

Introduction



Are you looking for a **spark** – something that will help you drive your success to the next level?

Are you alone at the top with no one to talk to about the pressures and decisions you face each day?

Do you worry about working **IN** your business rather than **ON** your business?

Are you hungry for new ideas and strategies?

There are a lot of ways to improve yourself and improve your chances for success. One way that's been proven over the years is to engage a business coach to focus on the aspects of your business that are holding you back. Another proven successful approach is active participation in a Peer Advisory Group. Imagine combining the benefits of both for a cost that any budget or business could afford. That's what a **BANG!** group can do for you.

Typically business owners that join peer groups fit a certain profile – they want to grow their business, they are eager to learn new information and they're willing to accept constructive criticism and engage in candid dialogue. They don't believe that they already know it all.

Congratulations for making the decision and commitment to improve your professional career! The journey you are about to undertake will certainly help you to become a better professional, a better leader, and should also help you to reach your goals much faster than "going it alone."

What is **BANG!?** (Brainstorming, Accountability and Networking Group!)

Napoleon Hill introduced the concept of Mastermind groups 70 years ago.

What he found after doing years of study with the great business minds of his time (people like: Henry Ford, William Wrigley Jr., Charles Schwab, Theodore Roosevelt, John D. Rockefeller, Thomas Edison, and others) was that they **ALL** employed what he termed a '**Mastermind group**'. A group of people they met with on a regular basis to help each other meet their goals.

Beyond the obvious benefit of support and sharing, they also enjoyed the synergy of **brainstorming** with other like-minded peers.

The reason that it works according to Mr. Hill is that "*no two minds ever come together without, thereby, creating a third, invisible, intangible force which may be likened to a third mind.*" Basically – if you have a group of intelligent people who are working together for the same purpose – the combined power of your brains **FAR** outweighs the power of those same brains who are working alone! This is because your ideas – once bounced off of each other – produces ideas on **TOP** of ideas – as well as ideas for implementing actions to these ideas!

The end result is a proven recipe for success: according to Mr. Hill: "*Economic advantages may be created by any person who surrounds himself with the advice, counsel, and personal cooperation of a group of men who are willing to lend him wholehearted aid, in a spirit of perfect harmony. This form of cooperative alliance has been the basis of nearly every great fortune.*"

Your **BANG!** coach takes all of the basics of the mastermind group and makes it more efficient while inserting coaching techniques, tools and strategies as needed.

BANG! consists of three parts:

- Brainstorming (the basis of a mastermind group), and
- Accountability (turns brainstorming ideas into **ACTIONS** which you are accountable to the group to complete), and
- Networking (the natural product of getting to know your fellow members very well – thereby providing opportunities to do business and refer each other).

While each of these elements individually may produce some results for you and your business, your **BANG!** Group – by combining all three elements in a structured, regular, and on-going format - provides incredible momentum that is certain to take you where you want to be on the fast track!

Your **BANG!** coach and fellow members are there to help you, trade experience and ideas for overcoming your challenges, and hold you accountable to actually **DOING** what you need to do to reach your dreams – in a relaxed non-judgmental and supportive environment.

When you join a **BANG!** group using the baseline approach of the Mastermind concept and merging it with the insight, direction and facilitation of a Licensed Professional Business Coach, you will give yourself a substantial competitive edge - and have a fun in the process!

What **BANG!** Is NOT

BANG! is NOT a leads or referrals group! As we have stated prior, obtaining referrals and business may (and probably will) happen – but it is definitely NOT the focus of your **BANG!** group.

BANG! is NOT a training class. Your coach/facilitator is a Licensed Professional Business Coach (LPBC) with the Professional Business Coaches Alliance and they have access to many training programs on a wide variety of business-related subjects. However, “pure” training involves you as a spectator rather than a participant. While learning is certainly an element of your involvement in **BANG!**, it is certainly not the sole focus. However, if you want or need training in a certain area, be sure to bring it up to your facilitator.

