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IDAHO, NEVADA, OREGON BANKERS ASSOCIATION



BEYOND THE EXPECTED

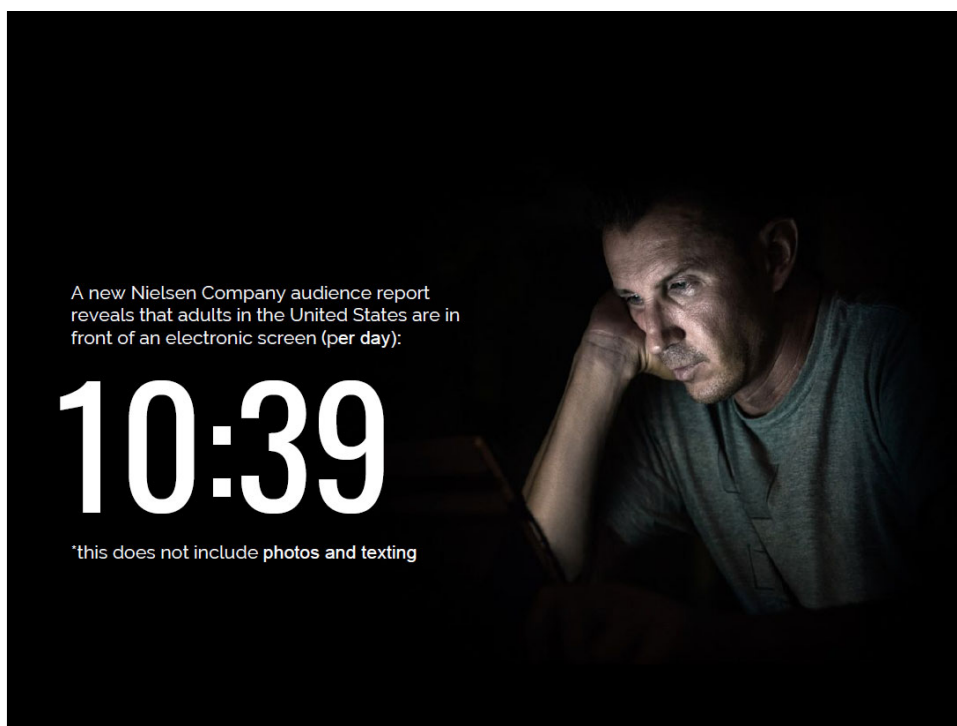
YOUR BETTER EXPECTATIONS
START WITH A BETTER VERSION **YOU**

<p>It is not</p> <p>WHAT</p> <p>you think</p>	<p>It is not only</p> <p>HOW</p> <p>you think</p>
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***WHY YOU THINK
THE WAY YOU
THINK***

