

Boost Business Results with Full Spectrum Business and Company Development

Print & Sign | Boost INDEX – (Owner Implementation) then (Manager-Team Member Induction) – 20220630(9) BBRLIB

Commitment #1:

Immediately you conclude a Task (#1 to #26), please WRITE an email to your Supervising Manager (or your FS Boost Coach) ... noting your (1) questions, (2) comments, (3) observations, and (4) feedback ... SEND this BEFORE... you begin the next task

Commitment #2:

ONE subject per email, with the Subject line clearly showing the task number and then a brief description of the task.

Commitment #3:

Team Members will have a weekly 20-minute (+/-10 m) check-in with their Supervising Manager and/or the business owner.

START – CLICK HERE

Boost

Business Results

that's exactly what we do!

T: 1300 720 123

INDEX Legend... | Task: 18... | Link: 18: | Lesson: 4 -----Viewing TIME 1st page ~6-hours viewing 2nd page ~12-hours viewing -----If you get stuck on any part of this, please reach out at that time to: don@boostbusinessresults.com.au -----

1...

A Call to Action... bring your team together... Introduce how we'll all work together implanting "Full Spectrum Inside" – it's not on any one person's shoulders – it's a team effort! It's a journey... so, ... here we go...! (1-1: Video Duration: 9m 49s | Create a TEAM) ...

Reality check... If what I've been doing had been working, I wouldn't be in this conversation now! It's TIME to check-in with myself and FOCUS

My transformational thinking...
if I continue to do the same things I've been doing, and if I'm expecting a different result, that's insanity...!
So, "for things to change, first I must change" ...
Then... "if it is to be, it is up to me! "

Full Spectrum
inside

Full Spectrum
Inside
We have Quality
and Excellence
Inside!

1-2: Our Home page... ..

1-3: Our Principles... ..

1-4: Our Brand... ..

1-5: Our History... ..

1-6: Our Qualifications... ..

1-7: Our Master Coach... ..

Intro to Full Spectrum Company and Business Development ...

Full Spectrum Business Principles ...

Alex Alexander, Founder, Full Spectrum ...

Our history and Roots (FYI) ...

Our Education Accreditation ...

Don Farnden, Lead Master Coach, Mentor and Facilitator ...

“Intro to Self-Paced DIY [Owner Implementation] and [Manager Induction] video” NEXT, Please watch this... | 1-8: Video Duration: 10m 24s |

2...

Attend (Watch) the "[Full Spectrum Introduction]" seminar 2: Video Duration: 48m 25s |

3...

Learn the Business Mantra... Understanding this is Key ... (3: Video Duration: 3m 15s)

|→ Stake Holders Direct CEO |→ CEO leads Managers |→ Managers organise People |→ People work Systems |→

|→ Systems run Business |→ Business serves Customers |→ Customers provide the \$s |

Stake Holders	direct	CEO	Strategic Intent
CEO	leads	Managers	Strategic Intent + Core Purpose
Managers	organise	People	Company Organisation (Map)
People	work	Systems	Job Agreements + Full Spectrum Leadership + FS Supervision
Systems	run	Business	Systemise the business
Business	serves	Customers	Business Systems
Customers	provide	the \$s	Business Standards (Deliver on Your Promise, On-Time, Every-Time)

4...

4: Video Duration: 8m 43s) Learn about the House of Business and Company Development... | ... Innovation is KEY...

5...

5: Video Duration 5m 31s | How Memory Retention Works

6...

6: Video Duration: 12m 16s | How Results Are Achieved

7...

7: Video Duration: 3m 36s | Doing Things with Intention

8...

8: Video Duration: 7m 37s | Understanding the Communication Matrix

9...

9: Video Duration: 51m 18s | The Business Model Is Just a Formula

10...

10: Video Duration: 2m 17s | Lessons from Geese...

11...

11: Video Duration: 11m 32s | Lessons in Leadership Simon Sinek - Do You Love Your Wife?

