

# Business Academy - Thrive Level Programme Synopsis

A Comprehensive, Real-World Business, Leadership & Management Growth Programme Designed for SME Business Owner / Directors to EXPERIENCE Transformation Through Supported Implementation.



## Business Academy Fast Forward Your Future

- ✓ Increased Profits
- ✓ Improved Performance
- ✓ Greater Life-Work Balance

**Maximise Your Personal Potential.**  
**Accelerate Your Business Results**

# TIME IS NOW For a New Way of Thinking and Doing!

Business Academy is a Blended Learning Modular System with Maximum Choice & Flexibility. With Core Membership you can choose to further invest on your budget, in your time, into three levels of 'optional' coach support. The online Programmes are self-guided, however if you want to achieve more faster, you can through 'Accelerate', 'Thrive' or 'Freedom' support levels. **Thrive Level Membership** is most suitable for established businesses with 5 to 50+ employees who wish to get to the next level. Membership provides access to all the online Core level programmes and the additional benefits gained in Accelerate Level.

**Unique Value Proposition** – *Business Academy is entirely designed for you to EXPERIENCE what you have learned by applying it 'with your team' through supported implementation systems and coaching...* With most business-related e-learning or Leadership and Management Development platforms the content is King where participants simply learn by 'gaining information' with poor, or no implementation / support context. **Business Academy is very different...** Content is of course critically important, and specifically designed for owner managers and their teams. However, it is the 'context' of delivery that is King to lock it in and give it value, where you learn by 'gaining true knowledge' through implementation. This in essence, is the 'blended learning' experience, delivered through step-by-step implementation systems, workshops, coach, group, community, and webinar support activities that complement the online programmes....

**The true value for you is in the delivery of a real world, engaged, business, leadership, and management growth programme through 'action-based strategies.'**

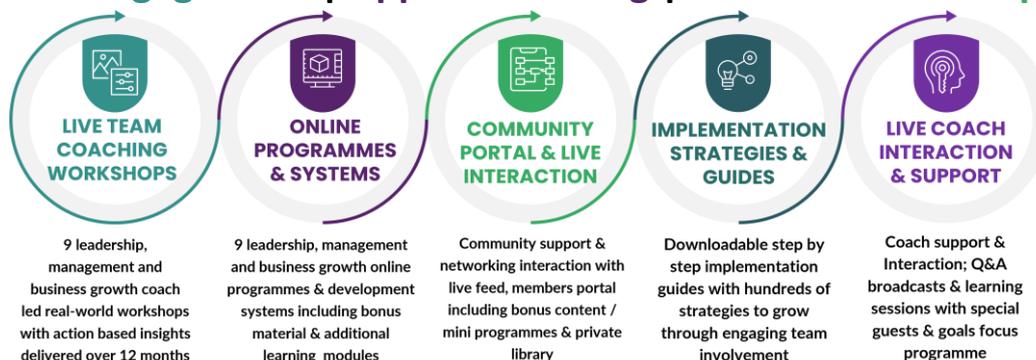
One thousand business owners who have been through the programmes in the past +10 years prove it works through their results.



## How To Grow Yourself, Your Leadership, Your Energy, Your Culture, Your Financial IQ, Your Profits, Your Team, Your Prospects, Your Sales, Your Service & Your Personal Wealth

Designed For Small to Medium Sized Enterprise, (SME) Business Owners / Directors

### Real Engagement | Applied Learning | Transformative Impact



Online Programme Includes:





## Programme 2



### How To Become a Phenomenal Leader & Get the Best Out of Yourself?

Your mission, should you choose to accept it, is to replace limiting habits with success habits and upgrade your identity to match your destiny, aligning your mindset, action set and skillset to the leader you want to be with the fortitude of character required to authentically lead others and truly lead change... To Be You as A Better You

#### Workshop 2

##### Be The Change You Wish to See – Self Leadership Workshop.

You cannot learn to lead others until you can Lead yourself, and the quality of your leadership journey and potential will be dependent on your ability to build cognitive, emotional & conscious awareness skills to improve your Motivational, Emotional and Adversity Intelligence.