But sometimes we can't

THINK

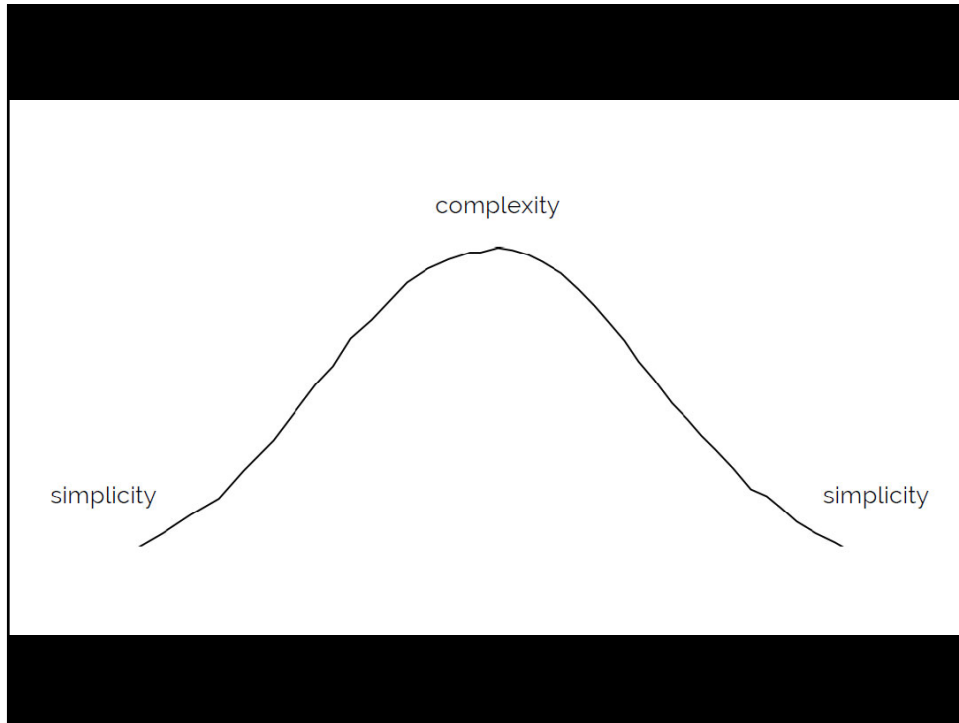
A man is shown in profile, looking intently at a laptop screen. The scene is dimly lit, with the primary light source being the glow from the laptop screen, which illuminates his face and the surrounding area. The background is dark, emphasizing the man and his interaction with the device.

A new Nielsen Company audience report reveals that adults in the United States are in front of an electronic screen (per day):

10:39

*this does not include photos and texting





complexity
only breeds more
complexity

BEYOND

FOCUS

Your focus matters!

Your focus is your choice!

Choose to focus on the things you can control, not the things you can't control.

