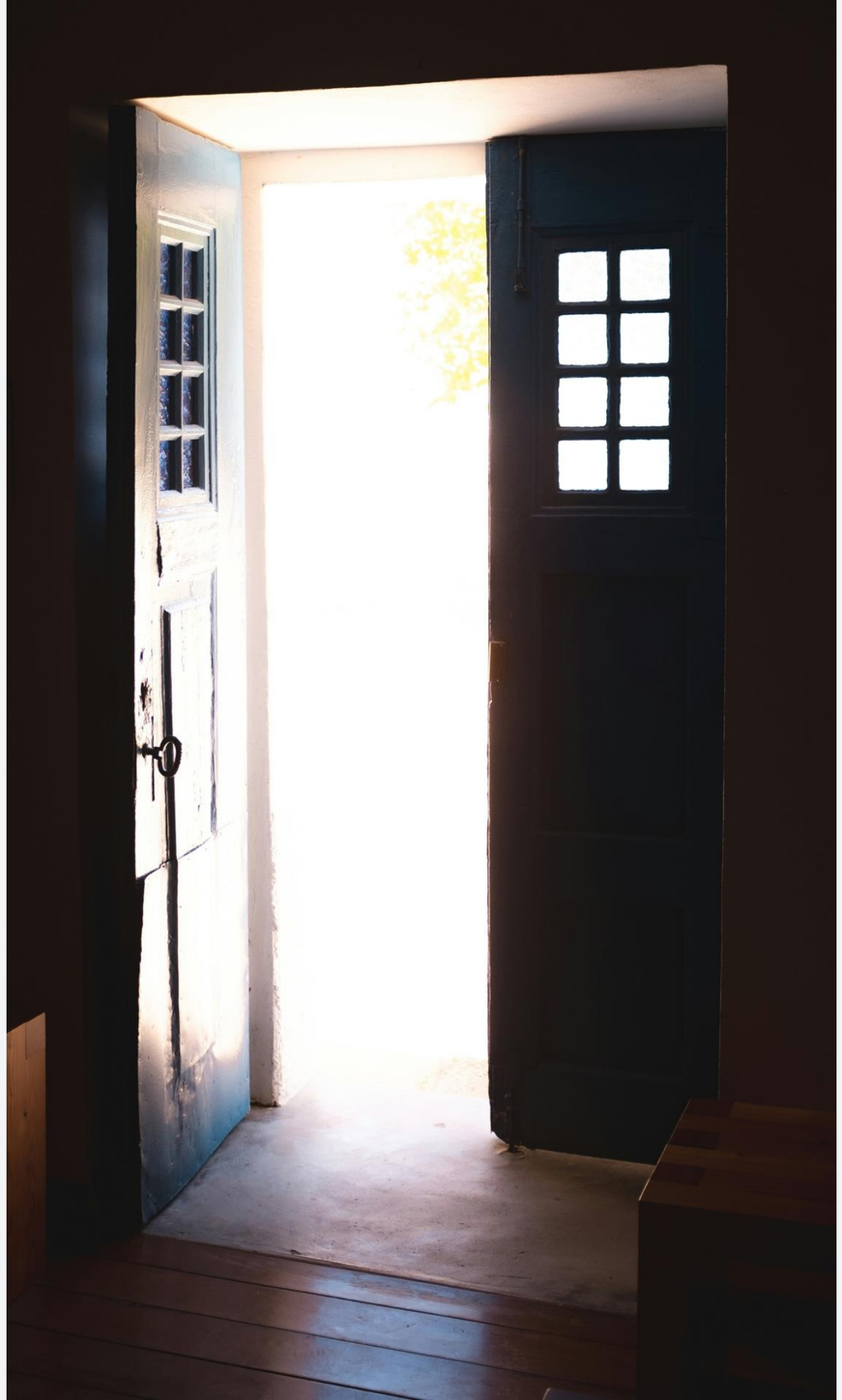
Financial Fitness

8 Systems to Strengthen Your Business and Boost Your Bottom Line

BILLY HOFACKER | FIT PROFIT SOLUTIONS



