

Thriving in the New Normal

Welcome!

Thriving in the New Normal



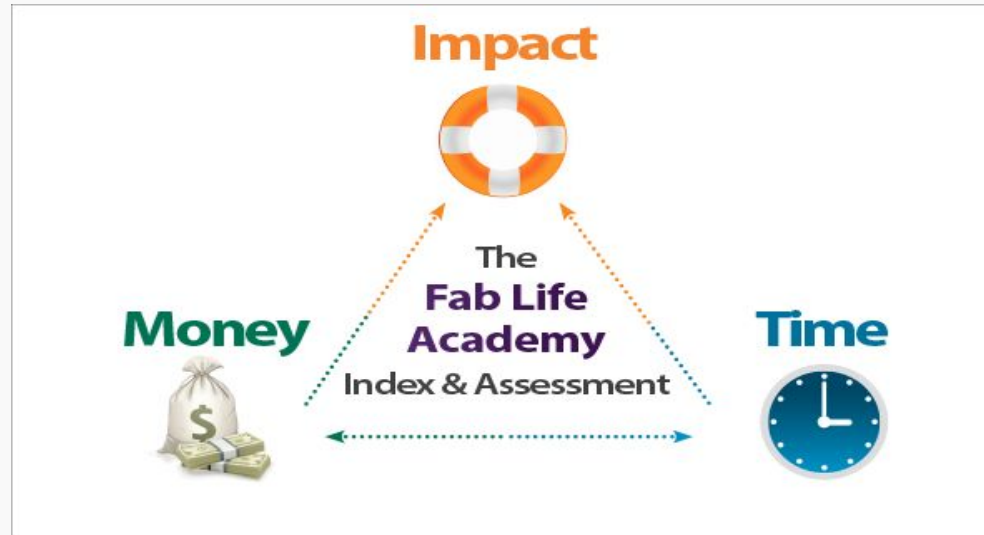
Thriving in the New Normal



Thriving in the New Normal

1. Assessment

“Where am I?”



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Top 3 Priorities

What are the 3 things that you would like to focus on at this time in your personal and professional life?:

PERSONAL

☐

☐

☐

PROFESSIONAL

☐

☐

☐



Thriving in the New Normal

1. Money Is An Exchange Of Value

When I think about money, I think about the contribution of value. My net worth is directly proportional to the value I contribute to others.

In order to make more money, I could:

- ☐ Increase the value I bring to others
- ☐ Serve more people

2. Make It. Spend It. Save It.

How am I making money now?

- ☐ Time for Money Exchange (my day to day job)
- ☐ Leverage, Virtual, Affiliate, Joint Ventures, etc.
- ☐ Investments (stocks, bonds, real estate, etc.)
- ☐ Other: _____

Where do I spend my money now that I could be more effective?

- ☐ Personal
- ☐ Business
- ☐ Investments
- ☐ Other: _____

How are you saving money? Are you saving enough?

- ☐ Automatic draft from checking account
- ☐ Direct deposit into savings account
- ☐ Investments
- ☐ Other: _____

Living Your Potential



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1. Time Is Priceless

When I think about time, I think about the fact that “lost time is never found again.” Therefore we must live with a sense of urgency - being selective as to how we spend it.

In order to invest my time more wisely, I could:

- ☐ Clarify my priorities
- ☐ Eliminate my distractions
- ☐ Be more selective about who I spend my time with
- ☐ Other: _____

2. Time Is An Investment

How am I investing my time now?

- ☐ Strategic Planning
- ☐ Executing my priorities
- ☐ Stagnant inner dialogue (worried, anxious, fearful etc.)
- ☐ Other: _____

Where am I investing my time now that may be preventing my success?

- ☐ Personal
- ☐ Business
- ☐ Relationship Building and/or Networking
- ☐ Other: _____

How can I achieve more time freedom?

- ☐ Increase my infrastructure and support system (hire a personal assistant)
- ☐ Stop trying to control everything (delegate more)
- ☐ Enhance my business acumen and management skills



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1. Impact Is Our Greatest Calling

My greatest fulfillment in life is to have or create a positive impact in others. I've come to recognize that when one has a big mission, they will never accomplish it by themselves, and their relationships with others becomes your greatest asset.

Creating more impact in others requires:

- ☐ Identifying my gifts
- ☐ Leveraging my relationships
- ☐ Utilizing mediums of influence
- ☐ Other: _____

2. Impact Must Be Relevant

How am I impacting others now?