#### Online Programme 2 (Self Leadership)

An Online Programme and System with Learning Pages, eBooks, Videos, Assessments, Models, Strategies, and Tools Leadership DNA (Development Needs Analysis) System Programme and Step-by-Step Implementation Guide

The Leadership DNA system allows you to define, recognise and close the gap between where you are now and where you would like to be through a personal development plan, starting with benchmarking your current reality, re-programming your mind for success, dispelling limiting beliefs and generating super confidence. You will define and improve your self-leadership in terms of your personal effectiveness, motivation, decision making, and communication skills, etc. You will learn how to hold others accountable through experiential assertiveness and practice the gentle art of delegation to influence people to follow the path you are on.



- |  |                    |                                       |                         |                                 |                          |                          |  |                                  |
|--|--------------------|---------------------------------------|-------------------------|---------------------------------|--------------------------|--------------------------|--|----------------------------------|
| <b>8</b>                                     | <b>12</b>          | <b>10</b>                             | <b>9</b>                | <b>4</b>                        | <b>1</b>                 | <b>1</b>                 | <b>1</b>                                     | <b>1</b>                         |
|  |                    |                                       |                         |                                 |                          |                          |  |                                  |
| Fundamental<br>Bite-Size Learning<br>Modules | Learning<br>Videos | System & Bonus<br>Learning<br>Modules | Additional<br>Downloads | Lock-It-In<br>Workbook<br>Pages | Discovery<br>Assessments | Implementation<br>Guides | Gamification to<br>get your Team<br>involved | Community<br>Support<br>Webinars |

## Programme 3



### What You Think You Know About Time Management is Completely Outdated

Your mission, should you choose to accept it, is to take back control of your personal energy, master your relationship with time, link intentions to expectations, and implement three proprietary decision-making funnels with effective planning to stop you being a slave to time & start investing it to gain more balance and far better future choices.

### Workshop 3

**Time For Success - Time Intent Workshop** - Time Intent Workshop.

It's not about managing Time; it's about managing your Energy – The Four Dimensions of Energy. It's not about Time Management, the process of 'Finding more Time' to create future workload; It's about Time Intent© the process of 'Investing Time' to create future Choices. It's not about being a slave to your subconscious programmes or patterns; It's about setting your 'Experience Intention' or the expectations of what you want to experience

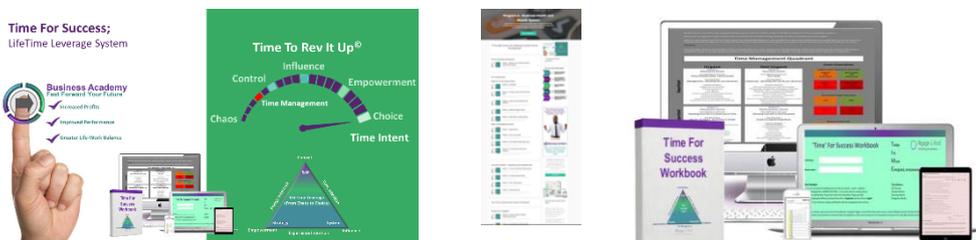


### Online Programme 3 (Time Leverage)

An Online Programme and System with Learning Pages, eBooks, Videos, Assessments, Models, Strategies, and Tools.

**LifeTIME Leverage Programme- Today I'm More Energised, empowered, and enriched.**

This programme will move from chaos, to control, to choice, you will feel far more energised and know how to control the stress response. You will be able to leverage your time, set powerful expectations that will influence your experiences, maximise your personal effectiveness, creating a decision-making support system that will influence strategic planning with cascading goals... Plus, implement one simple strategy that will change your current reality to create better choice in your business and in your life.



- |  |                    |                                       |                         |                                 |                          |                          |  |                                  |
|--|--------------------|---------------------------------------|-------------------------|---------------------------------|--------------------------|--------------------------|--|----------------------------------|
| <b>8</b>                                     | <b>9</b>           | <b>6</b>                              | <b>7</b>                | <b>4</b>                        | <b>1</b>                 | <b>1</b>                 | <b>1</b>                                     | <b>1</b>                         |
|  |                    |                                       |                         |                                 |                          |                          |  |                                  |
| Fundamental<br>Bite-Size Learning<br>Modules | Learning<br>Videos | System & Bonus<br>Learning<br>Modules | Additional<br>Downloads | Lock-It-In<br>Workbook<br>Pages | Discovery<br>Assessments | Implementation<br>Guides | Gamification to<br>get your Team<br>involved | Community<br>Support<br>Webinars |

