

Goals are Great...Goals With A Plan Even Greater

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**Tactical Skills
for the Growing Business**

**FIRST AND TEN
ON THE TWENTY...**
IS IT FOOTBALL, BUSINESS OR LIFE?



TODD A. SMITH

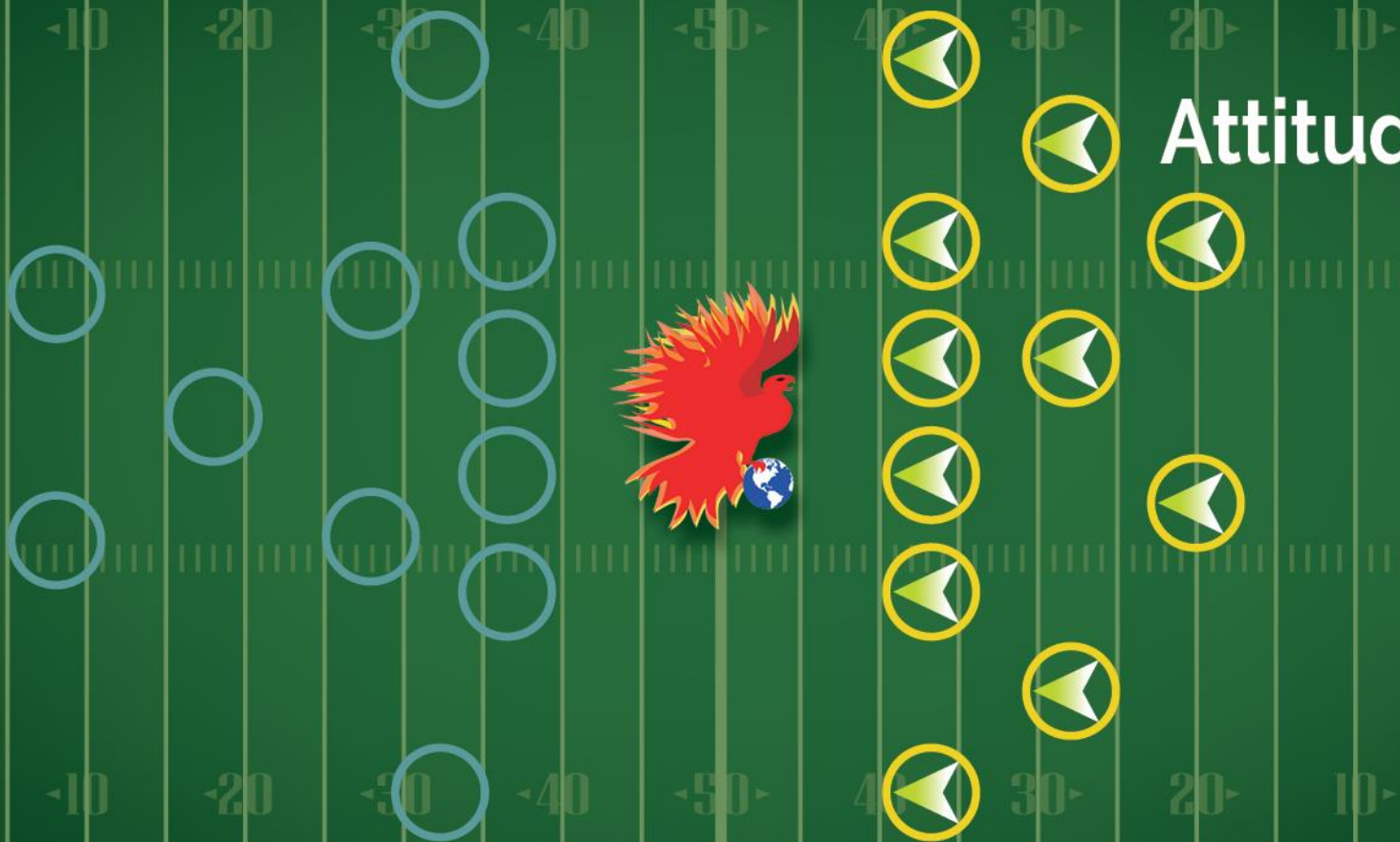


**Team
Phoenix LLC**

Goals are Great...
Goals with a Plan
Even Greater.



SUCCESS



What is a Great Attitude?