- ☐ Through my personal and family relationships
- ☐ Through my business and networking relationships
- ☐ Through my community service
- ☐ Other: _____

Where am I missing opportunities to have greater impact?

- ☐ Personal
- ☐ Business
- ☐ Relationship building and/or networking
- ☐ Other: _____

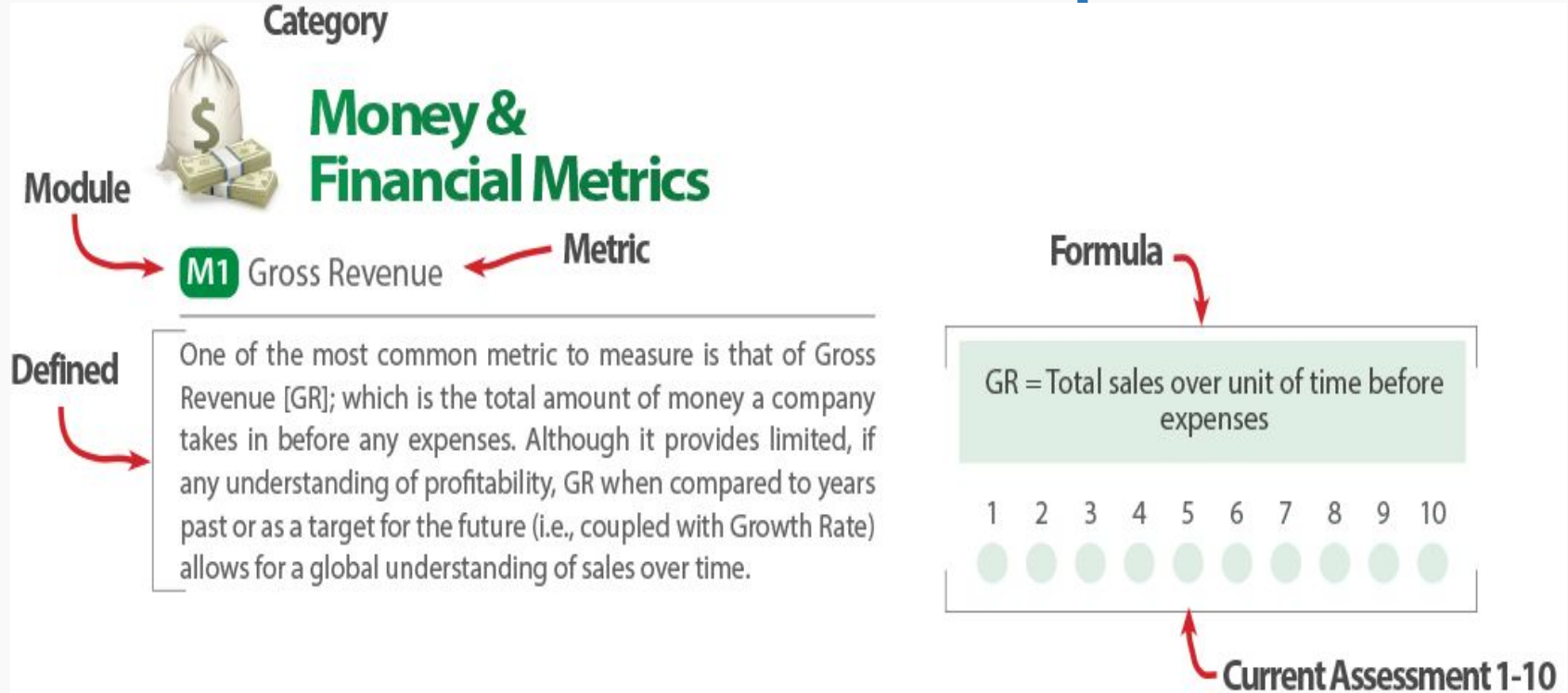
What can I do today to increase my impact and influence?

