



# Gold Medal Leadership

*Turning Leaders Into World Champions*

with **Laura Armstrong**

Module 2 – Where Are You Now?

## Agenda

1. Let's Evaluate Where You Currently Are In Your Business?
  - Was this surprising to you?
  - Staying relevant to you clients is really important!
  - Compared to last week, what insights did you have from being the world champion of your business to where you are now?
  - Is your path any clearer?
2. Business Leadership

What does your leadership look like presently?

- Is it your Passion and why? What drives you?
- Do you have a team? Do you train them? Is it duplicatable?
- Are you on the path to being that “go to” or team leader? What do you still need to do.
- Are you leveraging enough social media
- What more do you need to excel in your leadership?

Do you currently have any goals you want to reach?

- What are they?
- Do you have a mission and/or a vision?
- What do you want out of your business?

What do you offer?

- What is your product, service or offering?  
I am not sure what that means – can you clarify?
- Do you have your current target market defined? What is a target market?
- Can you convey to someone what you sell and the benefits of that? Have you taught that to your team?
- Do you recruit?

Are You Supported Enough in your Leadership?

- Do you currently work with a mentor?
- Is your leadership duplicatable?
- Is there enough training? What does that mean?

### 3. Financial Position

What are the different Revenue Streams you Have?

- Do you have one or more?
- What are examples of alternate revenue streams
- Some revenue streams are working better than others – the best fit!!!
- Are you open to opportunities and is there a theme to them?

What are you doing for passive Income?

- Do you have passive income?
- What would represent passive income?

Is your income enough for you to thrive and not just survive?

- What did you assess about your current financial situation?
- What would be enough? And how do you know it would be?
- What would it feel like? What would you have to shift about your mindset?
- Have you implemented a plan to change this?

### 4. Personal Perspective

What does your family life look like – your relationships?

- Are your relationships good? Are they supportive enough?
- What needs to improve? What is amazing right now?

How does your Living Situation look?

- Are you happy or do you feel trapped and it needs to change?
- Do you love your location?
- Is it your ideal living situation – what could improve on it?

Where am I in My Personal Journey?

- What does Abundance and Prosperity mean to you?
- Do you believe in Personal Growth? What courses/info have you done?
- What is your point of view about money?

### 5. Organizational Outlook

How are you spending the majority of your time?

- Do you consider your self organized? If not why? What are you doing to change this?

- Do you break things down into increments – family, work, relaxation, organization?
- Do you have enough downtime?
- Do you plan and/or prioritize?

#### Collaboration /Communication

- Do you collaborate with others on your business?
- How are your communication skills? Are you recognizing what you have to say and how to say it to certain people?
- Do you actively listen and watch when communicating?

#### Mental & Physical Organizational Skills

Mental - This goes far beyond being able to think in a logical and orderly way. Mental organizational skills allow you to research and analyze situations, prepare documentation, or think strategically among others. Thanks to your analytical skills you can adopt a methodical approach to solving problems. Here's a list of some of the most important mental organizational skills:

- Administrative
- Analyzing
- Assessment and evaluation
- Attention to detail
- Conceptual
- Creative thinking
- Critical thinking
- Decision-making
- Documenting
- Identifying problems
- Research
- Strategic thinking

Physical - Being able to keep your workplace well-organized is also important. If you can't find necessary documents, office utilities or your computer desktop is so cluttered that you don't remember what your wallpaper looks like, your workflow will catch a hiccup. Here's a look at a couple of skills that fall into this category:

- Filing
- Office management
- Record keeping
- Stock inventory

#### 6. Impactful Contributions

##### Are You Involved in Any Charities or Philanthropic Activities

- If so what type and why are you involved?

- What is the reason you got involved? Is it one of these: Tax Deduction, Boosts Morale, Community or Increased Marketing
7. Conclusion
- Now that you know where you are now – are you willing to take a look at how to be so much more and what might be getting in the way of that?