

Date:

Jack Jostes

Key Accountabilities

1. Vision, Culture, USP
2. Build Authority - Social & Speak
3. Grow Leadership Team
4. Create Revenue thru Sale & AM Team
5. \$\$ & Legal
6. Strategic Partners

4 Obsessions

1. Build + maintain cohesive leadership team
2. Create organizational clarity
3. Over communicate organizational clarity
4. Re-inforce organizational clarity through human systems

Core Values

1. Be On-time and Prepared to Add Value
2. Craftsmanship in Life & Work, Especially on Fridays
3. Create Profit and Results with Integrity
4. Grow or Die
5. Be Human (& Pick Up the Damn Phone)
6. Professional
7. Raise the Stakes

Weekly To Dos

Ask For Help

Annual Goals

Personal

Sun

Rest + Archery

Personal

- ☐ Bathrooms
- ☐ Recycling
- ☐ Trash

Archery Range

Mon

Tues

Wed

Thurs

Fri

Sat

Q2 2022 Rocks

1. Agency Utilization Rate
2. Video Process
3. Sales Rock
4. Record Sales Process Course
5. Outbound Marketing & Social Content Process with Agency Sidekicks
6. Snow and Ice Management Association Partnership Development -- JACK
7. New Product Launch: Design Questionnaire + Price Ranges

Regain Shoulder & Neck Strength

- Chiro 3x/week
- Yoga 3x/week
- Hike 2x/week
- What about Strength Days?

Read

- Business:
 - Finish Snow and Ice
 - Read Marty Grunder
- Family
 - Finish Sage Parenting
 - Read the Llama Book

Sleep 7 Hours a Day

- In Bed By 10:15 p.m.
- Awake at 5:15 a.m.
- Read One Business Chapter/Day
- 8:00pm Read Personal Chapter
- Pack Tomorrow's Clothes
- Pack Tomorrow's Lunch
- Leave by 7:15am