

CREATING THE BEST SUMMER EVER!

with Michelle Smith



Z & B Consulting



Michelle Smith
History of
achieving GREAT
SUCCESS!

- **Put in long hours** for years working in high level positions at both for-profit & non-profit businesses
- **My health became compromised** & I was miserable to be around
- **Had very little time** to spend doing things I enjoyed or spending time with family
- **Started Z&B Consulting in 2013** hoping there could be a better way
- **Work with many non profits and small businesses** doing the things I do well and bring in support for the rest
 - **Teach my clients** to do the same so they too can **Love the Life they Live**

We All Know.....



Limited Resources



Is Necessary



Frees You Up



You're Going to LOVE this Talk
if your ready to.....



When I'm on a call, I often hear.....



My clients realize....

- **NO QUICK FIX**
- They have to **DIG IN** and **GO DEEP**
- So they can ensure their investments of



get them the
RESULTS THEY DESIRE

- During our time today, you'll look at your **summer goals- both personal & professional**
 - Look at **what could get in the way**
 - **Create a plan** to exceed your goals
- Walk away **FEELING CLEAR** on where to spend



- So you can get the **RESULTS YOU DESIRE**



CREATING THE BEST SUMMER EVER!



My Business & Personal Summer Goals

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____
- 8) _____
- 9) _____
- 10) _____
- 11) _____
- 12) _____

WHEN SEPTEMBER COMES, I WANT.....

Things That Could Hold Me Back

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____
- 8) _____
- 9) _____
- 10) _____
- 11) _____
- 12) _____

How I Can Plan Around It

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____
- 6) _____
- 7) _____
- 8) _____
- 9) _____
- 10) _____
- 11) _____
- 12) _____

MY TOP 2 HOLD BACKS

- 1) _____
- 2) _____

TOP WAYS TO PLAN AROUND THEM

(note if it's "forever", "next quarter", "next week", "next month", etc)

- _____
- _____
- _____
- _____



I've got so much info to cover & our time is limited.....

- For those of you who may want to **connect afterward** or get on my mailing list for **additional resources & trainings**, you can do so @ **TINY.CC/ZANDB**
 - I'll share at the end about other ways to get support too
- For those of you who aren't interested.....
 - No need to worry. My **GOAL IS NEVER TO SELL** but instead to be sure those looking for support know I'm here for them.

Let's get started!