- ☐ Utilize my resources for others in need



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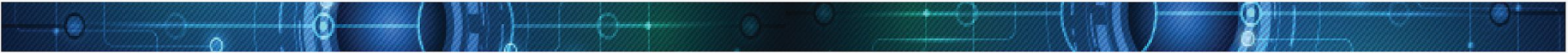
Assessment Example



Thriving in the New Normal


Money & Financial Related

Money Metric	1	2	3	4	5	6	7	8	9	10	Score	Money Score
<div></div> M1: Gross Revenue	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	<div>Total = <div>0</div></div> <div>10</div> <div><div><div>\$</div><div></div></div><div>= <div>0</div></div></div>
<div></div> M2: Operating Expenses	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	
<div></div> M3: Net Profit Margin	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	
<div></div> M4: Leads Per Week	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	
<div></div> M5: Sales Per Week	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	
<div></div> M6: Closing Rate Average	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	
<div></div> M7: Dollar per Sale Average	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	
<div></div> M8: Customer's Lifetime Value	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	
<div></div> M9: Days of Cash	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	
<div></div> M10: Owners Salary	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div></div>	<div>0</div>	



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Time & Management & Related

Time Metric	1	2	3	4	5	6	7	8	9	10	Score	Time Score
<input type="radio"/> T1: Rate of Refund Average	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	<div>Total = <input type="text" value="0"/></div> <div>10</div> <div> = <input type="text" value="0"/></div>
<input type="radio"/> T2: Staff Retention (years)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	
<input type="radio"/> T3: Employee Engagement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	
<input type="radio"/> T4: Net Promoter Score	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	
<input type="radio"/> T5: Customer Retention	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	
<input type="radio"/> T6: Customer Complaints	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	
<input type="radio"/> T7: Stress Level	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	
<input type="radio"/> T8: Owner Hours/Week	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	
<input type="radio"/> T9: Owner Work Days/Week	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	
<input type="radio"/> T10: Owner Vacation Days/Year	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="text" value="0"/>	

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Impact & Influence Related

Impact Metric	1	2	3	4	5	6	7	8	9	10	Score	Money Score
I1: Purpose Statement											0	Total = <div>0</div> <div>10</div> = <div>0</div>
I2: Leadership Development											0	
I3: Planning & Goal Setting											0	
I4: Fun Factor											0	
I5: Generosity Scale											0	
I6: Happiness & Contentment											0	
I7: Patience											0	
I8: Kindness & Compassion											0	
I9: Blood & Organ Donor											0	
I10: Volunteering & Mentorship											0	

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Outcomes

2. Need & Value

“What do others need?”

“What is my greatest value to them

now?”
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3. Execution

"What do I do to get the results I

THE FAB LIFE ACADEMY ASSESSMENT & INDEX
HOW TO ENSURE I LIVE MY POTENTIAL

The Fab Life Academy Roadmap

Step 1

TFL ASSESSMENT
Complete The Fab Life Index & Assessment

DATE:

Complete The Fab Life Assessment (save a copy) & email back to: fab@drfabmancini.com

Step 2

REVIEW RESULTS
Review the Results from TFL Index & Assessment

DATE:

Dr. Fab will make recommendations to achieve desired goals & outcomes **schedule Zoom call** to make recommendations.

Step 3

RECOMMENDATION
Recommendations to Achieved Desired Goals & Outcomes

DATE:

Dr. Fab will make recommendations to achieve your goals & outcomes on **1-on-1 Live Zoom Call**

Customized POA
Steps 4-9 Are Fully Customized Based On The Strategic & Tactical Plan Of Action



Step 4
PLAN OF ACTION
Strategic & Tactical Plan of Action with 90 Day Jump Start

DATE:

Step 5
PLAN OF ACTION
Rapid Achievement of Low Hanging Fruit Growth Opportunities

DATE:

Step 6
KPI & METRICS
Key Performance Indicators & Metrics Review

DATE:

Step 7
TRACKING
Reassessment & Realization of Plan of Action

DATE:

Step 8
STABILIZE
Stabilize Infrastructure & Prepare for Massive Growth!

DATE:

Step 9
SCALE THE PROCESS
Development of Standard Operating Procedures (SOPs)

DATE:

THE FAB LIFE ACADEMY ASSESSMENT & INDEX
HOW TO ENSURE I LIVE MY POTENTIAL

Money & Financial Related

Money Metric	Current	1-10 Goal
M1 Gross Revenue	10000	10000
M2 Operating Expenses	2000	2000
M3 Net Profit Margin	80%	80%
M4 Leads Per Week	5	5
M5 Sales Per Week	1000	1000
M6 Closing Rate Average	10%	10%
M7 Dollar per Sale Average	100	100
M8 Customer Lifetime Value	1000	1000
M9 Days of Cash	30	30
M10 Customer Salary	5000	5000

