



Live with confidence

BlueStar Conference

Think Small and Grow Big @michaeljordaan

Financial Planning | Retirement | Insurance | Health | Investments | Wealth | Credit









THE RED CAR THEORY







Ideas are just a multiplier of execution.

To make a business, you need to multiply the two. The most briliant idea with no execution is worth \$20 or less.

	Idea	Execution	Worth
Awful	-1	\$1	-\$1
Weak	1	\$1.000	\$1.000
So-So	5	\$10.000	\$50.000
Good	10	\$100.000	\$1.000.000
Great	15	\$1.000.000	\$15.000.000
Brilliant	20	\$10.000.000	\$200.000.000

Everyone has 10 ideas a day.

The difference is coming from those who are executing them.

- Smaller teams are better
 - Faster decisions, fewer meetings, more fun
 - No need to chop up work for political reasons
 - No room for mediocre people (can pay more, too!)
 - Large-scale engineering projects are more soluble in IQ than they appear
 - Many tech companies are 2-10x overstaffed



NUTRITIONISTA NYC®

UNKNOWN

The reasonable man adapts himself to the world; the unreasonable one persists to adapt the world to himself. Therefore all progress depends on the unreasonable man.

Server bereit ban





GOOD
HABITS







Which Model is best for Your Business

One-Time vs Recurring Payment





Employee Net Promoter Score





% Promoters

% Detractors



Promoters

Possives

Detractors





Time Management Matrix

URGENT

URGEN

2

- Charles Color
- emergencies
- pressing problems
- deadline-driven projects
- last minute-preparations

 preparation, planning, prevention

NOT URGENT

- values clarification
- capability improvement
- relationship building
- true recreation/relaxation

3

- interruptions
- some callers, some mail
- some meetings
- many pressing matters
- popular activities

4

- busy work
- trivial activities
- some calls/emails
- escape activities
- time wasters

NOT IMPORTANT

MPORTANT

URGENT

NOT URGENT

MPORTANT

DO

(Important + Urgent)

SCHEDULE

(Important + Not Urgent)

IOT IMPORTANT

DELEGATE

(Important + Not Urgent)

ELIMINATE

(Not Important + Not Urgent)

- 1 The main goal is to win
- 2 Founder Mode cannot be taught
- 3 Delegate AND Micromanage
- 4 Good judgment is a must
- 5 Avoid hiring the Incompetent Leader
- 6 Hire leaders who love winning
- 7 Be very allergic to Optics
- 8 Be careful what you incentivize (because you will surely get it)
- 9 Fix your weaknesses
- 10 Get really good at messaging