BEYOND

The Three Biggest Enemies That Take Away Your Focus

INTERRUPTIONS

FEEDS COMPLACENCY

BEYOND

DISTRACTIONS



TAKES AWAY A STRONGER VISION

BEYOND

PROCRASTINATION

ELIMINATES POSSIBILITIES

BEYOND

O C G

BEYOND

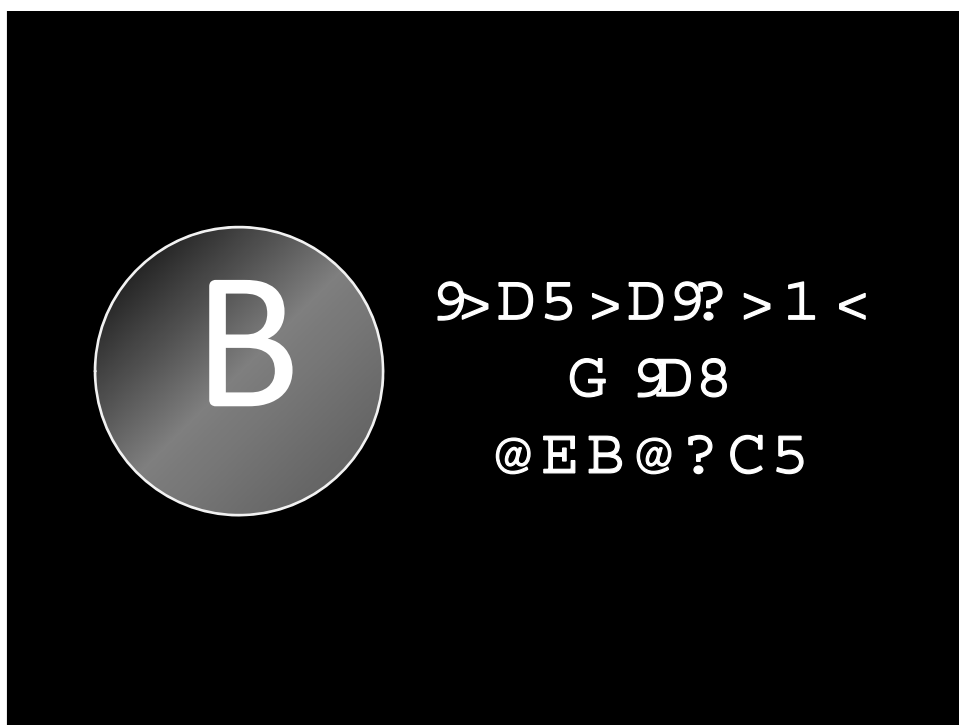
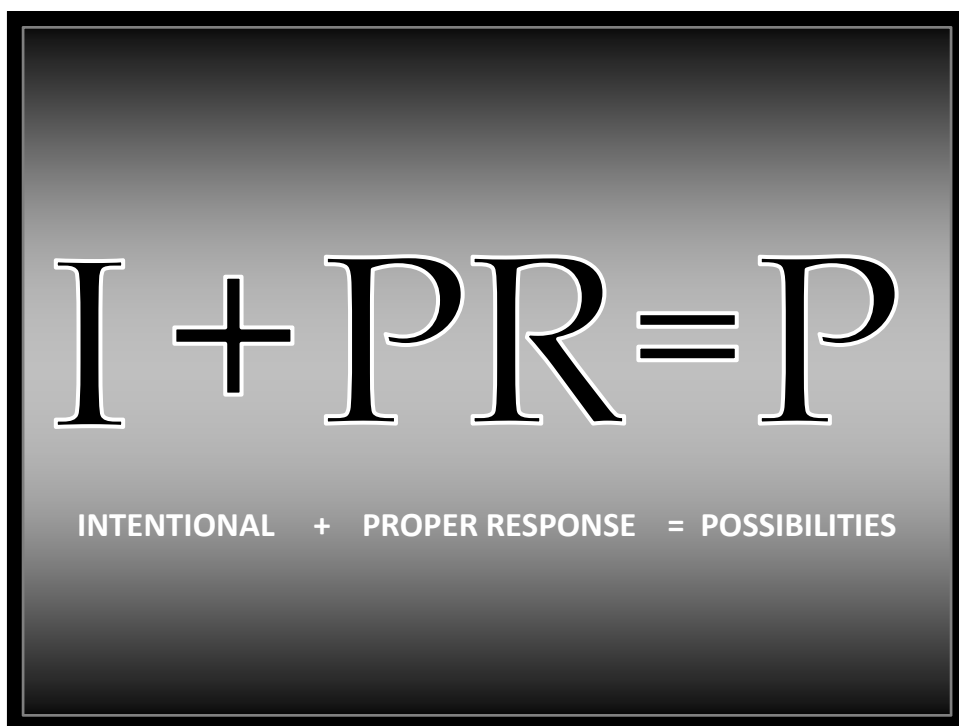
OPEN-MINDED

