

Coach Your People

Chasing money does not create wealth. Develop your people, form a focused, high-energy environment and the rest will follow.

Step 1: Create and sustain enthusiasm

Step 2: Positive energy will spread from your group to your clients and beyond

Step 3: Quality of the work experience becomes extraordinary

Step 4: Leads to financial success

How to coach:

1. You must create positive energy and excitement everyday
2. Listen deeply and reflect back
3. Be a hassle absorber, not a hassle creator
4. Help solve issues, get your hands dirty
5. Ask for their input and advice
6. Show gratitude and approval
7. Set goals and help achieve them
8. Remember: Don't abdicate and scold, start delegating and appreciating!

BOSS = BROKE

COACH = CASH