LET'S PICK UP WHERE WE LEFT OFF...

TRANSFORM 2020 —-> THE ACCOUNTABILITY COLLECTIVE

TRADITIONAL DOLLAR PRODUCTIVITY

High

Prospecting
Meeting Clients
Offer
Marketing

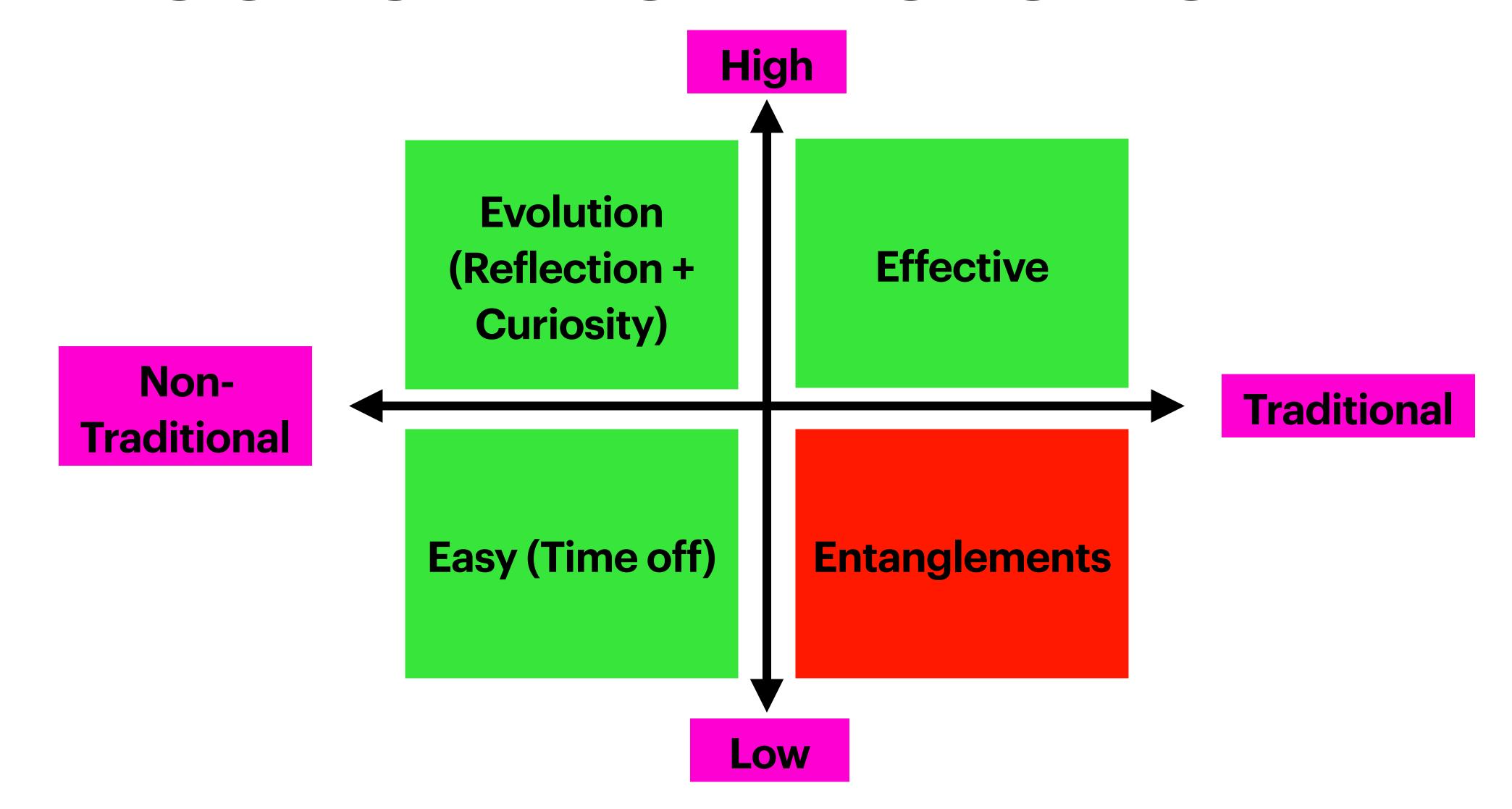
Everything Else

Low

WEKNOWTHAT'S A LIE...



