

WHO  
IS ON  
**YOUR**  
PLANE?



The Visible Guy



# WHO IS ON YOUR PLANE?



The Visible Guy

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WHO  
IS



The Visible Guy

MO MILLS  
OAKLEY



FARRAR GESINI DUNN  
family & estate lawyers | business advisory & accountants

HEWISON  
PRIVATE WEALTH



REDLINE

NOT-FOR-PROFIT CONFERENCE

Empowerment Through Knowledge

WHEN  
19 March, 2018

WHERE  
MCG, Richmond, Victoria, Australia

Spark Financial Group



Collins & Co

CERTIFIED PRACTISING ACCOUNTANTS

VCSO  
VICTORY OFFICES

avaa  
australian virtual assistants association

SERVICORP



House of  
Uniforms



Transplant  
Nurses'  
Association

DYE & CO PTY LTD  
INSOLVENCY PRACTITIONERS  
CHARTERED ACCOUNTANTS



B BUSINESS  
BUSINESS BUSINESS

THE HIDDEN  
WHY  
&

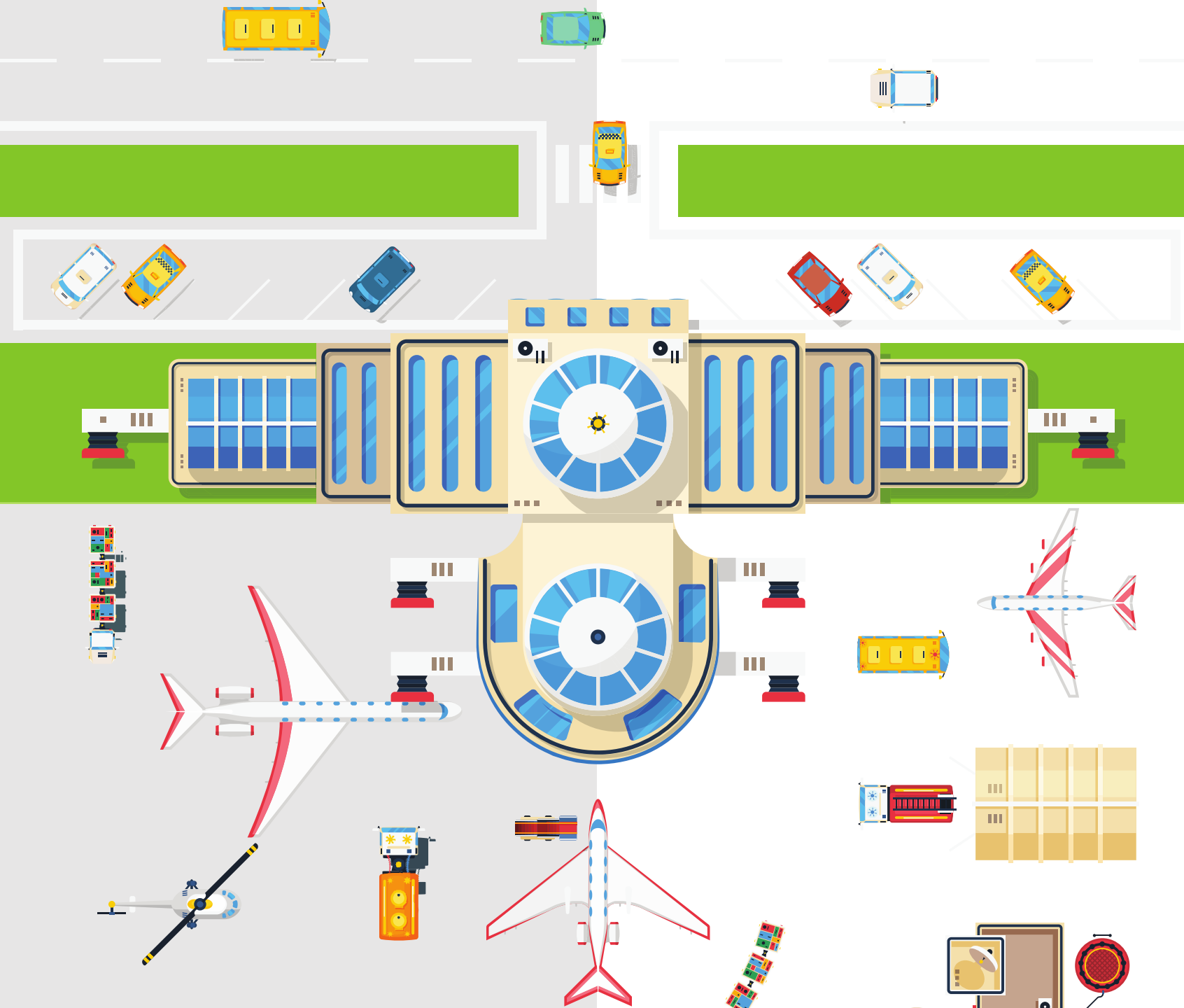
CEC MAGAZINE  
INSPIRING THE BUSINESS WORLD

6PR882  
NEWS TALK



The  
Virtual  
Hub





# AIRPORT ECOSYSTEM



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## AGENDA TODAY

1. What if you could determine, within minutes ... who, what and how you can influence decisions?
2. Who is going to help you achieve your goals over the next 7 years?
3. How do you create activity so others are compelled to seek you out?

# WHO IS ON **YOUR** PLANE?



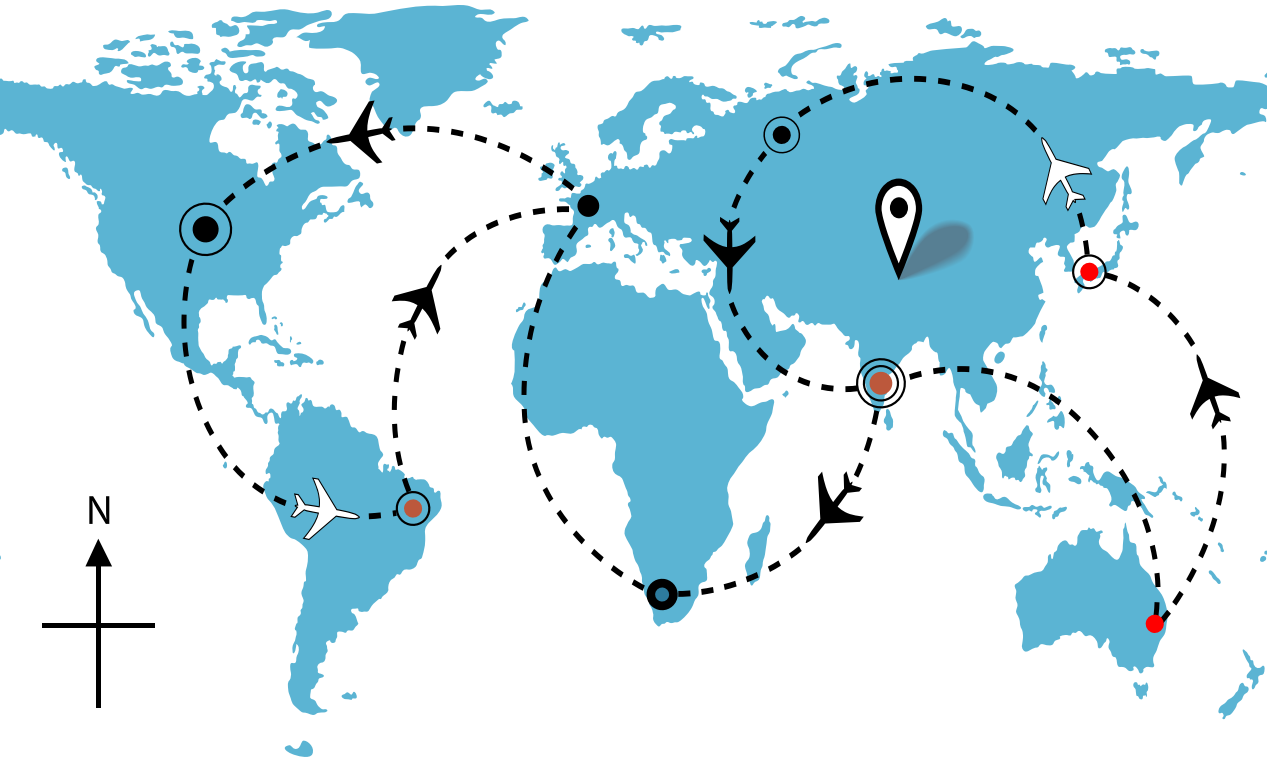
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## OUTCOMES

