

It takes a village to provide great leisure/lifestyle services



This presentation

OUR PURPOSE

Purpose and outcomes
Our goals and drivers
Common issues
Finding the right resources
Getting to Yes
Action Item



COMMON PROBLEMS IN OUR PROGRAMS



Make a list

**WHAT DO YOU WANT MORE OF IN
YOUR PROGRAMS?**

A large, empty rectangular box with a thick blue border, occupying the central portion of the slide. It is intended for a user to write or list their responses to the question above.

Make a list

**WHAT DO YOU WANT LESS OF IN
YOUR PROGRAMS?**



Make a list



Getting asked to do jobs that aren't yours?

Getting asked to do the elusive "more"..?

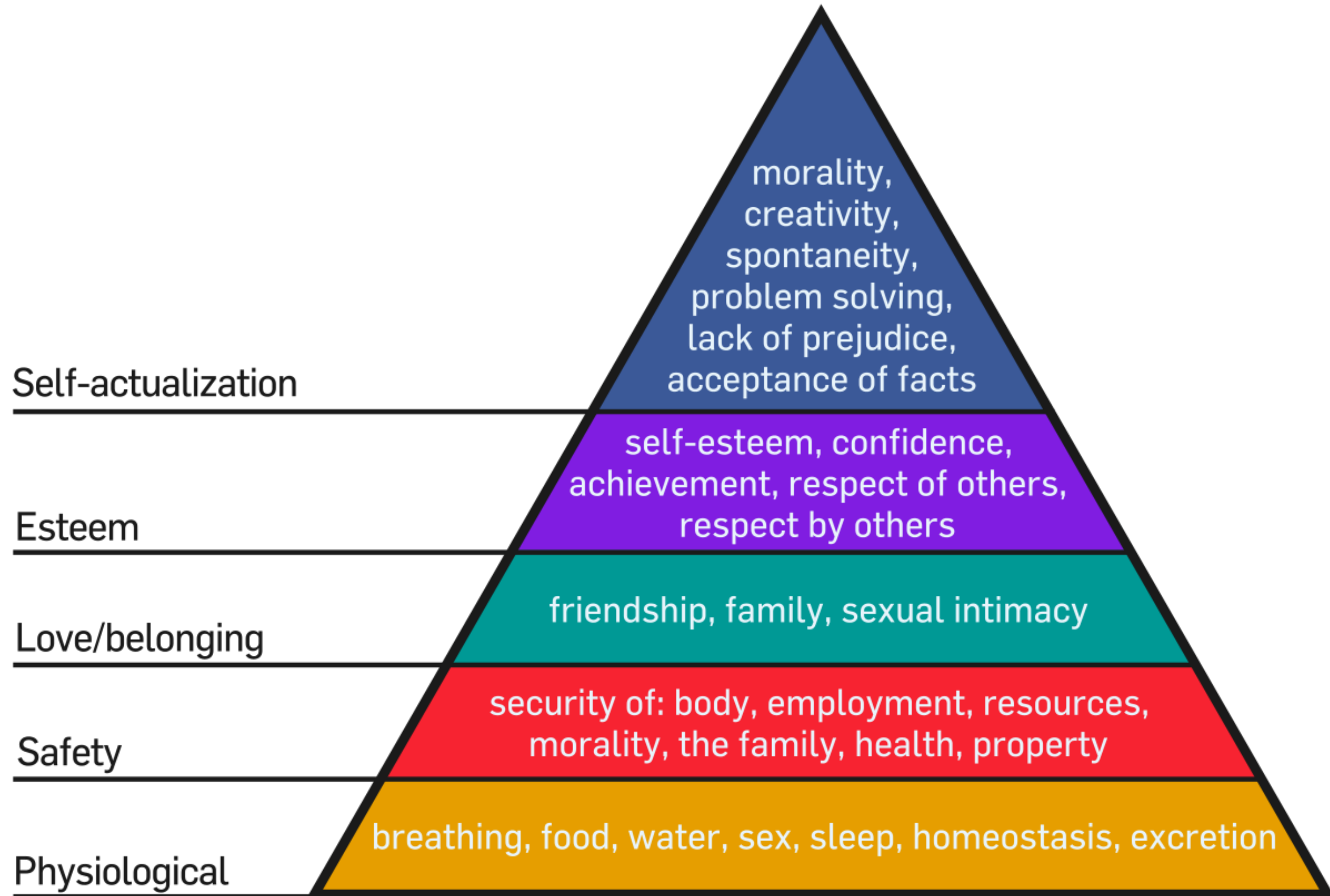
Getting asked to do things in our spare time?

