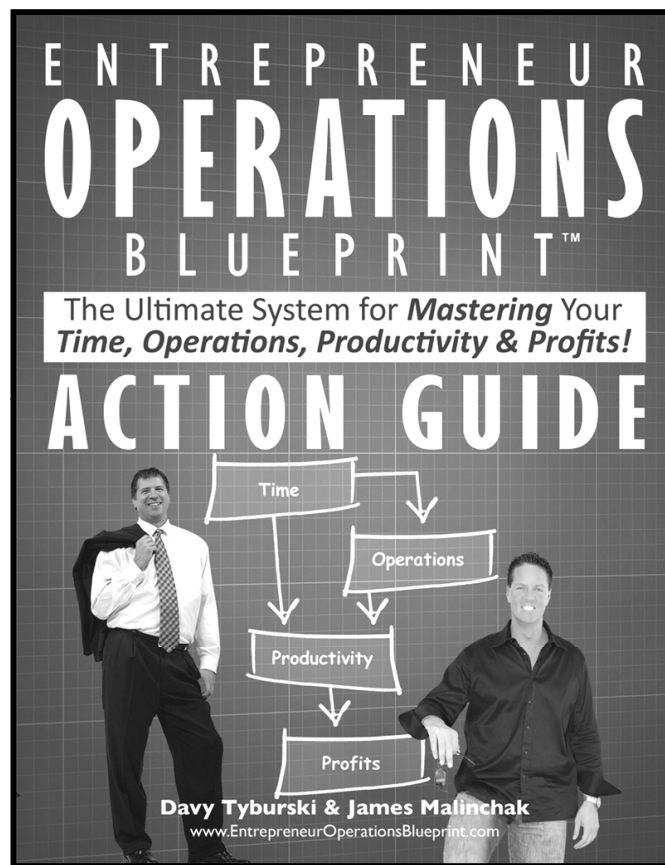


EntrepreneurOperationsBlueprint.com





Write Down 3 Operations Challenges
YOU Are Having Right Now:

Davy J. Tyburski, Chief Profit Officer™

Over 20 Years of Real-World Business Leadership:

- ✓ Service & Operations
- ✓ Sales & Sales Management
- ✓ Customer Service
- ✓ Credit & Collections
- ✓ Training & Development
- ✓ Process (Systems) Excellence
- ✓ Corporate Communications

**Davy is known as the...
CHIEF PROFIT OFFICER™
& is sought out by many
successful entrepreneurs!**

His Track Record of Success Includes many Awards:

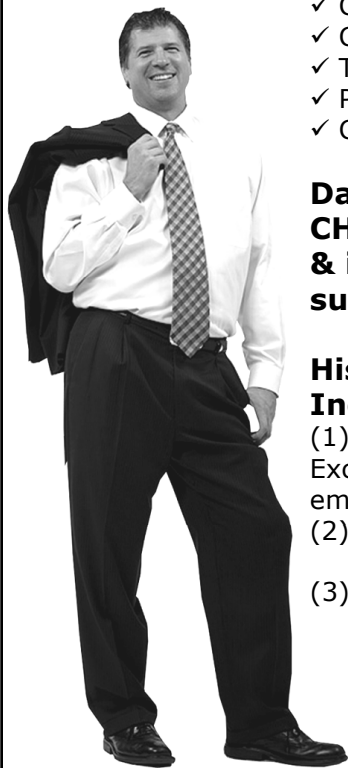
- (1) Prestigious CEO's Award of Excellence (selected over 2,000 other employees)
- (2) Outstanding Performance six times
- (3) Two-time member of the President's Inner Circle and President's Clubs

Business Improvement Projects include:

- (1) Sales compensation & incentive programs that improve results
- (2) Reduce initial order to cash received processing times
- (3) Solid credit & collection strategies to improve cash flow
- (4) Programs & systems that improve teamwork & communication
- (5) Development of software programs that improve quality & increase productivity
- (6) And so many more...

He's Presented His Proven Strategies & Techniques to Many Individuals & Companies...