- Conscious Decision
- Brings out the Best in People
- Mastering Frustration



SUCCESS



Attitude

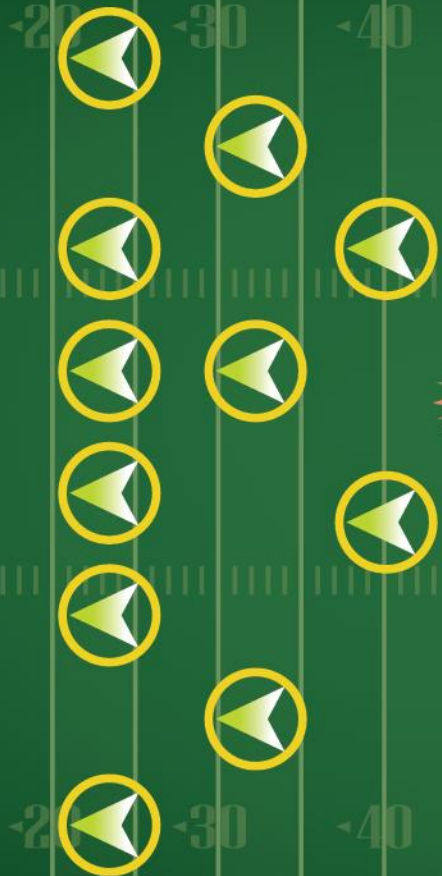
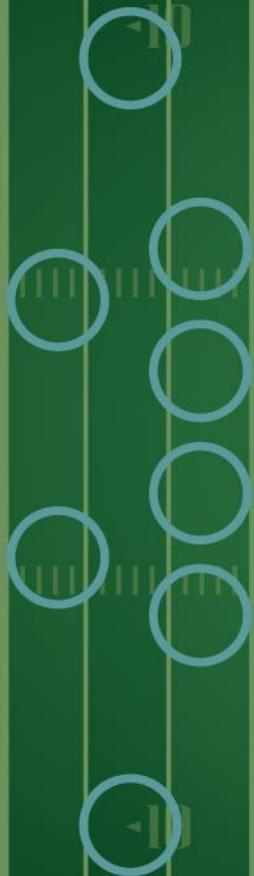
The Plan

What is in a Plan?

- The End is First
- Obstacles
- Knowledge



SUCCESS



Attitude
The Plan
Preparation

The Three Stages of Preparation

- Organizational
- Personal
- Action



SUCCESS



-10

-20

-30

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Attitude

The Plan

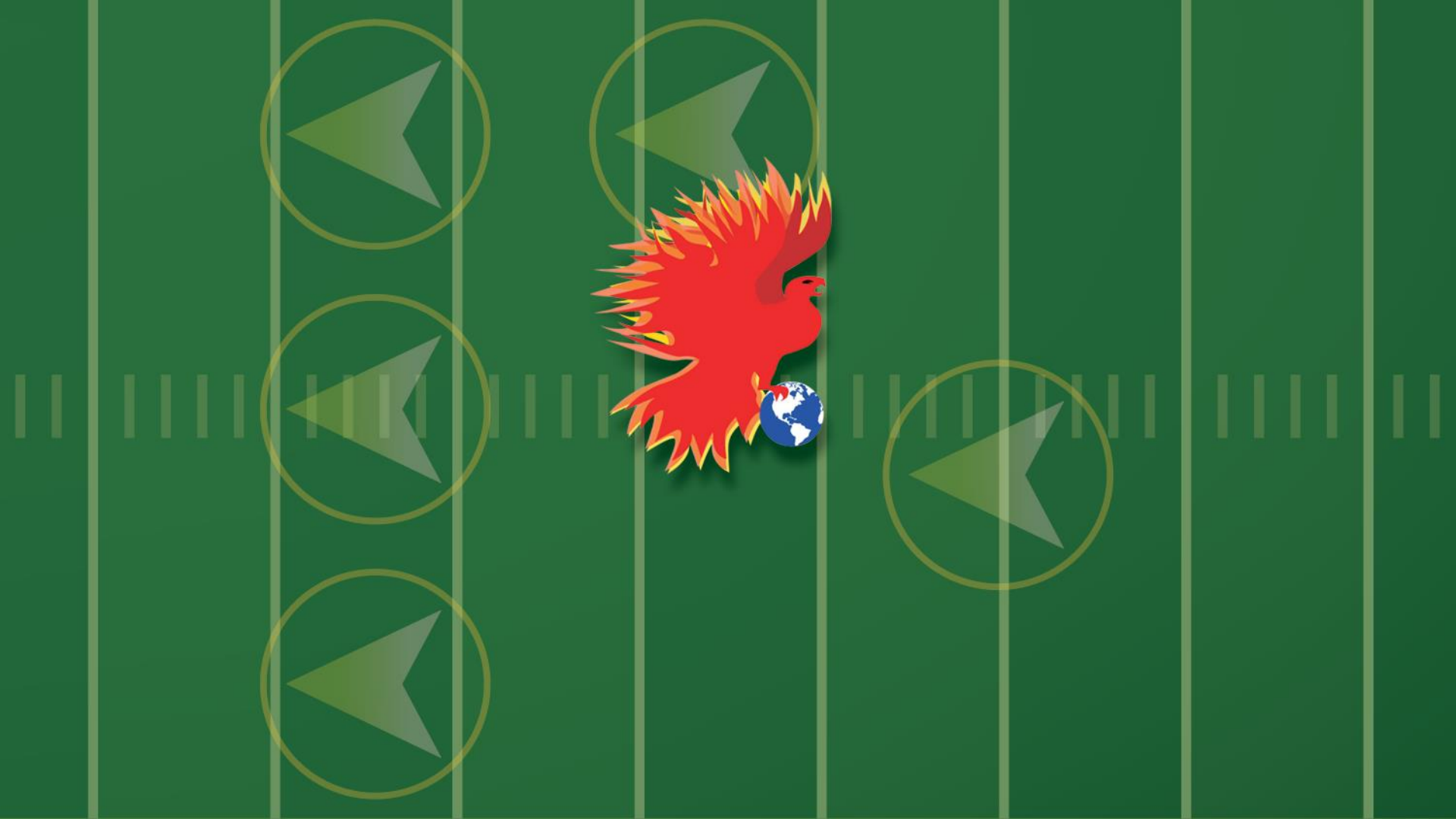
Preparation

Incrementalism

Incrementalism

- The Art of Creating Actions
- The Next Step





ANY FINAL QUESTIONS?

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