

No form of human exchange is more profitable than the exchange of ideas. If I give you a thought in return for one of your thoughts, each of us will have gained a 100 percent dividend." ~ Napoleon Hill

What is a Z Factor MasterMind Group?

The word synergy describes the phenomenon when the combined efforts of two or more people results in an exponential return greater than the sum of the individual capabilities. A Z Factor MasterMind Group creates such a dynamic synergy when people invest intentional energy, commitment, focus, and excitement toward a common purpose and desire to support each other's success.

In combination with the Z Factor Sales System, the mastermind process introduced by Napoleon Hill in his timeless classic, "Think and Grow Rich" inspires participants to raise the bar by challenging each other to create and implement goals, brainstorm ideas, and support each other with a determined intensity for honesty, respect, compassion, and success. Mastermind participants act as catalysts for growth, devil's advocates, and supportive colleagues.

The Third Mind

Napoleon Hill describes the mastermind principle as:

"The coordination of knowledge and effort of two or more people, who work toward a definite purpose, in the spirit of harmony... No two minds ever come together without thereby creating a third, invisible intangible force, which may be likened to a third mind."

A Z Factor MasterMind Group creates a group of like-minded, achievement-oriented individuals to dramatically reveal and release untapped potential for success.

The Z Factor MasterMind accelerates the creation of this *Third Mind*. A simple framework methodology quickens the process for two or more people to get on the same page to think and dialogue about what it takes to make big hairy audacious goals happen. The combined knowledge, skills, and experience of your Z Factor MasterMind Group will bring clarity to your organization's sales process to reveal new selling possibilities and release untapped potential to execute on those actions that will produce desired success.

The agenda in a Z Factor MasterMind Group belongs to the group. Each person's participation is essential. Peers provide one another feedback, brainstorm new possibilities, and set up accountability structures that keep one another focused and on track. The potential exists for the group to create the structure and environment for realizing the status of a high performance team.

High performance teams not only know the value of genuinely working together for mutual success, they also value the input from an experienced and accomplished coach. Your Z Factor Coach provides supportive and encouraging instruction, guidance, strategic direction, and mentoring as needed.

Tremendous Insights Gained

You will gain tremendous insights that will improve your business and personal life. Your Z Factor MasterMind Group has the potential of becoming one of the most important ingredients to your success. What you put into the group and how you decide to be a part of the group will greatly determine your personal success and more importantly the success of your team.

How Does It Work?

Z Factor MasterMind Groups can meet in person, on the telephone, or through online webinars. It is recommended for Z Factor MasterMind Groups to initially meet weekly and at some future date move to every other week.

The reason for meeting weekly is to create momentum. When people are truly serious about achieving success they will make adjustments to their schedules and/or make specific changes in their work routines to make something happen. Any changes you decide to make should not be at the expense of your core values. Maintaining integrity to your core values is one of the essential ingredients for success and can become a power booster for sustainable success.

Commitment Required

Each participant must be willing to commit to the success of each and every person in the group. Life happens. Meaning people's situations will change and the group as a whole will deal with levels of commitment being tested. This is normal, yet the truly great teams and successful MasterMinds are practiced with calling forth the *Third Mind* and they discover new possibilities, which empower success and achievement beyond even their initial goals and purposes.

Focus on Achievement and Success

The Z Factor MasterMind Group maintains two primary objectives.

1. Team achievement of organizational objectives and goals.
2. Individual growth and development to elevate personal success.

What to Expect

- New clarity for viable solutions to those persistent barriers that have kept you from achieving your desired success.
- Gain new insights and explore new possibilities – many of these new insights will reveal untapped potential in yourself and available resources.
- More intentional focus on what really matters and will make a difference.
- Clear plan of action maximizes available resources for greater success.
- Experience, skill development, and increased confidence.
- Real progress in your business and personal life.
- An instant and valuable support network.
- A sense of shared endeavor – there are others out there!
- Design things to be the way you want them to be, not as you've been told they "should" be.

Ingredients for a Success Z Factor MasterMind Group

- Get to know and understand each others capabilities and capacity for success.
- Create the desire to make this year extraordinary for yourself and be an inspiration to others.
- Be a supportive team member and request the same of others.
- Desire to reach and exceed your goals.
- Develop a deep passion for your life and work from right where you are.
- Ask others to support you in your success.

Z Factor MasterMind Session Format

- Weekly Meeting for an initial 8 Sessions
- 60 Minute Session for Participants
- 30 Minute Coaching Session with Z Factor Coach
 - Instruction and guidance to accelerate the Z Factor Sales System.
 - Weekly review of actions, questions, challenges, homework, and achievements.

- **Agenda:**
 - **With Z Factor Coach**
 - Share Successes – very brief and high level – less than 1 minute per person – to the point.
 - High Level Review of Z Factor MasterMind Ongoing Actions.
 - Weekly Topic Overview and Homework.
 - Q & A.
 - **Participants for remainder of 60 Minute session**
 - Focus on the Weekly Topic.
 - Overview how it reveals new insights for your personal success.
 - Declare your actions for the coming week.
 - Sharing
 - Brainstorming
 - **Immediately after the close of each week's session**
 - Review your Z Factor MasterMind Ongoing Actions.
 - Add your actions and comments and email to your Z Factor Coach.

Guidelines and Rules of Conduct

- Establish and maintain clear focus on the purpose for the group.
- Start and end on time.
- Respect other people's time and confidentiality.
- Be mutually respectful by being brief in your comments and be acutely aware of how much you talk and share during group time.
- There will be times when one participant needs extra time. This additional sharing time by one participant needs to be agreed to by all participants.
- Be an active listener. Remain open for feedback and support to be accountable to the group's purpose and ground rules.
- Guidelines provide a direction that sometimes requires flexibility given the occurrence of changes in personal and business life situations. The guiding principle for all matters is to have an open dialogue and all participants participate in the dialogue.