Qualifications and Suitability to Become a Member

The following are the attributes needed to become a member. Please note – these are NOT just good ideas or intentions. If you do not meet these attributes/qualifications – PLEASE don't waste your time and money...

- **A self-starter.** Although it is often said that “knowledge is power,” we don't agree. In our opinion the **APPLICATION** of knowledge is power. Nothing happens until you do something.
- **A learner.** You are always looking for ways to improve yourself, your company, and your relationships. It means that you are comfortable in your own skin and that you are both comfortable with what you know – and don't know - and that you are always looking to improve your skills.

- **A leader.** You have attained some level of success to date in your field. In addition, “what you say is what you do.” You are willing to both teach and be taught. You have a quiet, non-boastful confidence.
- **Positive Outlook.** You realize the endless opportunities that exist in our wonderful country. You are certain that, by following sound ideas and advice from your peers, you can and will succeed.
- **Commitment.** Once you decide to do something, you are passionate about seeing it through to the end. You are committed to your success, your company’s success, and the success of this group and its members.
- **Interdependence.** You realize that by joining forces with other people to help each other and to work on each other’s goals that your (and their) chances of success are greatly increased. Your desire to give and receive feedback and instruction is very high.

Your Commitment and the Meeting Structure

Your **BANG!** group will meet on a regular basis. Your **BANG!** coach will set up the meeting schedule where you will meet at a consistent day and time over an agreed-upon length of time.

You **MUST** commit to this schedule and schedule it in your calendar as a recurring appointment! Of course, you will always have vacations, sickness, family matters, etc, and these are expected. However, you must commit to make a vast majority of the scheduled meetings for your own good and the good of your fellow members. If you cannot make a meeting, please have the respect for your fellow members to give ample notice. Remember – they need you as much as you need them!

The structure of the meetings has been established by the **BANG!** network of business coaches who are all members in good standing with the finest association of business coaches in the world – The Professional Business Coaches Alliance. In all cases, your **BANG!** coach has the option of sticking to the structured format or deviating from it for the good of your group. This structure has been used with incredible success across the nation.

The Rules

Confidentiality. You **MUST** agree that anything and everything discussed during your meeting is strictly confidential. You will be required to sign a confidentiality agreement as well. The **ONLY** way that you and your fellow members will truly open up with each other is to have complete trust in the confidentiality of its members. You must **NEVER** discuss the conversations that take place within the group with those who are outside of the group!

Format. Each and every week you will be asked to follow the structure and format that has been set up to ensure your success. If you do not follow it, your chances at success diminish. In addition, if one person is not following the format, the entire group can become interrupted.

Conversation. Your group should avoid discussing controversial subjects that will detract from the cohesiveness of your group, such as religion, politics, etc.

Positive Outlook. There should be no negativity. All members should be committed to finding solutions and seeking positive outcomes for each other.

Attendance. All members should attend every session unless it is impossible as discussed prior.

Exclusivity. You may not invite another person to join the group or a meeting at any time without the express approval of the entire group.

Conclusion

Congratulations for considering **BANG!** If you are ready to commit to yourself, your career and your future, **BANG!** is certainly one avenue that you can take to get there more quickly.

By joining a group like this, you will have access to a brain trust that consists of a licensed business coach as well as a group of peers who will not only share with you, but also push you to success.

Your decision is pretty simple. Obviously, if you have read the previous pages, this kind of group is NOT for everyone! Please check the following that apply:

- € I am presently committed to my success and my company's success.
- € I believe that a group of my peers will help me, push me, and keep me accountable.
- € I am willing to share my challenges and experiences in a confidential environment within a group.
- € I can commit the time needed
- € I can commit the money needed

That's it! If you have checked at least three of the five boxes, please contact your **BANG!** coach to see if there is a group that you may fit.

If you do not wish to join us, we wish you the very best. If you DO wish to join us, we will do more than wish for your success – we will commit to your success.