

be'ng

A world of dignity and development

# The 7 Laws of Outstanding Growth

## The Spirit 1

A dream to believe  
A mission to achieve  
A standard to share  
And a whole lot of

loving care!

## The Spirit 2

No Guts

No Goal

No Grid

No Glory

being

A world of dignity and development

# The 7 Laws of Outstanding Growth

# The 7 Laws of Outstanding Growth

1. Total Flow
2. Culture
3. Focus
4. Coach & Control
5. Partner Development Program
6. Strategy drives Structure
7. Mandate Planning

# The 7 Laws of Outstanding Growth

## 1. Total Flow

The perfect representation of Corporate fundamentals by total offer.

The fundamentals:

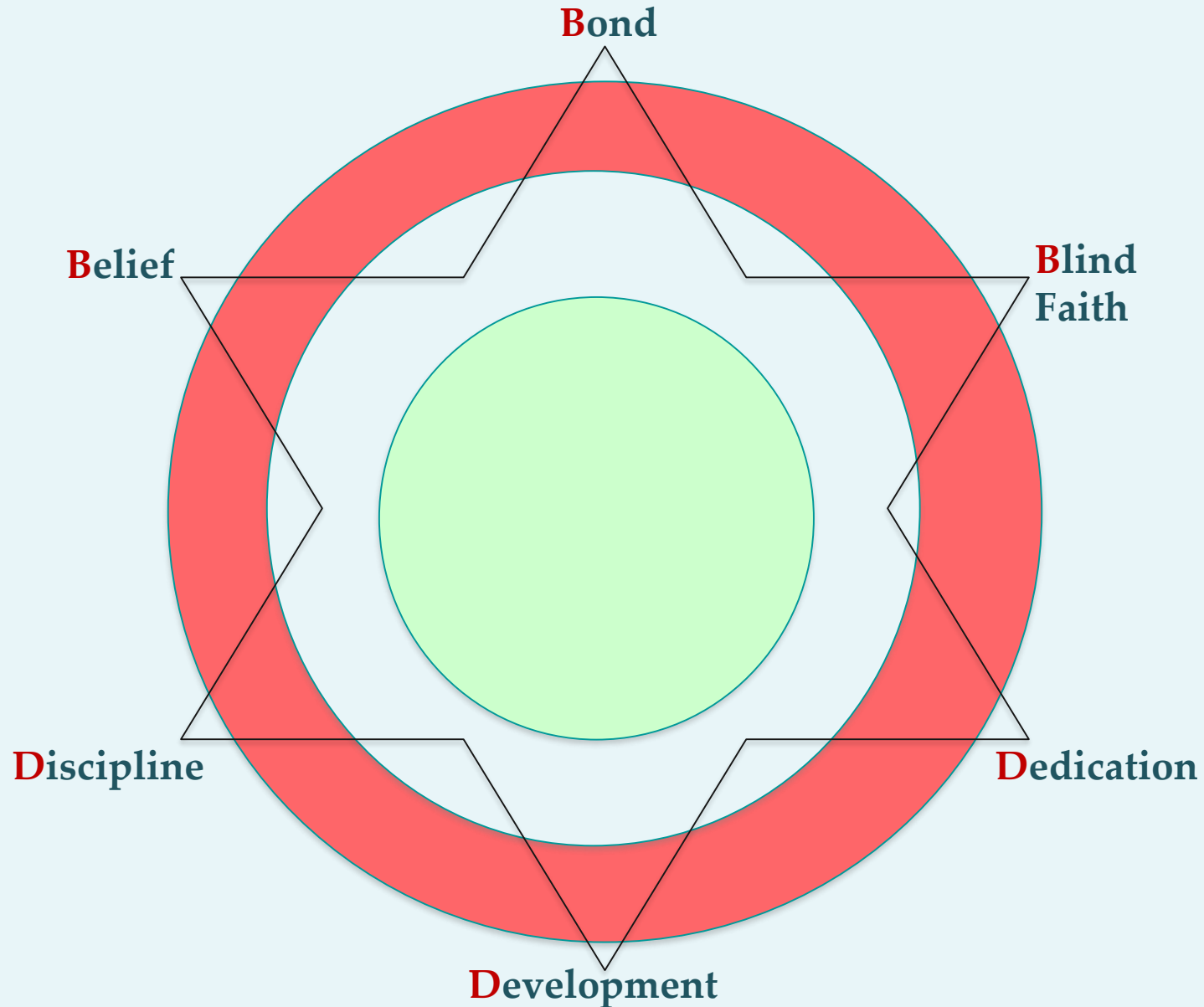
- Grand Design
- Principles
  - Ethics
  - Technics
- Mission
- Pop