**Programme 4**



**If You Don't Know Your Numbers; You Don't Know Your Business.**

Your mission, should you choose to accept it, is to improve your financial IQ, understand your business health and make and measure small changes that will have significant impact, empowering you to be in control and in sync with your business finances so you may ask better questions of your accountant, and make better informed decisions

**Workshop 4**

**Business Finance Made Simple – Know Your Numbers Workshop.** You will learn and use the five critical financial controls you must know as a business owner.

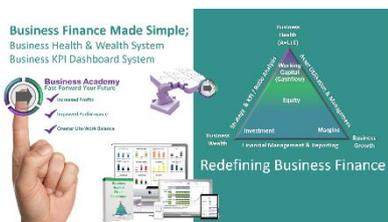
Work above your Gross Profit line to make pounds rather than continually striving to save pennies and implement small changes in critical areas will have a significant impact on the bottom line. We will develop a Financial Dashboard through KPI's and ratios so you can spot challenges, recognise opportunities, and make informed decisions through your numbers.



**Online Programme 4 (Know Your Numbers)**

An Online Programme and System with Learning Pages, eBooks, Videos, Assessments, Models, Strategies, and Tools **Business Health & Wealth Programme and Step-by-Step Implementation Guide**

Designed to re-educate you on your own business using information you already have so that you may ask better questions of your support stakeholders; You will Plug and Play with, and more importantly understand, your Balance Sheet how your Profit and Loss got you to your Balance Sheet and use projections to efficiently manage your cash flow along with a budget statement. You will be able to access the Business Ratios used by your bank manager and investors to assess your business health and be able to implement strategies in the 6 profit input areas that will massively multiply profit in any business.



- 7  
  
Fundamental  
Bite-Size Learning  
Modules
- 8  
  
Learning  
Videos
- 11  
  
System & Bonus  
Learning  
Modules
- 7  
  
Additional  
Downloads
- 4  
  
Lock-It-In  
Workbook  
Pages
- 3  
  
Discovery  
Assessments
- 3  
  
Implementation  
Guides
- 3  
  
Gamification to  
get your Team  
involved
- 3  
  
Community  
Support  
Webinars

## Programme 5



### Shift Your Team from The Ego 'Me' To the Collective 'WE'

Your mission, should you choose to accept it, is to create the team you have always wanted, from recruitment to results, from compliance to commitment, learning how to effectively mobilise a group of people into a cohesive unit(s) to drive collective emotions in a positive direction toward a pre-determined outcome

### Workshop 5

**Creating a High-Performance Team - Team Building Workshop.** Understanding the fundamentals of a high-performance team is one of the keys to developing a highly successful and profitable business. Businesses do not work; people work, therefore if you want your business to work well there is nothing more important than hiring and developing the right people in the right positions while implementing the 7 Fundamentals of a Winning Team.



### Online Programme 5 (Team Building)

An Online Programme and System with Learning Pages, eBooks, Videos, Assessments, Models, Strategies, and Tools.

#### Creating High Performance Teams Programme and Step-by-Step Implementation Guide

Leaders of today must develop a broad range of skills and competences in insight, innovation, connection and engagement... In this programme you will gain an understanding of how and why people are inspired and learn how to get your team motivated and contributing for the betterment of the company and all stakeholders. They will stop working reactively, so you don't need to continually put out fires, so all become more pro-active about building growth. We will employ a system that is both efficient and effective to help you add the right, motivated, great people to your team, get others ready for promotion as the company grows to a stage where they can run it profitably without you to always be there; Choice



Your Full Comprehensive AAA Recruitment System & Implementation Guide

- 7  
  
Fundamental Bite-Size Learning Modules
- 6  
  
Learning Videos
- 7  
  
System & Bonus Learning Modules
- 5  
  
Additional Downloads
- 3  
  
Lock-It-In Workbook Pages
- 1  
  
Discovery Assessments
- 1  
  
Implementation Guides
- 1  
  
Gamification to get your Team involved
- 1  
  
Community Support Webinars

**Programme 6**



**Don't tell them what you do... Tell them what they get out of what you do**

Your mission, should you choose to accept it, is to skyrocket your profit by understanding what generates it, and create a marketing machine at the heart of your business that connects your value proposition to your target market, delivering lead after lead by working above the gross profit line to make £££ from social, digital to mainstream channels

