



Business Mentorship

Full Course Tracking Sheet

The objective of this course is to help **START/STABILISE** and develop a **SYSTEM BASED BUSINESS** that is on **AUTO MODE**, can be **SCALED UP FASTER** that helps in creating businesses that are less dependent on people and hence there is **LESSER DAY TO DAY FIRE FIGHTING** and **PROBLEM-SOLVING**.

Innumerable businesses / entrepreneurs have benefited from this programme.

We call the programme **S.P.O.T ON...**

- S - Systems
- P - Product/Service
- O - Owners mentality
- T - Team

...and ON means, get ON to expansion mode once the S.P.O.T is perfected. We also have Industry Experts associated with Success Viking, whose services can also be availed.

Note: Each topic could have either a video or a worksheet or both

Topics		Video	Worksheets
Introduction & Understanding what does a Business Means			
1	Introduction to Success Viking's Business Mentorship Programme	<input type="checkbox"/>	<input type="checkbox"/>
2	What are the Basic Steps of Business Growth?	<input type="checkbox"/>	<input type="checkbox"/>
3	You are sitting on a Gold Mine	<input type="checkbox"/>	<input type="checkbox"/>
The Right Business Mentality			
1	What is Business Mentality?	<input type="checkbox"/>	<input type="checkbox"/>
2	How to have a right Business Mentality?	<input type="checkbox"/>	<input type="checkbox"/>
3	Balancing 1/7th & 6/7th of LIFE!	<input type="checkbox"/>	<input type="checkbox"/>
4	How to be in a Meditative State 24x7?	<input type="checkbox"/>	<input type="checkbox"/>
5	Mobile & Appointment Management	<input type="checkbox"/>	<input type="checkbox"/>
6	Thought Management	<input type="checkbox"/>	<input type="checkbox"/>
How to do a 360 Degree Survey			
1	Parameters to Gauge a Business	<input type="checkbox"/>	<input type="checkbox"/>
2	How & Why to do a 360 Degree Survey?	<input type="checkbox"/>	<input type="checkbox"/>
Sharpen the AXE / Business Canvas / Business Modelling			
1	Business Strategy & Plan	<input type="checkbox"/>	<input type="checkbox"/>
2	Sharpen the Axe for Business	<input type="checkbox"/>	<input type="checkbox"/>
Team Building			
1	Building an Efficient Team for your Business	<input type="checkbox"/>	<input type="checkbox"/>
2	Choosing Co-founders & its importance	<input type="checkbox"/>	<input type="checkbox"/>
3	Creating an Effective Communication Channel	<input type="checkbox"/>	<input type="checkbox"/>



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Topics		Video	Worksheets
Creating Funds for the Business			
1	Sourcing Funds		
Documentation, Systems and Automation			
1	Create an Effective Business Process Flow Chart	<input type="checkbox"/>	<input type="checkbox"/>
2	Systems, Documentation & Automation - 1	<input type="checkbox"/>	<input type="checkbox"/>
3	Systems, Documentation & Automation - 2	<input type="checkbox"/>	<input type="checkbox"/>
4	Implementing Systems in the Business	<input type="checkbox"/>	<input type="checkbox"/>
Branding & Marketing			
1	Branding & Marketing Tips	<input type="checkbox"/>	<input type="checkbox"/>
2	Branding Checklist	<input type="checkbox"/>	<input type="checkbox"/>
3	Sales Checklist	<input type="checkbox"/>	<input type="checkbox"/>
Sales & People Skills			
1	The Skill of Sharing Instead of Selling	<input type="checkbox"/>	<input type="checkbox"/>
2	How to Build Business Relations with the S.A.L.T.T.I Theory	<input type="checkbox"/>	<input type="checkbox"/>
3	How to Handle Objections	<input type="checkbox"/>	<input type="checkbox"/>
4	How to Listen and Learn	<input type="checkbox"/>	<input type="checkbox"/>
5	Booking appointments and handling meetings	<input type="checkbox"/>	<input type="checkbox"/>
Key Points to be practised by the Top Management			
1	Top 10 keys for the Top Management Part 1	<input type="checkbox"/>	<input type="checkbox"/>
2	Top 10 keys for the Top Management Part 2	<input type="checkbox"/>	<input type="checkbox"/>
3	Top 10 keys for the Top Management Part 3	<input type="checkbox"/>	<input type="checkbox"/>
4	Importance of Leadership & Team in Business	<input type="checkbox"/>	<input type="checkbox"/>
Power of the Entire Team's Subconscious Mind			
1	Staying Focused, Excited & Ignited (Atmosphere, Association, Inputs)	<input type="checkbox"/>	<input type="checkbox"/>
2	The Power of Visualisation	<input type="checkbox"/>	<input type="checkbox"/>
3	The Power of Self Talk	<input type="checkbox"/>	<input type="checkbox"/>
4	Importance of V.A.P.A.S theory	<input type="checkbox"/>	<input type="checkbox"/>
Expansions/Franchising			
1	How & When to Expand a Business?	<input type="checkbox"/>	<input type="checkbox"/>



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