

### **Reality**

Have 3 retainer clients as at 9/12/19.

Others are all new offerings with only Possibility Leadership "marketing" kicked-off.

### **Possibility**

Sufficient retainer clients, unearthing and envisioning clients, speaking master-mind clients, mentoring master-mind clients, and possibility leadership clients, to give me 1 day a week work for 40 weeks.

### **Purpose**

Inspire and support my clients to see and bring out the best in **people**, including themselves.

in harmony with business **process** improvements and sustainable **progress**,

in order to achieve their best results at the least personal and business costs.

### **Strategy**

Attract new clients primarily through getting referrals via centres of influence and colleagues to online and in person events and then converting a % in follow-through + S.I.T. with candidates.

### **Execution**

Give value in advance without attachment to getting back through:

Magnificence in Publishing (blog, podcast, videos, ebooks, books, tools, tips, templates and techniques) and sharing these complimentary.

Magnificent online and in person events.

Direct contact and innovative connection with existing relationships.

### **Progress**

Key Human Indicators

- continuing to automatically receive requests to do work from people who love my work,
- continuing to receive referrals without asking for them,
- continuing to receive requests for extensions.

### **Culture**

Daily Meditation and Gratitude.

Continuous Noticing and Contributing and Sustaining and Enhancing relationships.

All of above without attachment to outcomes.

Feeling valued, fulfilled and loved and helping others to feel the same.

Everythings always works out for me/us mantra.