



Office Hours



Welcome to Office Hours

- A relaxed, informal, free mentoring program
- Held every Monday at Noon Pacific Time
- The recording will be available online, along with many previous week's recordings
- All recordings will be archived in our member's area



The Reasons

- Being a successful small business owner is a great experience!
- But it's tough - you need training
- I want you to get to know me
- I care – I want you to succeed!



Agenda

- In depth discussion of a business success principle
- Closing remarks, special offers, and invitation for next weeks session
- Open Q&A



Today's Topic:

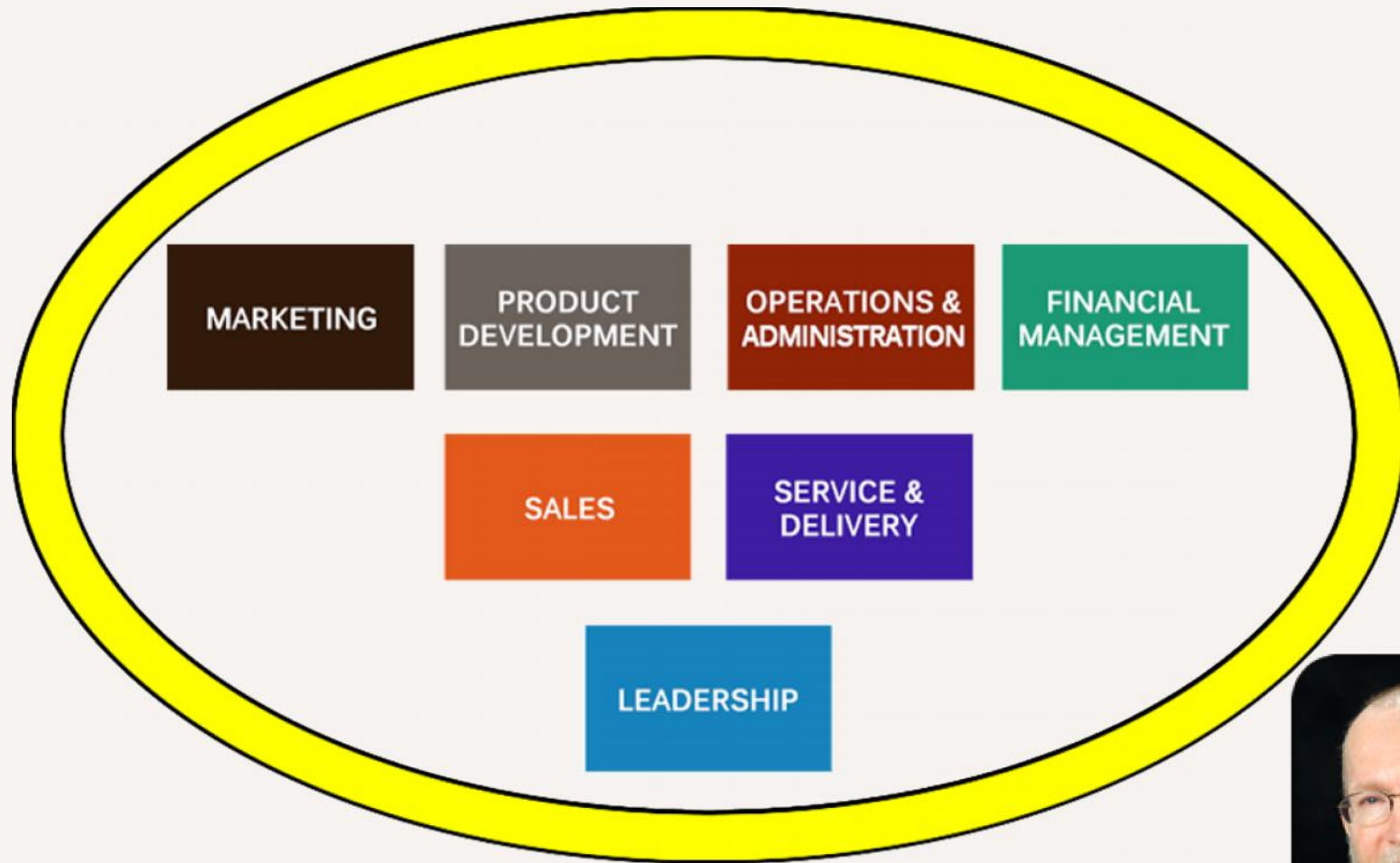
- Old Dog, New Trick –
Accelerating Your Learning!



