

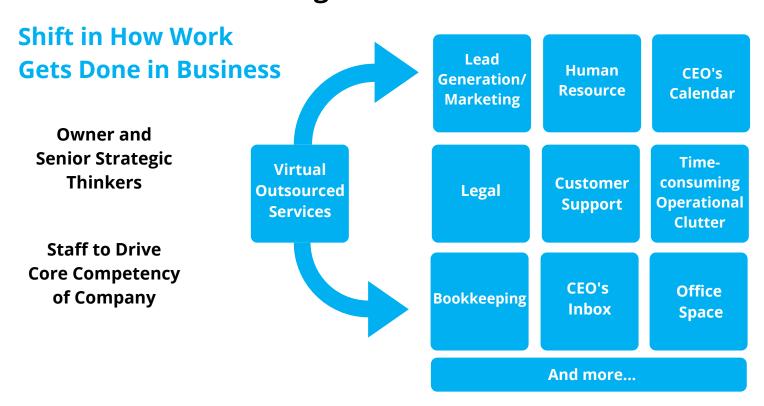
OUTSOURCING MASTERY"

FAST TRACK RESULTS PROGRAM

Who is This For? Business Owners Who Are...

- Serious about making a substantial change in your business and want your team on-board
- Wanting to transition so you and your staff are waking up and doing what you love every day that delivers the most value for the company
- Committed to a proven process
- Desiring to be positioned for "Agility" and want to "Future Proof" your business with your own low-cost, offshore virtual team

Low-Cost, On-Demand Offshore Teams is Where **EVERYTHING** is Going for Small to Medium Business



Workshop Structure

1. Brief Online Assessment and Pre-Workshop Call with the Business Owner

Brad will discuss the following with the business owner prior to the workshop:

- Who will attend and context
- Growth goals and roadblocks
- Key focus areas
- Define success



2. Pre-Workshop Constraints and Wish List Exercise for Staff

- List time-consuming tasks you would like to be offloaded and how many hours per week they consume?
- List projects or activities you have not been able to execute due to time, funds or resources?
- If you could offload time-consuming activities, identify how could you specifically add more value to the company?

Person Reporting	Currently Doing or Wish List	Business Category	Activity Description	Currently Weekly Hours
Jake Friedman	Currently Doing	Marketing	Blog Writing	3 to 4
Alice Chan	Wish List	Account Management	Capturing client logins for all key platforms	5 to 7
Nate Fields	Currently Doing	Accounting	Email and call reminders to clients to pay bills	2 to 3
		1		

3. Pre-Workshop Video Content Review By Staff to Complete

- Staff watches the Outsourcing Mastery online modules prior to the workshop
- Covers fundamentals related to outsourcing and virtual assistants so they can become familiar with the content and prepare questions



4. Customized Live Workshop

- Strategic significance of embracing this approach
- Mindset of opportunity cost, leverage and agility
- Take all doubts, fears and concerns off the table by addressing all questions and proven implementation with detailed case studies relevant to your industry
- Best practices and tools to manage and communicate with outsourced workers



5. Expand, Finalize and Prioritize Action Plan

- Review of the pre-created action plan by the BST team to discuss all existing constraint points and wish list tasks reported by business owner and staff
- Review all company divisions as applicable (sales, marketing, operations, finance, hr, etc) to uncover any additional constraint point or wish list items
- Determine the "High Impact and Quick" items that can be outsourced in the first 30 to 45 days and review ongoing implementation timeline for all other activities
- Integrate the action plan into current company goal development and execution framework

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	7			

6. We Help You Assemble a Vetted, Low-Cost, Virtual Team Based On Your **Needs**

- We help assemble your own low-cost, offshore virtual team to execute the action plan and be a part of your company long-term
- We source custom Virtual Assistants and Project Managers based on the requirements of your Outsourcing Mastery Action Plan
- We provide direct introduction to vetted tactical resources to be managed directly or by your Virtual Assistants

