



THE
BIG PICTURE
COACH



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The Big Picture for Professionals©

Live Training Camp Outline

Friday:

7:00 - 8:15pm; Pre-Game Briefing - Introduction to the Training Camp & Team Gameplans.

Break.

8:30 - 10:00pm; Playbook #1 - Your Client Relationships.

Daily Wrap-up

Saturday:

9:00 - 10:15am; Playbook #2 - Value & Service Excellence.

Break.

10:30 - 11:45am; Playbook #3 - Generating Referrals.

Lunch.

1:00 - 2:30pm; Playbook #4 - Highly-Efficient Production.

Break.

2:45 - 4:15pm; Playbook #5 - Profitability & The Numbers.

Break.

4:30 - 5:45pm; Playbook #6 - Managing Your Practice.

Daily Wrap-up

Sunday:

9:00 - 10:15am; Playbook #7 - Clients As Empowered Partners.

Break.

10:30 - 11:45am; Playbook #8 - An Inexpensive Practice.

Lunch.

1:00 - 2:30pm; Playbook #9 - Needs Uniquely Yours.

Break.

2:45 - 4:15pm; Playbook #10 - Balance Your Life.

Break.

4:30 - 5:45pm; Action Plan & Graduation!