BEYOND

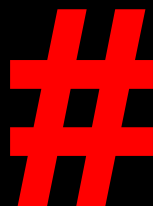
C
CONVERSATIONS

BEYOND

G
GOOD



WHAT'S YOUR



**TEXT # TO
469-854-9023**

LACK OF TRUST SLOWS DOWN
GROWTH

BEYOND

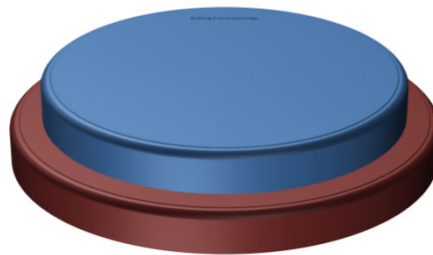
TRUST BUILDS BETTER COMPANIES



→ Building A Good Circle Of Trust

BEYOND

TRUST BUILDS BETTER COMPANIES

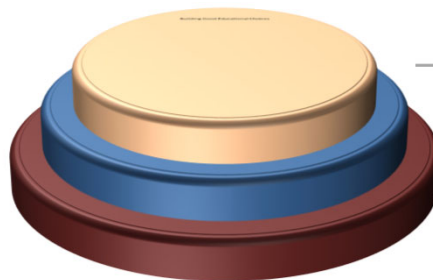


→ Feeds A Good Self-Image

→ Building A Good Circle Of Trust

BEYOND

TRUST BUILDS BETTER COMPANIES



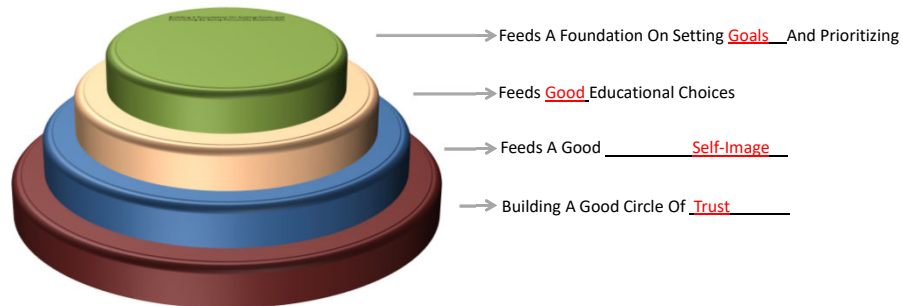
→ Feeds Good Educational Choices

→ Feeds A Good Self-Image

→ Building A Good Circle Of Trust

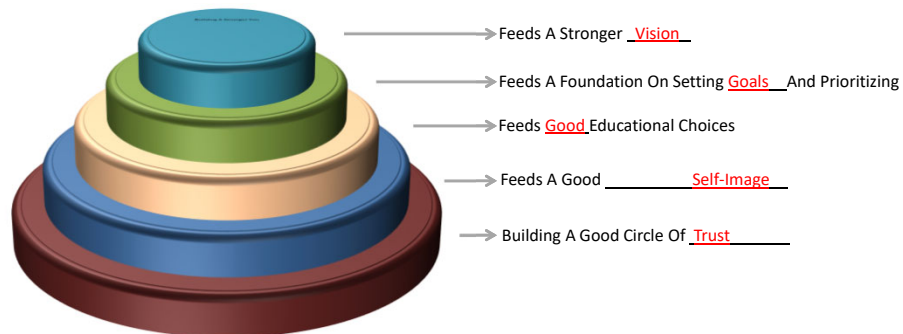
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TRUST BUILDS BETTER COMPANIES



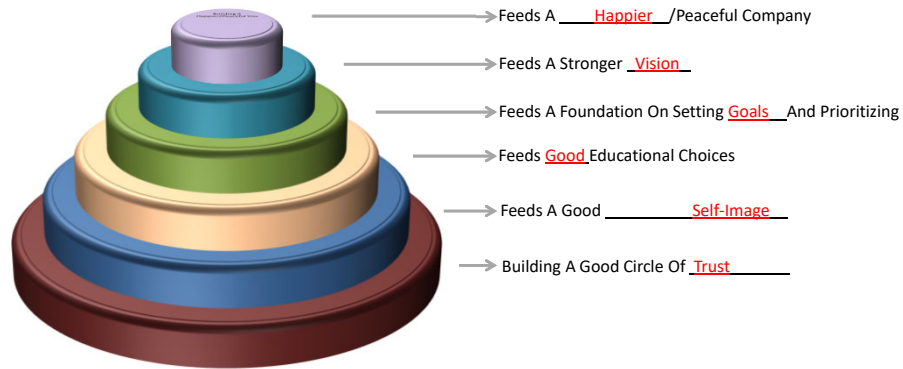
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TRUST BUILDS BETTER COMPANIES