The Key Performance Areas



The Key Performance Areas



Agenda

- The Challenge of Learning
- The Learning Formula
- The Learning Curve
- Forming Habits
- Levels of Competence
- Steps to Learning
- The Learning Pyramid



We Are Learning Machines!

- “You have the astonishing power, the magnificent capacity, to learn and grow and transform. You have been learning skills, languages, and attitudes both consciously and subconsciously from before you were born. You are learning right now and you will never stop learning. Repetition and passion combine to give you the glorious ability to condition yourself to become the person you want to be, through the power of your Mind, and through the power of Controlled Thought.”

(Remember, Paul Hoyt, 2005)



The Challenge of Learning

- There's a lot for small business owners to learn!
- A lot of times, they don't know what they don't know until there is a big problem!
- They almost always take the job without knowing what the job is, and without being trained for it

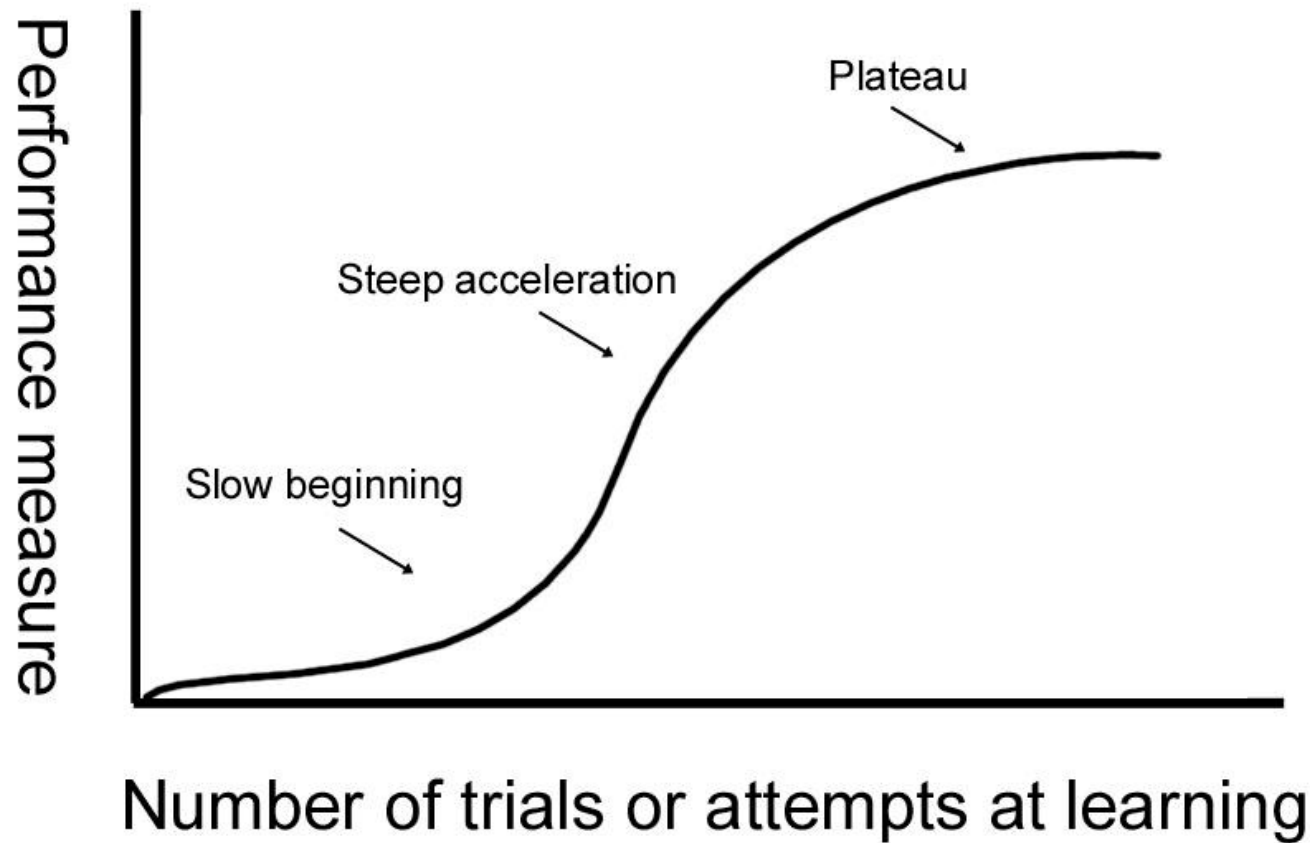


My Learning Formula

- Subconscious Learning Potential = Faith * Focus * Repetition * Passion²
- You have to have a little of each!
- Ideally, we have
 - Tremendous Faith
 - Great Focus
 - Many Repetitions
 - Powerful Passion