**Workshop 6**

**Buying Customers – Marketing Workshop.**

Through marketing you create the opportunity to educate your target market on how to succeed at their goals using your solutions. In this workshop you will learn how to create a Customer Attraction System including marketing copy, digital innovation & measurement that will drive a marketing machine generating cash flow stability.



**Online Programme 6 (Marketing)**

**An Online Programme and System with Learning Pages, eBooks, Videos, Assessments, Models, Strategies, and Tools**  
**Customer Attraction System Programme and Step-by-Step Implementation Guide**

Through this programme you will discover that marketing is the art of getting your ideal prospect to understand the emotional value they will gain, regardless of the monetary value they will spend, and to internalise what it will mean for them to do business with you. You will learn and implement the **Profit Multiplier System**, identify target markets, create a value proposition, marketing messages and material to apply a turnkey, persuasive, and inexpensive ways to generate more leads for your products or services. We will create a step-by-step holistic strategic marketing plan that integrates Digital, Social, Website and Mainstream strategies to significantly re-engage old customers, increase new customers, maximise the margin mix and therefore improve profitability.



- 7**

Fundamental  
Bite-Size Learning  
Modules
- 8**

Learning  
Videos
- 6**

System & Bonus  
Learning  
Modules
- 7**

Additional  
Downloads
- 4**

Lock-It-In  
Workbook  
Pages
- 1**

Discovery  
Assessments
- 1**

Implementation  
Guides
- 1**

Gamification to  
get your Team  
involved
- 1**

Community  
Support  
Webinars

## Your 'Customer Attraction, Approval and Retention System' (CAARS) Puts You in The Driving Seat.

***"You should never accept a fraction of your profits, when for the same effort or less, the same people or fewer, the same time or less.... your business can deliver so much more."***

### Business Academy

The CAARS Step by Step Implementation Guide will steer members through the **Marketing, Sales and Customer Service** programmes building a sustainable system in their business to maximise profits, with over 800 business development and commercialisation strategies.

Whilst the CAARS System is the primary support mechanism for your Business Commercialisation systems, understand that systems maturity is key to business success and sustainability yet there is no specific programme or workshop in Business Academy for systems. The fact is that systems are integrated into every programme and workshop.



Marketing is a system for connecting emotionally with customers attracting them to your product or service:

🔄 **Customer Attraction System = Predictable Cash flow**

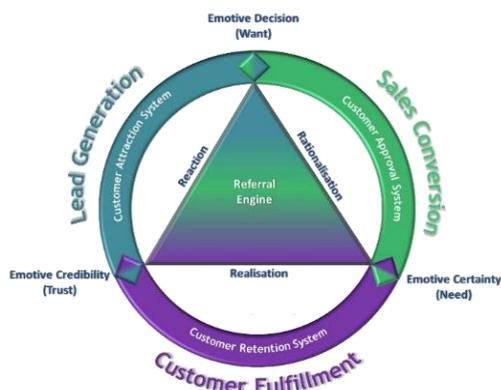
Sales is a leveraged system that provides a consistent prospect experience through a series of **Customer Touch Points** that decreases sales reluctance and increase sales acceptance, connecting with their rationally brain to approve of your product or service, thus overcoming objections at the earliest opportunity:

🔄 **Customer Approval System = Predictable Revenue**

Customer Service is a leveraged system to maintain the connection with **'all stakeholders'** by consistently exceeding their expectations and employing the little things that lets them know you care... Providing the WOW factor, turning them into your best marketing and sales assets:

🔄 **Customer Retention System = Predictable Life-Time Profits**

The 'Customer Attraction and Retention System' is a 12-stage step by step process for commercial development of your business:



