



Business Owners' Group...

It's like going to the gym to work on "\$20K problems" (where the idea of working on \$20K problems is notional...) the value of what you'll be working on will depend on the scale of your business with bigger businesses solving bigger numbers, smaller businesses - smaller ones. Bottom line is you'll be working towards building your Ideal Business. "The Local Business Network" meets regularly every fortnight. The Meeting Schedule alternates between 3 formats:

Three Formats Are...



ClassRoom Meetings: are business education workshops with the focus on Best-Practise, Fastest-Fix, Latest-Tactics that solve common \$20K problems in the three parts of business where money is made or lost: Sales & Marketing, Margins and People (Productivity). There are also 2 planning workshops; one at the start of the calendar year and again mid-year. In each session you'll get a workbook with step-by-step instructions to take away with you to implement into your business.

BoardRoom Meetings: are where you work peer-to-peer with other business owners (your "Board") on solving \$20K problems using our famed "Menu of \$20K Problems" (yep, there's a menu for that!). Each of the items on the menu has the power to substantially shift your business towards your Ideal Business when they're resolved. This is where you'll work with your "board members" to fix \$20k problems so you can implement solutions into your business between BoardRoom meetings.

WorkRoom Meetings: are practical hands-on Implementation Sessions to make sure your Business Development strategies are BANKABLE. All practical, no theory, no filler, just the raw materials you need to build the systems you need to get

your business making you more money. You'll get tried and tested Worksheets that make implementing change into your business easy and practical.

Attending A Business Owners Group...

The purpose of regularly attending fortnightly meetings is to connect with other business owners and work towards building your Ideal Business. This means working together on opportunities and problems that are worth substantial sums of money when resolved successfully. We use tools such as the "\$20K Problem Menu" to help identify opportunities and problems with businesses that Members work on resolving. The key outcomes that we want you to achieve are:

1. Working towards your Ideal income from your business so that you're well paid for the risks you've taken
2. Working towards you having sufficient freedom from your business so that it's less dependent on you
3. Working towards you building your business to its Ideal scale



and size in order for your business to be a valuable asset

What Business Owners Are Saying...

- “My business pays me more when I solve problems that cost my business a lot of money...”
- “Because I have limited time outside my business my time away needs to be worthwhile; solving problems with a group is high value to me...”
- “Great to have dedicated time to work “on” rather than “in” my business...”
- “It’s easier to work with other business owners on business development rather than doing it myself...”
- “I want to speed up the process of building my business...”

- “It’s a great opportunity to gain new relationships with other business owners...”
- “I know I’ve got substantial opportunities in my business and I want to capitalize on them...”

Ron Schalkwijk

☎ 021 08863379

✉ ronschalkwijk@tlbn.net.nz