Spending your time trying to find funds or stretch a dollar?

Your time spread too thin?

Common Patterns

TYPICAL DAY





"Can you do this too?"
"Have you got a minute?"
"When you're free"
"After you've done that"

Common Stories

TYPICAL DAY

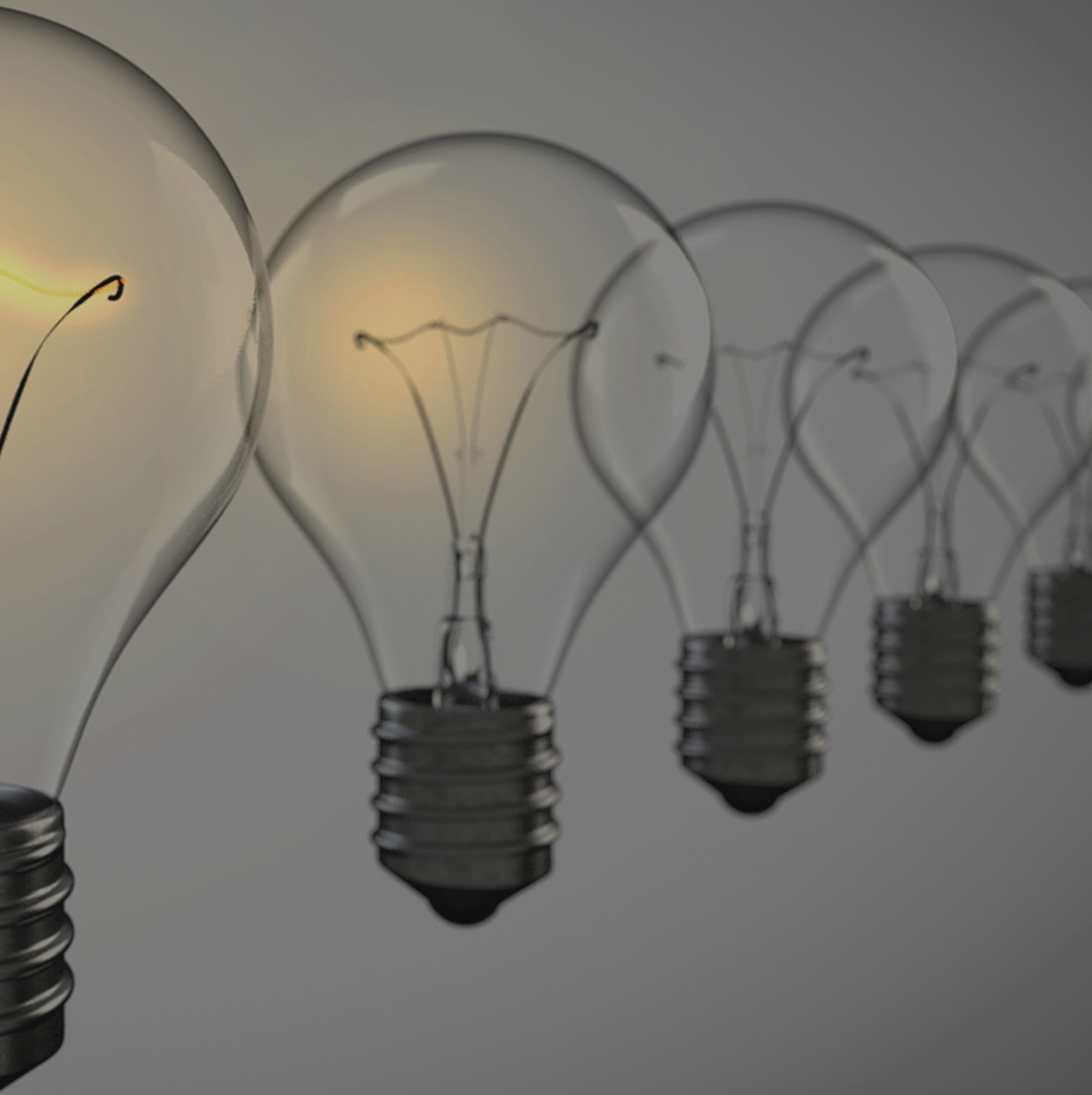
WHY DOES THIS HAPPEN?