- 1 Define your current market status
- 2 Identify your ideal customer
- 3 Complete a Niche and SWOT analysis
- 4 Create a strong value proposition and marketing message
- 5 Lead Generation Strategy Picker and implementation tips
- 6 Create your simple '7 Step Marketing Plan'
- 7 Identify and create your 'Sales Process' for each step
- 8 Test and Measure Results Dashboard
- 9 Conversion (Approval) Strategy Picker and implementation tips
- 10 Customer Care Process (Retention) Strategy Picker'
- 11 Av. Value Sale Strategy Picker and implementation tips
- 12 Create your Referral Programme and Action Plan

How attractive would you and your businesses need to be for prospects and existing customers to reach the conclusion...? **"I would have to be an absolute fool to do business with anyone but you...regardless of price."**

## Programme 7



### It's Not About Having the Right Opportunities; It's About Managing the Opportunities Right

Your mission, should you choose to accept it, is to create a customer approval sales system establishing consistency, trust, and familiarity, learn how to build relationships that eliminate objections, and understand the psychology of buyers to implement and maximise sales conversion and average value sale strategies

### Workshop 7

**The Psychology of a Buying – Sales Workshop.** Sales is a medium for professional problem identification and solution provision. So, if you want Sales training, you can get it anywhere; we will look at the psychology of how people buy. 70% of the Sales process is Relationship Building and/or Problem Identification; Therefore 70% of your time with a prospect is not selling. You will learn how to effectively communicate, and positively influence people, to become a great leader or salesperson leveraged by a dedicated sales process.



### Online Programme 7 (Sales)

An Online Programme and System with Learning Pages, eBooks, Videos, Assessments, Models, Strategies, and Tools

#### Customer Approval System Programme and Step-by-Step Implementation Guide

We will create a Customer Approval System (sales process) unique to your business maximising prospect conversions and creating consistency of experience, plus boost the average sale value from every customer you are already doing business with. We will build the most effective sales appeal for your products and services that sets your business head and shoulders above my competition. Your sales process will take them on a journey designed to get your prospects to approve of your value proposition (sales conversion) at the earliest opportunity.... You will understand behaviours and communication modalities, together with stress points and learning styles enabling you to adapt to a customer's buying profile. Developing technology, systems, process, and sales leadership skills will bring out the absolute best in you and your team.



- |  |                    |                                       |                         |                                 |                          |                          |  |                                  |
|--|--------------------|---------------------------------------|-------------------------|---------------------------------|--------------------------|--------------------------|--|----------------------------------|
| <b>6</b>                                     | <b>6</b>           | <b>5</b>                              | <b>4</b>                | <b>3</b>                        | <b>1</b>                 |                          |  |                                  |
|  |                    |                                       |                         |                                 |                          |                          |  |                                  |
| Fundamental<br>Bite-Size Learning<br>Modules | Learning<br>Videos | System & Bonus<br>Learning<br>Modules | Additional<br>Downloads | Lock-It-In<br>Workbook<br>Pages | Discovery<br>Assessments | Implementation<br>Guides | Gamification to<br>get your Team<br>Involved | Community<br>Support<br>Webinars |

## Programme 8



### Unleash The Power of Your Customers as Your Best Salespeople

Your mission, should you choose to accept it, is to master external & 'internal' customer service cycles, and use onboarding, loyalty, and differentiation systems that will stand you apart and give the WOW factor, unleashing the power of all your stakeholders as business growth and success ambassadors

#### Workshop 8

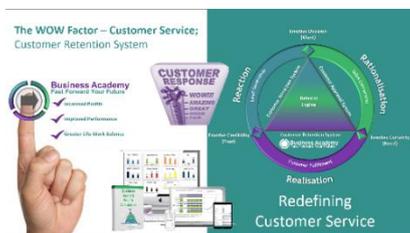
**The WOW Factor – Customer Service Workshop.** Great Customer Service is all about creating a WOW factor through a service led culture, along with a Customer Retention and Referral System that will turn your team into your most effective marketing strategy and your customers into a sales machine.