12...

12: Video Duration: 37m 40s | Business Toys with Steve & Craig...

13...

13: Video Duration: 16m 26s | --- THE ZOO --- | Imagine your business to be a "zoo"... Let's find out... Who's Who at the "ZOO"...? |

|*| When = now |*| Where = the "zoo" |*| Who is at the "zoo" ...? |*| What does Who do at the "zoo"? |

|*| Why does Who do that at the "zoo"? |*| And How does Who do that at the "zoo"? |

Let's all get a "ticket" to ride on the "Company Development" TRAIN ... and go to the Chinese Dragon Boat marina ...

Some-time after that we can go down to the wharf and check-out the Aircraft Carrier ... first, the expert systems \\then, the expert people!

©2022 Boost Business Results: DIY FS OWNER Implementation | | and then | | FS MANAGER Induction

Full Spectrum INDEX

14... The lesson SUMMARY and REVIEW process... | 14: [Video Duration: 7m 52s](#) |

Access each of the 'lessons' (from ... 1 to 11) using the Links in each lesson ...

- a. ... read the introduction written in italics on the front cover
- b. ... read the last paragraph in the body of the lesson workbook
- c. ... finger through the lesson Workbook, checking out all notes, diagrams, and highlighted items
- d. ... skim through the lesson Worksheet(s) in the back of the workbook, or the lesson Workbook (if it is a separate document)
- e. ... watch the associated Boost Camp Workshop video
-
- f. ... review what has been implemented in your business for each of the lessons listed (from ... 1 to 11) below

15... 1 Review 15: [Topic 01-0200 Statement of Strategic Intent](#) . [Video Duration 32m 59s](#) | [Setup & implement approx.: 15h](#) |

16... 2 Review 16: [Topic 02-0500 Organisation \(Map\) Chart](#) – pointing out that the business is apart from the owner, not a part of the owner ... (... like the sculptor and the block of raw clay). [Video Duration: 49m 39s](#) | [setup & implement approx.: 15h](#) |

17... 3 Review 17: [Topic 05-0300 Job Agreement](#) , and the five component parts – specifically the signature page! (... This is NOT an "Employment Agreement") [Video Duration 45m 44s](#) | [setup & implement approx.: 15h](#) |

18... 4 Review 18: [Topic 02-0600 Quantification](#) – the key to unlock problem areas in your business at an early stage and ideally, before they become a (big, or bigger) problem. Quantification is the small hinge that swings big doors --- and --- understanding that innovation is "incremental improvement over time" [Video Duration: 19m 35](#) | [setup & implement approx.: 10h](#) |

19... 5 Review 19-1: [Topic 2-0200 Systemisation](#) define a BUSINESS system [Video Duration: 34m 21s](#)
see the dish washing system (see diagram on p10 for)
and then... if it is not written it is not real!
Review 19-2: [Topic 2-0300 Business Systems](#) ... [Video Duration: 37m 23s](#) | [setup & implement approx.: 10h](#) |

20... 6 Be Amazed at this [employee acquisition and training system](#) | * | recruit and hire the-best! ... starting with the FS 12-step process...
Review 20-1: [Topic 05-0100 Getting Great People](#) | [Video Duration: 1h 20m 57s](#) | and then...
Review 20-2: [Topic 05-0101 Recruiting and Hiring Workbook](#) , | [Video Duration: 32m 17s](#) | plus...
review these effective systems for recruiting, hiring, induction, training (staff + managers), and for exit... then...
Review 20-3: [Induction Mind Map - the humane systems behind this amazing Recruitment Tool](#) [Video Duration: 13m 49s](#) | [setup & implement approx.: 25h](#) |

21... 7 Review 21: [Topic 02-0100 \(No Blame\) System-First Problem Solving system](#) – PERSON systemic thinking – Examples (12 at least) must be... Single, Simple, Specific, Small | [Video Duration: 36m 40s](#) | [setup & implement approx.: 10h](#) |