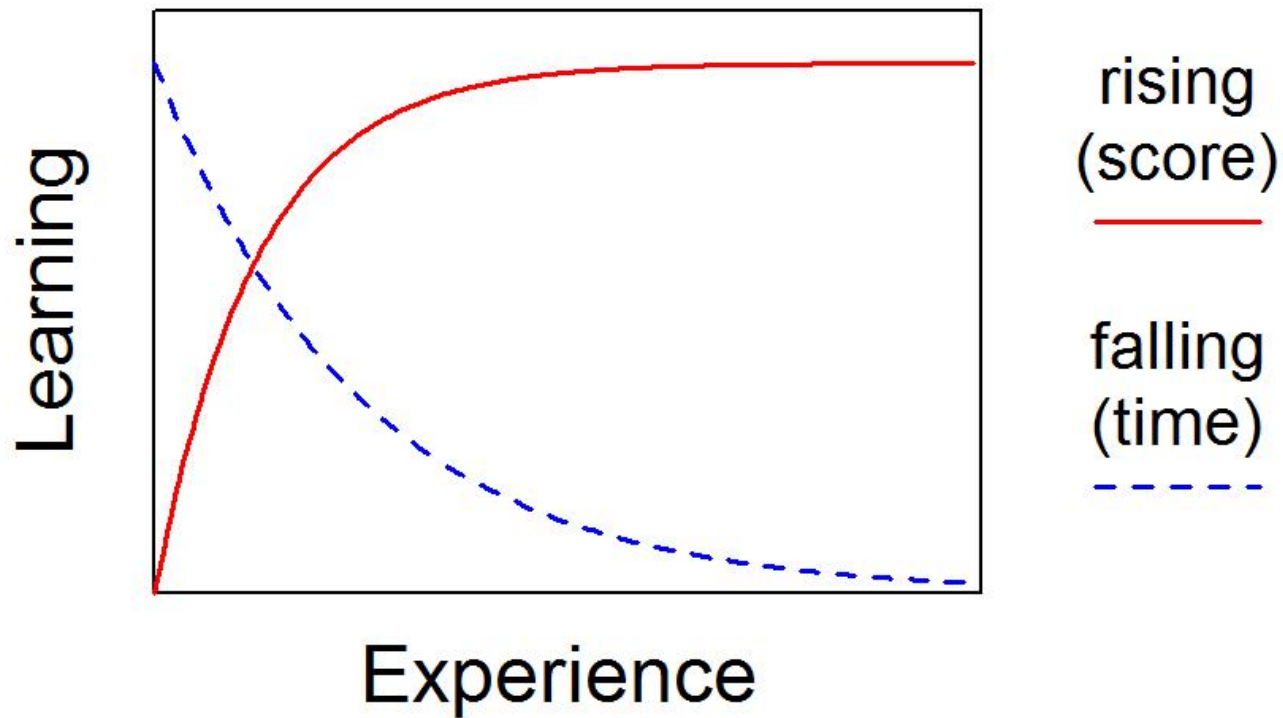


The Learning Curve



The Learning Curve

Rising and Falling Metric



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Drawn with 'R' using R-studio



Levels of Learning

- Knowledge
- Skill Set (Applied Knowledge)
- Mind Set (Integrated Skill)



Forming of Habits

- Phase One: The Honeymoon
 - It's easy!
 - Make rapid progress

(Jason Selk, Forbes, 4/15/13)



Forming of Habits

- Phase One: The Honeymoon
- Phase Two: The Fight Through
 - Recognize
 - Ask “How will I feel when I do this?” and “How will I feel If I don’t?”
 - Life Projection: “How will I feel in 5 years?”