#IMPACT
#IMPACT

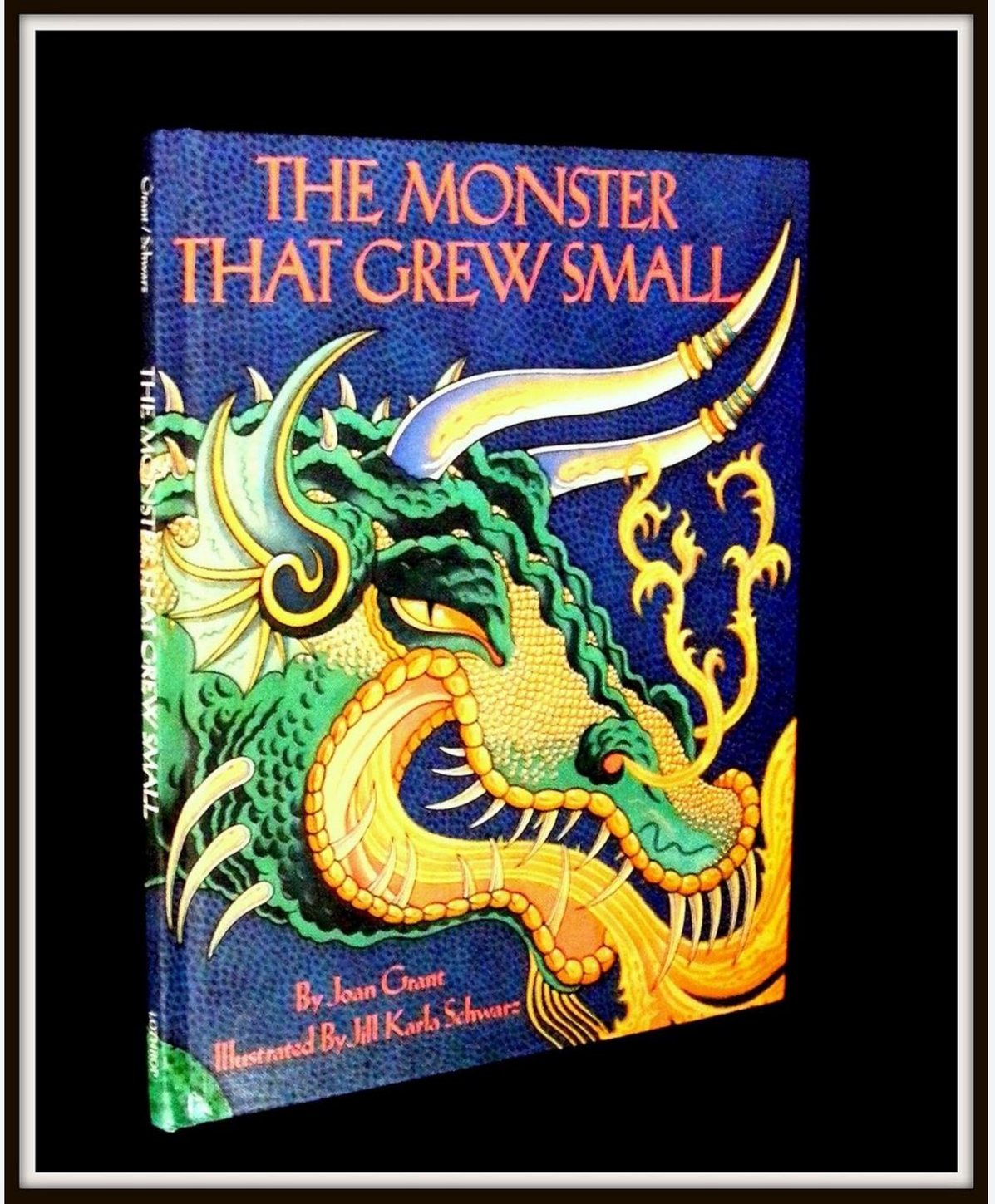
WHAT LIES AHEAD
The 3M Formula
1. Money Mindset
2. Money Margin
3. Money Multiplication