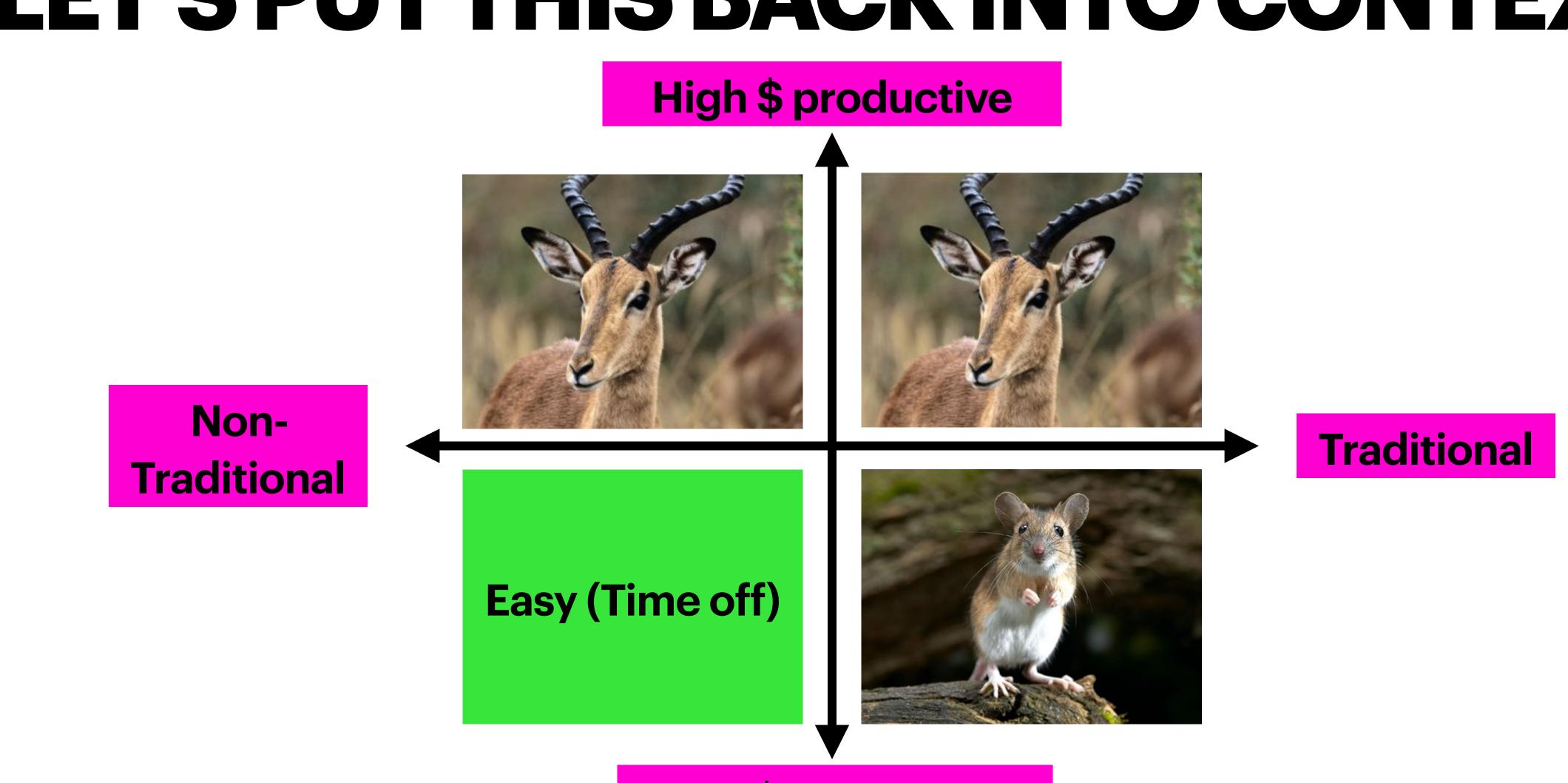
THE CONCEPT OF EVOLUTION TIME







LET'S PUT THIS BACK INTO CONTEXT



Low \$ productive