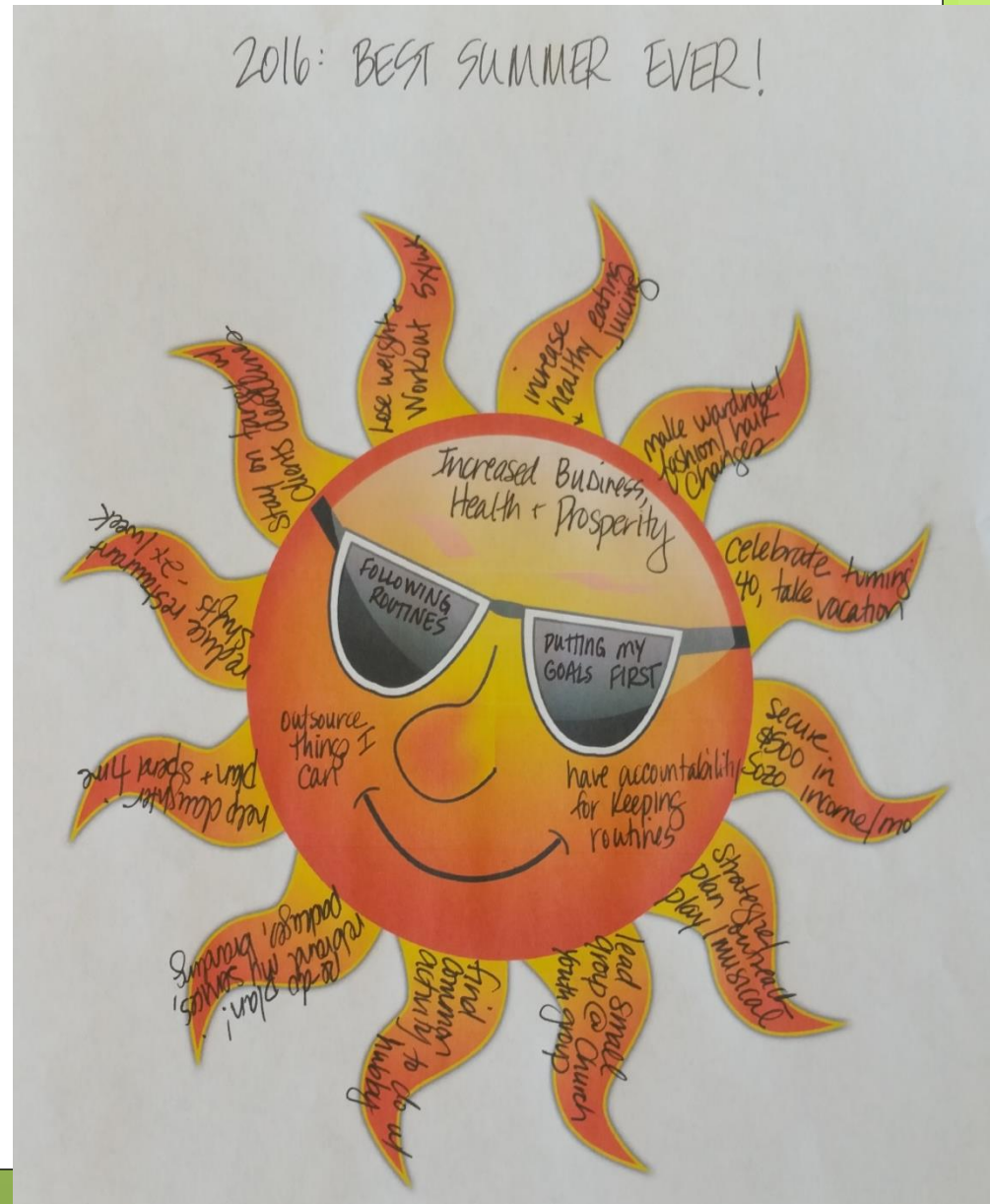
INTENTION

SUMMER....

- Different pace to life
- Longer days, bright sun
- Kids home from school
- Vacations, bbq's, parties and pools

YOU CAN ENJOY SUMMER & BE PRODUCTIVE!

