



Slicing the Business Pie:

4 Areas of Your Business That Need Attention (Warning: All slices are not created equal)



Kim Steadman

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Kim Steadman

- ✓ Wife, Mother, NEW Grandma, Writer, Teacher and TEXAN – my highest callings
- ✓ Sales Operations Manager -Electronics Recycling Company (14 years / from 3 to 200, from part time secretary to Management Leadership)
- ✓ Founder of *The ReFeathered Nest*, where mom can learn to repurpose and redesign her life after the kids leave the nest
- ✓ Empty Nest SurTHRIVER



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What You'll Learn Tonight

Slicing the Business Pie


The Basic 4 Activities of your Business That Needs Your Attention

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Slicing the Business Pie


Empty Nest SurThriver



Pay the college bills, have “grown up” fun,
travel on dream vacations, do some home
improvements, build a financial and personal
legacy


All of those goals took \$\$\$\$\$\$

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- Working outside the home
- Network marketing business
- Branding online with a personal business website
- *(Became an entrepreneur)*

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I found myself sometimes **unsure** of
myself, **scared** and wondering if
could I really make my income goals
work..

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Do you struggle each day with
wondering how you're going to get
all your business activities
completed?

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Do you **lack clarity** on knowing what
business actions should take priority
and **when** you should be doing
them?

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Basic Business 101

You want a profitable business?
Develop The Mindset Of A
Successful
Think Strategically



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What is thinking strategically?

- Solid Foundation and Plan
- Creating a Formula that makes your activity easier the next time you do it or need it



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Think Strategically



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If your business activities were a pie,
How many pieces would you have?



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Business Pie Slice 1


Make Money Now

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Business Pie Slice 2

Make Money Later

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Business Pie Slice 3

No Money (Funny Money)




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Business Pie Slice 4

No Money, No Way



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The **Wrong** Way to slice Business Pie




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The **Right** Way



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The **Business Pie** Worksheet

| Make Money Now | Make Money Later | Funny Money | Make No Money |
|--|---|---|-----------------|
| What can you sell right now to make money? | What can you prepare for your sales and marketing funnel? | Organize & Systematize | Limit Your Time |
| Product? Services? | Write? Bookings? Emails? | What's taking you too much time? Where are you disorganized? | |



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If You


& I Win...


Visit the kitchen to learn from a Tomato Grocery List Cook Book

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If You

& I Win...


Look at some productive “old school” business strategies to organize, systematize and prioritize those 2 smaller pieces of pie!



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