

*Paul Hoyt's "Office Hours" Series*



# THE **Awakened** CEO System

## Office Hours

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# Welcome to Office Hours

- A relaxed, informal mentoring program
- Held every Monday at Noon Pacific Time
- All recordings, slides, and exercises are archived in our member's area
- All recordings are available on my YouTube channel:

[www.YouTube.com/user/PaulHoyt](http://www.YouTube.com/user/PaulHoyt)

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# The Reasons

- Being a successful small business owner can be a great experience!
- It's tough - you need Education, Training, Tools, and Team to be successful
- We want you to get to know us

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# The Reasons

- First and most importantly, we want you to know that we care about you.
- We want you to succeed in every area of your life, whatever that means to you.
- We want you to find the **greatness**, the **happiness**, the **divinity** within yourself, and then remember it, embrace it, and live it every day.

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# Our Passion

To increase the survival rate...

Accelerate the growth rate...

And reduce the struggle rate  
of businesses in America

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# Our Vision...

To help millions of CEOs and  
Entrepreneurs accelerate their business  
growth and enjoy greater harmony and  
balance in their lives

*Please Pass the Word!*

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# Office Hours Agenda

- In depth discussion of a business success principle
- Closing remarks, special offers, and invitation for next weeks session
- Open Q&A and coaching
- Best question or comment wins!

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## Join Us!

- The Awakened CEO Communities on both LinkedIn and Facebook
- Business Success Principle of the Day postings on both Facebook and LinkedIn
- Energy of the Day posting on Facebook

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# Today's Topic:

What's Your Reason?

The Nine C's of  
Entrepreneurship

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# The Key Performance Areas



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# The Key Performance Areas



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# The Awakened CEO System

	Business Growth	Professional Growth	Personal Growth
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# The Awakened CEO System

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# Agenda

- Cash
- Control
- Creativity
- Calling
- Contribution
- Cheers!
- Connections
- Challenge
- Chance
- The Bottom Line

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# Before We Start

- Start with the Why!
- There are a lot of reasons, and some will resonate with you
- For most people, there is a combination of reasons
- And ALL of them are OK!

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# Cash

- Make more money
- Chance for massive wealth
- Quicker path to financial freedom
- Tax benefits
- Build something you can hand down to others
- Income replacement

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# Control

- Be their own boss
- Often have experienced management decisions that have hurt them
  - Reorganizations
  - Reassignments
  - Changes in compensation program
- Safety / Job Security

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# Control

- Make the important decisions
- Freedom and Flexibility
  - Set own hours
  - Go to conferences and workshops
  - Buy the technology they want
  - Work where and when they want
  - Never have to retire

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# Creativity

- Do their own thing!
- Have an invention that just has be made
- Have a book or a message that needs to be shared
- Same with songs, music, art, dance, acting, inspirational speaking, and other forms of self-expression

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# Calling

- Feel like they have to
- Feel like they have no choice
- No other option seems reasonable
- Will hate themselves forever if they don't
- Actually had a vision or a dream
- Received guidance or even a command

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# Contribution

- Want to do “good”
- Want to champion a cause
- Want to give to others, directly or indirectly
- Want to help and serve others
- See a need and want to fill it
- Want to create jobs
- Want to change the world

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# Cheers!

- Seek approval from others
- Be seen as a leader, as an expert
- Pride and self-esteem
- Prove something to others...
- ... and prove something to themselves

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# Connections

- Companionship and camaraderie
- Forming own team
- Working with friends
- Working with family, especially children
- Working with whomever they choose
- Expanding their network

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# Challenge

- Want to take the next step in their career
- They just want to do something hard
- Pride, self-esteem and self-actualization
- They are bored and they want to have fun!
- They want the adrenaline rush
- They want the experience of being an entrepreneur

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# Chance

- They stumble into it and become an “accidental entrepreneur”
- By promotion or circumstance
- Often by the death or departure of the former entrepreneur
- Feel like they have no choice
- Only option available

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# The Bottom Line

- For most people, it's about quality of life
- It's an opportunity for professional and personal growth
- They want the freedom and the flexibility
- Understanding your reasons will really help when it comes to overcoming obstacles
- First the "Why", then the "How"

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# The Awakened CEO System

	Business Growth	Professional Growth	Personal Growth
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# Mindset

- Understand the reasons you are choosing to grow professional and personally
- Understand the reasons you want to grow your business to the size you want
- Any reason is OK, as long as you feel good about yourself
- It's your passion that counts!

	Business Growth	Professional Growth	Personal Growth
Mindset	★	★	★
Methods			
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# Agenda

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# Homework / Exercise

- Review your reasons for starting, growing, and staying in business
- Reflect upon them – dig deep!
- Discuss them with your coach
- Remind yourself of them whenever the going gets tough!

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## Related Office Hours

- 53 – Claiming Your Own Truth
- 61 – The E-Myth
- 63 – Planning Your Exit
- 81 – The Power of Why
- 91 – Emotional Intelligence
- 103 – How to Be a Great Leader
- 129 – Being an Awakened CEO

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# Open Q & A and Coaching – in a minute

- Comments and questions on the topic of the day, then any other issues
- Tell me what your biggest “take-aways” are and what insights you gained from this presentation
- Tell me what you are going to focus on

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# Our Support Services

Service	Teach You	Do It With You	Do it For You
Education	X		
Training	X		
Coaching	X		
Advising / Mentoring	X	X	
Consulting		X	X
Growth Management		X	X

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# Our Support Systems

- Business Growth
- Personal Growth
- **The Awakened CEO System for Integrated Growth**

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# Join Me for An Awakened Conversation

- Next one: November 2<sup>nd</sup> "The Ten Essential Elements of Personal Power"
- Group coaching and mastermind groups are coming too!
- Watch your emails for announcements!

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# Next Office Hours: Oct. 31<sup>st</sup>

- Topic is: Live Group Coaching
- Let me know what topics you would like for me to address: [www.PaulsSurvey.com](http://www.PaulsSurvey.com)
- Do your homework!

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# Open Q & A and Coaching

- Comments & questions on the topic of the day, then any other issues
- **Best question or comment wins!**
- Contact Me at [paul@paulhoyt.com](mailto:paul@paulhoyt.com)  
call or text: 415.997.8001
- [www.SchedulePaul.com](http://www.SchedulePaul.com)

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