

NEXT LEVEL ACHIEVEMENT SYSTEM BACKGROUND & INFORMATION

The Achievement System starts with your **vision and your dream**.

Step One:

Immediately work on your vision statement. There's no right or wrong. That's the beautiful thing about it. Write your vision of where you want to be FIVE years from now. Write about a day in your life as if it is happening TODAY.- present tense.

Just a couple paragraphs – no more than one page.

“What would you want that day to look like?” This is where you use your imagination. How old are your children? How old are you? How old is your spouse? Where do you want to live? Where do you want to go?

You must have a crystal picture of where you want to be. The clearer the picture, the more it drives a day-to-day activity.

Step Two: Also start a dream list. David Byrd has been keeping a dream list since 1970 something. He found a dream list that he had in 1970 something or 1980 something. “I am the president of LMI.” Guess what? It happened! He's forgotten he's even written that on his dream list! **We're the only creatures that God created that have the ability to imagine.** Why did God give us imagination? Because it helps is to push us past the comfort zone.

Focus comes from clarity.

Clarity for the future brings focus on the moment.

Sometimes we're pushed by pain until we're pulled by vision.

Definitely work on that vision.

IMPORTANT TO KNOW:

The other thing is, we attract to ourselves what we set out for ourselves according to David Byrd. Paul Myer put it this way, **“We magnetize the condition that we seek.”** It all starts with your vision and your dreams.

You've got to figure out if you are going to stay with the next level group. What's going to make you quit? What's going to make you stick to it?

The vision & dreams flow into to your annual goals. Your annual goals flow into

your monthly plans, then your monthly plans. That's when it falls into your daily choices and your actions. **That's where we're working with this next level.**

If you hit the benchmarks consistently, you going to be the executive director.

This is life-changing. You're on the call because you want to grow. That's what I want to help you with.

SUMMARY

So either you're growing or you're declining. If you look at a plant, it's either growing or it's dying. That's exactly the way we are.

You have to choose growth.

In the next level group, my job is to help you grow, not to make you feel good because you can't go where you've never been but do what you've always done.

Change is not natural. All change begins with awareness. Awareness leads to change. David Byrd put on the board out there at a Team Freedom kick-off this weekend. He put "THE PRESENT" and a line to the right, he put "YOUR FUTURE" **Between is the process and the quality of the process determines the quality of the performance.** The quality of the performance determines the quality of your future. Here's what I want you as this group to understand. *10% increase in process can be as much as 100% increase in performance.*

Learning how to change is critical.

Every week on this call, you're choosing accountability.

He said the three things you focus on are:

Attitude, Actions, Accountability

. **"What is the quality of my process?"**

The only measure of quality is effectiveness.

Here is what the late Peter Drucker said, ***"Effectiveness is the process of doing more of what works, abandoning what doesn't and always knowing the difference."***

That's our goal: The process of doing more of what works, abandoning what doesn't and to always know the difference. Paul Myer taught us you just can't get rid of a bad habit. That's not what you do. You have to replace it with the good one. If you have a glass of dirty water, the best way to visualize it is pouring clean water in it until the dirty water pours out because you replace it with clean pure water. That's what we're doing. It's not how much we do, but the effectiveness of what we do that counts.

Effectiveness is the true measure of leadership quality.

You can tell the effectiveness of the leader by the growth of an organization.

The Next Level Achievement System, with the Key Performance Indicators, is a system that has been PROVEN.

For over 12 months, this Achievement System has been used with PPL associates – VERY SUCCESSFULLY.

Todd Cahill has been working this system for over 12 months now – Has consistently been breaking out ED's – everytime they start hitting the ED benchmark consistently for 30 days.

Mark Smith is paying **David Byrd** to coach his leaders with this system.

High pay-off activities -

Most people spend 80% of their time on low payoff activities and only 20% of their time on high pay-off activities. Performance Indicators will help us all keep focus on the High Pay-off activities

DUPLICATION: Have you developed enough committed associates to achieve this? Keep new & excited blood on this call – Should have new Associates on every week.

Why this works:

Here's what David Byrd says about **the “system”**: “People care about safety and comfort. That's what natural human instinct do.” Why do we need the system? *Because all we need something to direct us.* We'll always go back to that comfort zone if we don't have a system in place.

What does the **Next Level Achievement System** do for us? It's help us avoid the human instincts that again flow back into comfort and safety.

There's two choices we talked about: grow or decline.

We have to make a conscious decision to grow. You all HAVE made this decision.

Success Planner

They can come with just 90 days. Or order the whole year.

David Byrd, the only use for 90 days because most people won't re-order.

Where to order them. 888-469-8963

David Byrd will be releasing an updated Success Planner soon.

www.davidbyrdconsulting.com

WHO IS DAVID BYRD?

David Byrd was Pres. & CEO Leadership Mgmt Inc - LMI- International arm of the late Paul Meyer's business. He was with Mr. Meyer for 30 years. Mr. Meyer was a Billionaire.

David Byrd is author THE TRIPPING POINT and ACHIEVEMENT A Proven System for Next Level Growth.

David Byrd says, “You can have it all if you plant it and you fertilize it and you have the vision.” David Byrd always says that *awareness leads to change*.

– LMI has influenced MANY:

In **John Maxwell's** The 21 Irrefutable Laws of Leadership, Mr. Maxwell said his life changed when he sat down with a guy with Leadership Management Inc. LMI - He asked John Maxwell, ‘*What is your personal plan for growth?*’

Stephen Covey, author of The Seven Habits of Highly Effective People was a client of LMI years ago when nobody knew his name. David Byrd says “Performance measured is performance improved.”