

Year Three Program

Accountability

As you now know, there are four phases to your learning and development in the Business Finishing School Program.

Year one of BFS is focused on Foundational Business Principles. Year two is dedicated to accelerating your business learning. In year 3, you will focus on Accountability, in all aspects of your business and personal life. Below is an outline of the year three curriculum.

Please note that - as long as you are a BFS member - all of your previous modules, including all year one and year two modules - will be available to you. Keep in mind, you may want to revisit old modules, i.e. when you have a need to hire a new staff member for example, or to brush up on any of the Foundational Business Principles.

Note that the order, subject matter, and content of each individual module are subject to change.

Module 25

Meaningful Business Objectives

In this module, we dive deeper into practical ways to create objectives that matter to your business, while also considering all of your business's stakeholders. As you've learned from watching the Year 3 Introduction video, this year will be all about accountability, in both your business and your personal life. This is where the rubber meets the road. By applying what you learn here, you'll begin to more quickly manifest results from what you've learned in the first two years of the program.

Module 26

Accountability

In this module, we dig deeper into ways to fully leverage the program. Our objective is to get you to "square" your results. The members of the program who are doing the work, and who are completing these implementation guides, are producing unexpected results; while also achieving Simplicity, Probability, and Leverage in their lives. One way to get profound results is to master the fundamentals. During the times when you seem overwhelmed, or when you are going through a crisis, you absolutely need to dig down and practice your disciplines, and learn mastery. As discussed, this program is about adding consciousness to all actions in your business and personal life.

Module 27

Using Key Performance Indicators (KPIs)

In this module, we demonstrate how to use **Key Performance Indicators** to dig deeper into ways to fully leverage your time, your business, and the program itself. In order to really be accountable to your business, you need to have some freedom. By effectively using KPIs, you'll have additional freedom to focus on the more important aspects of your business and your life. KPIs force you to manage and measure the most important things, which allow you to not chase the blinky-shiny objects that may be clamoring for your attention

Module 28

Creating an Annual Company Meeting Schedule

In this module, we demonstrate how you can put a container around your business in the form of a Daily, Weekly, Monthly, Quarterly, and Semi-Annual Meeting Schedule. In the audio, you learned that the process of putting this “heartbeat” in place, although time-consuming on the front end, will yield exponential results for you, since it will add Simplicity, Probability, and Leverage to your company. Once you have this permanent calendaring system in place, you will find that your company begins to run itself.

Module 29

Being Accountable to Your Ten-Year Vision

In this module, we ask you to look at your business on today's exact date ten years from now. By fully exploring your business's ten-year vision, you'll increase the odds of achieving it. You'll also be able to quickly know the times when you are off track from your vision. If you were asked where your business will be in ten years, and your answer is that you don't know, that means it could end up anywhere. If instead your answer is perfectly clear; then your probability of actually fulfilling on that particular vision is obviously much higher. We ask you to consider that when the road gets rough, as it often does in business, your ten-year vision will carry you through it. That is why the work of this module is important. As always, the intent is to provide you a way to achieve Simplicity, Probability and Leverage in your life and business.

Module 30

10X Thinking

This module is about imagining and implementing your future from a 10X perspective. What would that mean to you and your business life? When you begin to think about a 10X future, your initial thoughts are incremental in nature. Incremental change means taking small steps. However non-incremental, next-level, non-linear, or exponential thinking requires a fundamental shift in how you think. Our hope is that 10X thinking will give you the opportunity to achieve completely different outcomes in all areas of your life. Small multipliers don't ignite original thinking. Incremental changes in today's world can be a form of slow death, so you must eliminate incremental thinking.



Module 31

The Law of the Vital Few

This module is about leveraging your resources in an organized way to maximize your results. Although the 80/20 Rule - also known as “The Pareto Principle” - has been famous for a century, very few people and companies have effectively used it to their advantage. This module offers you practical ways to apply this principle in order to provide Simplicity, Probability, and Leverage to your many and varied situations. This module borrows heavily from the foundation built from all of the modules before it, offering you the opportunity for quick implementation of resulting ideas. It also promises to increase your leverage and your results; while at the same time decreasing your negative, time-wasting issues.

Module 32

Scenario Accountability

This module is about preparing you for the inevitable negative events of life and business, so that you can have a new perspective on these types of events. Scenario accountability is about being ready for, being accountable for – and even thriving during – those life-defining moments that sneak up on all of us. Business owners have a bias toward a positive future, and therefore they are often under-prepared for leaner times and lawsuits; however, it’s been proven that you need to be prepared for ANY scenario. Storms always come, so you shouldn’t be surprised by them. This module will help prepare you for these inevitable negative times.

Module 33

Philosophy and Business – Part 1

This module is about preparing you to be driven by a practical philosophy, which is based on your world view, and the world view of your business. Philosophy is based on the following five branches: 1. Metaphysics, 2. Epistemology, 3. Ethics, 4. Politics, and 5. Aesthetics. Understanding these five branches can be revolutionary for any human being or business. When you have a solid philosophy, it gives you the courage to believe in your own principles and values. A solid philosophy enables you to boldly declare, “I have value to contribute to the world!”

Module 34

Philosophy and Business – Part 2

This module is about the philosophy of business ethics, money, and value creation. Ethics provides an individual with a foundational code of values, which then guides all of their actions. In business, ethics provides a code of values, as well, which in turn guides the actions of a business. This module explores the philosophical implications of Values-Based Decision making and The Doorman Principle. If a business can understand philosophy from this perspective; and in turn come up with a clear set of values to use as a guide to decision making, we believe that business has a higher probability of sustained success.



Module 35

Philosophy and Business – Part 3

This module is Part 3 of a of a three-part series focused on the philosophy of business, money, and value creation. In this module, the focus is on “The Art of Business.” Our objective here is to have you fall in love with your business. We want you to express, “I love my business.” When you fall in love with your business, you begin to romance it, and this is at the heart of art. When you admire your business and your business life, in the same way that you admire art, you begin to look for incongruencies and inconsistencies, and you begin to seek ways to correct them. Your ultimate objective is to have your business expresses your philosophical beliefs.

Module 36

Year End Summary: Preparing Your Legacy

The purpose of this module is to tie together your past year of work on “Accountability,” while preparing you for next year, which is all about your “Legacy.” We believe that these are two of the most important words that any successful business person needs to understand: Accountability and Legacy. As explained in the audio module, in order to have accountability in your life, you need to be open to accountability; and correspondingly, in order to build a strong legacy, you need to be conscious of what legacy you are planting now. These two powerful words are at the root of personal transformation, and they must be taken seriously. Many people consider words like this to be fuzzy, but you need to be willful about implementing them in your life. The last thing you want is to have your legacy created by default.