

# Before the workshop...

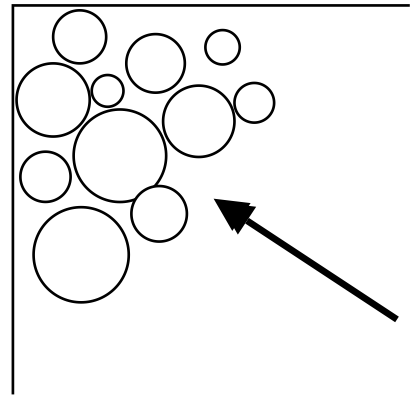
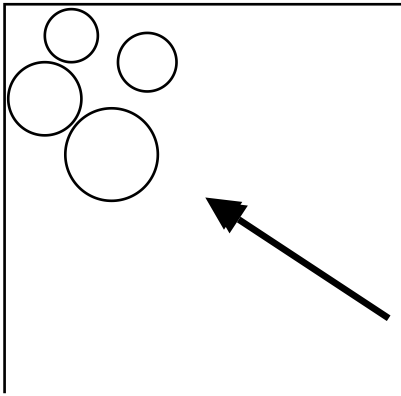
- Print out these pages, and the NEW phone number and PIN for the call
- Leave everything blank until you hear on the call what to write in (i.e., don't fill anything in ahead of time.)
- Make sure you have a pen or pencil handy to take notes and to fill in the blanks on these pages
- Be prepared to identify (and share) conflicts and issues you are having in reaching your goals; e.g. “Can'ts”, “don't know's”, and dilemmas. Remember, you're in coaching now; I may call on you by name and ask you questions!
- Call in to the conference line a few minutes ahead of schedule, to make sure that we can start on-time and you don't miss anything!
- Mute your phone when you are not speaking:
  - \*2 on your touchtone keypad to mute
  - \*3 to un-muteOR, if using Skype, there's a Mute button on-screen
- TIP: If your phone has a built-in mute function, use that instead; you can switch it on and off faster without having to wait for the teleconference system to stop telling you that you just muted or unmuted!

# The Principles of Organization

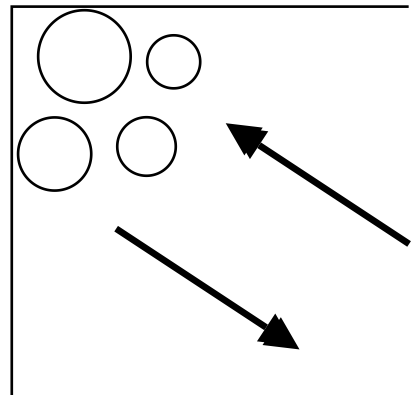
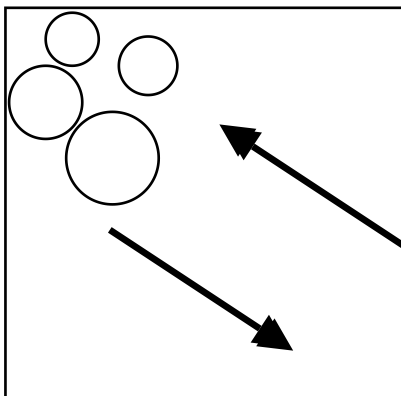
1. Discipline is \_\_\_\_\_ : without it, we are prisoners of our \_\_\_\_\_!
2. \_\_\_\_\_ is life, its absence is death. Renew \_\_\_\_\_ regularly to sustain it.
3. \_\_\_\_\_ is more important than \_\_\_\_\_: just keep things \_\_\_\_\_!
4. A habit is just a \_\_\_\_\_ of doing something.
5. \_\_\_\_\_ calls to \_\_\_\_\_: use this to create \_\_\_\_\_ in your life.