#### Online Programme 8 (Customer Service)

An Online Programme and System with Learning Pages, eBooks, Videos, Assessments, Models, Strategies, and Tools  
**Customer Retention System Programme and Step-by-Step Implementation Guide**

When you make a sale, you generate income; When you make an investment of time and deliver an exceptional experience to a customer, you generate profitable lifetime value. A system that ensures consistency in your customers experience is key to promoting brand awareness and recognition. In this programme we will create a WOW customer experience, consistently, with critical nonessentials, learn to manage your customer's expectations and keep them returning and referring. We will create an onboarding process and get your customers up the ladder of loyalty using quality service to differentiate your business from your competition. We will make a real difference teaching your team to provide personalised, responsive "extra-mile service" and indoctrinate stay-in-touch systems. We will also discover and implement an 'internal customer service cycle' that will be a true game changer for your leadership and management.



- 7 Fundamental Bite-Size Learning Modules
- 7 Learning Videos
- 7 System & Bonus Learning Modules
- 5 Additional Downloads
- 3 Lock-It-In Workbook Pages
- 3 Discovery Assessments
- 1 Implementation Guides
- 1 Gamification to get your Team involved
- 1 Community Support Webinars

## Programme 9



**Business Academy**  
Fast Forward Your Future

# Personal Wealth Creation System

### Get You and Your Business to A Point of Time and Wealth Gains Where You Have CHOICE

Your mission, should you choose to accept it, is to turn profit into investable capital, take control of the equity cycle, your financial destiny and exit strategy, winning the game of money by learning how to initiate a plan for multiple investment income streams that will gain you time and wealth freedom of CHOICE

### Workshop 9

**Personal Wealth Creation - & the Entrepreneurial Mind-Set Workshop.** The goal of wealthy minded people is to pursue freedom of choice, not riches... The potential to acquire more financial assets will be an outcome of everything you have applied in the previous programmes within Business Academy. To compound that you need to increase your financial investment IQ and get your money working harder for you instead of you working hard to chase it. Learn in simple terms about the diverse types of asset classes, how to raise investment cash flow for your current business or to acquire future businesses or invest in property.



### Online Programme 9 (Personal Wealth Creation)

An Online Programme and System with Learning Pages, eBooks, Videos, Assessments, Models, Strategies, and Tools  
**Wealth Creation System Programme and Step-by-Step Implementation Guide**

In this programme you will learn how to create investment capital from profits, compound your returns and generate personal wealth. We will introduce to how the equity cycle work and how to make it work better for you to create multiple income streams from other 'cash flowing' assets that yield your **FFF**; If you don't know what your FFF is, this programme is a must! You will understand and use the risk-reward pyramid to create equity for investment capital into different asset classes. You will have at your disposal on of the most comprehensive wealth creation systems for business owners ever devised, a guide that will help you to plan and calculate equity returns from proposed investments. We will define what type of exit strategy is right for you based on your business type so you may gain the freedom to have no financial reliance upon your primary source of income from your current business. As you grow your individual wealth you grow your quality of life.

*Academy members use their CAARS system to choose strategies for profit increase. They then implement them by testing and measuring as they go, updating their profit multiplier with their own figures and releasing capital for asset purchase measuring their equity score as they go.*



## Thrive Level Accreditation and Guarantee



The Chartered Management Institute (CMI)

### Your Course is Recognised and Approved

You can receive optional Accreditation in:

#### Diploma in Leadership & Management - Level 5

- Integrated Assessments
- Independent Assessor Fee Applies
- CPD and Degree Level Credit Points
- Step away from 'Chartered Manager' Status
- Complimentary CMI Membership (MCMI Title)

A Remarkable Guarantee for  
a Remarkable Course:



Because we know the power of this programme and what it can do for you - We promise you that if you follow the processes, it will effectively cost you nothing to attend.

## The 3 Layers of Thrive Level Community Support



## Other Support Tools & Systems



These tools require additional investment.

## Psychometric & Accountability Continual Improvement Tools



## Business Academy 360° Leadership Online Appraisal System

The 360 Leadership Appraisal System, which is anonymous, focuses on providing a rounded view of leadership performance by gathering feedback on an individual from several sources, typically including peers, self, customers, managers, & team members. It provides feedback about leadership skills, performance, working relationships, etc, in comparison to the more traditional appraisal arrangement based on a manager's assessment.



The areas appraised within the online questionnaire can be adapted, though will usually include: Personal Effectiveness, Continuous Learning, Leadership, Innovation and Knowledge sharing, which uses open feedback that considers the following three questions: What should I continue doing? What should I improve? What should I STOP doing?