THESE ISSUES

*Are a lack of
resources*

RESOURCES



*“It’s not a lack of
resources, its a lack
of resourcefulness”*



MORE TIME

More staff, less tasks



MORE MONEY

more funds more staff



MORE SUPPORT

More staff, more
recognition, more
acknowledgment, more
help!

We want

MORE FOR OUR CLIENTS

We are the leaders



We need others buy-in..

GETTING TO YES

Building the village..



It's all about people

TIME

Who approves time, staffing budgets?

MONEY

Who approves budgets, makes financial decisions?

SUPPORT

Who can offer support, who needs to say yes, who can offer value?

WHICH RELATIONSHIPS CAN WE LEVERAGE?



Three Pillars to Resourcefulness

DECISION

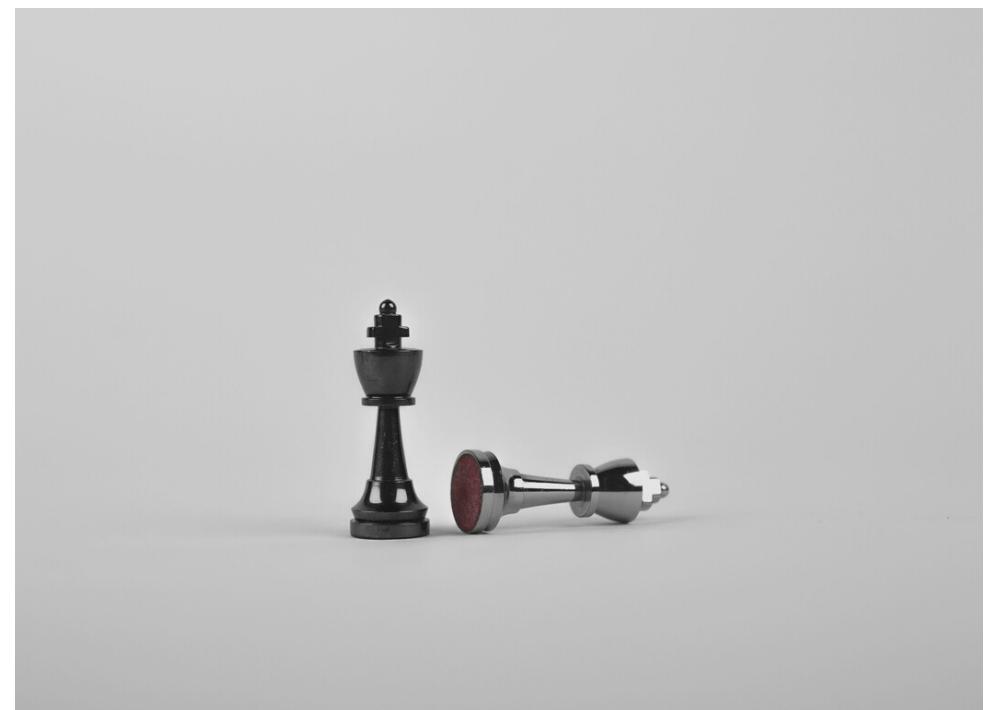
Making the decision to make a change

EMOTIONS AND STATE

What is driving us? How are we showing up?

STRATEGY

Which strategies do you need and are you going to use?



TAKE THE TIME



Finding the Win-Win-Win!