Today’s Journey

- Wake Up
- Step Up
- Stay Up
THIS IS HAPPENING RIGHT NOW
LIVE
NEWS
A white Honda Accord (2009) hooked up to a tow truck
BREAKING NEWS · BREAKING NEWS · BREAKING NEWS · BREAKING NEWS · BREAKING NEWS · BREAKING NEWS · BREAKING NEWS · BREAKING NEWS · BREAKING NEWS · BREAKING NEWS · BR

DON’T LET THIS BE YOU

You Don't Need Permission


THE MONSTER THAT GREW SMALL
By Joan Grant
Illustrated By Jill Karla Schwarz

YOU CAN'T FIX WHAT YOU WON'T FACE

WHERE ARE YOU ASLEEP IN YOUR BUSINESS?

Step Up

“It’s Always My Fault”

- Billy Hofacker

Step Up

"Attitude is a Little Thing That Makes a Big Difference"

- Winston Churchill

Step Up

Respond with Intention

Step Up

The Clock is Ticking

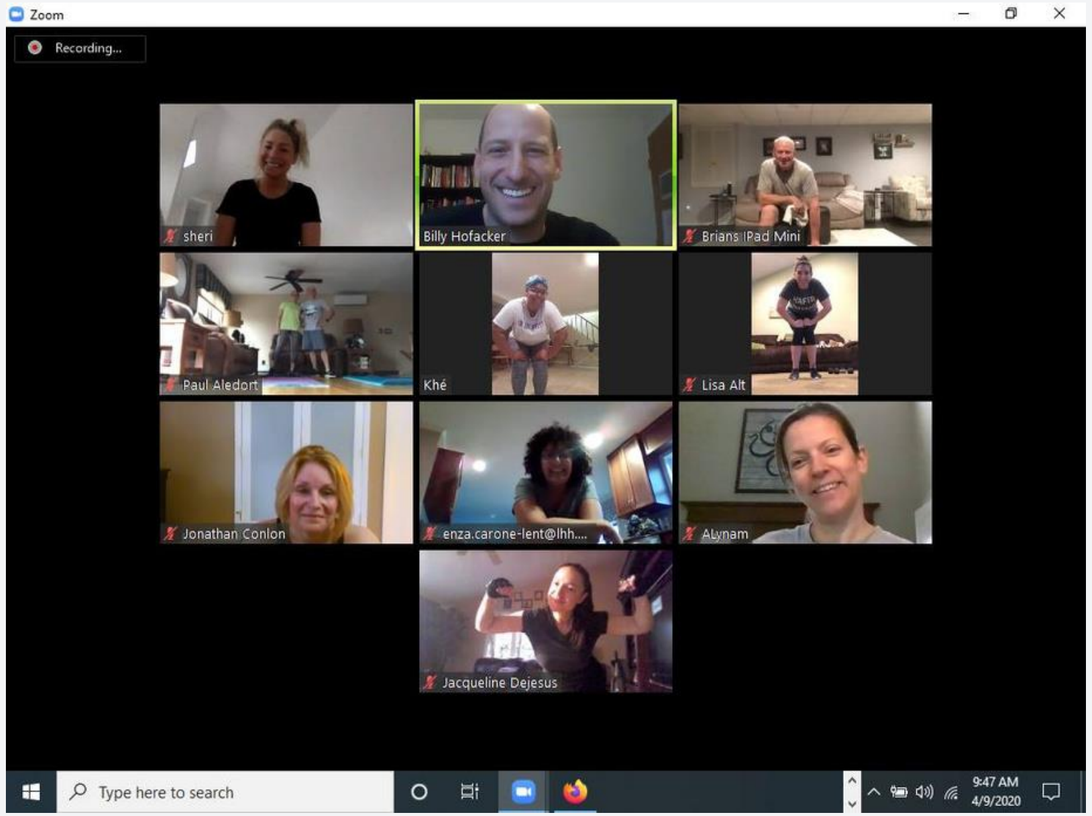
Age	Wealth Multiplier	Monthly Savings to Reach $1 Million at 65
0	647.47	$13
10	239.18	$35
20	88.35	$95
30	23.06	$340
40	7.34	$1,052
50	2.85	$3,155
60	1.35	$14,333