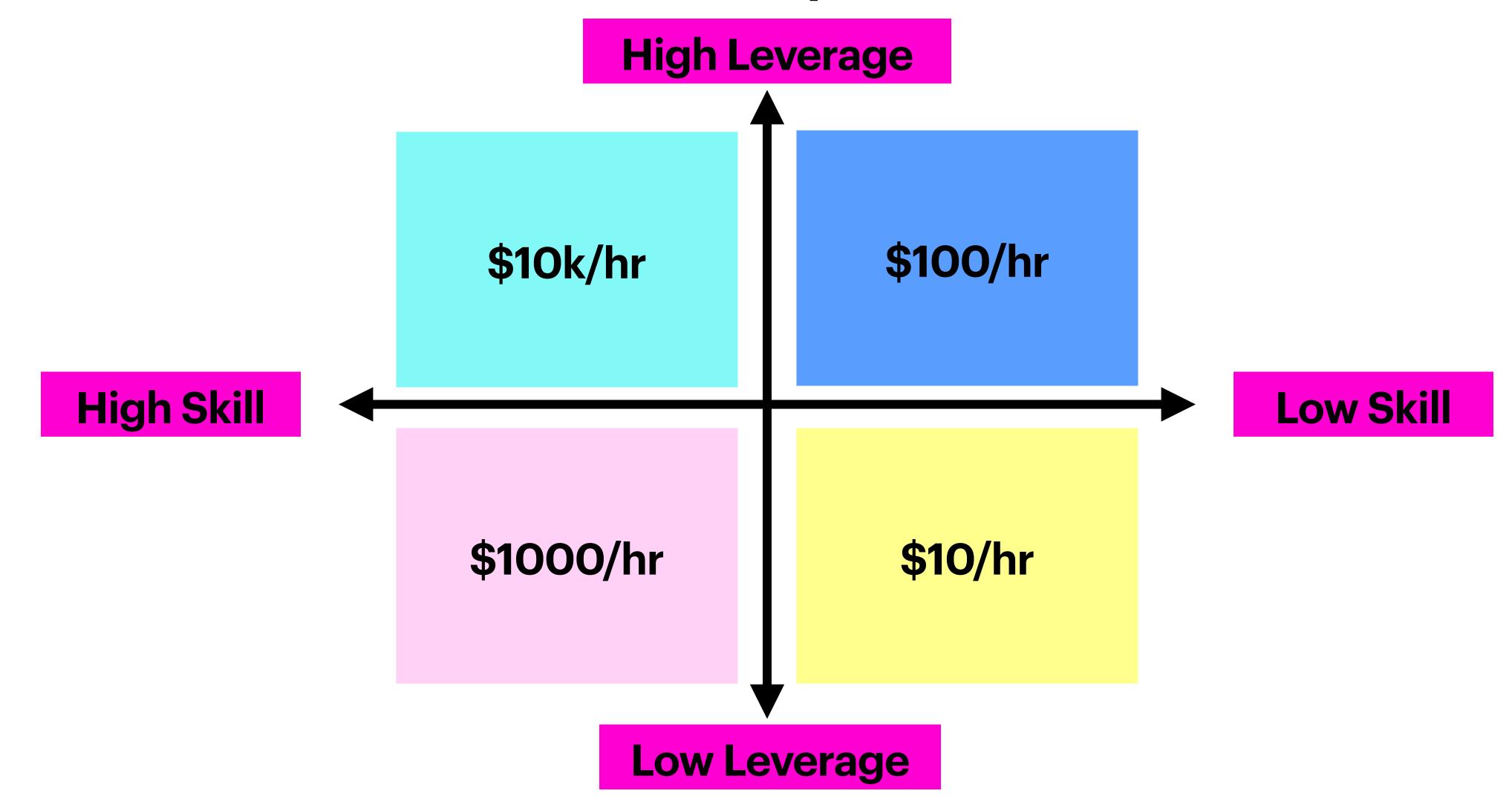
LET'S PUT THIS BACK INTO CONTEXT

Low \$ productive

High \$ productive Evolution **Curiosity**) **Traditional Entanglements**