# Circulation in Space

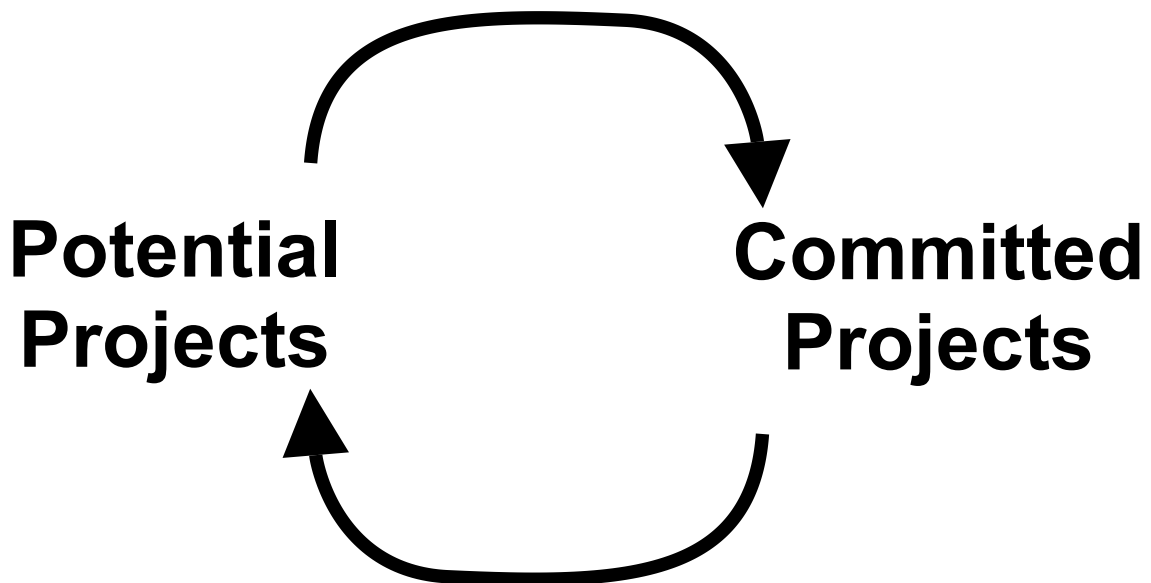
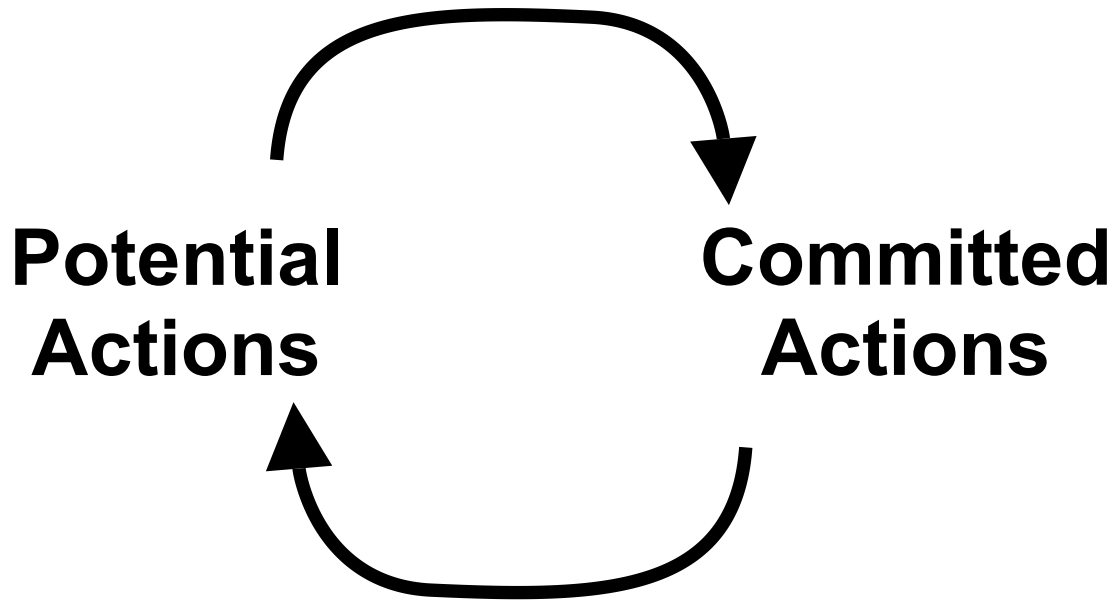


