# SESSION 5 – Time Management/Real Business

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## You Own A Real Business

## One of the many benefits is the **nominal** **cost** of entry.

## This can also be a **detriment** too.

## Because many people do **not treat** it as the **professional** business it is.

## You Have A Million Dollar Image …

* Without investing **Tens** of **Millions** of your personal money.
* Joe Urso and Bill Coyle are **astute** and **proven** business leaders.
* You have 100’s of employees who provide:
  + **Legal Compliance**
  + **Accounting**
  + **Manufacturing**
  + **Customer Service**
  + **Research and Development**
  + **Much, Much More**

## Real Businesses Have Business Hours

* Treat it like a **hobby** – get **hobby** results
* Treat it like a **business** – get **business** results
* You must have **business** **hours** and **work** your business

## How To Build A Business Without Sacrificing Your Entire Life

* Everyone has the **same** **amount** of hours.
* **Even billionaires**!
* You have all the **time** you **need** to build a successful business.

## Finding Time To Build A Successful Business

* 7 hours to sponsor one person into the business
  + **21** hours per month to sponsor **3**
* 2 hours per placement to share the technology
* **24** hours per month to place **3** units per week
* 1 hour per support call
* **20** hours per month to stay plugged into **support** **calls**
* **65** total hours per month or **15.12** hours per week!

## I’m Busy, Do I really Have Time?

* Sleep 8 hours per night = **56** hour per week
* Go to J.O.B = **52** hours per week. (including 2 hours/day commute time)
* Building your business = **15** hours per week
* That leaves you **45** hours per week

## It’s Easy When You Understand A Few Fundamental Principles

* What gets **scheduled** gets done
* **Focus On The Important Few**!
* Is this **important** or is this **urgent**?

## What’s Important To You?

* **God**
* **Family**
* **Career**
* **Health**
* **Fun**
* **Vollara**

## The Next 5 are My Best 5 Session Will Help You Design Your Life Including Getting Into The 7K Club