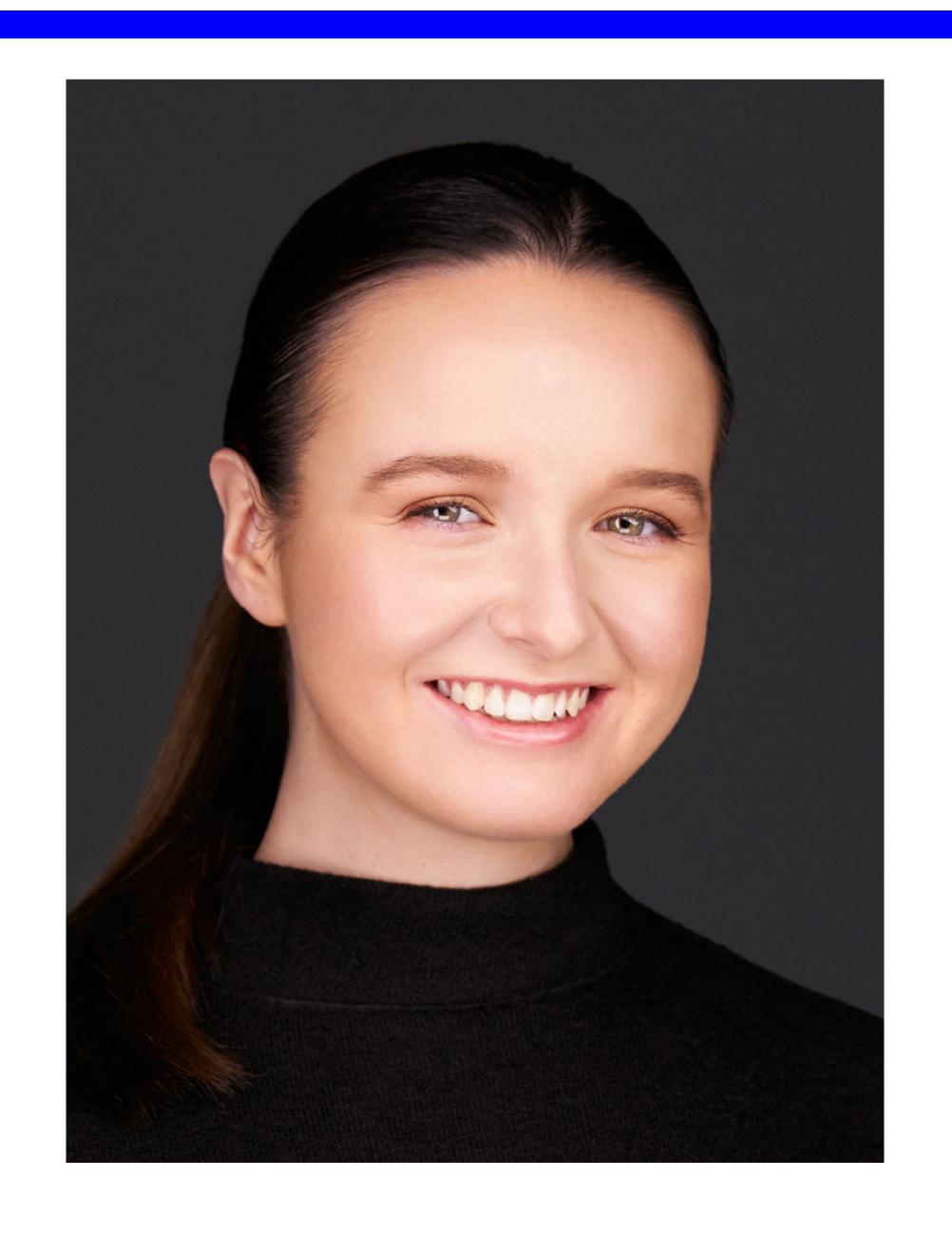
Non-Traditional

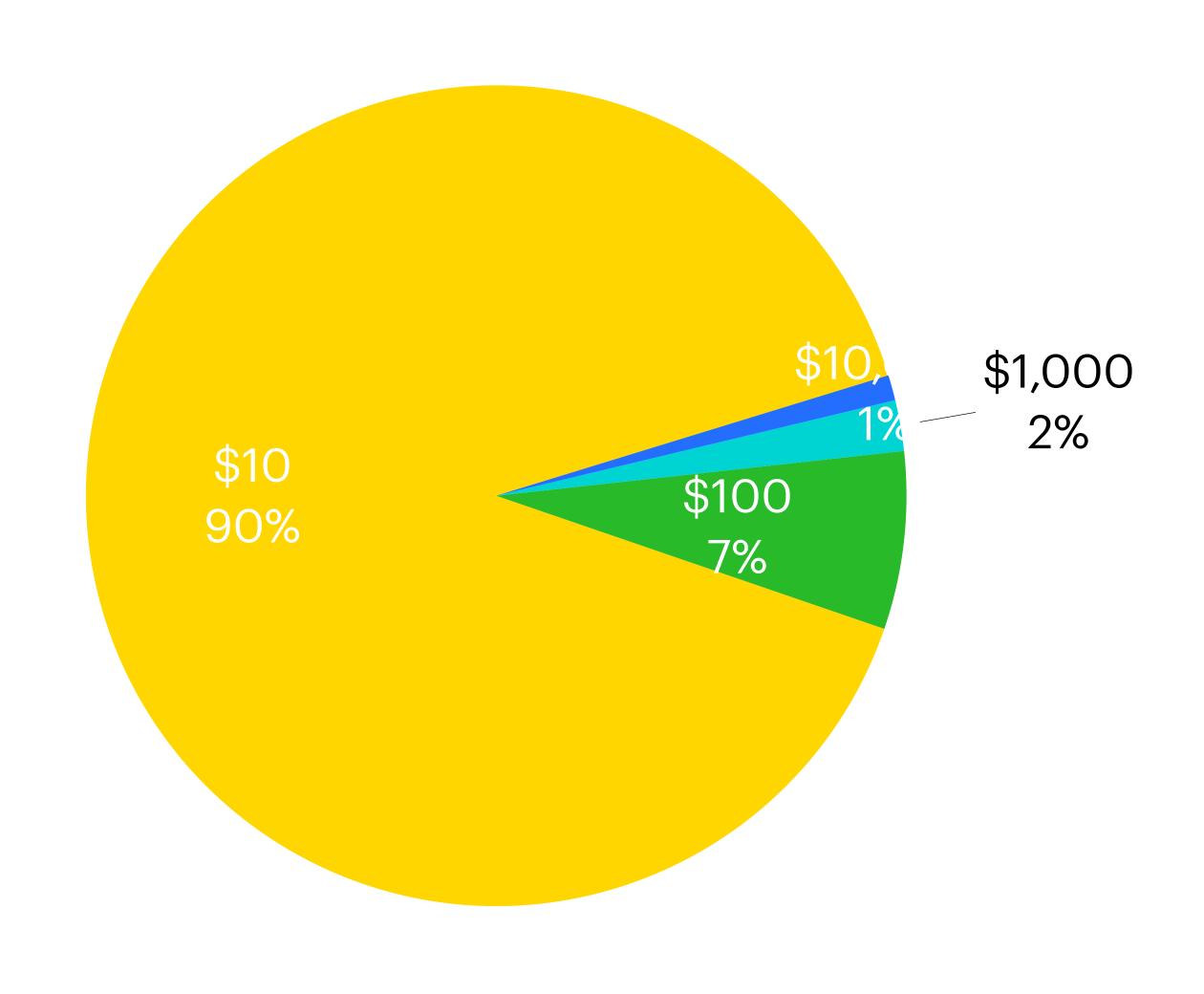
COULD YOU EARN \$10K PER HOUR?