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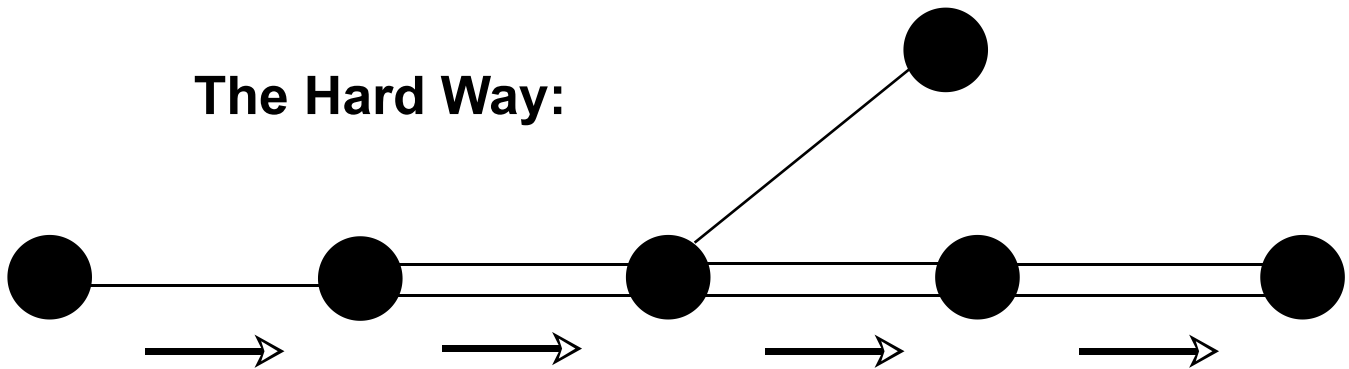
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# Circulation in Time

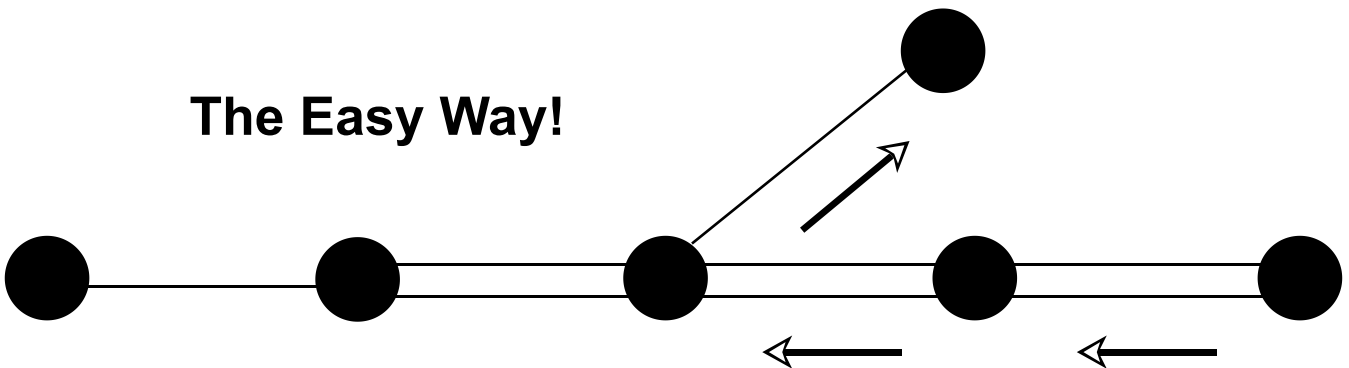


# Installing New Behaviors

The Hard Way:



The Easy Way!


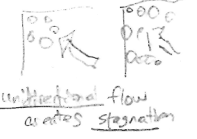
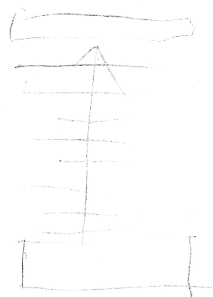
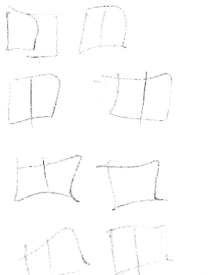
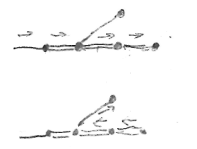
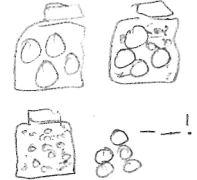


The essence of leadership is to \_\_\_\_\_  
\_\_\_\_\_ the \_\_\_\_\_!