IRRESISTABLE
OFFER







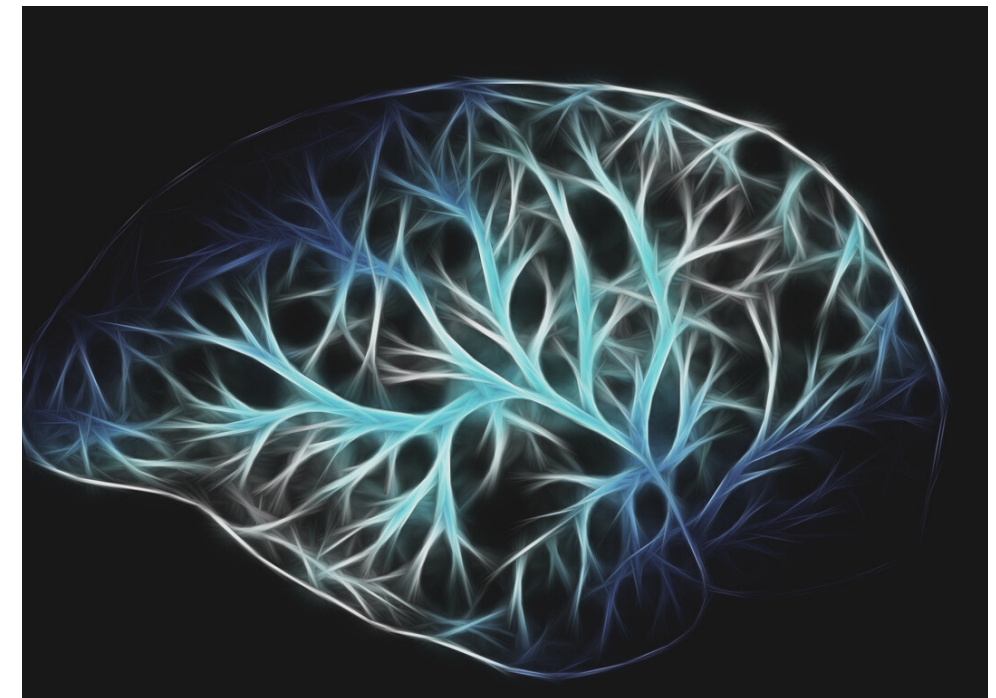
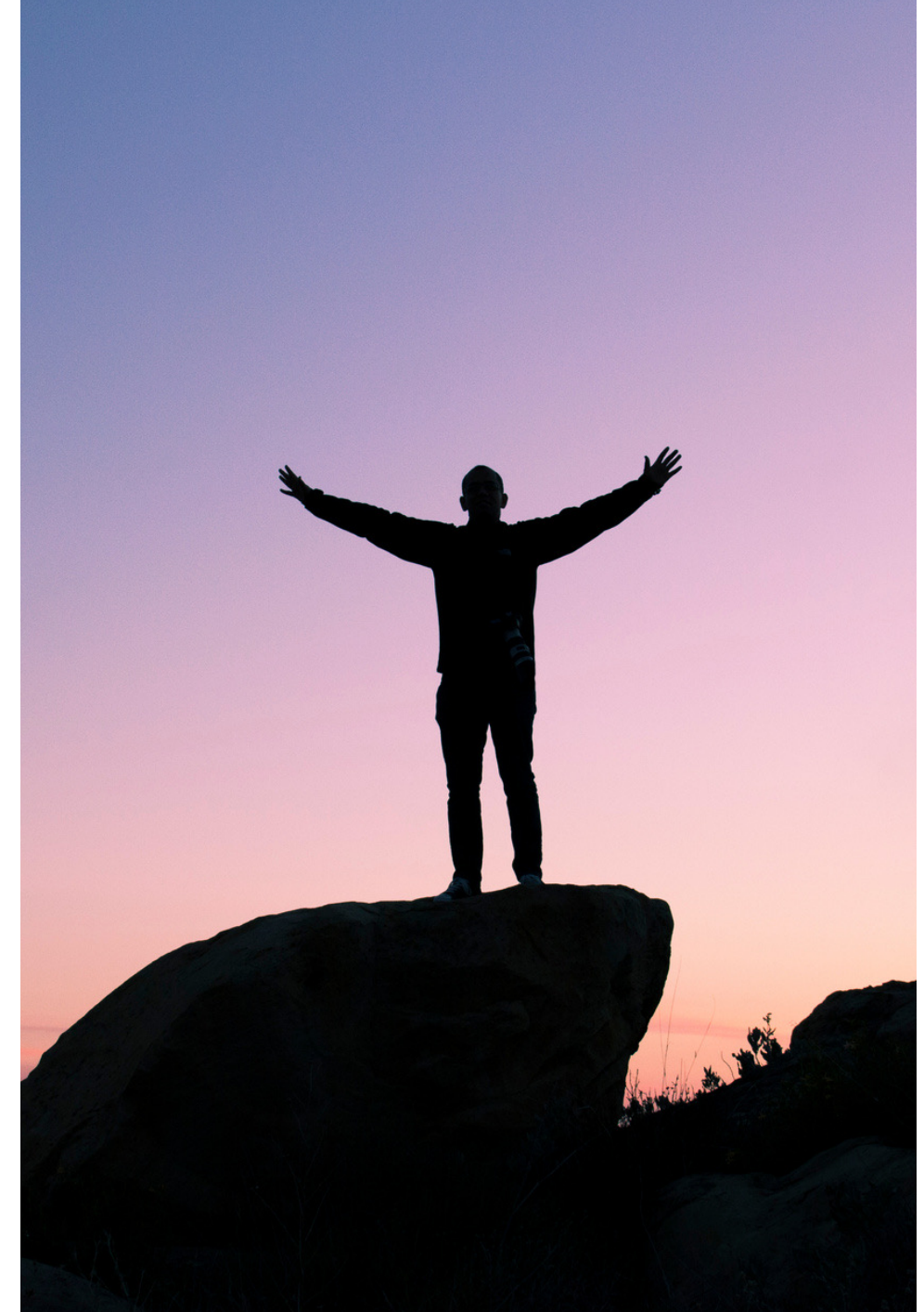