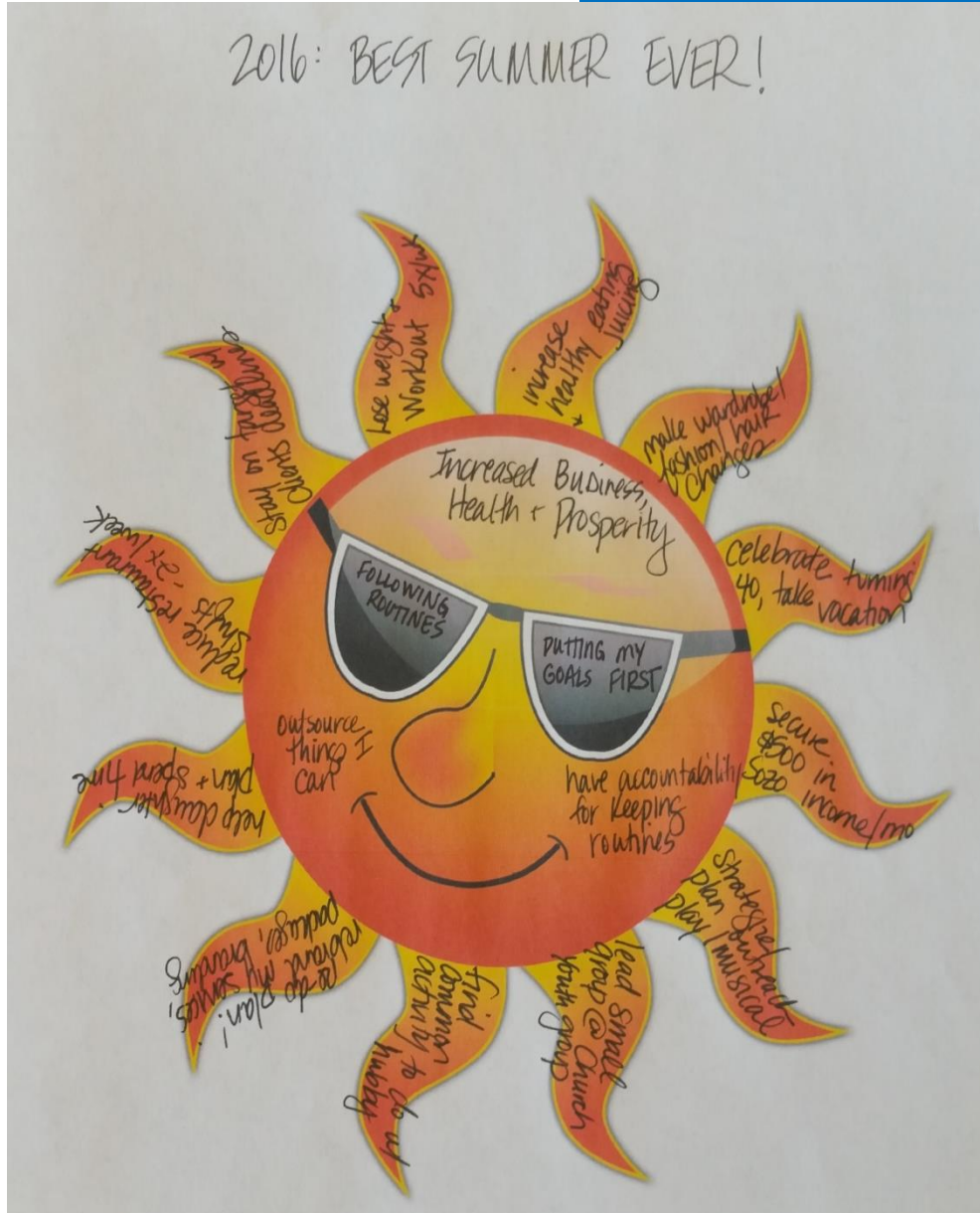
- Success Story- Meet Jess



Identify Your Summer Goals

- What are the things you want to do this summer?
 - Business Goals and personal goals
 - Write them on the rays of the sun
- When Sept comes, what is the biggest thing you want to be there?
 - Write this on the forehead of the sun

2016: BEST SUMMER EVER!



What Can Block You From Seeing The Sun?

