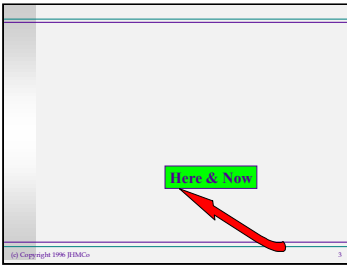
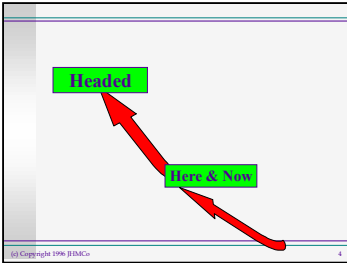


Consulting Model (Cloud Talk)



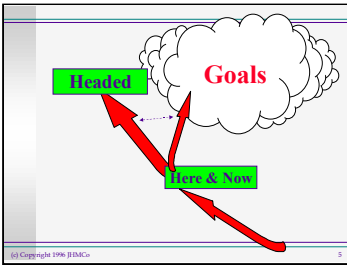
Point to the “Here & Now” statement on the visual.

Everyone has a “Here and Now,” and you don’t have to go too far back to find out how you got here.



Trace the straight line up from the “Here & Now”.

And, if you do nothing to change...just keep going on the way you are...you’ll see it isn’t hard to plot where you are headed.

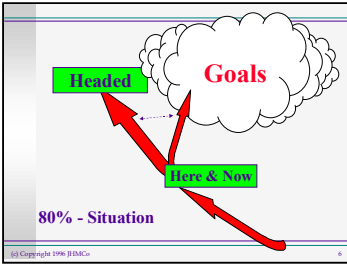


But, as we discuss your dreams, desires, aspirations -- your GOALS -- we’ll probably find that they are not ex-actly where you are headed. Although, if you are like most people, you are probably not too far off course and only need some adjustments to make sure you get where you want to go.

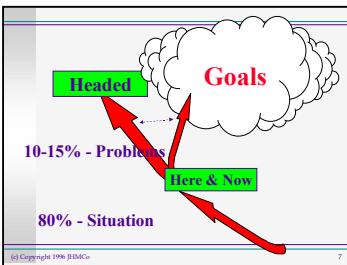
Point to “Goals”.

How do we do this?

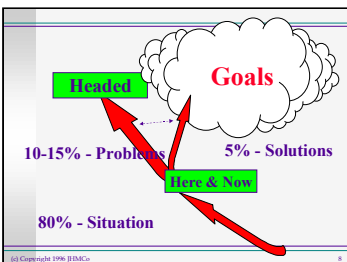
Point to “Situation”.



First, we spend about 80% of our time together understanding the facts -- the concerns, goals, ambitions, data and whatever else makes up you and your (family/business/financial life). It is important to be thorough.

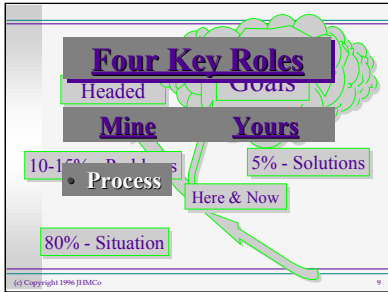


Next, I work about 10 to 15 percent of the time isolating the real problems to deal with. By “problems” we mean only those issues, which if resolved, will get you where you want to go. We don’t pretend to be able to solve problems that do not meet this definition.



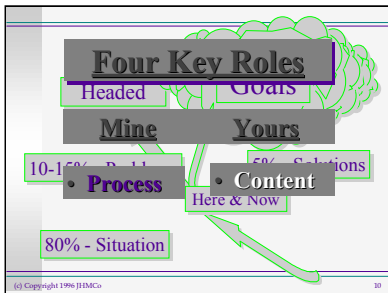
That leaves only 5 percent for solutions. If you remember from high school chemistry, 5 percent solutions are usually more effective applied to a situation than the more caustic, full-strength, industrial full-blown solutions some people would have you apply. Again, we are

Consulting Model (Cloud Talk)



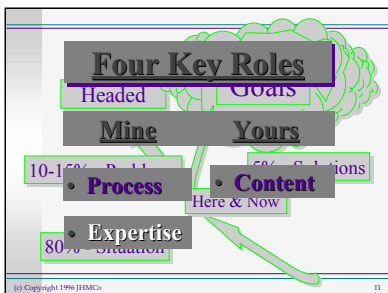
looking to make only the adjustments necessary to get you where you want to go.

So, how do we go about doing this? Well, we each have two important roles. First, I am the process expert. I know when and where certain events must be considered and at what points in the process certain decisions should be made. I manage the process. But I am not expert about you.



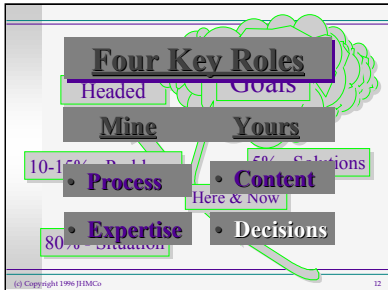
You are the expert about you. And that is your first role. We put your information about you into this process. This allows us to make objective recommendations.

As you need to make decisions, you may also want more information. My second role is to provide it. If it is in the area of my expertise, I will tell you. If not, I will get accurate information from the right expert. This way you will always be able to make informed decisions.



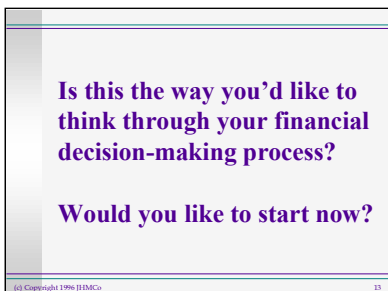
This brings us to your second role. You are the decisionmaker. You must decide which options to exercise, and when.

So, we combine my process expertise with your self-knowledge and see what the difference is between where you are headed and where you want to go. That allows us to decide what adjustments are needed.



If at any point in our time together you do not understand where we are or what we are doing, stop me and ask. I will be more than happy to relate it to this picture of the process and show you the sense in the method. Is this the way you'd like to work together?

There may be a few minor questions to clarify what you have said, but the prospect will almost always agree to proceed, with enthusiasm. At this point, simply hand your prospect the visual. Say,



Here, this is for you. If at any time we are working together you have a question about where we are in the process or what we are doing, just stop and ask. I'll be happy to explain.