**HOW CAN WE MAKE IT A WIN WIN WIN?
AND
AN IRRESISTABLE OFFER?**



Our State or Emotions

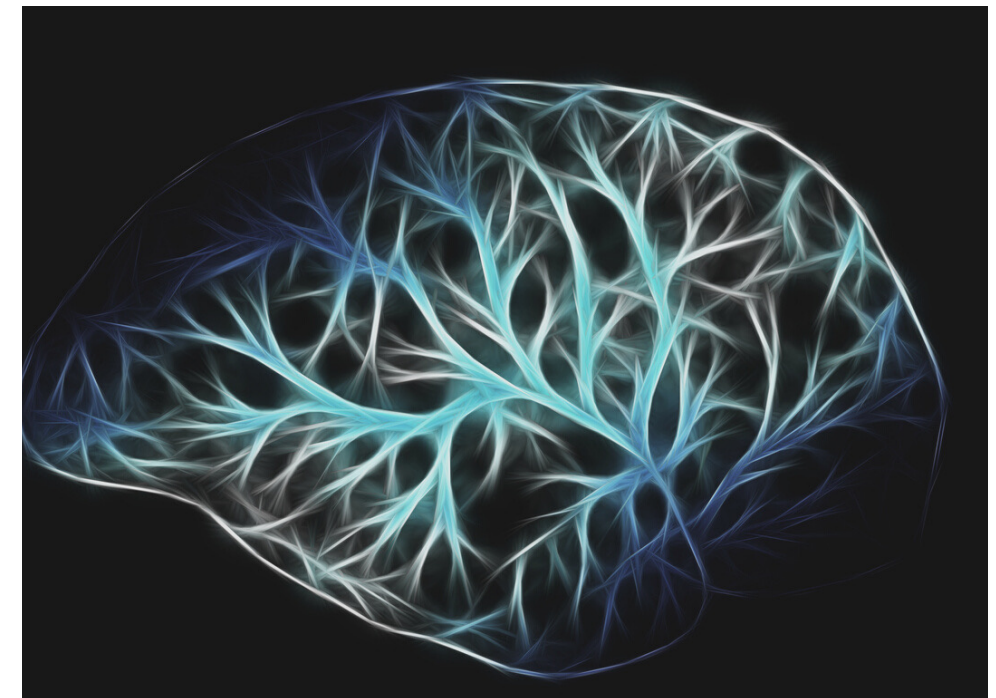
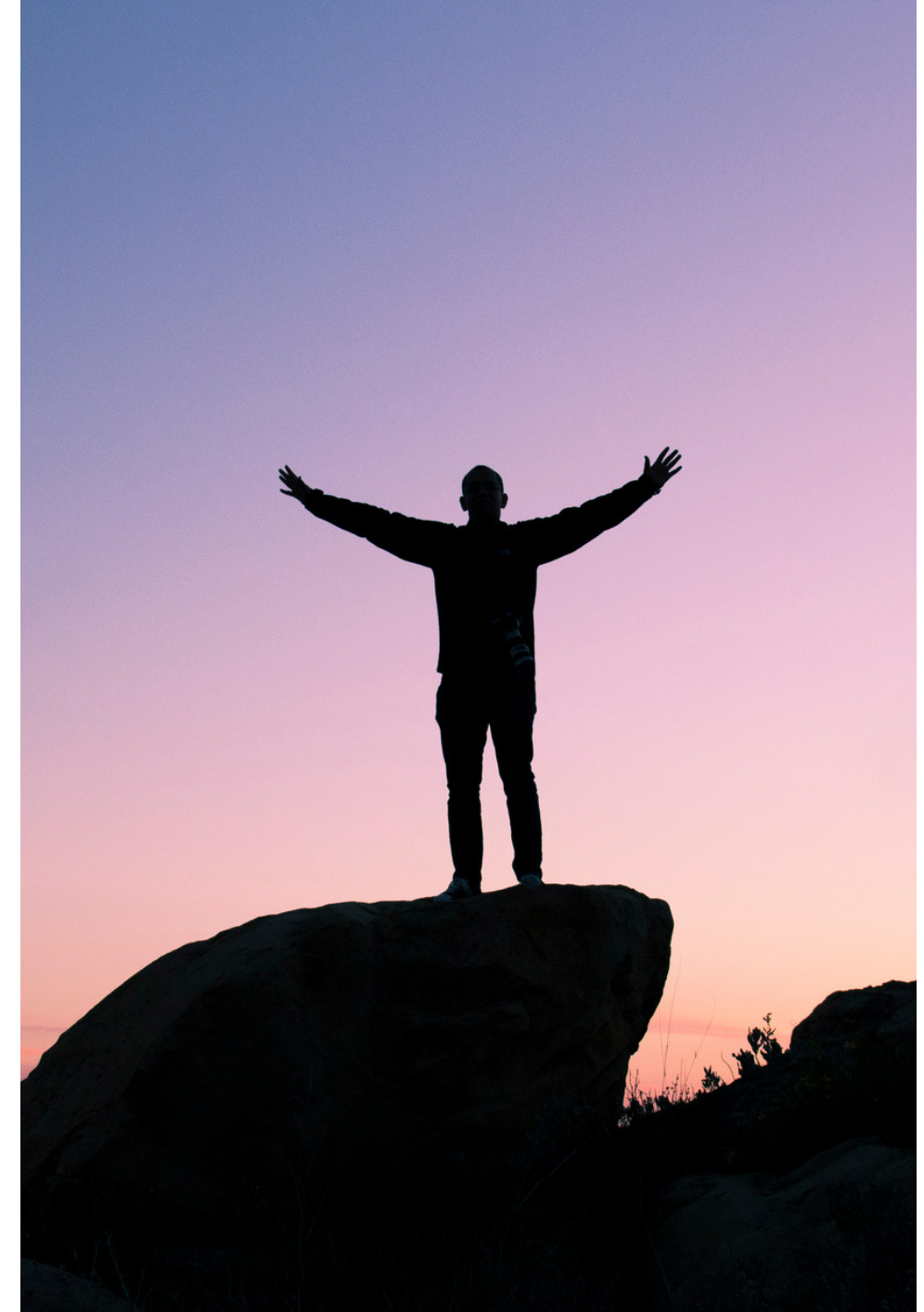
WHAT PEAK STATE ARE WE USING