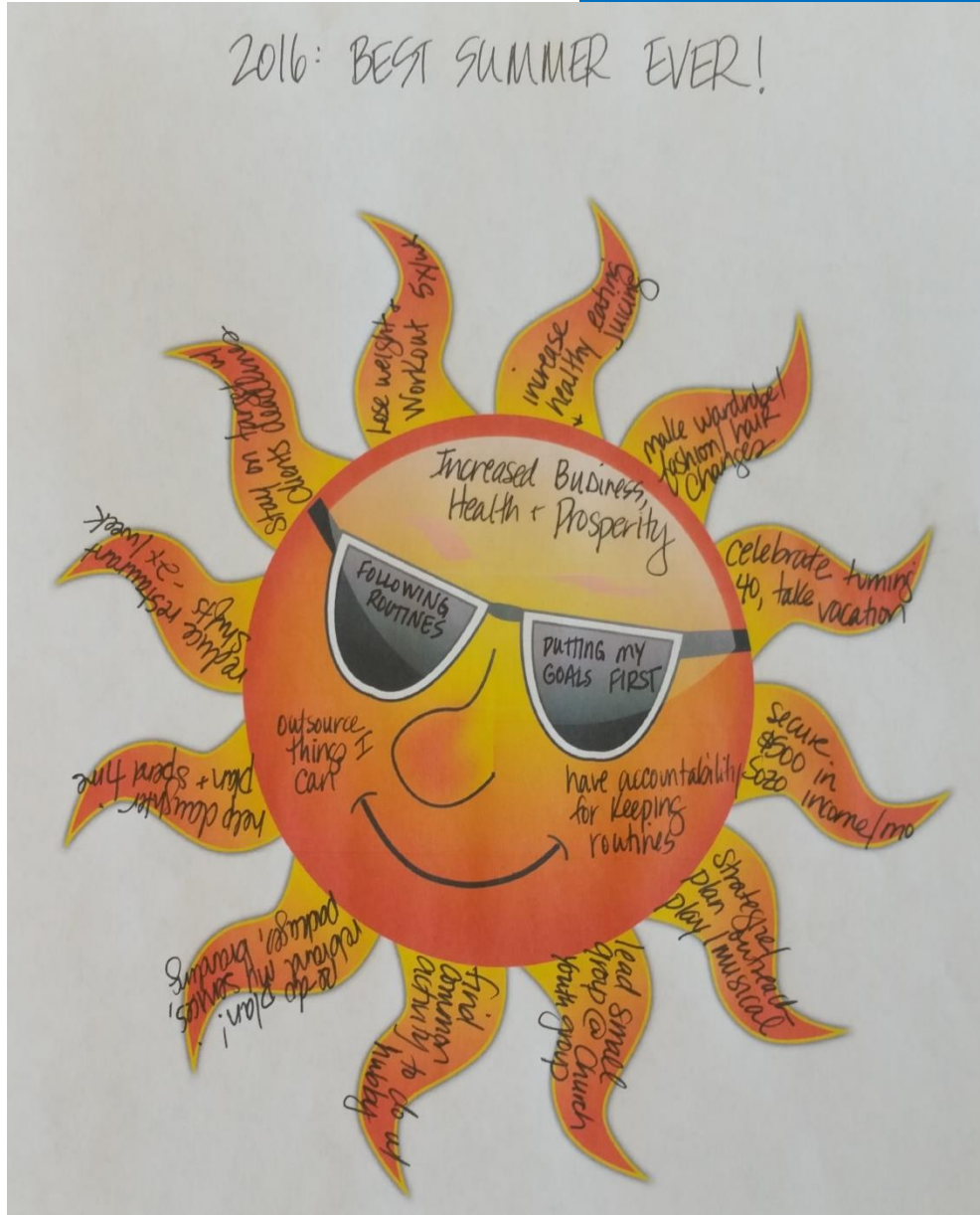
- What will hold you back this summer from reaching your goals? (list them all on sheet)
 - Business projects and tasks
 - Kids home
 - Lives of those you are trying to reach
- How can you plan around it?
 - List one thing for each item

What Can Block You From Seeing The Sun?

- Pick your top 2
 - Write them on the sheet
 - Put them in your sunglasses
- What are the top ways you are going to plan around them?
 - Write them on sheet
 - Put them on the cheeks (or in the whitespace outside the sun)
 - Don't worry about coding each, that's next



2016: BEST SUMMER EVER!



Incorporating it Into Your Schedule

- Look at the top ways to plan around (bottom right of sheet)
- Which steps would make sense to add to your weekly routine
 - Write 'wkly' next to them
- Which steps are one-time or project oriented?
 - Write a due date next to them
- What things do you need to take out of your schedule to add the things above?
 - Note how long they need to leave for.

SUN MON TUES WED THURS FRI SAT

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Incorporating it Into Your Week

- Create an ideal week
 - Include times for your goals
 - Include the items you listed as weekly
 - Incorporate time to work on one-time and project oriented things
 - Be sure you haven't included the things you need to take out of your schedule

Consistently Create the Best Summer Ever!

- Learn how Z&B Consulting supports entrepreneurs and non profits.
 - **TINY.CC/ZANDB**
 - Get on mailing list to **learn about Academy**
 - Register for a **COMPLIMENTARY CLARITY CALL**
- Never a hard sell, but want to be sure those who are looking for support know how they can get it.

Putting It Into Action

- What is the one thing you can commit to doing next week to create the best summer ever?
 - *Write it down on each slip of paper and post in a place you'll see it often.*

Questions?
Final Thoughts?

PEOPLE BUY PEOPLE,

- **BE STRATEGIC & INTENTIONAL** when Creating the Best Summer Ever and you're sure to **BE SUCCESSFUL!**

Thank You for Coming!
HAVE A GREAT SUMMER!