# Employee vs. Expert

#### LET'S EXAMINE THE DIFFERENCE

### Employees

- Execute Processes & Procedures
- Carry Out Company Initiatives
- Work On Teams
- Track Success
- Learn and Implement

#### **Expert Consultants**

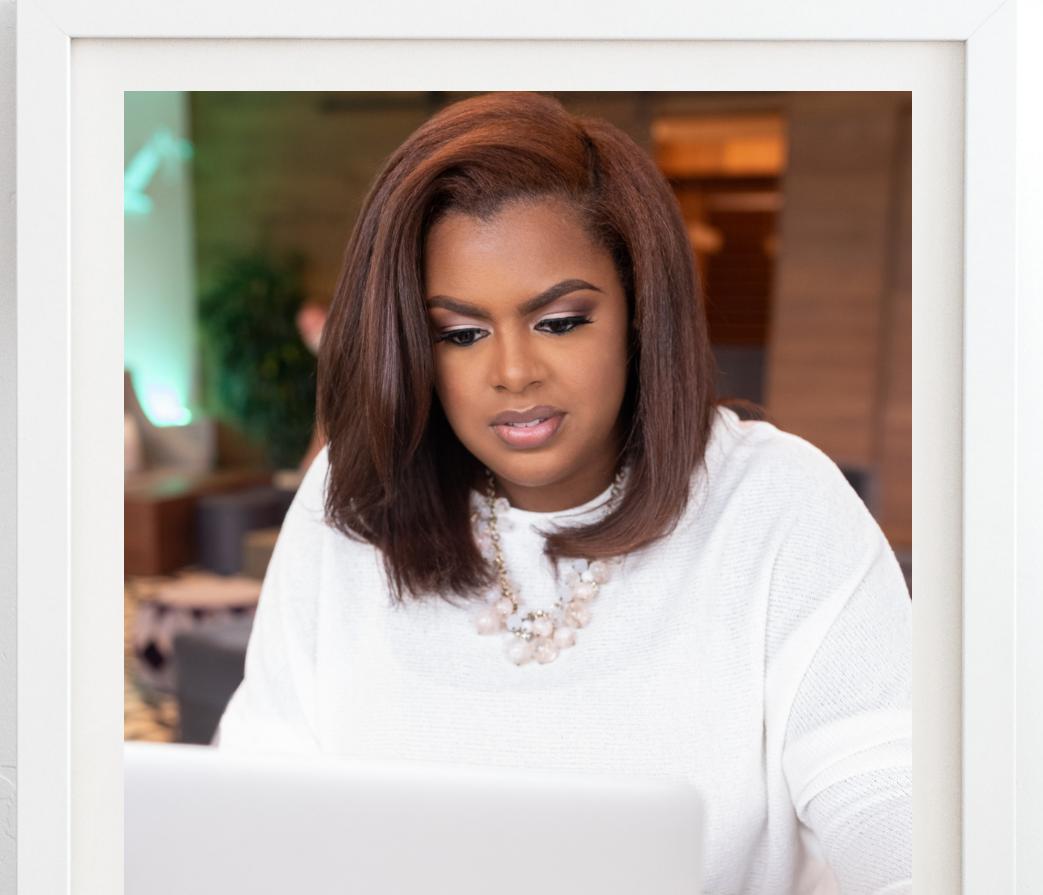
- Build Processes & Procedures
- Pitch New Initiatives
- <u>Assemble</u> Teams
- <u>Define & Measure</u> Success
- Teach and Train

#### WHAT IT MEANS TO POSITION YOURSELF AS AN

## Expert Consultant

You Are A Business Owner
You Mainly Cultivate B2B Relationships
You Offer Specialized Expertise
You Work With Many Clients
Your Time Is Money
You Work With Little Oversight
You Seek Partnership Opportunities

# Expert Mindset Shifts...



## Expert Mindset Shifts

Investment is Non-negotiable

### Expert Mindset Shifts

Investment is Non-negotiable

**Failure is Inevitable** 

### Expert Mindset Shifts

Investment is Non-negotiable

Failure is Inevitable

**Success is Predictable** 

### Expert Mindset Shifts

Investment is Non-negotiable
Failure is Inevitable
Success is Predictable

**Motivation is Internal** 

### Expert Mindset Shifts

Investment is Non-negotiable
Failure is Inevitable
Success is Predictable
Motivation is Internal

**Consistency is Profitable**