

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

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