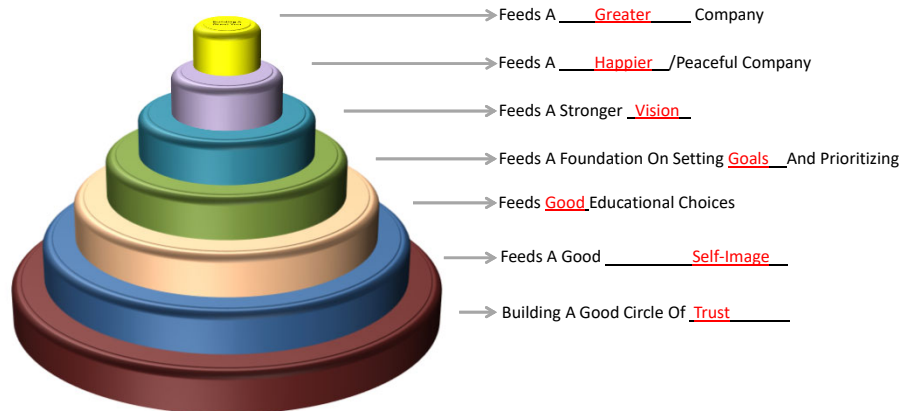
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TRUST BUILDS BETTER COMPANIES



BEYOND

TRUST BUILDS BETTER COMPANIES



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BUILDING A BETTER VERSION OF YOU STARTS WITH

Why Do You Write Down Goals?

GOALS ARE A RESPONSIBILITY, NOT AN OPTION.

E-Mail me your goals within 24Hours to
goals@bryandodge.com to receive a complimentary gift.

NO List. A list of things you are going to say no to, so that you
can add on to your goal list.

BEYOND

How Successful Industries Lead
They Lead As A Coach Not Only As
A Manager

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Coaching up is all about _____,
mobilizing, resourcing, and directing your team
to focus on a _____ vision that will produce
positive _____ both at
work and at _____

BEYOND

Coaching up is all about inspiring _____,
mobilizing, resourcing, and directing your team
to focus on a _____ vision that will produce
positive _____ both at
work and at _____

BEYOND

Coaching up is all about **inspiring**,
mobilizing, resourcing, and directing your team
to focus on a **shared** vision that will produce
positive _____ both at
work and at _____

BEYOND

Coaching up is all about **inspiring**,
mobilizing, resourcing, and directing your team
to focus on a **shared** vision that will produce
positive **transformations** both at
work and at _____

BEYOND

Coaching up is all about inspiring,
mobilizing, resourcing, and directing your team
to focus on a shared vision that will produce
positive transformations both at
work and at home

BEYOND

**“Your job is to put people in a
position
where they will SUCCEED,
not to put them in a position
just to fill your NEED.”**

BEYOND

THE FORMULA FOR SUCCESS

48 / 21 / 1 / 3

A) When you wake up get up

B) Get a reading chair

C) 15/ 15

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LIVING ADVANTAGE CHEAT SHEET

Description: Your Living Talent is a comprehensive assessment that takes fifteen minutes of your time and in the process gains you an understanding of where your true strengths and weaknesses are. The specialized formula behind *Your Living Talent* has been enhancing work environments, improving relationships, understanding mindfulness and bringing personal awareness for over 30 years.

Definitions

• **Advantage:** The third level is the **Advantage**. It represent what we are the best at doing and activities that will always energize us when we are able to spend most of our day operating in the **Advantage**. This level is fully developed by age 14 -15 and is the level of operation in which we are the most comfortable and the most effective. This is shaped by our preferences and the feedback from our peers in this stage of our development.

• **Knowledge:** The second level is the **knowledge** it represents how we think and how we prefer to communicate. By the time, we are five to six years old, we have developed a second level based on the input we receive from our parents. This level represents how we think and our preferred communication style.

• **Drive:** The first level is known as **Drive**. We are all born with a unique profile that represents our emotions, drive and passion. It is why we do the things we do. When we are highly stressed or threaten, we react from this emotional level. It also provides the energy to accomplish what is important to us. The more we become aware of our **Drive** the better we can be at managing it so our **Advantage** is maximized and isn't undermined.