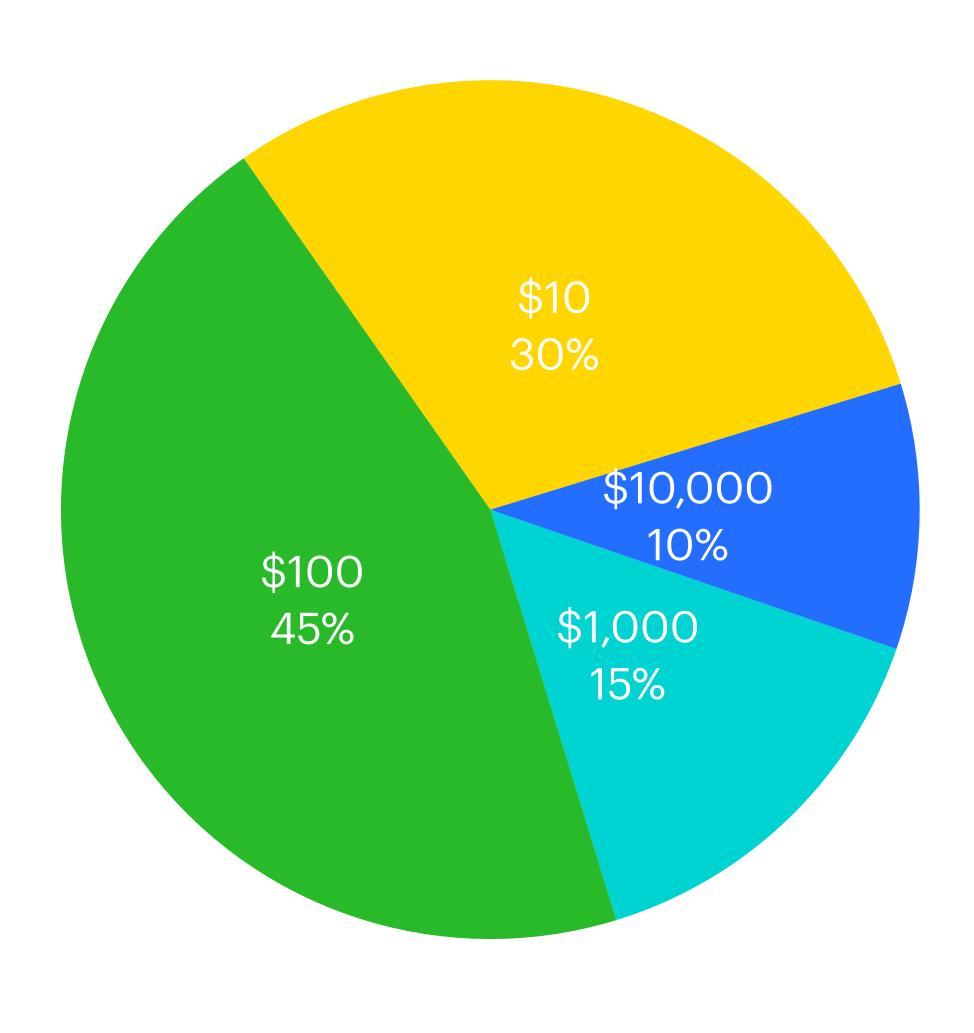


\$1,000 5% \$10,000 95%

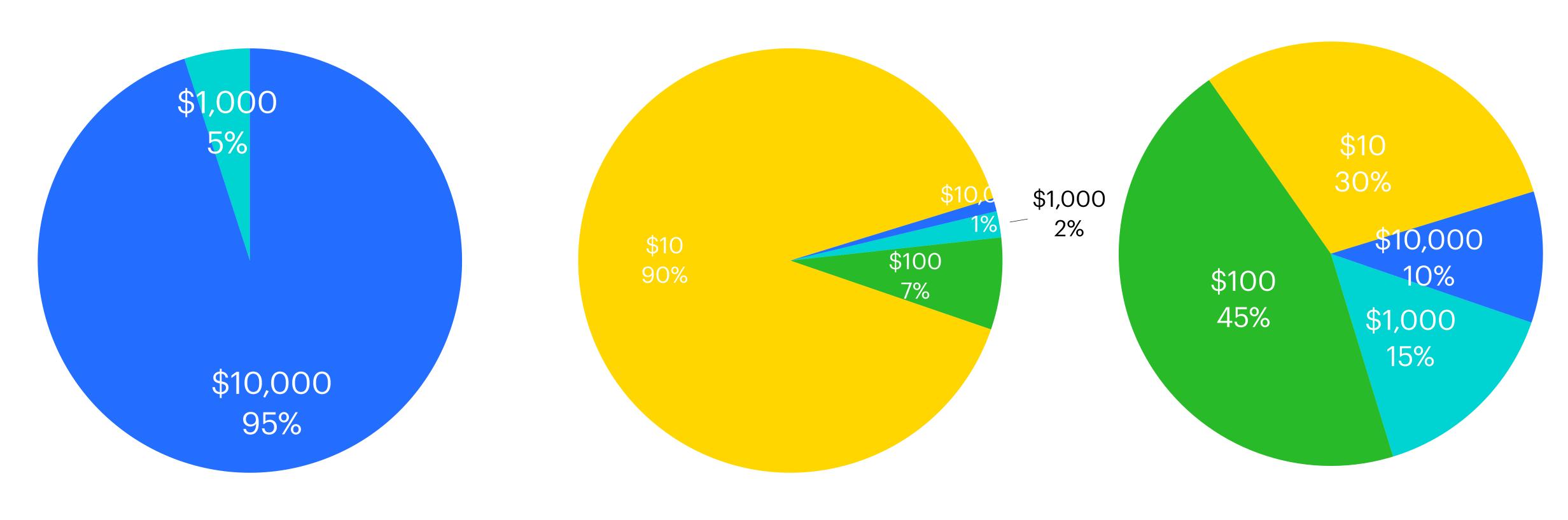








EVERYONE HAS THEIR OWN MIX



