



Business Mentorship

Full Course Tracking Sheet

Innumerable businesses / entrepreneurs have benefited from this programme. 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.

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.

| Topics | | Video | Worksheets |
|---|--|--------------------------|--------------------------|
| Introduction & understanding a Business | | | |
| 1 | Introduction to Success Viking | <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 | 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"/> |
| Creating Funds for the business | | | |
| 1 | Sourcing Funds | <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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| Systems and SOPs | | | |
| 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 S.A.L.T.T.I | <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 | | | |
| 1 | Staying Focused, Excited & Ignited | <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"/> |