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9 Week Implementation Program

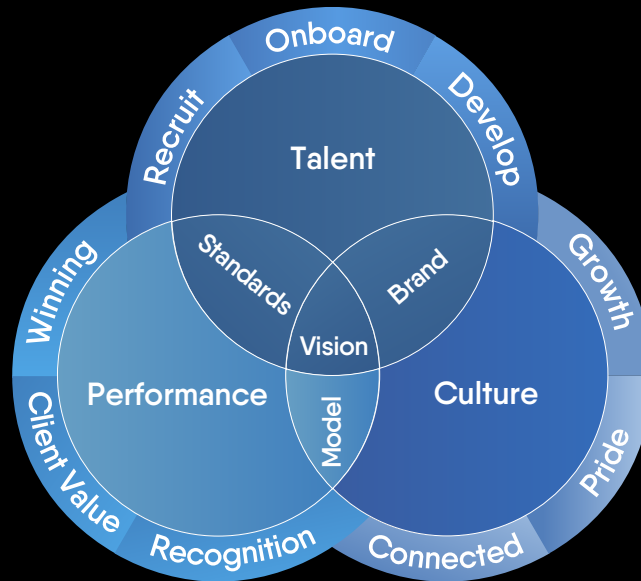
- Week 1 – The Vision Accelerator
- Week 2 – Building a Performance Culture
- Week 3 – The Talent Build System
- Week 4 – The Power of a Playbook
- Week 5 – Accelerated Performance
- Week 6 – Accelerated Coaching
- Week 7 – The Service Accelerator
- Week 8 – Unlocking Leadership 2.0
- Week 9 – The Final Integration

#BizRE

THE BUSINESS OF REAL ESTATE 25
10TH ANNUAL CONFERENCE

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The Business Amplifier



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3 R's

- Renumeration
- Rewards
- Recognition

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Recognition

Catch people
doing things right!

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Recognition

1. Specific
2. Timely
3. Achievability
4. Intangible
5. Unpredictable

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A graphic featuring the word "MOMENTUM" in large, bold, black letters. Each letter is suspended by a thin white string from above. Below the word, the phrase "Momentum is your best friend!" is written in a white, sans-serif font. The background is a soft, glowing gradient of light colors.

M O M E N T U M

Momentum is your best friend!

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A photograph of a Qantas Boeing 747-400 aircraft in flight, banking upwards. The aircraft is white with a prominent red kangaroo logo on the tail and "QANTAS Spirit of Australia" written on the fuselage. The background shows an airport tarmac with other planes and buildings under a clear blue sky.

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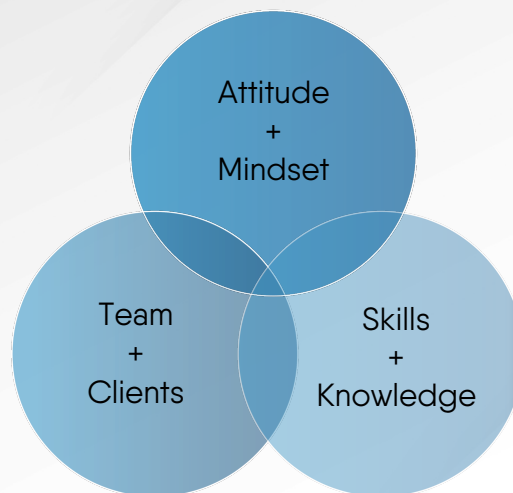
Rule of 3's

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The Performance Accelerator



The Performance Leader
by Michael Sheargold

LEAD • MANAGE • COACH

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Role Levels

3. Elite Performers

- You're better than that!

2. Rising Stars

- You can do it!

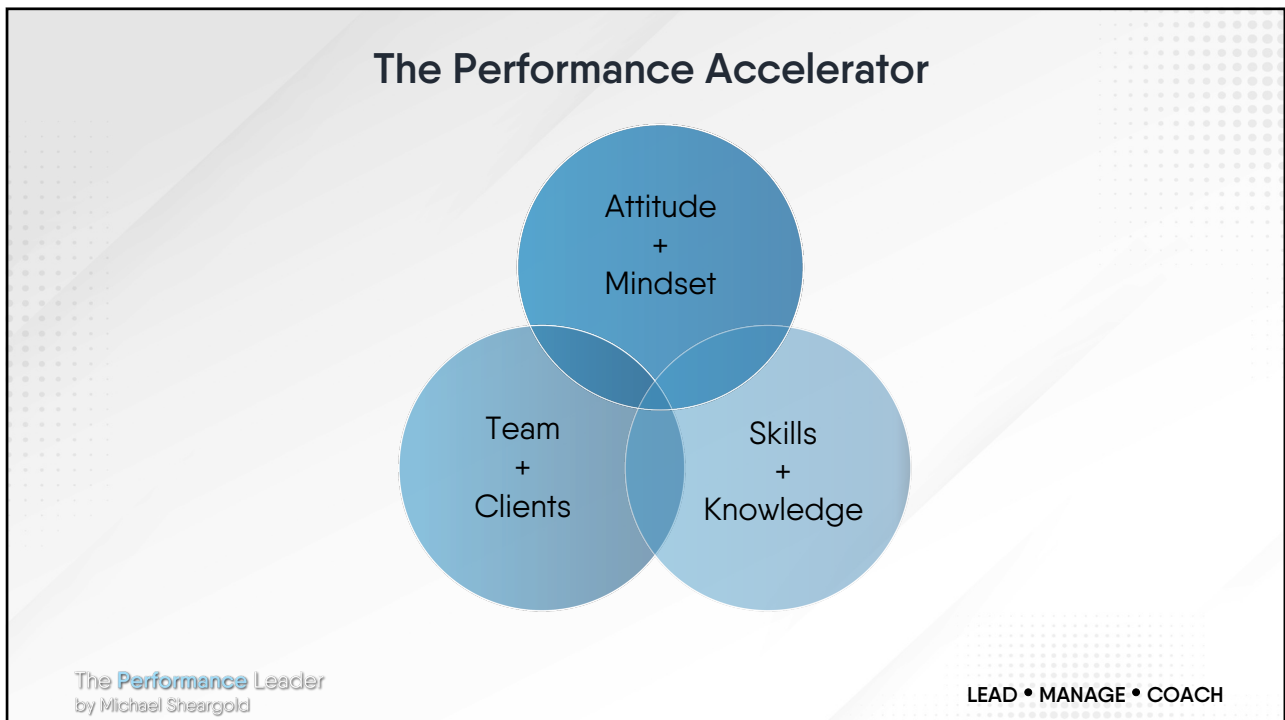
1. Launch

- All you need to do is!

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The Performance Accelerator

Attitude & Mindset	Skills & Knowledge	Team & Clients
	Level 3	
	Level 2	
	Level 1	

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PERFORMANCE PLAN

Start

Stop

Continue

KEY NOTES

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THE PERFORMANCE BUILDER SYSTEM™

NAME: _____

DATE: _____ REVIEW: _____



THE POWER OF AN IDEA IS IN ITS IMPLEMENTATION

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THE PERFORMANCE BUILDER SYSTEM™

LEVEL 3 ELITE PERFORMER – Momentum + Building		
Attitude + Mindset	Skillset + Knowledge	Team + Client
LEVEL 2 RISING STAR – Reliable + Valuable		
Attitude + Mindset	Skillset + Knowledge	Team + Client
LEVEL 1 LAUNCH PROFESSIONAL – Foundations + Essentials		
Attitude + Mindset	Skillset + Knowledge	Team + Client

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Monthly Commitment Board

Team	Commitments
John	
Sharon	
Peter	
Sue	

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