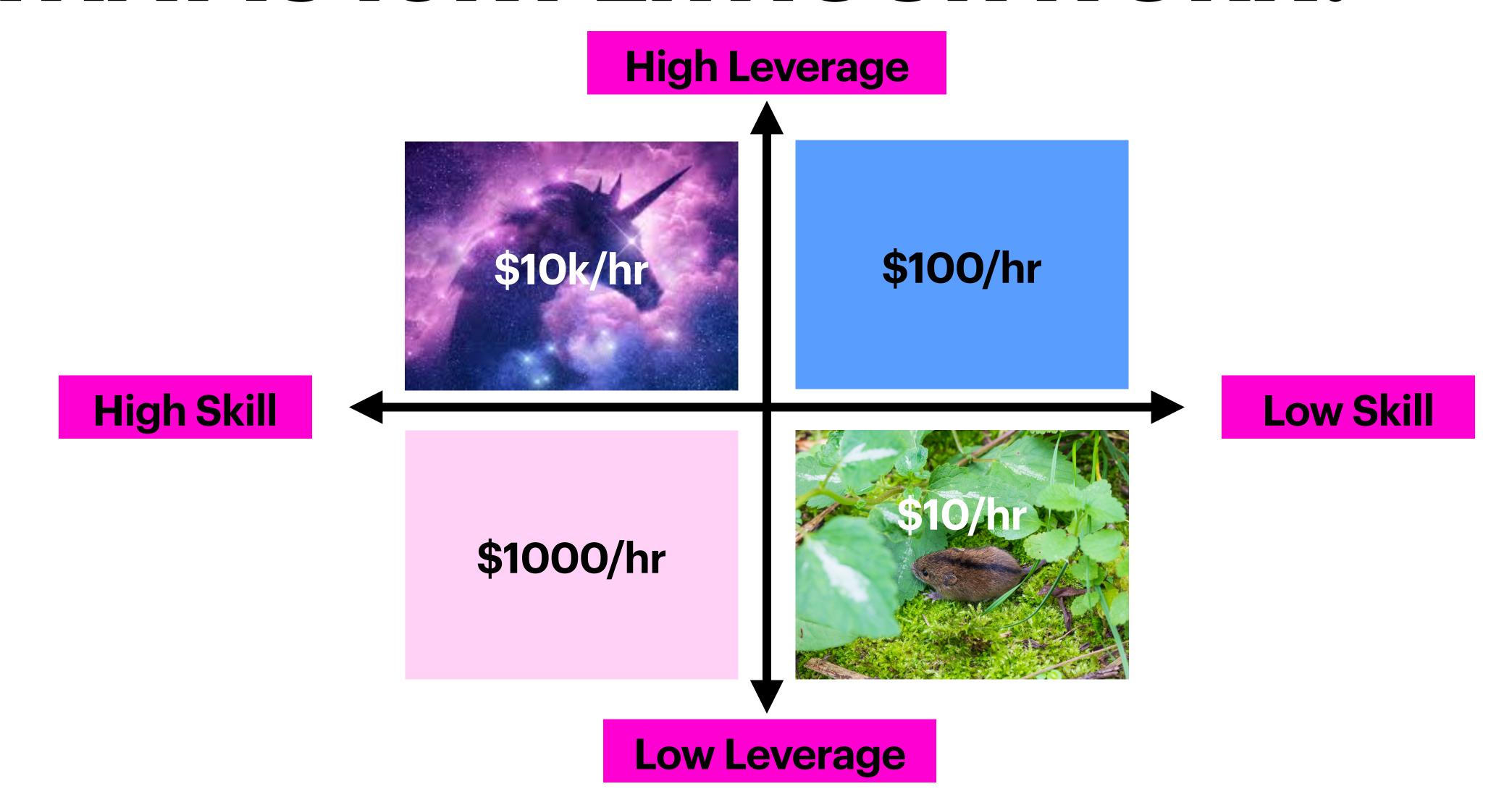
Bezos

Uni Student

Entrepreneur

20% OF RESULTS MANY 80% OF TRIVIAL TIME TASKS EXPENDED 80% OF RESULTS FEW VITAL 20% OF TIME TASKS