# The 7 Laws of Outstanding Growth

## 2. Culture

Powerful + homogeneous

# The 7 Laws of Outstanding Growth





# The 7 Laws of Outstanding Growth

## 3. Focus

Stick to your deepest, unique intelligence

# The 7 Laws of Outstanding Growth

## Focus

- Dynamic Core intelligence
  - Innovation
  - ICT
- Positive Outstanding Power
  - Dynamic process
- Authority
  - Leading proactiveness

# The 7 Laws of Outstanding Growth

## Focus

- Beat persistently:
  1. Yourself
  2. Your peers
  3. Your predators

# The 7 Laws of Outstanding Growth

## 4. Coach & Control

- Control
  - Data
    - CTS (Continuous Trend Survey)
    - TOS (Total Offer Scores)

# The 7 Laws of Outstanding Growth

## TEN BEES OF CHIEFSHIP

- Be** positive in your approach of challenges
- Be** the guardian angel of you and yourself
- Be** noble, humble and respectful
- Be** the sound, confident paragon of all values and goals in process
- Be** passionate believer in your power to trigger ambitious progress
- Be** chief; grow and guard the powerful, homogeneous group culture
- Be** coach; share know-how, learning-inspirations and success
- Be** winner, by making winners, helping people to live up to their talents
- Be** master of your emotions and productivity, practice priorities
- Be** the sparkling fountain of common sense, discipline and joy

# The 7 Laws of Outstanding Growth

Theme: Work SHMARD® - 20 Practics

How to multiply **Hard** Work by **Smart** Work? 20 Practics, from Rebound

1. Be grateful and curious constantly
2. Be optimistic and proud
3. Believe in your unlimited power
4. Mind and master your emotions
5. Practice TIME4
6. Practice TRIPLE D
7. Dive Deep
8. Think scenario's
9. Be long term oriented
10. Practice Set up for Records

# The 7 Laws of Outstanding Growth

Theme: Work SHMARD® - 20 Practics

How to multiply **Hard** Work by **Smart** Work? 20 Practics, from Rebounce

11. Work systematically
12. Set prio's, no concessions
13. Practice **Day Record Chart (DRC)**
14. Plan all communication
15. Develop, use **LEAP** model
16. Be ready for change at all times
17. Be well prepared
18. Be in excellent condition
19. Practice your common sense
20. Enjoy what you do, all.....ways

# The 7 Laws of Outstanding Growth

## 5. Partner Development Program (PDP)

1. Existing Clients
2. Potential Clients
3. Star of Markets



# The 7 Laws of Outstanding Growth

## 1. Existing clients (PDP)

- Know
- Tune
- Bind
- Surprise
  - Intelligence
  - Strategy
  - Data

# The 7 Laws of Outstanding Growth

## 2. Potential clients (PDP)

- Tailored approach
- Strategic
  - Fundamentals
  - Profile
  - Positioning

### **Clients:**

- Partners
- Accounts
- Takers
- Breakers

# The 7 Laws of Outstanding Growth

## 3. Star of Markets (PDP)

- Natural context
- Customers
- Members
- Suppliers
- Financers

# The 7 Laws of Outstanding Growth

## 6. Strategy drives Structure

### Triple M

Man

Methods

Means

# The 7 Laws of Outstanding Growth

## 6. Strategy drives Structure

### Triple M

Man

Methods

Means

The only Triple M accepted, is the Triple M that produces the strategic results.

## 7. Mandate Planning

- Mandate structure
- Mandate planning
- Career planning