Our State or Emotions

WHAT PEAK STATE ARE WE USING

Focus
Physiology
Language



WHAT STATE ARE WE USING?





00:02

HAPPY

Three Pillars to Resourcefulness

DECISION

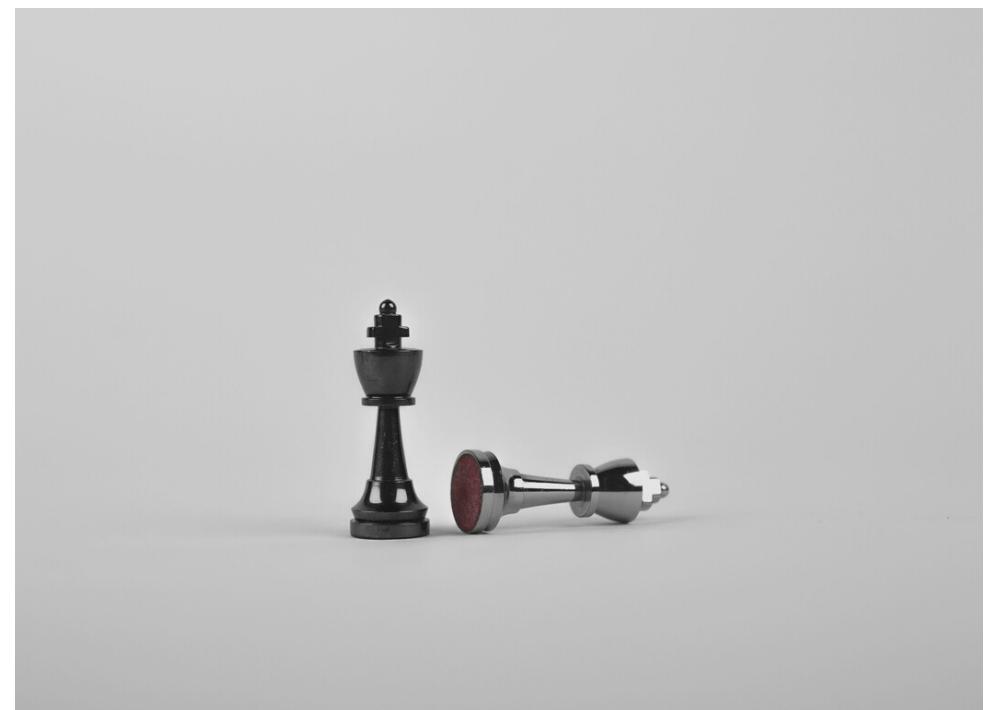