# Filling in the Structure (1)

<p><u>TITLE PRINCIPLES OF ORGANIZATION</u></p> <ol style="list-style-type: none"> <li>1. Discipline is <u>needed</u> if you want to be the <u>prince of your domain</u></li> <li>2. <u>Circulation</u> is life, its absence is death. Renew <u>energy</u> regularly in order to <u>live</u></li> <li>3. <u>Direction</u> is more important than <u>position</u></li> <li>4. A habit is just a <u>familiar memory</u> of doing something; it <u>is before</u></li> <li>5. <u>Beliefs</u> called to <u>learn</u> years to <u>create</u></li> </ol>	<p>Organizational Outlets</p> <p>TIME</p> <p>SPACE</p>		
<p>Structure: <u>Emptying Cells to You</u></p>  <p>Q? A! Fill in the <u>blanks</u></p>	<p>Circulation in Space</p>  <p>uninterrupted flow creates stagnation</p> <p>circulation above a space to breathe</p>	<p>Circulation in Time</p> <p>POTENTIAL ACTION → COMMITTED ACTION</p> <p>POTENTIAL PROJECTS → ACTIVE PROJECTS</p> 	<p>filled-in version</p>
	<p>Installing New Behavior</p>  <p>The mode of leadership is to <u>---</u> is a <u>---</u>!</p>	<p>THE SPACE/TIME <u>condition</u></p>	<p>SORTING TIME &amp; SPACE</p> 
<p>THE CODE OF OWNERS (COURTESY ONLY)</p> <ol style="list-style-type: none"> <li>1</li> <li>2</li> <li>3</li> <li>4</li> <li>5</li> </ol>	<p>MINDSHEET TRAINING TRACKS</p>	<p>PERSONAL IMPACT CREATING TOYS</p>	

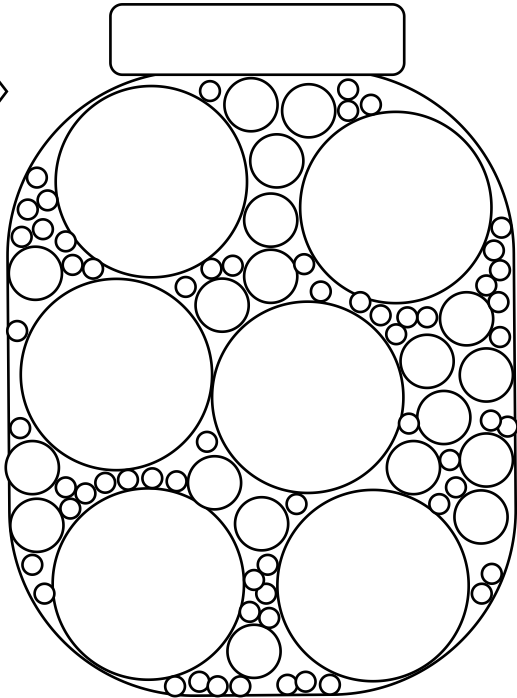
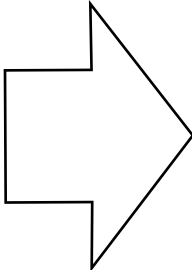
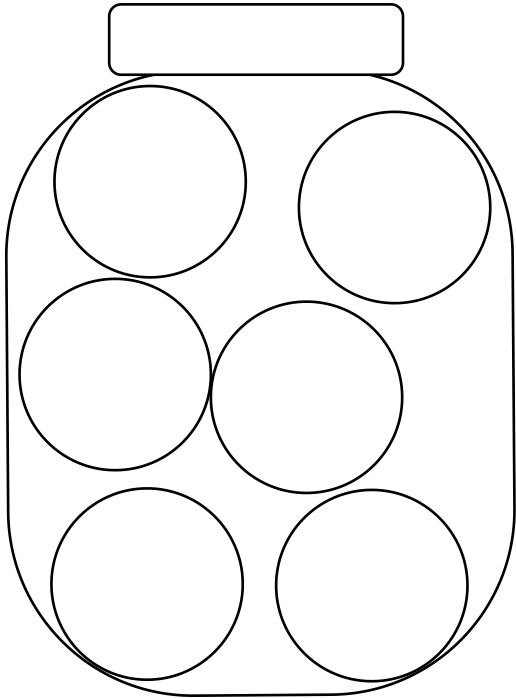
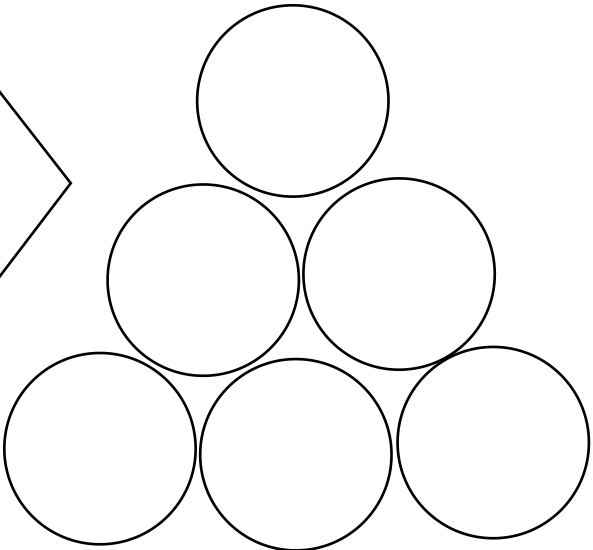
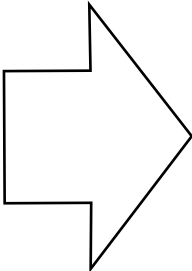
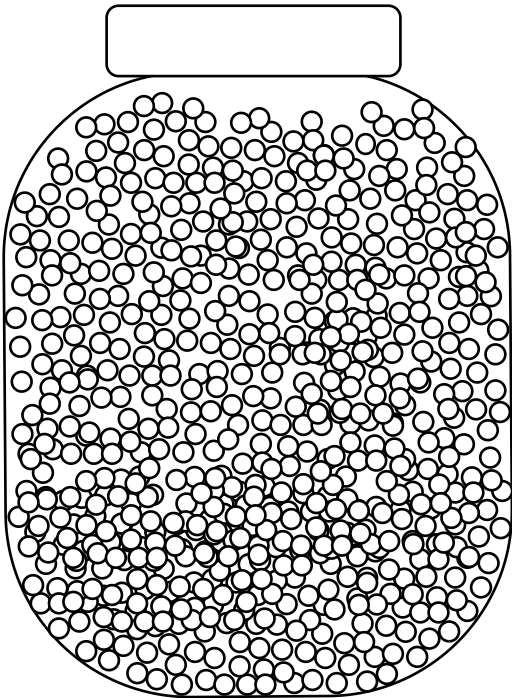
# Filling in the Structure (2)