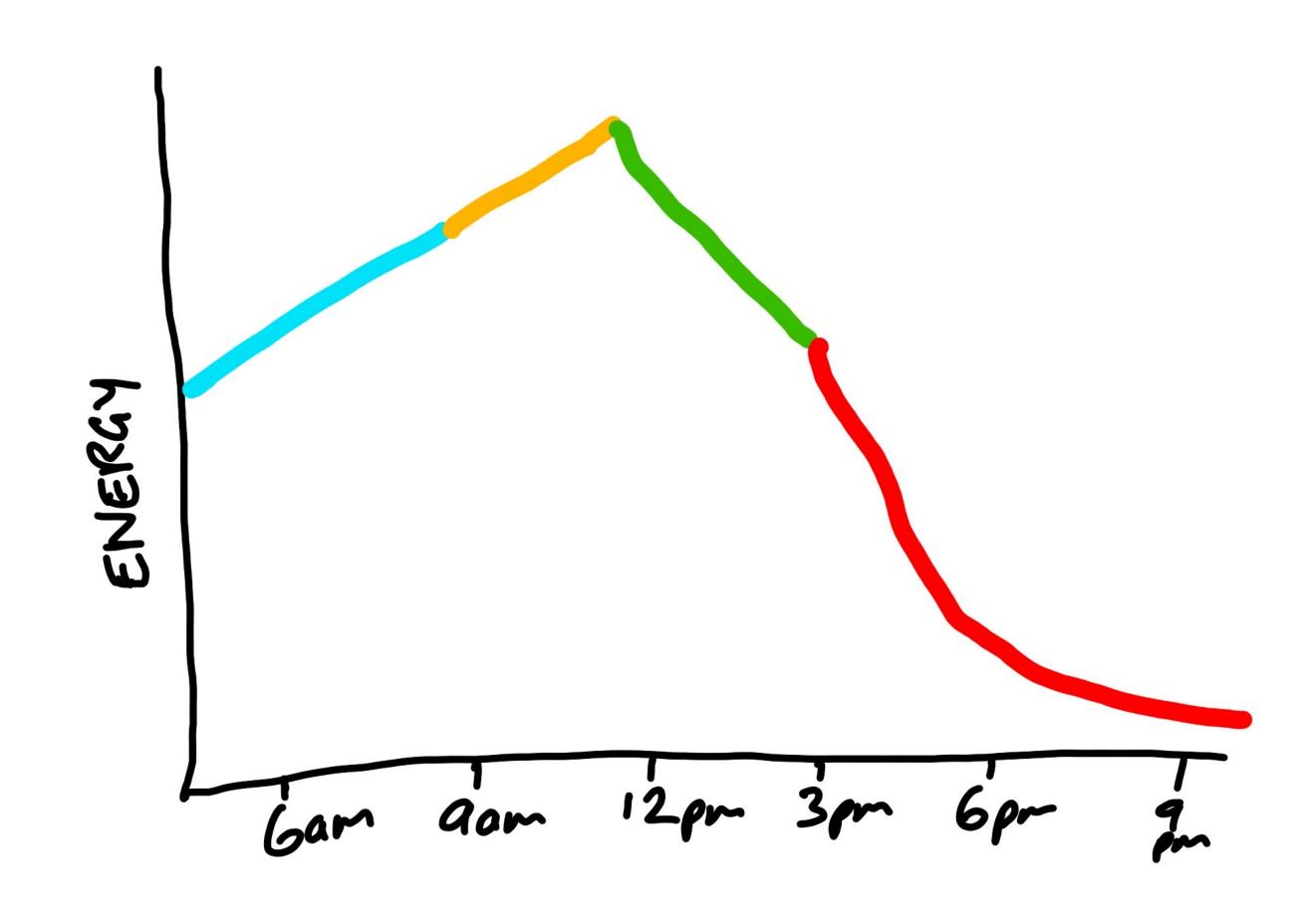
WHAT IS 10K PER HOUR WORK?



"IT'S THE ENERGY YOU EXPEND, NOT THE TIME YOU SPEND..."

