

## Our Guest this week:

*“Winning in business only happens when every team member is winning, not just the business”*

**Missy Stagers**

M. Stagers  
Realty Partners



### MINDSET

- This
- That
- The Other
- Times Two
- Great Stuff
- Winning



### ACTIONS

- This
- That
- The Other
- Times Two
- Great Stuff
- Winning

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

## 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...”***



## Our Guest this week:

*“You have to be able to take normal people and make them a high performing team”*

**Doug Harrison**  
Founder and President  
The Scooter Store



### MINDSET

- A players have options
- Awesome people only work for awesome organizations
- Build trust by being consistent
- Always show compassion
- People like to be masters of their own craft. Help them!



### ACTIONS

- Create the tools and systems that enable and empower people
- Get out of people's way
- Define WHY your organization exists
- Define REAL values
- Be consistent, hire and fire people for values
- 5 Minute brainstorm on your TO DO every day. The key is the 5<sup>th</sup> Minute

*“The team needs to understand how they are making the world a better place...”*

## Our Guest this week:

*“Forget work-life balance, think instead of an integrated life”*



**Shannon &  
Jonathan Badger**



### MINDSET

- Forget work-life balance, think instead of an integrated life
- Your business is only as good as its team members
- You are not meant to carry the weight by yourself, get the help and support you need
- Relationships take energy and attention, be proactive
- You should be both people caring and results driven, they are not opposites.



### ACTIONS

- Define your values clearly and evaluate your team members on them
- Use coaches, mentors, therapists and peers. Don't wait until you are in trouble to get help.
- Utilize frameworks that help you understand your strengths and weaknesses. Build a team that brings balance.
- Get an admin assistant that can take some of your load. You will be more productive.