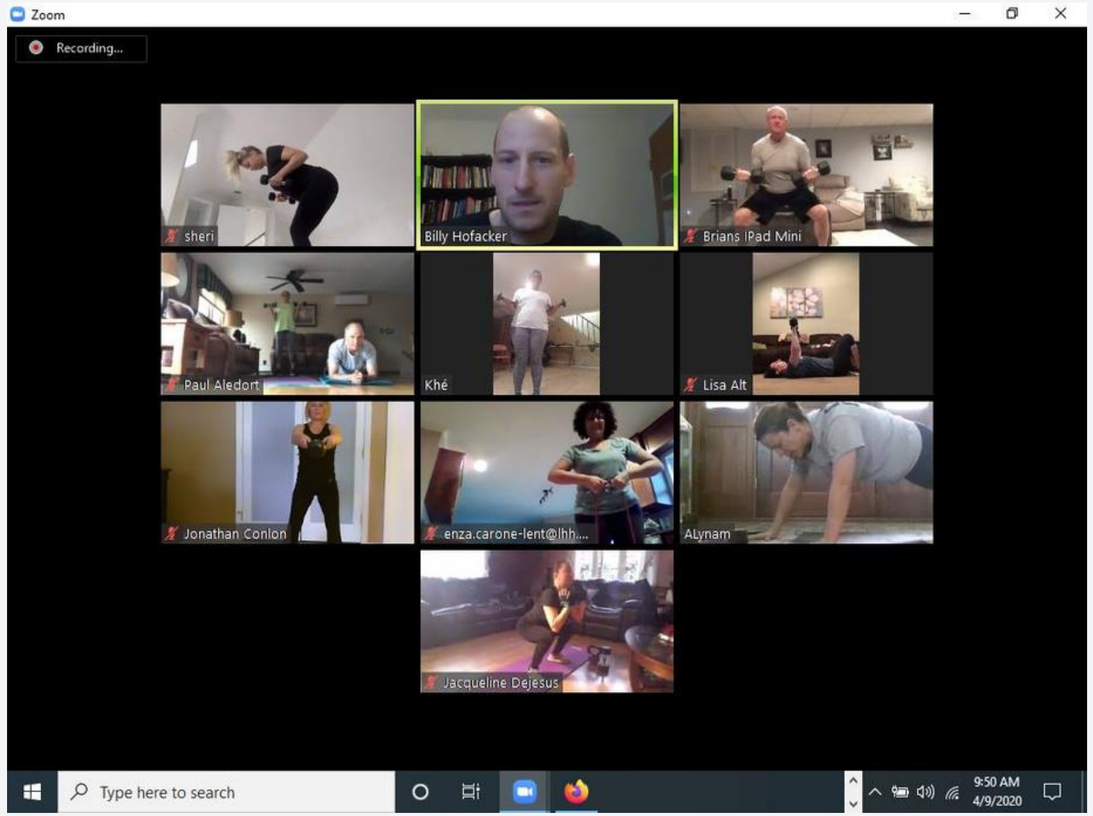
Money Guy Wealth Multiplier

The Ramsey Show (June 22, 2023)
NEXT (SHIFT+N)
Stop Looking For A Shortcut To Get Rich!
RAMSEY
2:03:45
1:02:06 / 2:03:30
Scroll for details