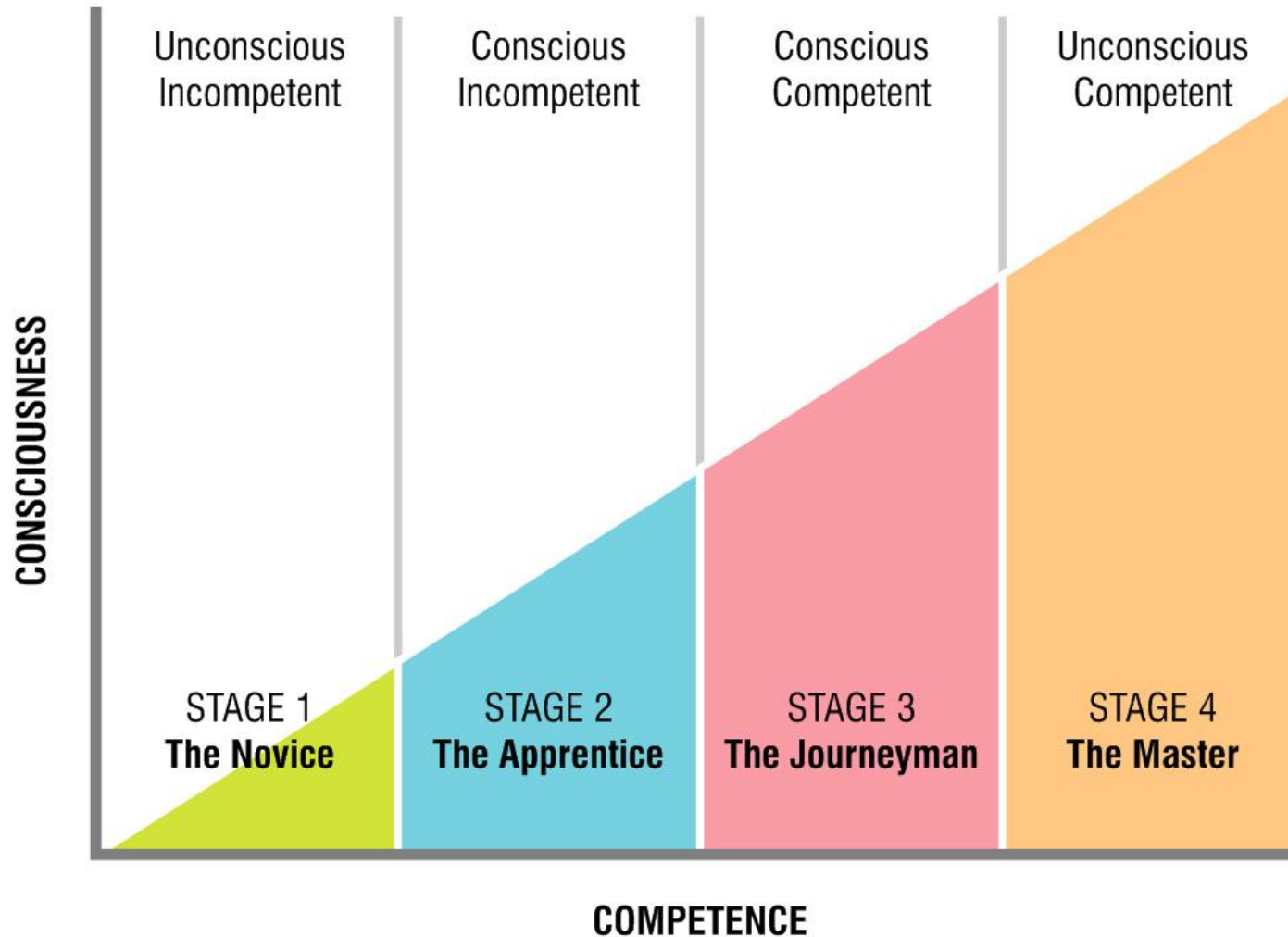


Forming of Habits

- Phase One: The Honeymoon
 - Phase Two: The Fight Through
 - Phase Three: Second Nature
- Watch Out For:
- The Discouragement Monster
 - Disruptions
 - The Seduction of Success