RED



Production

Production
Results
Focus
Urgency

YELLOW



Integration

Relate
Integration
Communication
Cooperation

BLUE



Innovation

Research
Solve
Innovate
Respond to
Challenges
Alternatives

GREEN



Administration

Regulate
Administration
System
Maintenance
Control





BEYOND

D1 2 < 5 # 6 # ? > D5 > DC

ADMINISTRATIVE ASSISTANT
 BILLING SPECIALIST
 BOOKKEEPING
 CUSTOMER SERVICE
 DATA ENTRY
 DENTAL ASSISTANT
 DISPATCHER
 DRIVER / INSTALLER
 EXECUTIVE ASSISTANT
 PARTS ASSOCIATE
 PARTS MANAGER
 PERSONAL ASSISTANT
 PROJECT MANAGER
 SALES REPRESENTATIVE
 SERVICE TECHNICIAN
 SURGICAL ASSISTANT
 WAREHOUSE ASSOCIATE
 WAREHOUSE MANAGER

BEYOND

4 1 D1 # 5 > DB I

	 RED	 YELLOW	 BLUE	 GREEN
Advantage	5+	5+	N/A	5+
Knowledge	N/A	5+	N/A	N/A
Drive	N/A	N/A	N/A	N/A

4 5 D1 9 < C

ADVANTAGE (They Act)



5+ Red: They are able to maintain focus on the results and feel a sense of urgency



5+ Yellow: They connect with people and involve others in the process (*If they are interfacing with customers)



5+ Green: They have great attention for details and like to analyze and maintain systems

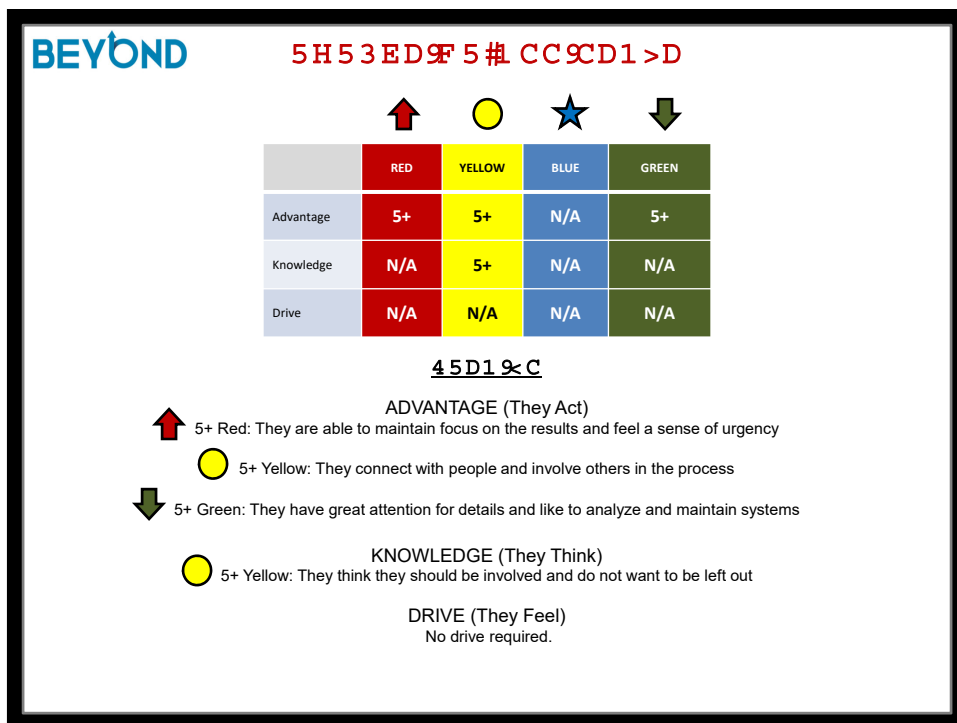
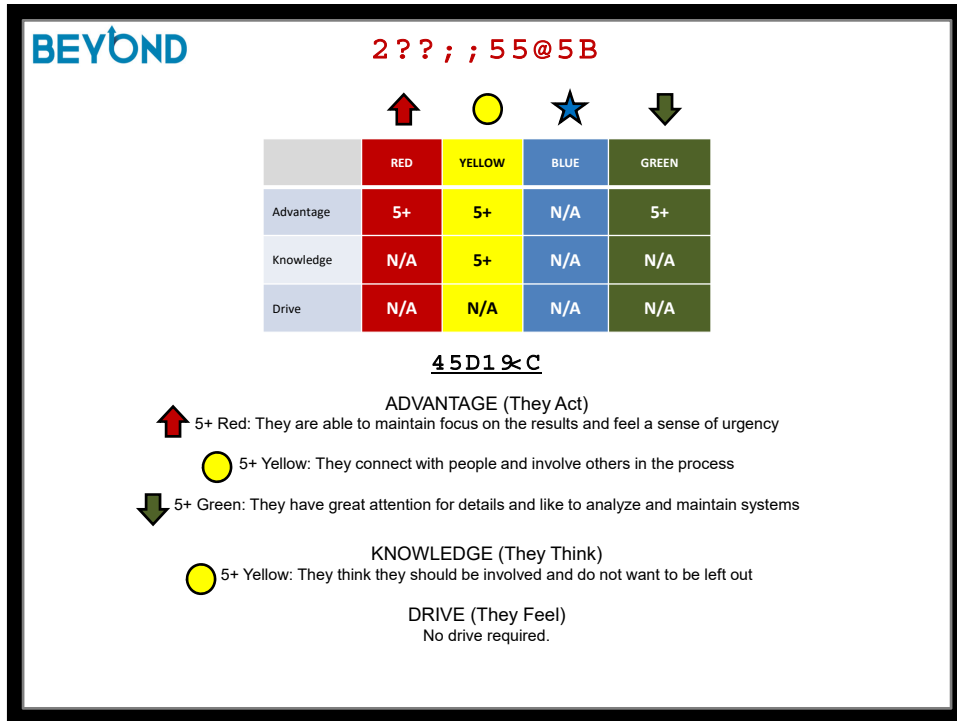
KNOWLEDGE (They Think)