Stay Up

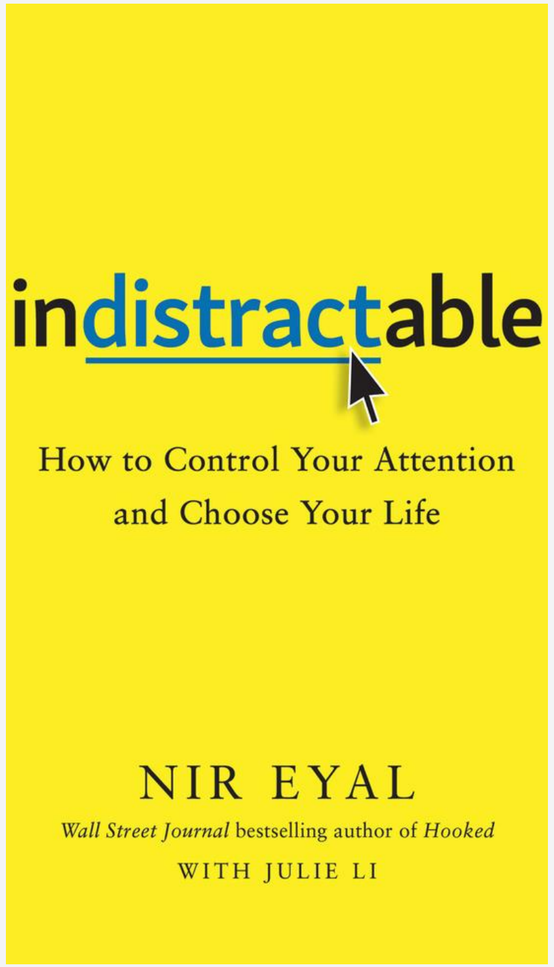
Long-Term Success

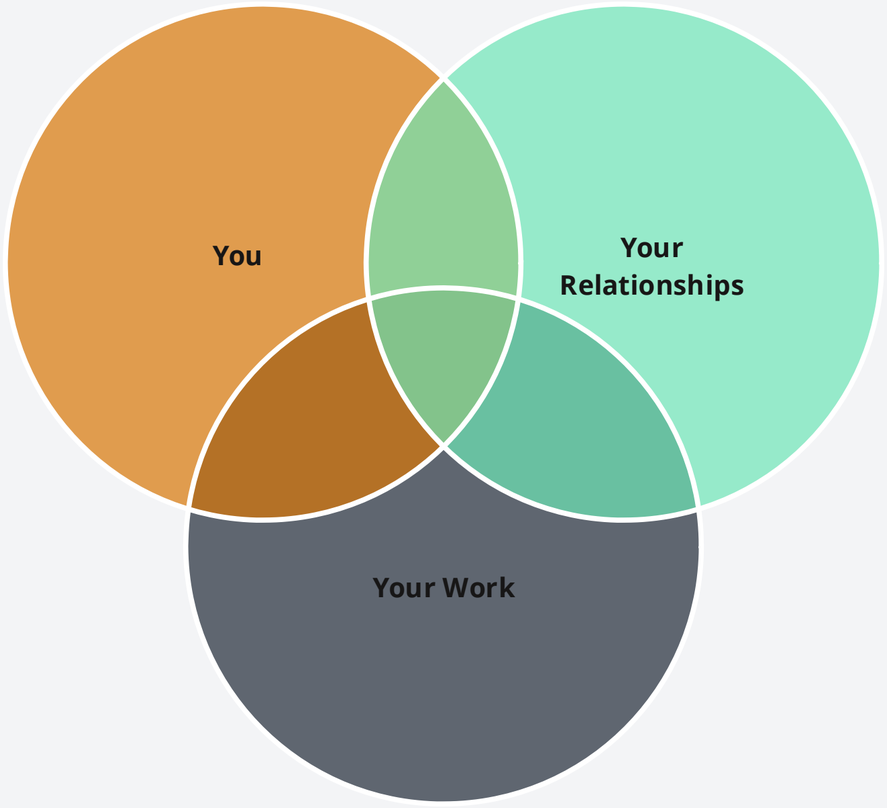




Timeboxing:

