Practice-Building Roadmap to Success

Steps to Building a Thriving Professional Practice & Loving Your Life Simultaneously

Lessons I Learned from My Racecar Driving Instructor



Foundation Start Your Engine

Build Your Mindset Assess Your Now

Life Wheel

Know Your Values

Core Values Exercise

Learn Your Highest Talents™

- PREP Personal Strengths Profile
- PARs

Clarify Your Sweet Spot Live Your Best Life NOW!

- Professional
- Personal

Phase I Rev Your Engine

Learn Continuously

Be Curious

Know What You Want

Success Vision

Prioritize

- Must do
- Want to do
- Can delegate

Make Your Best Contribution

Delegate

Live Your Best Life NOW!

- Professional
- Personal

Phase II Look Into the Turns

Learn Continuously

Be Intentional

Develop New Business

- Build Relationships
- Master Your
 Conversations

Grow Your Leadership

Delegate Masterfully

Make Your Best Contribution

Focus on Your Strengths

Live Your Best Life NOW!

- Professional
- Personal

Phase III Step on the Gas

Learn Continuously Develop New Business

- Deliver Value
- Go Where Your Clients Are

Build Your Bench Strength

- Lead with Vision
- Be Intentional

Make Your Best Contribution

- Develop Your Team
- Mentor

Live Your Best Life NOW!

- Professional
- Personal

Phase IV Change Direction Learn Continuously

Know What You Want Next

Prepare to Slow or Sell

Be Deliberate

Make Your Best Contribution

Live Your Best Life NOW!