

B.L.A.S.T.O.F.F

How to take your business to the next
level

by

Todd Duncan



**Length: 122.17 ft
(37.24 m)**

**Wingspan: 78.06 ft
(23.79 m)**

**Height: 58.58 ft
(17.25 m)**

Operational

**Altitude: 100 to 520
nmi (185 to 1,000
km)**

**Speed: 25,404
ft/s//17,321 mi/h)**





The shuttle accelerates from zero to 16,800 miles per hour in just eight and a half minutes. One-minute later, at 17,500 mph, it breaks free of gravity!



Core Thought

To get what we have never had, we must do what we have never done.

Enormous effort for a short-period of time will give your business the lift-off it needs.



The 90-day Burn

*Focused decisions for
a short period of time
will change your
future and unleash
your destiny.*



Belief

*Belief fuels
enthusiasm, and
enthusiasm explodes
into passion. It fires
our souls and lifts our
spirits*



Love

*“If you love what you
do, the money will
follow.”*

Marsha Sinetar



Attitude

The only thing that stands between a person and what they want in life is the will to try it and the faith to believe it is possible.



Strategy

“The most dangerous strategy is to jump a chasm in two leaps.”

Benjamin Disraeli



Trust

"For it is mutual trust, even more than mutual interest that holds human associations together."

H. L. Mencken



Organization

*“There is a difference
between being busy and
being productive.”*

Todd Duncan



Failure

Many of life's failures are men who did not realize how close they were to success when they gave up.

Thomas Edison
American Inventor
1847-1931



Fun

“He who does not get fun and enjoyment out of every day...needs to reorganize his life.”

George Matthew Adams



*How to have
your cake and
eat it to...*

Gain Knowledge





“ If you will spend an extra hour each day of study in your chosen field, you will be a national expert in that field in five years or less.”

Earl Nightingale



Ricardo Gomez

Case Study:

Q4 - 2006

- *I have dramatically improved my personal life;*
- *I now run my business with a purpose and all that we do conforms to that purpose which has increased my business while reducing my hours;*
- *I have become a better leader and am now adding value back to my team in real and meaningful ways;*



- *I now have clarity and vision and have transferred that to my team and now they know where we are going and what we are doing;*
- *I have implemented with my team the 10-Essential Strategies for Creating World-Class Service and the energy is amazing;*
 - *My conversion rate of borrowers talked with to applications received has gone to 80%. The High Trust Interview that you teach has radically changed the way I work with borrowers;*
- ***My production has gone from 2.9 MM in November to 3.2 MM in October to 4.9 MM in January, largely because of everything I learned through the 90-day burn;***



*Are you ready
to BLAST OFF?*

*Welcome to
your future!*