Including the Walt Disney Company, College Planning Experts, Kellogg's, BGI Marketing Systems, Goodyear, Wealth Transfer Solutions, & Microsoft just to name a few



A-h-h-h Retirement!



This slide was ADDED after the live event

...Starts With YOUR vision,
Follow the Blueprint & Take Action



Built on a Solid Foundation





Entrepreneur's Top 5 Operations Issues...

Top 5 Issues



**~~"I CAN MAKE
IT TO THE
NEXT GAS STATION..."~~**

What We're Going to Cover...

Think Profit, CD 1 & CD 2

Eye-Opening Stats, Worth vs. Value

Time & Productivity, CD 3 & CD 4

Rework, Reallocate, Smokey-the-Bear

Talents & Team, CD 5 & CD 6

Self-Funding, Hiring, Outsourcing, Expectations

Technology & Systems, CD 7 & 8

Step-by-Step 'Instructions', Need vs. Want

Tracking & Reporting, CD 9

Time, Cost to Serve, Scorecards

Tools & Resources, CD 10 & CD 11

Fast Freedom Tips, Review, Templates

A large, bold, black graphic of the text "80%" is centered within a rectangular frame. Directly beneath the text is a lighter, semi-transparent reflection of the same "80%" text, creating a 3D effect. The entire graphic is contained within a thin black rectangular border.



*"Minds are like parachutes—
they only function when open."*

~ Lord Thomas Robert Dewar

Section #1: Think Profit

‘Eye-Opening’ Stats

Health-

- Top Causes for Increased Stress
 - Too many deadlines
 - Too many things to do
 - Not enough time
 - Conflicting goals & responsibilities...
 - Davy adds...RE-ACTING instead of ‘PRO-ACTING’
- We Seem to be ‘Too Accessible’
 - Email delivered to our phones
 - Text messages
 - Instant messaging
- Are You Controlling This, or is it Controlling You?

‘Eye-Opening’ Stats

Paper-

- 4.4 Hours a Week...WASTED Retrieving Misplaced Information From Desks or Files
- 90% of All Documents Handled Each Day Are Merely Shuffled
- 80% of Filed Papers Are Never Referenced Again
- In Every Survey Taken Over the Last 20 Years, Managing Paperwork Falls in the Top Ten Time-Wasting Activities

‘Eye-Opening’ Stats

Time-

- During the Last 25 Years, Our Leisure Time Has Declined by 37% While Our Work Week Has Increased by a Full Day
- An Average Interruption Can Consume 10 to 20 Minutes For You to ‘Get Back on Track’
 - “As much as 28 percent of the average U.S. worker’s day”
- Spending 10 to 15 Minutes Every Morning Mapping Out Your Day Can Save up to 6 Hours a Week
- Initial Sale Takes 5 to 10 Times Longer (and 5-10 x the expense) Than the Second One

-CASE STUDY-

Alex Shahid/Birmingham, AL

"I always have a problem getting things in order...
Davy showed me a simple system to organize
my thoughts so I can make them successful!"



YOUR Math...

1. Calculate What YOUR TIME is Worth-
 - \$ You made in the last 12 months _____
 - Divided by 2,000 (hours) = _____
2. What BIG Project is 'Not Done Yet?'

 - How much \$ are you LOSING (Month) because it is not completed (or Started)? _____
3. What is the NEXT Step on That Project?
 - What can you do right now to get it or keep it moving?

3 Things YOU Must Consider...

- Your 'Time Value', What YOU Are Worth/Hour
 - Not necessarily 'what you're making now'
 - Opportunity cost story
- YOU Just Lost That Second...
 - YOU are not getting it back
- There is Always Room for Improvement
 - YOU have to know where to look

YOUR Quiz

1. At the End of a Very 'Busy' Day Working, Most of the Time, You Feel...

- A- Feel tired and dissatisfied
- B- Feel tired and satisfied

2. When You Feel Overwhelmed and Worried, You...

- A- Get focused and get the work done the best you can
- B- Get others to help me

3. When it Comes to Getting Your Stuff Done, Which is Most Correct About You...

- A- You're better at what you're doing than someone else, so it's better if you just do it
- B- You find other people who can get the job done