Control the Calendar, Control the Outcome



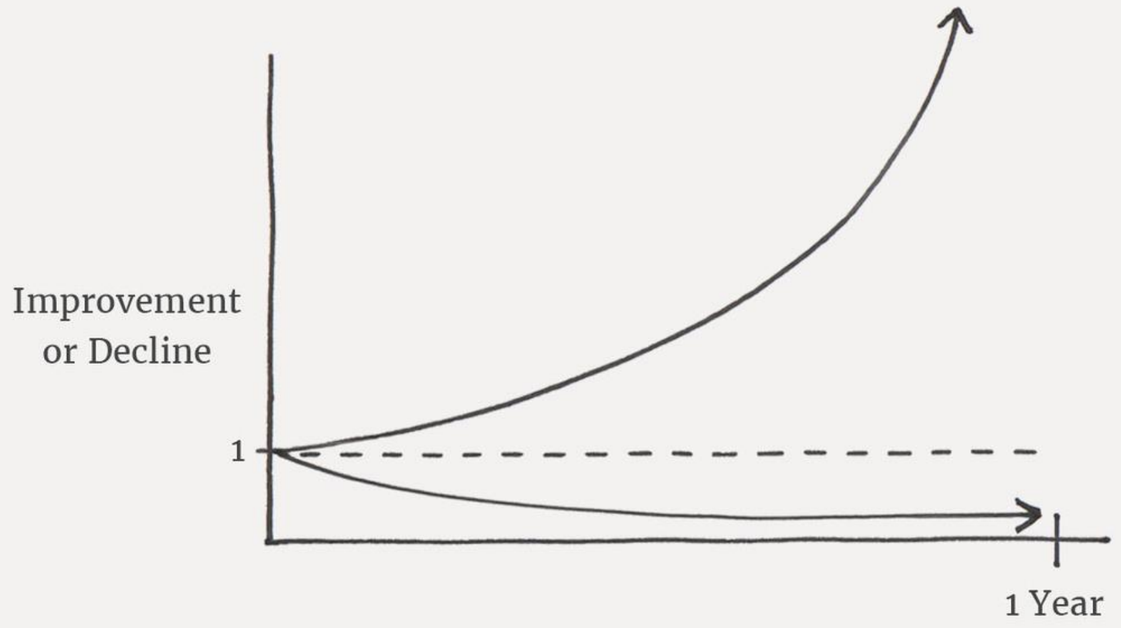


1. **Identify your values**
2. **Assign activities to the 3 areas**
3. **Timebox the activities**