The Business Academy system will collate the respondent's answers and provide a consolidated report in various info graph and textual formats you can use to create a Personal Development Plan and can be viewed online to share with team members. This is a fantastic tool to generate engagement with your team in conjunction with many of the Business Academy Online Work systems.

## Business Academy Team Profiling Assessment System

Individual team members can contribute to your business, where it is going and how to get there as part of a team. The Online Team Profile questionnaire is designed to help your team members rate their own business in relation to the ideal team they all wish to have. We have identified 25 key areas that contribute to team success in the areas of Purpose and Direction, Team Leadership, Understanding Differences, Communication, Empowerment, Processes, and Relationships. Each designated member of your team will receive the opportunity to complete the anonymous questionnaire where they will answer each statement and rate the business from 1 to 5 relating to whether they strongly agree or strongly disagree with the statement. Providing your team members with such a platform to express their opinions is very powerful and can be used as an opportunity to involve them more in improvement brainstorming and actions, resulting in team members who are motivated to contribute at far higher levels.



## NOVODISC Behavioural Profiling System



**Now You Can DISCover The Ultimate Tool About What Makes People Tick**

NOVODISC is a behavioural reporting system used to describe a person's general approach, including their motivations and dislikes, strengths, and weaknesses, and some of the basic assumptions they make about other people. It can also go far in helping to predict how a person will react in given situations, providing hot buttons for interview and valuable sales negotiation insights...Find Out

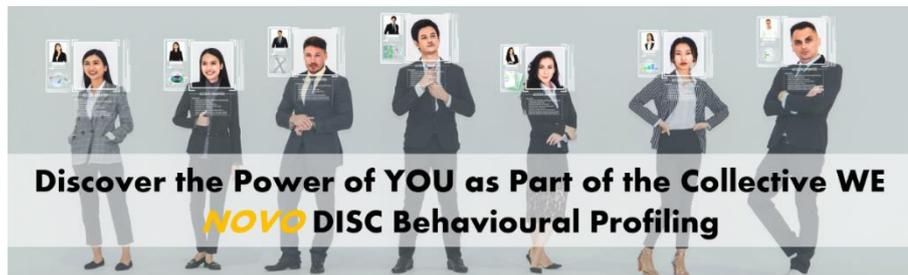
More... [Behavioural Profiling \(fastforwardyourfuture.com\)](http://fastforwardyourfuture.com)..

### BEHAVIOURAL COACHING

The Standard DISC Behavioural Profile is a powerful tool which helps you understand your own behaviour and that of others. It is used to explain your general and management style, advantages, and disadvantages of your communication style, how you make decisions, what motivates you, and how you organize and plan.

### TEAM AND LEADERSHIP COACHING

Get Standard DISC Profiles produced for each of your team members. We then combine the results to produce a Team Report which will allow you to understand the dynamics of your Team and how to maximise your team's potential.



### SALES COACHING

Through understanding your own DISC style salespeople can learn to communicate better and improve your sales relationships. We will teach you the psychology a buyer goes through dependant on their DISC styles and how to adapt your DISC sales style to build quick effective trust and rapport, identify your customer's needs and close the sale.

### RELATIONSHIP COACHING

Relationship Reports are a textual description about the specific relationship between two individuals. It emphasizes the areas of agreement as well as areas of divergence and coaching then allows the pair to form a positive working relationship.

### JOB PROFILE – RECRUITMENT SUPPORT / COACHING

**Did you know that almost 80% of people get hired based on their skills and fired based on their behaviour?** In support of Business Academy AAA Hiring System, we can provide you with a report and knowledge to understand what kind of person is required for a particular job before you hire anyone, creating probing interview questions.... Reduce cost, reduce stress, reduce staff turnover, and end the; "but they seemed the right fit at interview" repetitive frustration.



## The 'Team Alignment' Workshop



The Team Alignment Workshop is an investment available to academy members to collaborate with their teams and engage the three previous systems. It is the perfect platform to review as a team the OCD System, creating an opportunity for all team members to re-align with the organisations goals and culture, as well as with each other.