Have enough income to be able to quit by Feb 2007

WHAT	WHEN	✓
"Seize the Year" teleseminar	1/6/7	
Create sales website for "The Procrastination Cure"		
First issue of "Life in Every Moment" Newsletter	1/27/07	
First issue of "Life-Changing Secrets" CD	1/27/07	
Tape interview for first CD		
Edit "7 Days" recordings for CD	12/17/06	
Set up shopping cart for products & recurring billing		
Create sign-up/mailling list for "Seize the Year" call		
Contact other authors, speakers, etc. for interviews/JV's	1/19/07	
Design bonus giveaways (T-shirts, calendars, mugs, etc.)		
CD & cover designs for "7 Days" and "Owners' Circle" stuff		
Ensure conference system will work for high caller load	11/24/06	
First issues ship	1/29/07	
Set dates for quarterly goals coaching w/renewees		
Offer limited-time exclusive "Seize the Year" signup for customers		
Open general registration & run ads		
Get CD duplicator/printer		
Get copier serviced		

Need about 40-50 signups for next years program at top level, or about 700 at lowest level. ~100 back buyers, ~1100 readers, 13 in current "7 Days" program. Know a few people for JVs. Don't entirely know what I'm doing, esp. re: advertising. Wonder if I'm aiming too high?

# Living a "Full" Life



**Don't \_\_\_\_\_ in \_\_\_\_\_ !**



# **Wrap-up and Feedback**

**(Answer as if you were speaking to a friend who didn't attend the workshop)**

**1. What did you enjoy most?**

**2. What are you going to start using immediately?**

**3. What kind of difference will it make to your life?**

**Send answers to [feedback@dirtsimple.org](mailto:feedback@dirtsimple.org)**