The Four Stages of Learning

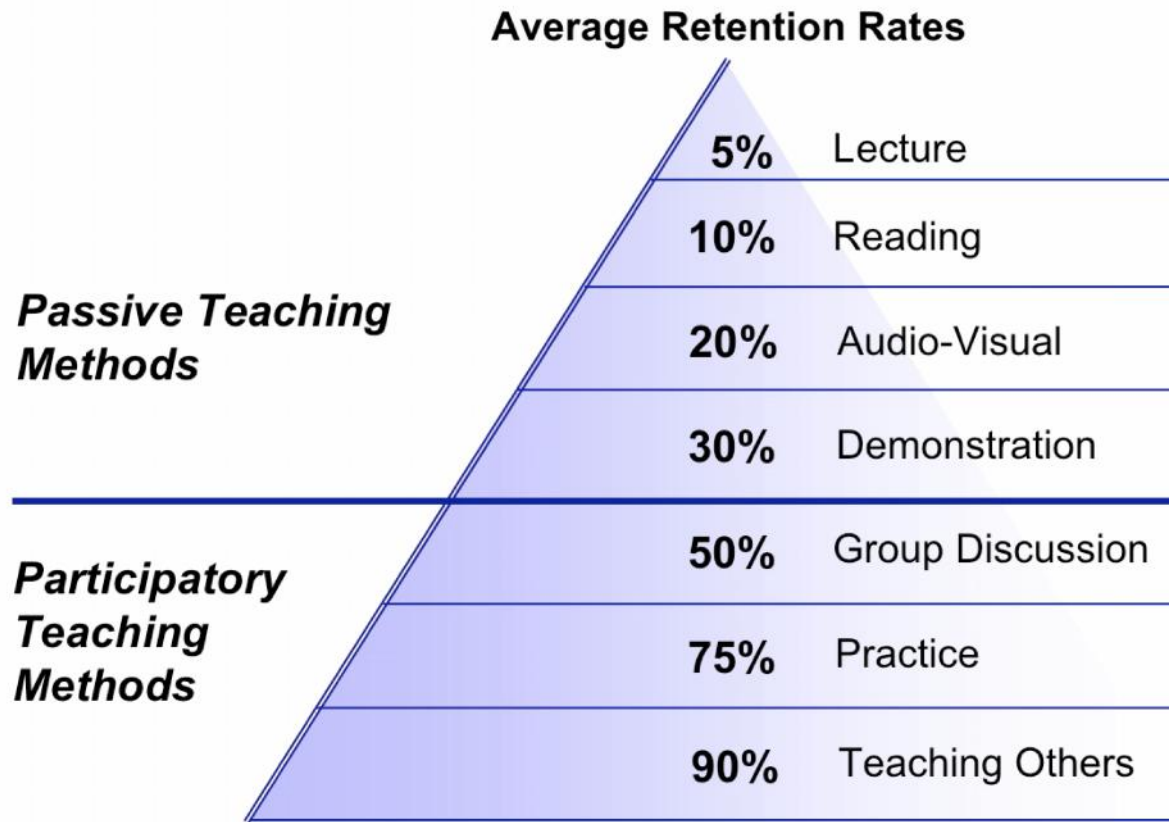


Steps to Learning

- Become aware of it
- Consider it
- Try it
- Practice it
- Own it



The Learning Pyramid*



*Adapted from National Training Laboratories. Bethel, Maine



Challenges to Learning

- Fatigue
- Time of Day
- Hunger
- Dehydration
- Distractions
- FEAR!



Facing Your Fear

- Stretch
- RISK!
- **DIE!!!**

(Rhonda Britten,
The Fearless Living Institute)



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Homework / Exercise

- Study the ways you learn best
- Observe where you are on the learning curve
- Get someone to lecture, to discuss, to show you how
- Teach someone else



Open Q & A – in a minute

- Comments and questions on the topic of the day
- Any other issues



Closing Remarks

- Invitation to join “Paul’s Tribe”
 - a Skype Group
 - Skype Address: paulhoyt
 - Information is private
- Connect with me on Facebook
 - Get your Energy of the Day!



Study!

- Watch the Business Survival Boot Camp
 - Learn key survival strategies
 - Learn about Business Complexity Profiles
 - ... and much more
- Watch other Office Hours recordings
- Then purchase and study
Beyond Business Survival



Beyond Business Survival

- Critical small business owner training
- “What you need to know when you’re the CEO”
- If you don’t get the training you need, you will make a lot of critical mistakes that will **slow you down** or **shut you down!**
- This program can save you \$10,000, \$20,000, \$50,000 or more!



Services

- Available for group coaching, private mentoring, strategic plans, business plans, and financial models
- Programs start at \$200
- Available for radio interviews, webinars, teleseminars, with a very generous affiliate program in place



The New Year is Almost Here!

- 2013 is almost gone!
- Offering a day-long virtual workshop for creating your Annual Action plan for 2014
 - Saturday, January 11th
 - Saturday, January 18th
- Go to www.AnnualActionPlan.com



Success Between the Spaces

- The next CEO Space Business Growth Conference is March 23-30th , 2014
- This cycle, I am introducing a new Group Coaching and Masterminding program
- 13 sessions to keep the momentum up and help you make Amazing Progress!
- Go to www.SuccessBetweenTheSpaces.com



Next Monday

- Topic is: TBD
- Let me know what topics you would like for me to address: www.PaulsSurvey.com
- Watch Business Survival Boot Camp in the mean time
- Do your homework!



Open Q & A

- Comments and questions on the topic of the day
- Any other issues
- Survey: www.PaulsSurvey.com

Contact Me at paul@paulhoyt.com

call or text: 415.997.8001





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