THE PATH TO WEALTH

To reach true financial freedom, your journey as a leader will pass through 4 stages (or quadrants) – all of which require you to communicate your vision and expectations at a high level. These 4 quadrants inform what you're focused on at each stage to build momentum

<u>I DO</u>	THEY DO
 Evaluate your time spent on money-producing activity Know your persuasion skills/influence over others 	 Follow-up on expectations you've set; focus on accountability Push the vision and growth of company higher – don't get complacent
<u>WE DO</u>	THEIRS
 WE DO 1. Focus on great hiring and building your team 2. Set crystal-clear expectations for that team 	 THEIRS 1. The leaders you've built must build tomorrow's leaders (following this path behind you) 2. Ensure everyone is aligned on the ultimate vision

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