ActionCOACH
BUSINESS COACHING
TAMPA BAY

# 12-WEEK BUSINESS OWNER MASTERCLASS

Business Owner Masterclass is your 12-week accelerator to business mastery, merging foundational education with community support. Beyond equipping you with essential tools and knowledge, we actively guide your growth, taking on the heavy lifting of your growth journey, ensuring you're never alone. This comprehensive program is curated by a business CARE company (Community, Accountability, Results, Education), ensuring a holistic approach to your development as an entrepreneur.

## The Typical Agenda for a Facilitated Session Includes:

1. **Review of Previous Week:**
   Participants discuss what they applied from the previous week's video and share their experiences.

2. **Top Five Learnings:**
   Participants identify the top five things they learned from the current week's video. (participants are to watch videos prior to session)

3. **Action Steps:**
   Participants will outline what actions they will take based on the video content.

4. **Questions and Clarifications:**
   Participants can seek clarification on any topics from the video.

**Scan the QR code to learn more and sign up for the masterclass.**

## CLIENT EXPERIENCES

★★★★★

"Help you get where you want to go, help in every way possible even the ways you don't think of."
***- THERESA***

★★★★★

"It really helps you focus on the things you are not doing as well as you could be doing."
***- KERRY***

★★★★★

"Thorough training."
***- MARK***

★★★★★

"Great to establish structure."
***- LORI***

★★★★★

"Very educational."
***- DOMINIQUE***

# 12-WEEK BUSINESS OWNER MASTERCLASS: OVERVIEW

ActionCOACH BUSINESS COACHING TAMPA BAY

**Session 1 – 6 Steps To A Better Business**

- The Fundamentals
- Be x Do = Have
- ActionCOACH Definition of a Business
- 6 Steps to Massive Results
- HomeFun

**Session 2 – Destination Mastery**

- Destination Mastery
- When Will Your Business be Finished
- Your Company's Vision
- Your Mission Statement
- Goals
- HomeFun

**Session 3 – Time Mastery**

- Time Mastery
- Your Most Valuable Asset
- Covey's Time Management Matrix
- Time Target
- Time Study
- Have a Militant Attitude
- 10-self Management Techniques Worth Using
- Top Time Management Tips
- HomeFun

**Session 4 – 5 Ways and Conversion Rate**

- Keys To Business Success
- The 5 Proven Ways to Increase Your Profits
- Make Your Dreams Come True
- 7 Ways to Increase Your Conversion Rate
- Your HomeFun

**Session 5 – Lifetime Value and Average Value of Sale**

- Lifetime Value
- Why Lifetime Value Is Important
- 7 Ways to Increase Your Average Value
- HomeFun

**Session 6 – Repeat Business and Margins**

- 5 Reasons to Focus on Repeat Business
- 7 Ways to Foster Repeat Business
- 5 Reasons to Focus on Margins
- 7 Ways to Grow Your Margins
- HomeFun

**Session 7 – Target Market AND Leads**

- Develop Your Target Market
- Your Ideal Customer
- 7 Ways to Grow Your Leads
- HomeFun

**Session 8 – Systems**

- Leverage
- Checklists
- How to systems
- 4 Ways
- HomeFun

**Session 9 – Six Keys to a Winning Team**

- Strong Leadership
- Common Goal
- Rules of the Game
- Action Plan
- Support Risk Taking
- 100%Involvement/Inclusion
- HomeFun

**Session 10 – Management and Leadership**

- Management vs Leadership
- Point of Power
- Management Focus
- Leadership Focus
- HomeFun

**Session 11 – Financial Mastery**

- Wealth Mindset
- Key mastery areas
- Profit & Loss
- Balance Sheet
- Break Even
- Cashflow
- Investments

**Session 12 – Dream. Goals, Learn Act + BE DO HAVE**

- Life Success
- The Formula for Life Success
- HomeFun

**Enroll in our Business Owner Masterclass and join our community to embrace the change you've been seeking. Let's turn your business goals into your business reality.**

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