5+ Yellow: They think they should be involved and do not want to be left out

DRIVE (They Feel)

No drive required.



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BE 4 YOU CAN LEAD

Be 4 you can lead, you need to learn to disagree without being disagreeable

Be 4 you can lead, you must understand no progress is made by being offended

Be 4 you can lead, you must understand that the relationship is more important than the issues

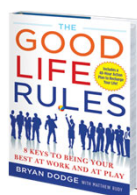
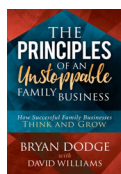
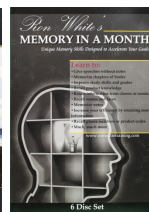
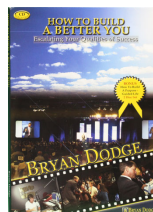
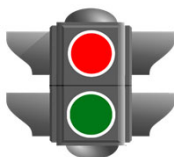
Be 4 you can lead, you must always accept responsibility for misunderstandings

Be 4 you can lead, you must understand the power of stopping the talk when someone stops listening.

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3 LAWS OF LEADERSHIP

- When put in charge take charge.
- It never gets better then the interview.
- If you can't change the people then change the people.

BEYOND**BRYAN DODGE COMBO PACK****BOOKS****DOWNLOADABLE AUDIO PROGRAMS****DOWNLOADABLE SOFTWARE****DEBTWORK****ON-LINE ASSESSMENTS AND PROGRAMS****BEYOND****Welcome to the Results Roundtable!**

The Results Roundtable is a online portal that is designed to help you stay motivated, build yourself from within, stay on top of your game, and have more success then you ever dreamed possible!

