

Our Guest this week:

“And when you wake up every morning, knowing that you’re expected to be a fountain of blessing, a river of blessing to others, that that’s kind of my job today”

Chad McNair

CEO of DrillSage



MINDSET

- Love and Serve God
- Be purposeful
- Value patience when coaching
- Create a strong foundation by serving others
- Imagine yourself not as 1 person team but a 50 person team
- Value others time
- Show genuine interest in others



ACTIONS

- If something needs to be done, don’t wait, do it!
- Find the simplest way to do things
- NETWORK
- Have an advisory board
- Go to the persons office you are meeting for lunch to get to know them
- Pick up the lunch date tab with your mentor
- Take notes when networking

“That’s probably the most important tool for any young company. That networking is just absolutely valuable”

Practical tool courtesy of:

Missy Stagers

M. Stagers
Realty Partners



Business Planning Workbook



KEY TO SUCCESS

- Have a structured approach.
- Keep it Simple.
- Know your Numbers and break them down.
- Define the actions/activity that deliver the outcomes/numbers.
- Define your action items and sprints.
- Schedule time and set your intentions.
- Review progress weekly.
- Work on priorities and projects not just your day-to-day job.
- Look at your individual team members plans, not just the business.

“Don’t just break down your goals into smaller goals, create the action plan that gets you there...”