22... 8 Review 22-1: [Topic 01-0100 Core Purpose \(including the Core Purpose Workbook 01-0101\)](#) | [Video Duration: 1h 24m 58s](#) | and discover the power of your Core Purpose, then...
Review 22-2: [Topic 1-0102 Life-Time Goals](#) – Maslow's Hierarchy of Needs: Self Actualisation | [Video Duration: 56m 05s](#) | [setup & implement approx.: 10h](#) |

23... 9 Review 23: [Topic 03-0100 FS Supervision](#) PDMs (Personal Development Meetings) meetings 1:1 starting from the top and working down... and introduce PDM #0 refer to [Topic 03-0100 FS Supervision](#) Pgs9-10; then pgs. 7-8. [Video Duration: 21m 26s](#) | [setup & implement approx.: 10h](#) |

24... 10 Review 24: [Topic 3-0200 Company Meetings](#) (Company Development Meetings CDMs), the agenda structure (1. recap completed – 2. recap WIP – 3. introduce new before next meeting) keeps everyone on the same page ☺ | [Video Duration: 28m 02s](#) | [setup & implement approx.: 10h](#) |

25... 11 Review 25: [WORKING in SMALL GROUPS](#) | with [Topic 01-0130 The 4-Essential Leadership Capabilities](#) ... a 4-page summary to bring everyone 'on to the same page' ... strengthening the idea of successful Leadership and understanding that...
Management is a combination of both... Administration (aka Systemisation) and Leadership (aka Communication) | [Video Duration: 11m 43s](#) | [setup & implement approx.: 20h](#) |

Management = (Administration) + (Leadership)

1 to 5 Administration / Expert Systems

6 to 11 Leadership / Expert People with Expert Communications

To be even more effective, and
to continuously attain premium results within standard,
we must be organised (Strategic Intent, Org Map and Job Agreements), and
combine both systemisation and leadership...



26... Review 26: | [Mantra: Learn Do Teach](#) **Get More Life!** We use this **Boost Mantra**... | [Video Duration: 5m 28s](#) |
learn/ do/ teach from the TOP, DOWN... embed this culture into your business and into your people within...

- 1. LEARN it
- 2. DO it
- 3. then TEACH it...
- 4. Once you teach it, you will UNDERSTAND it
- 5. and when you understand it, you will begin to OWN it...
- 6. and once you own it, you will LIVE it you will Get More Life!

LEARN | DO | TEACH | ∞ | UNDERSTAND | OWN | LIVE

QR Video Links and Resources

Boost Business Results .com.au

1-1 A Call to Action



1-2 Boost Home Page



1-3 Boost Principles



1-4 Full Spectrum Brand



1-5 Full Spectrum History



1-6 Full Spectrum Qualifications



1-7 About Don Farnden



1-8 DIY Self-Paced
OWNER: **IMPLEMENTATION**
MANAGER: **INDUCTION**



2 Full Spectrum
Introduction Seminar



3 The Business Mantra



4 The House of Business and
Company Development



5 How Memory
Retention
Works



6 How Results are Achieved



7 Doing Things with Intention



8 Understanding the
Communication Matrix



9 The Business Model is Just a
Formula



10 Lessons From Geese



11 Lessons in
Leadership



12 Business Toys



13 Who's Who at the Zoo



14 The Lesson Summary and
Review Process



15 Statement of Strategic Intent



16 Organisational Map



17 Job Agreement



18 Quantification



19-1 Systemisation



19-2 Business Systems



20-1 Getting Great People



20-2 Recruiting and Hiring
Workbook



20-3 Mind Map



21 System-First Problem Solving
system



22-1 Core Purpose



22-2 Life-Time Goals



23 Full Spectrum Supervision



24 Company Meetings



25 Working in
Small Groups



26 Boost Mantra - Get More Life

