2016 MDRT Annual Meeting e-Handout Material

Title: Wowing By Design!

Speaker: Michelle Hoskin

Presentation Date: Tuesday, June 14, 2016

Presentation Time: 3:30 - 5:00 p.m.

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Slide 2

Learning outcomes...

- Why WOW! is the only way
- Why you are the most important person in your life!
- Why it is so important to live your life by design!
- Why The 10 Principles of WOW![™] should be your business standard

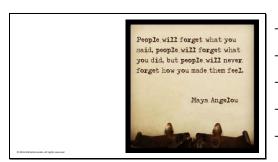


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Slide 5







Slide 8





Slide 10







Slide 13





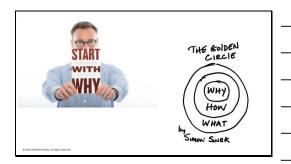




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Slide 22









Slide 26





Slide 28







...remember!

- Why WOW! is the only way
- Why you are the most important person in your life!
- Why it is so important to live your life by design!
- Why The 10 Principles of WOW!™ should be your business standard



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The Future You™





The Future You™

Name:	Date:	Age:
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Mentally / Emotionally		
Mentally / Emotionally		
Professionally		
Professionally		
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What things and people are stopping you from becoming the best 'future' version of you?	Why?
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What things and people are stopping you from becoming the best 'future' version of you? What are you going to do about it?	Why? By when?

We'd love to hear from you! Should you be interested in finding out more about any element of our service schedule then please feel free to contact us and we will be very happy to help.

Standards International Limited

5 The Granary, Fairclough Hall Farm, Weston, Hertfordshire SG4 7DP
T: 01462 790 894 W: standardsinternational.co.uk E: enquiries@standardsinternational.co.uk
L: in/standardsexpert T: @StandardsInt YouTube: TheStandardsExpert







Name:	Date:	
		(1 = Woe - 10 = WOW!)
Clients: Understand their expe	ctations, then exceed them not just one time, but every time	Grade 1–10
Service: Turn service into servi	ng	Grade 1–10
Culture: Your culture should be	so awesome you couldn't even begin to describe it	Grade 1–10



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Team: Empower your people, understand their purpose and then unleash their passion	Grade 1–10
Finance: Know your numbers simple	Grade 1–10
	C 1 10
Communication: Don't just communicate collaborate	Grade 1–10



Environment: Create one where every person can be the best possible version of themselves	Grade 1–10
Processes and Procedures: Processes create predictability; predictability releases the real power of you	Grade 1–10
IT and Technology: Tool-up to speed up your progress and remove every barrier	Grade 1–10



Key Persons: Put quality at the heart of the relationships that you value the most	Grade 1–10
What things and people are stopping you and your business from achieving WOW!	Why?
What are you going to do about it?	By When?

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L: in/standardsexpert T: @StandardsInt YouTube: TheStandardsExpert