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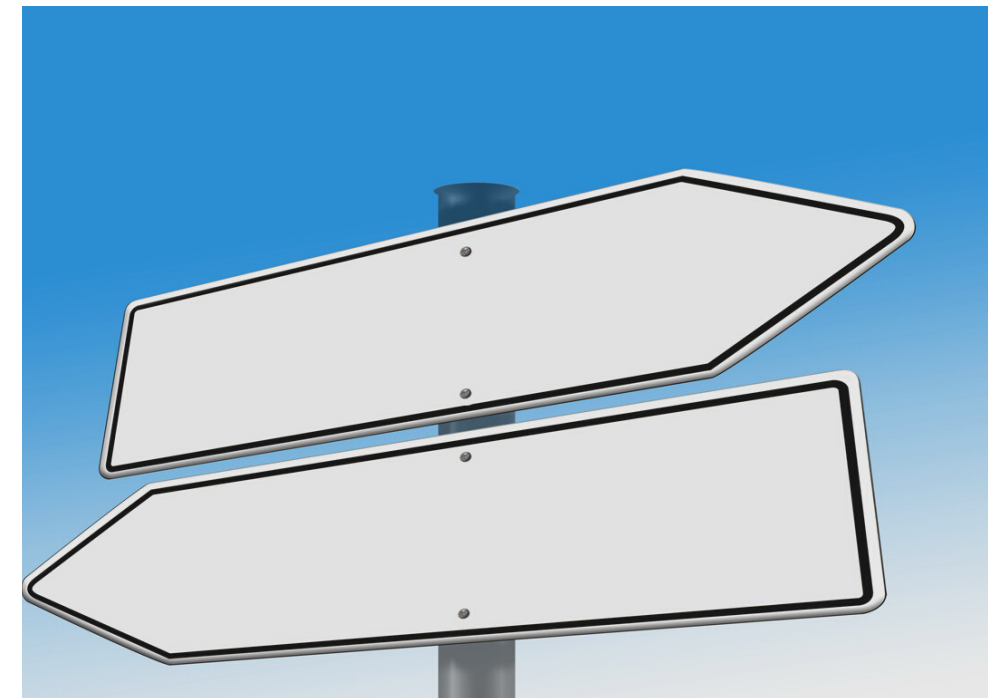
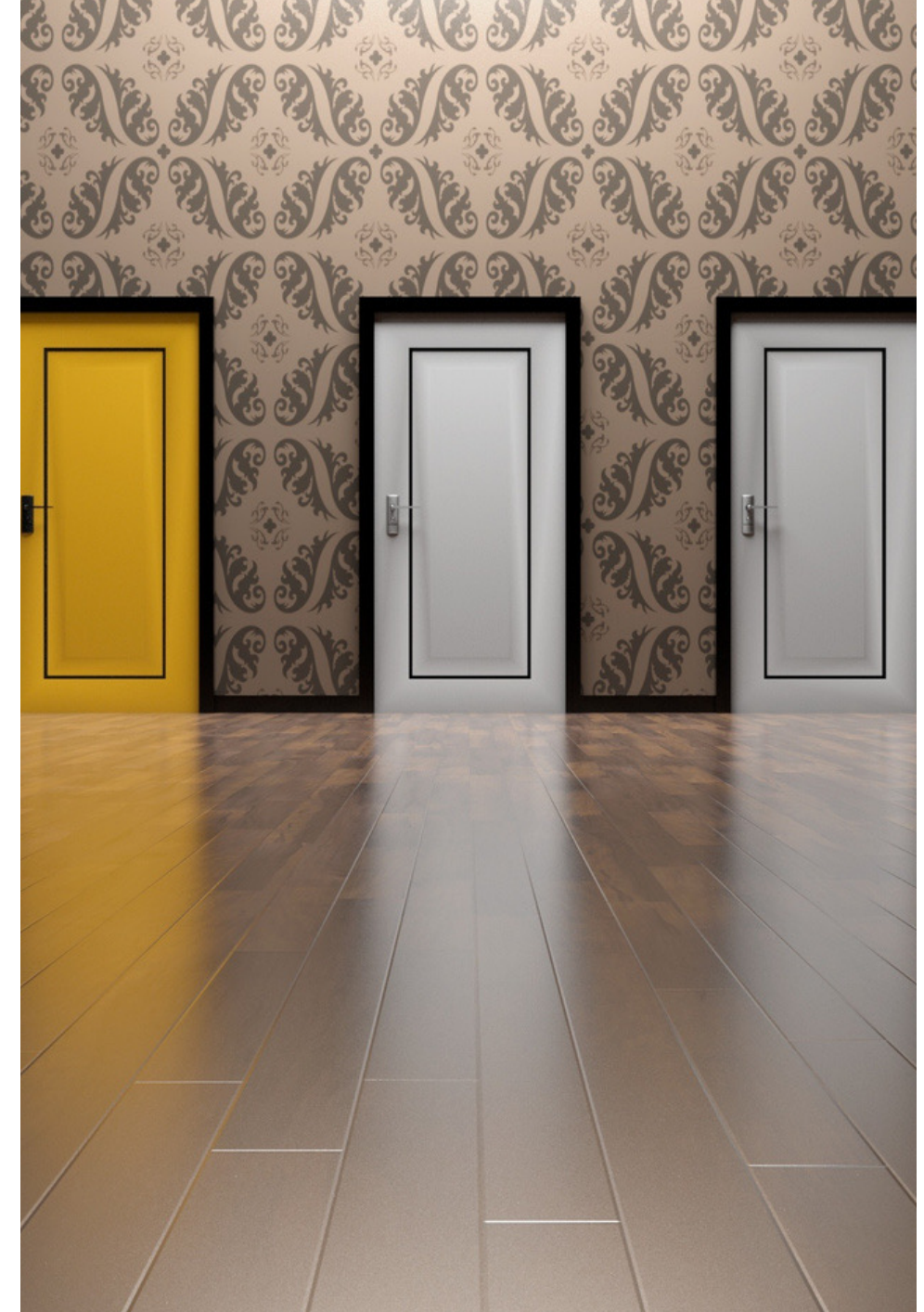
Which strategies do you need and are you going to use?