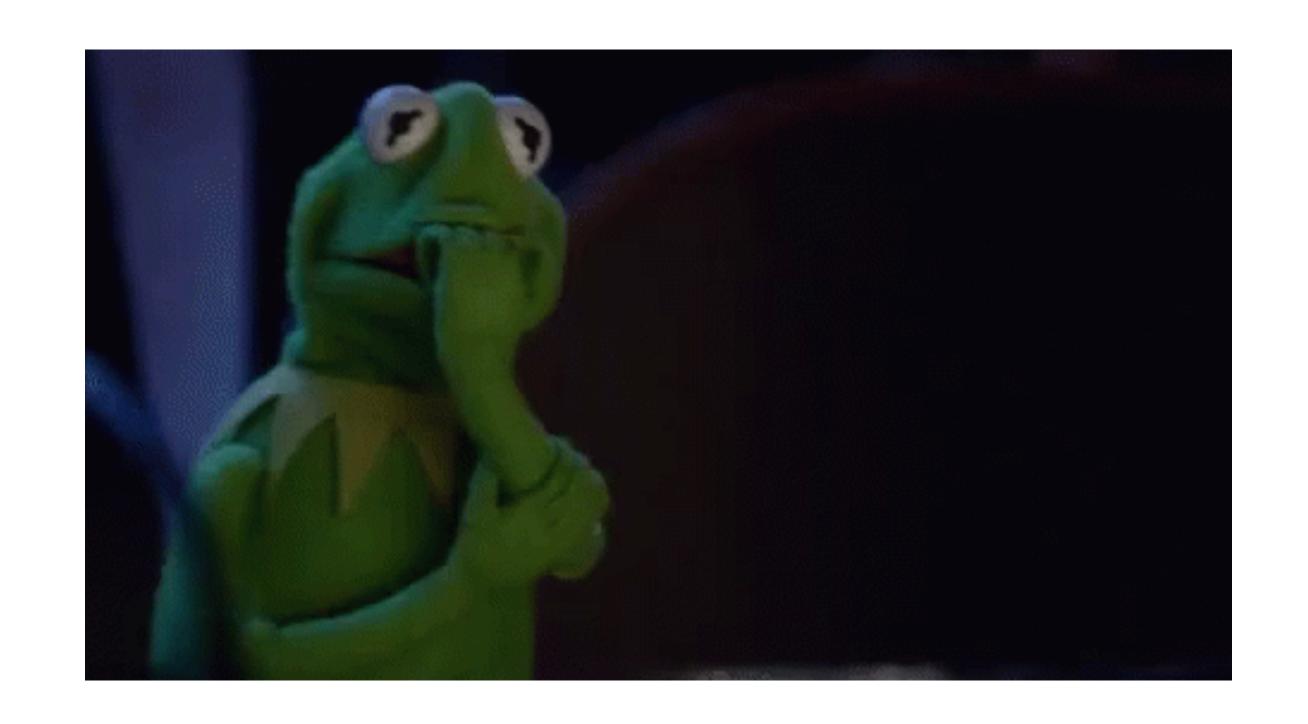
TONY SCHWARTZ

MANAGE ENERGY NOT TIME



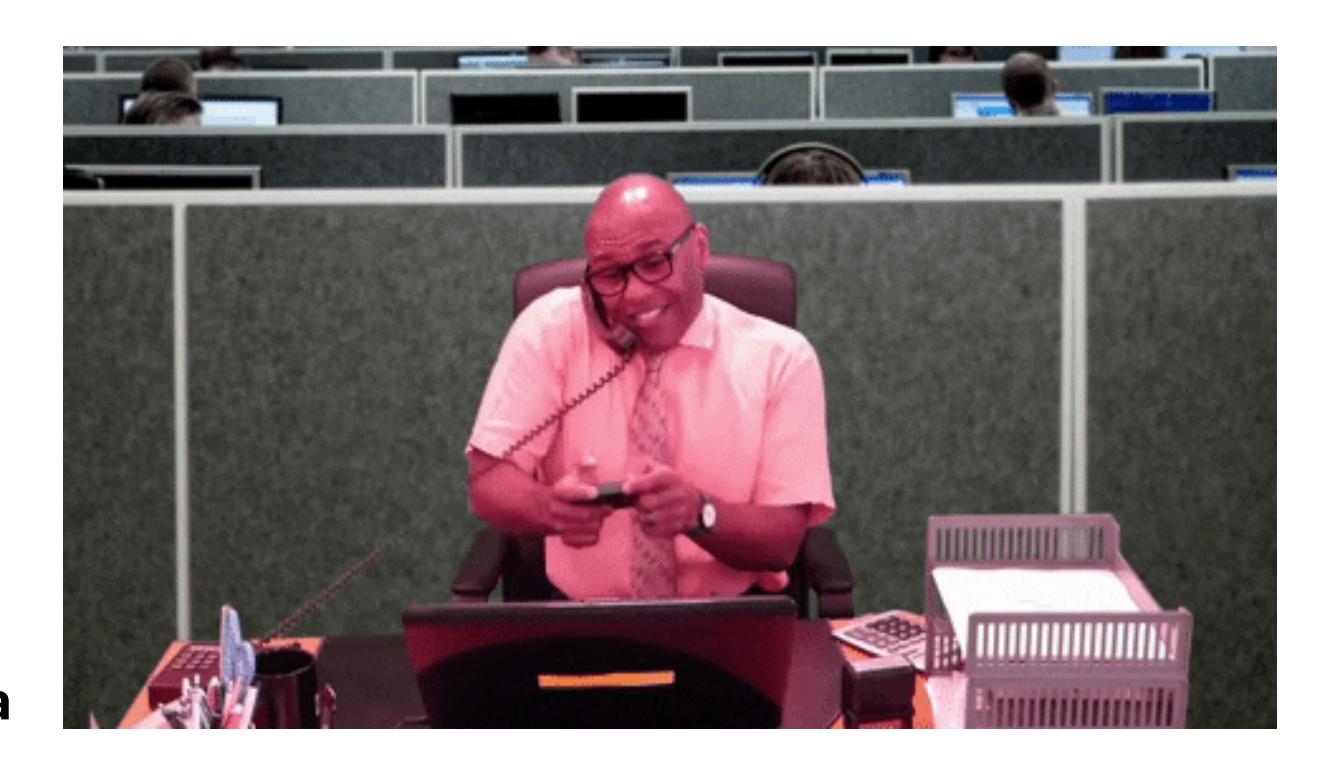
ENERGY THIEVES

- 1. Worry
- 2. Lack of Sleep
- 3. Trying to do everything
- 4. Not exercising
- 5. Alcohol (sigh!)



TIMETHIEVES

- 1. Distractions
- 2. No priorities
- 3. Easy Deadlines
- 4. Multi-tasking
- 5. Using your email as a to do list
- 6. Consuming too much social media



REMEMBER THIS:

IF YOU CAN DO IT WITH A HANGOVER ITS \$10/HOUR WORK