The Power of Tiny Gains

1% better every day $1.01^{365} = 37.78$

1% worse every day $0.99^{365} = 0.03$



JamesClear.com

MESSY MIKE
MARGINAL MANNY

How Small Improvements Create Big Wins

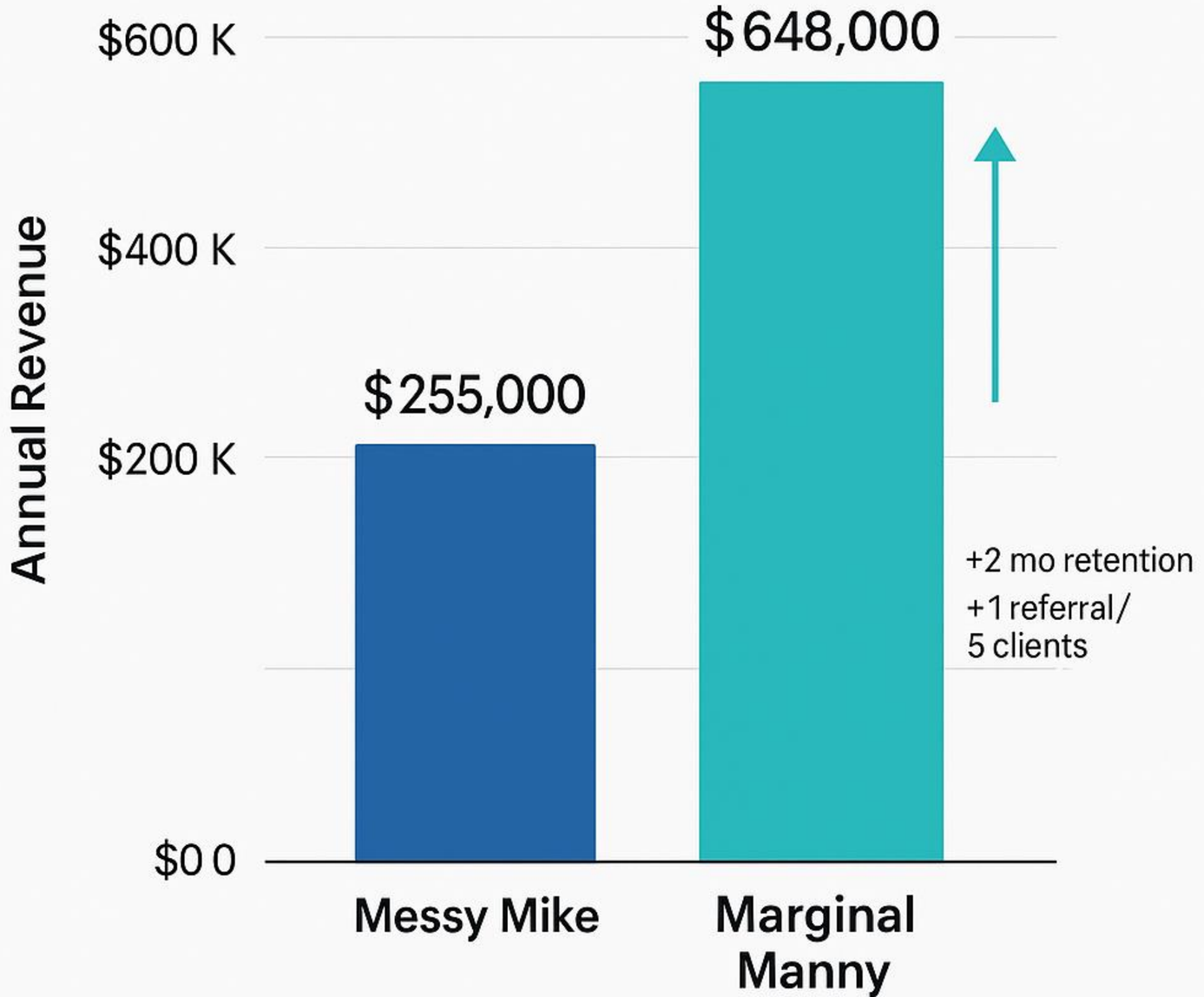
Messy Mike

Leads: 20
Set Rate: 60% → 12 appointments
Show Rate: 70% → 8.5 shown
Close Rate: 50% → 4.25 sales
Avg Sale: $5,000
Revenue: $21,250

Marginal Manny

Leads: 30
Set Rate: 65% → 19.5 appointments
Show Rate: 80% → 15.6 shown
Close Rate: 60% → 9.4 sales
Avg Sale: $5,000
Revenue: $47,000

The Power of Small Levers Over Time



5 Financial Rhythms That Change Everything

1. Decide what you want
2. Get your personal financial house in order
3. Look out the rearview
4. Look at the inside of the car
5. Look out the windshield

Got Value Today?

I'd love your feedback 🙏

Takes 30 seconds and helps a ton.

Scan To Get Tools and Give Feedback

What's Your Zihuatanejo?