Transparency and humility are strong leadership qualities and will move individuals out of their comfort zone and into the risk and reward zone. Engaging the 360° Leadership Online Questionnaire, Team Profile, and DISC Behavioural Reports for each participant, provides the platform for honest and open feedback that the business owner or directors can use to better themselves and their relationships with their team.... The outcome is to create a platform for each team member, to improve contribution, enhance and leverage diversity and inclusion at all levels within the business.

Your Business Academy Affiliate Partner can deliver all this' as it is packaged separately from your Thrive Level programme though is congruent with all the Business Academy Systems.

The Team Alignment workshop can be run as a half day or full day (inclusive of DISC) for additional investment from academy members.

## Adapting Thrive Level Workshops to Deliver to Your Team Members



Out with the Team Alignment Workshop almost all the Thrive Level Business Academy Workshops can be adapted to deliver in-house. Now that you have went through the workshop personally, you will realise the benefits of it being adapted to deliver to your own teams, such as Self Leadership, Time Intent, Team Building and Customer Service training. Your Business Academy Affiliate Partner can arrange this for you independent of Business Academy.

## Business Academy - Thrive Level is designed for you to EXPERIENCE 'real world' transformation in:



**Mindset**  
Positive Behavioural Change



**Skillset**  
Business Management Skill



**Actionset**  
Implementation Strategies & Support

### Workshops



- Focus on the Future** - Start With The End In Mind
- Leadership** - Be the Change You Wish To See
- Time Management** - TIME FOR SUCCESS
- Made Simple & KPI** - Know Your Numbers
- Marketing** - How to Buy Customers
- Sales** - The Psychology of Buying
- Customer Service** - The WOW Factor
- Team Building** - Creating High Performance Teams
- How to Invest** - Personal Wealth Creation

### 4 Phase Business Development Model

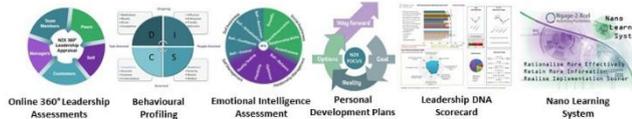
<p><b>Core (Accountability)</b></p> <p>1. <b>Destination:</b> Vision, Goals, Clarity</p> <p>2. <b>Principles:</b> Purpose, Values, Beliefs</p> <p>3. <b>People:</b> Leadership, Growth, Contribution</p> <p><b>Design</b> <b>People &amp; Culture Development</b></p>	<p><b>Foundation (Controlability)</b></p> <p>1. <b>Time:</b> Self, Planning, Delegation</p> <p>2. <b>Operations:</b> Supply, Service, Delivery</p> <p>3. <b>Financials:</b> Margins, Reporting, Analysis</p> <p><b>Plan</b> <b>Strategic Development</b></p>	<p><b>Growth (Profitability)</b></p> <p>1. <b>Marketing:</b> Customer Attraction System</p> <p>2. <b>Sales:</b> Customer Approval System</p> <p>3. <b>Customer Care:</b> Customer Retention System</p> <p><b>Innovate</b> <b>Commercial Development</b></p>	<p><b>Maturity (Sustainability)</b></p> <p>1. <b>Processes:</b> Document, Control, Leverage</p> <p>2. <b>Team:</b> Empower, Reward, Promote</p> <p>3. <b>Wealth Creation:</b> Learn, Invest, Prosper</p> <p><b>Exit</b> <b>Systems Development</b></p>
---	--	---	--

## Business Academy Fast Forward Your Future



**Online Workbooks & Support Systems**

### Psychometric & Accountability Continual Improvement Systems



- Online 360 Leadership Assessments
- Behavioural Profiling
- Emotional Intelligence Assessment
- Personal Development Plans
- Leadership DNA Scorecard
- Nano Learning System

### Resources



- Online Workbooks
- Dropbox Cloud
- Social Media Interaction
- Videos
- Text Buddy System
- Npage eBooks



- Organisational Cultural Development System (OCD)
- Time For Success Workbook
- Leadership DNA Development Needs Analysis
- Customer Attraction & Retention System
- Business Health & Wealth Calculators
- Team Profiling System
- KPI Planning System & Dashboard
- Profit Multiplier & Wealth Creation System

[www.fastforwardyourfuture.com](http://www.fastforwardyourfuture.com)

## Business Academy Fast Forward Your Future