Time & Management Related

Time Metric	Current	1-10 Goal
T1 Rate of Referral Average	10	10
T2 Staff Retention (years)	10	10
T3 Employee Engagement	10	10
T4 Net Promoter Score	10	10
T5 Customer Retention	10	10
T6 Customer Complaints	10	10
T7 Stress Level	10	10
T8 Owner Hours/Week	10	10
T9 Owner Work Days/Week	10	10
T10 Owner Vacation Days/Year	10	10

Impact & Influence Related

Impact Metric	Current	1-10 Goal
I1 Purpose Statement	10	10
I2 Leadership Development	10	10
I3 Personal Goal Setting	10	10
I4 Fun Factor	10	10
I5 Generosity Scale	10	10
I6 Resilience & Commitment	10	10
I7 Patience	10	10
I8 Resilience & Commitment	10	10
I9 Blood & Guts/Grinder	10	10
I10 Networking & Mentorship	10	10

Calculate Your Fab Life Index

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HOW TO ENSURE I LIVE MY POTENTIAL

Example of Step 4

Step 4

PLAN OF ACTION
Strategic & Tactical Plan of Action with 90 Day Jump Start

DATE:

Dr. Fab will make recommendations to achieve your goals & outcomes on **1-on-1 Live Zoom Call**

Step 5
PLAN OF ACTION
Rapid Achievement of Low Hanging Fruit Growth Opportunities

DATE:

Step 6
KPI & METRICS
Key Performance Indicators & Metrics Review

DATE:

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HOW TO ENSURE I LIVE MY POTENTIAL

Jump Start Money

Jump Start Money Metric	Current	1-10 Goal
M1 Gross Revenue	10000	10000
M2 Operating Expenses	2000	2000
M3 Net Profit Margin	80%	80%
M4 Leads Per Week	5	5
M5 Sales Per Week	1000	1000
M6 Closing Rate Average	10%	10%
M7 Dollar per Sale Average	100	100
M8 Customer Lifetime Value	1000	1000
M9 Days of Cash	30	30
M10 Customer Salary	5000	5000

Jump Start Time

Jump Start Time Metric	Current	1-10 Goal
T1 Rate of Referral Average	10	10
T2 Staff Retention (years)	10	10
T3 Employee Engagement	10	10
T4 Net Promoter Score	10	10
T5 Customer Retention	10	10
T6 Customer Complaints	10	10
T7 Stress Level	10	10
T8 Owner Hours/Week	10	10
T9 Owner Work Days/Week	10	10
T10 Owner Vacation Days/Year	10	10

Jump Start Impact


Jump Start Impact Metric	Current	1-10 Goal
I1 Purpose Statement	10	10
I2 Leadership Development	10	10
I3 Personal Goal Setting	10	10
I4 Fun Factor	10	10
I5 Generosity Scale	10	10
I6 Resilience & Commitment	10	10
I7 Patience	10	10
I8 Resilience & Commitment	10	10
I9 Blood & Guts/Grinder	10	10
I10 Networking & Mentorship	10	10

Calculate Your Fab Life Index


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 Step 4

Plan of Action


DATE	DESCRIPTION				DUE DATE




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**Jump Start Money**
Accelerated Results

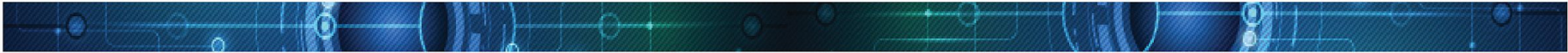
Jump Start Money Metric	Done
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

**Jump Start Time**
Accelerated Results

Jump Start Time Metric	Done
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>

**Jump Start Impact**
Accelerated Results

Jump Start Time Metric	Done
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>



Thriving in the New Normal

Track your progress

“How do I measure my growth?”



**Money &
Financial Related**

Fab Life Index Factors



**Time &
Management Related**

Fab Life Index Factors



**Impact &
Influence Related**

Fab Life Index Factors

Thriving in the New Normal

You were meant to Thrive and Not Survive!

You will receive this **assessment** as a
GIFT from us after the event. (\$500
value)

The results will include my
RECOMMENDATIONS on what
you can do to **Thrive.**

The Fab Life
Living Your Potential



Thriving in the New Normal

Go to:
<https://FabLifeAcademy.com>