4. Think of Your Personal Life. Which Sentence Most Accurately Describes Your Weekends-

- A- I have plenty of time for myself
- B- The majority of my time is spent running errands, catching up

YOUR Quiz

5. When You're Upset or Angry With Someone on Your Team or a Vendor, You're Most Likely to...

- A- Have a discussion with them about what has made you angry
- B- Leave things alone until they blow over

6. When You're Working, and it Begins to Get Very Chaotic, You...

- A- Are very aware of the time passing
- B- Lose track of the time

7. Track Your Time Over the Next 2 Weeks in 15-Minute Increments- What Are You Spending Your Time on?

- A- Personal & Business
- B- Then total your business hours by category (then review)

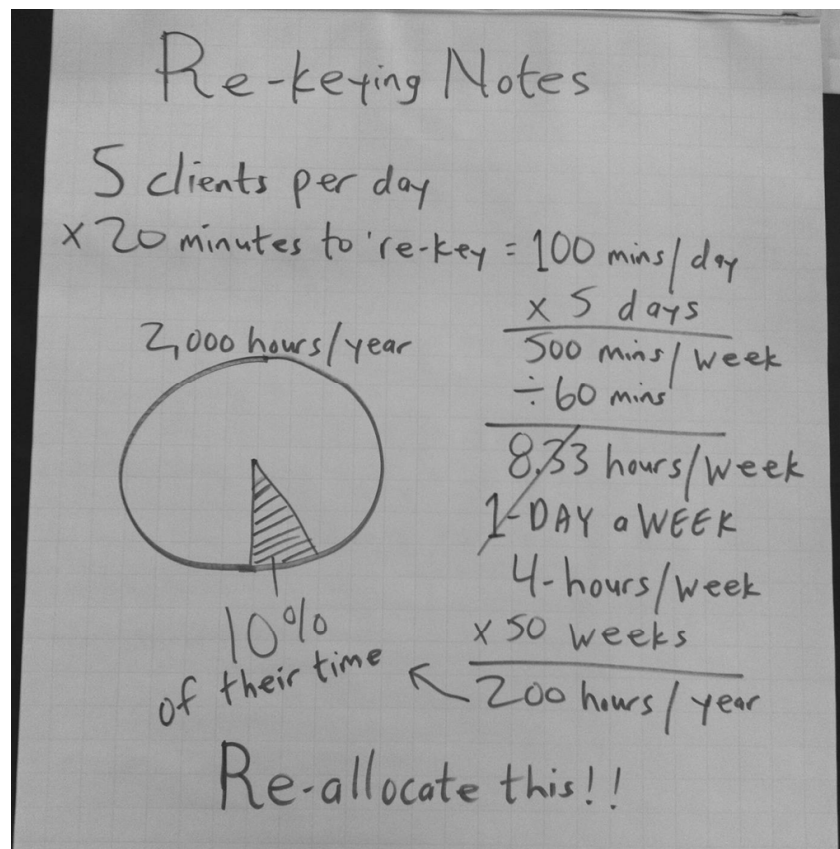
8. Review Your Last 60 Days of Business Expenses, Where is Your Money Going? (people, space, marketing, etc.)

9. Having Piles of Stuff in my Office Makes me Feel
_____ (Disorganization=Dissatisfaction)

10. I Want to be More Organized Because _____

Sample Data

Reallocate Time!



Sell More/Save More? That is the Question

1. Increase the Number of People Who Buy
2. Increase the Price of What They Buy
3. Decrease Your Costs/Expenses
 - The 'cost to serve' your customers
 - Get things done better, faster, stronger 😊
 - Reallocate time from low-payoff activities to high-payoff activities

More of Everything

- More People, More Marketing, More of 'Everything' Does Not Necessarily Mean Your Bottom Line-Profit Will go up
- 12 'Looks' Will Reveal Your Top Line May Have Gone up Nicely, But Your Bottom Line Went Down (You Kept Less \$\$)...Often Dramatically
- Always Consider the Dollar Impact and Complexity of Adding New Customers, New Products, New Distribution, New Suppliers, New Commissions, etc.