Our decisions

WHAT PEAK STATE ARE WE USING

Raising your standards
Choosing your goals
Being an idealistic realist

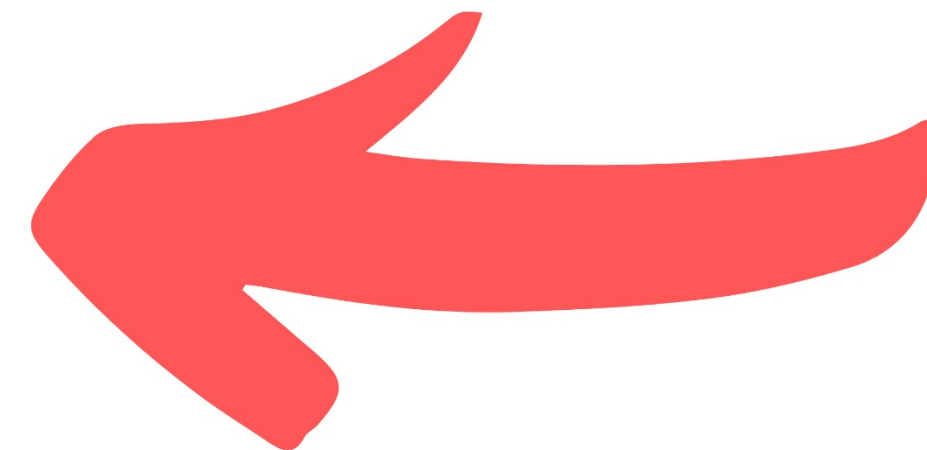


DECISION TIME
WHATS OUR NEXT ACTION?



Free success strategies

Scan now!



Thank you!