Virtual Assistant Blueprint

3 Simple Steps to Find and Work with Your Ideal Offshore Virtual Assistant for \$5 to \$7/hr

We Provide Vetted **Tactical Resources**



7. Full Implementation Support from the BST Team





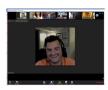












Private Forum



8. Post Implementation Performance Review Session



- Review of implementation progress and performance
- Feedback on sourced tactical resources and Virtual Assistants
- Evaluate ROI of all outsourced activities
- Discuss next batch of tasks to outsource in Phase 2

9. Ongoing Implementation Support From the BST Team



















OUTSOURCING MASTERY

FAST TRACK RESULTS PROGRAM

Process Recap

Pre-Workshop Owner **Assessment** and Call



Pre-Workshop Constraints and Wish List **Exercise for** Staff



Pre-Workshop Video Content **Review by Staff**



Customized Live Workshop



Expand, Finalize and **Prioritize Action** Plan



We Help You Assemble a Vetted, Low-Cost, Virtual Team Based On **Your Needs**



Full **Implementation** Support from the **BST Team**



Post Implementation Performance **Review Session**



Ongoing **Implementation** Support from the **BST Team**



Virtual Assistants Give Back™

Assisting Business. Assisting Future Leaders.



With every purchase of the Outsourcing Mastery System, our team purchases shoes and educational supplies for children in low-income villages and members of the BST team volunteer their time to deliver them. See a video of our last trip at bradstevenstraining.com/vagiveback.

We work side-by-side with startups to larger companies to reach their full potential for scale and profitability with the Outsourcing Mastery System



We look forward to delivering the same results for you!

Impact Shared by Just a Few Prior Attendees Across Many Industries

- "Brad I cannot thank you enough. Your program has actually made me love working in my business again. We've gotten things done in 3 months that have been stalling for years! In the first 6 months alone we've had a \$200,000 impact. I truly cannot thank you enough for helping our team make this happen." Amanda Gorecki, CEO, Healing Waters and Pure MD
- "By learning your system, we have gone from 1 to 8 VA's in our company in just one year. Just by getting my CFO a VA to chase receivables we've been able to eliminate our need for a \$500,000 line of credit. We have systematized everything and are scaling like I never imagined" Linh Tran, Advanced Commercial
- "I had no idea how much this would change my business and my personal life. Your system showed me exactly how to be successful where I had failed in the past. My VA's now run our sales reports, helped us launch the website for a new division and personally handle all my rental properties. Thank you. **Henry Johnson, Co-Owner, Freese-Johnson**
- "Brad's message is truly unlike anything else that's out there" Matt Granados, Owner,
 Lifepulse
- "I now have two Virtual Assistants and getting more knocked out than ever before" **Meenal Vashishat, CEO, Inspire Into Results**
- "We will save over \$450,000 this year from what we learned from Brad." **Sam Fuchs, CEO,** iCare Financial
- "Before this workshop we were going to spend \$28,500 to launch a new division. We did it for \$3,100 and twice as fast" **Thomas Lark, Founder, GPI**
- "I didn't even know it was possible to get virtual assistants this talented for \$7 an hour. The impact is going to mean over \$200,000 to us in 2018" **Christian Dodder, CEO, Fire Protection Services**
- "I was blown away by the usefulness of this workshop." Ken Robbins, CEO, Response Mine



About Brad

Brad Stevens is the CEO of Brad Stevens Training, an international education, advisory, leadership development and speaking organization. As a lifetime entrepreneur, Brad has helped build multiple 7 figure businesses in domestic and international markets within several industries. Having learned the power of leveraging virtual teams in growing his own companies, he launched Brad Stevens Training to teach business owners the same techniques. He has become one of the nation's top advisors, authors, keynote speakers and workshop facilitators by global firms, CEO peer groups, universities, and top-ranked business organizations including EO, YPO, SCORE, Vistage, TAB, and the CEO Brain Trust. Brad is the President Elect of EO Atlanta chapter and lives in Sandy Springs with his daughter and wife, an inspirational third grade teacher.