It's tough to stay positive, on top of your game, not to mention making the effort to get ahead. Managing work life, with home life, maintaining a marital relationship, handling finances, and raising kids can all be overwhelming. The concept of being able to accelerate success in all areas of life, including communication skills, time management, dealing with stress, working as a team, leadership and financial matters, all in one easy to use format is exactly the goal I had in mind.

The good news is that we are still creating content, and will continue to do so! This is an opportunity to get in on the ground floor, and work through the content at your own pace. Every 30 days new videos will be unlocked! You'll have a valuable resource to access whenever you want, no matter the day or time!

Features

Everything is downloadable!

Monthly video lessons

Related articles to each month's theme

Access to the SSN and Bryan's private podcasts

Resource Area, where anything we feel will compliment the above content will be.

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The Results Roundtable Benefits

Take a look at some of the awesome benefits!

- It provides on-going education in not only business related matters, but also in developing a successful mindset.
- It gives you access and networking ability with other members through a private "secret" Facebook site that only members can access, or even find for that matter.
- It gives you access to the Success Seekers Network website where you can listen to and download my weekly broadcasts, get content descriptions and much more.
- It gives fresh, new lesson videos each week, all providing valuable insight and success-oriented applications. The audio is downloadable so you can listen anywhere you may be.
- It gives you on-topic articles from experts in the monthly field of discussion.
- Special guests that will be adding content in their area of expertise.
- Basically, you'll get on-going coaching and a lot of the same benefits that executives get with my executive coaching plans! Plus, this is set up so that you can go at your own pace. As I already mentioned, new content is released every 30 days, but the previous month's content is still there! Each month has a specific theme, and all content revolves around that theme.

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 **BRYAN DODGE**
Dodge Development, Inc.

40 E. McDermott Allen, TX 75002 | 1-800-473-1698 | www.dodgedevelopment.com

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Company _____

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CREDIT CARD # _____ EXP _____ CVV _____

_____ The Good Life Rules (Book).....	Quantity:_____	Retail Price: \$25.00	NEWS LETTER I would like to receive Bryan's monthly newsletter "The Achievement Journal." <input type="checkbox"/>
_____ The Principles of an Unstoppable Family Business (Book).....	Quantity:_____	Retail Price: \$17.95	
_____ Becoming The Obvious Choice (Book).....	Quantity:_____	Retail Price: \$10.00	PLEASE SHIP MY PACKAGE If we need to ship the order to you \$10 S&H will be added to your order. <input type="checkbox"/>
_____ Debtwork Software Package (Download link sent via Email).....	Quantity:_____	Retail Price: \$149.00	
_____ Your Living Talent Assessment (Code & Instructions sent via Email)...	Quantity:_____	Retail Price: \$49.00	
_____ Building A Better You Audio (Download link sent via Email).....	Quantity:_____	Retail Price: \$129.00	
_____ Bryan Dodge on Leadership Audio (Download link sent via Email).....	Quantity:_____	Retail Price: \$149.00	
_____ Memory in a month Audio (Download link sent via Email).....	Quantity:_____	Retail Price: \$189.00	
_____ *Results Roundtable Online System (Instructions sent via email).....	Quantity:_____	Retail Price: \$179.99	
Package Value: \$897.94			

TODAY'S TOTAL INVESTMENT: \$ _____

AUTHORIZED SIGNATURE: _____ DATE _____

I agree to pay the charge as stated on this order form.

*Annual Membership option comes with a 30 Day money back guarantee.

www.dodgedevelopment.com

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Dodge Development, Inc.
A BRYAN DODGE COMPANY

**"LIFE IS TOO SHORT NOT TO BE HAPPY
LIFE IS WAY TOO LONG NOT TO FIGURE THAT OUT"**

- BRYAN DODGE

THE GOOD LIFE CHALLENGE
469-854-9023

SPECIAL THANKS TO

IDAHO, NEVADA, OREGON BANKERS ASSOCIATION

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