

Everyone says you need to work smart but what is ..

# WORKING SMART

## The great art of leveraging to achieve anything

Are you an averaged or a leveraged person?

The averaged person is the hard worker with no leverage. You don't want to be a mediocre. You want an outstanding life and you can have them through the art of leveraging.

There is a secret for personal success that every truly successful person knows...and that millions of hardworking failures do not know. The secret is that working hard is not enough to guarantee success. You must learn how to work smart.

People used to live with the same principle that is passed on for years, which tells you to go to school, get some really high scores, look for a secure job, work hard, and save as much as you can, you will need it. Well, that kind of principles or teachings may be useful 30 to 40 years ago, where the competition is not so fast as today. To succeed in today's world, you need leverage.

It's statistically true that 97% of the money in the free world is controlled by fewer than 3% of the people. Think about that for a minute. 97% of the money, controlled by fewer than 3% of the people. Talk about the rich getting richer! Now, let me ask you a question. Do you think that "3% group" knows some stuff that the "97% group" doesn't know? You bet they do. And there's one fundamental technique that EVERYONE in that 3% group uses that virtually none of the other group uses, and that technique is LEVERAGE. The truth is that the 3% is paid for the result and 97% is paid for their time. 97% spend only their time and 3% leverage other people's time and energy to create the results.

### What you will learn from this workshop

Principles and practices of leveraging

Strategic steps to working smart

Learn to be more resourceful

Goal achieving mechanism through activation of Reticular Activating System

More than 25 different types of leveraging principles you can apply daily in your business, career, finances and ultimately in life to create the results you want.

Smart work through the use of 80/20 Pareto principle. Get your ideal team, customers and employees.

Learn to achieve more with less (20% leveraged efforts to achieve 80% results)

Avoid activity traps in your work environment and become outcome oriented

Leveraging tools for time management

Systemizing techniques and tools for effective management of resources

"I would rather earn 1% off of 100 people's efforts than  
100% of my own efforts."

-John D. Rockefeller

