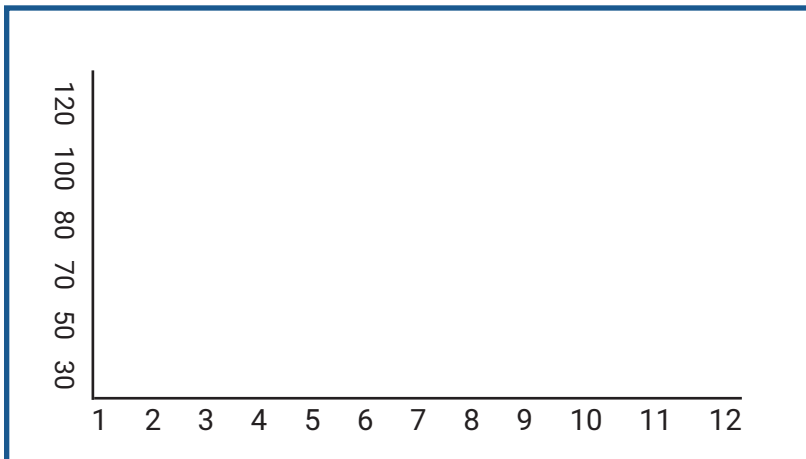
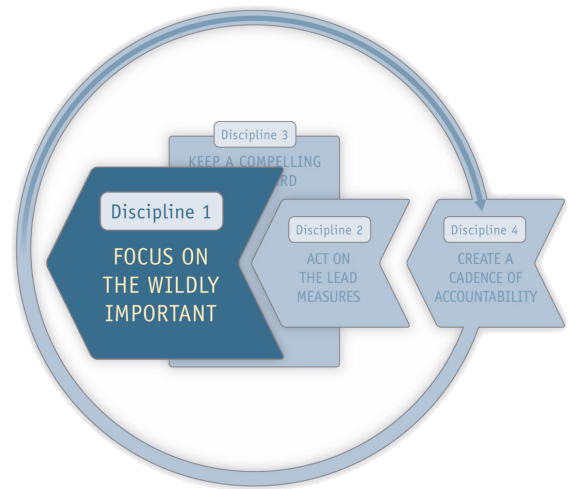


The 4 Disciplines of Execution:

- 1) Discipline - Focus on your Wildly Important Goals (WIGs)
- 2) Discipline - Act on the Lead Measures
- 3) Discipline - Keep a Compelling Scoreboard
- 4) Discipline - Create a Cadence of Accountability

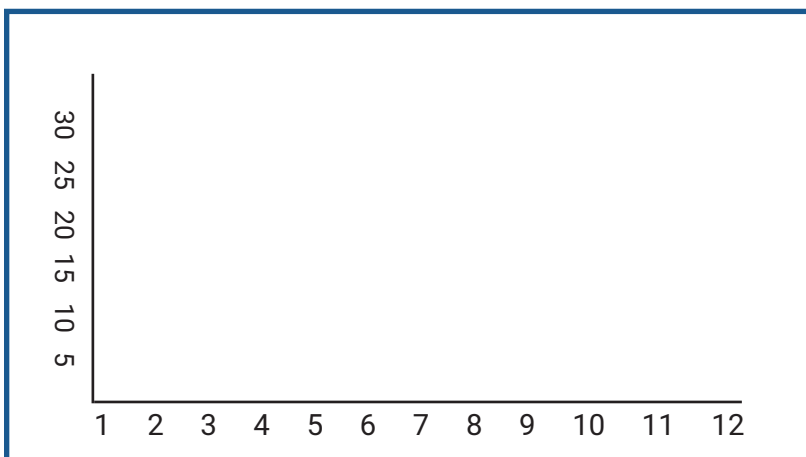
WIG

To close \$50,000,000 in volume this year.



Lead Measure

Get my Private Client Group  
up to 100 clients.



Lead Measure

50 personal conversations in  
either lead gen or in pipeline  
each week.