- ✓ Transform the way that people interact with you
- ✓ Ensure your network is on your journey
- ✓ Compel others to seek you out
- ✓ Remove toxic people



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## WHY 7 YEARS?<sup>1</sup>

Humans develop in 7 year cycles:

Aged 21-28: Play -> Responsibility

Aged 29 -36: Body in full Bloom (!)

Aged 37- 44: Crisis & Questioning

Aged 45-54: Soul Searching & Wondering

The average tenure of C-level in Australia is 5.5 years.

<sup>1</sup>Stiener theory of human development



# TOXIC PEOPLE



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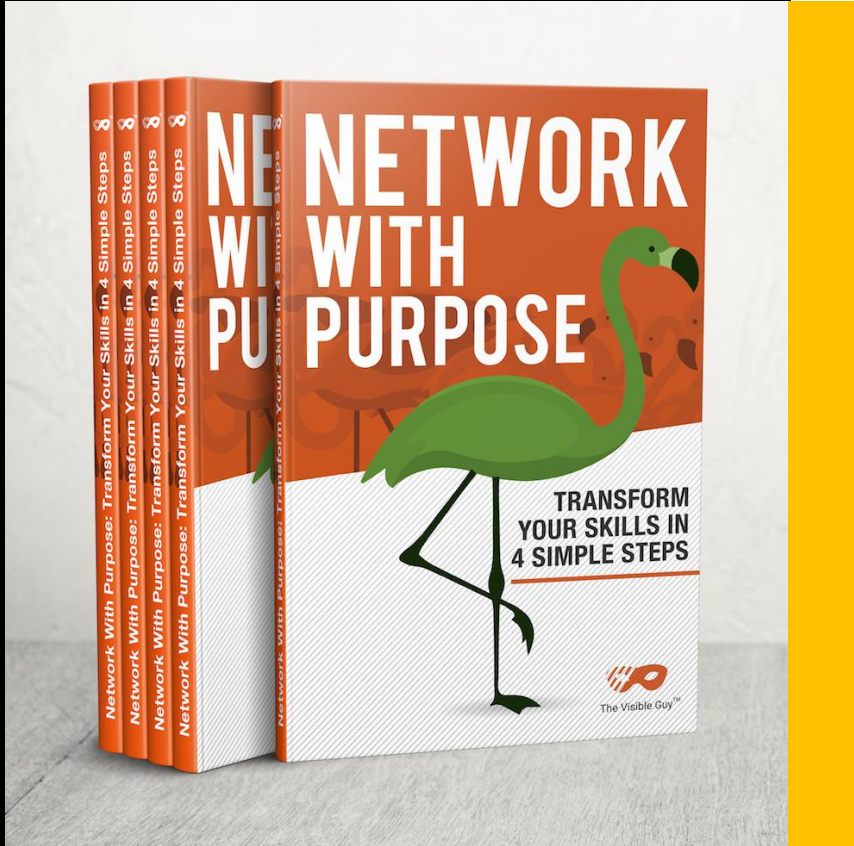
# Pre-Flight Checklist

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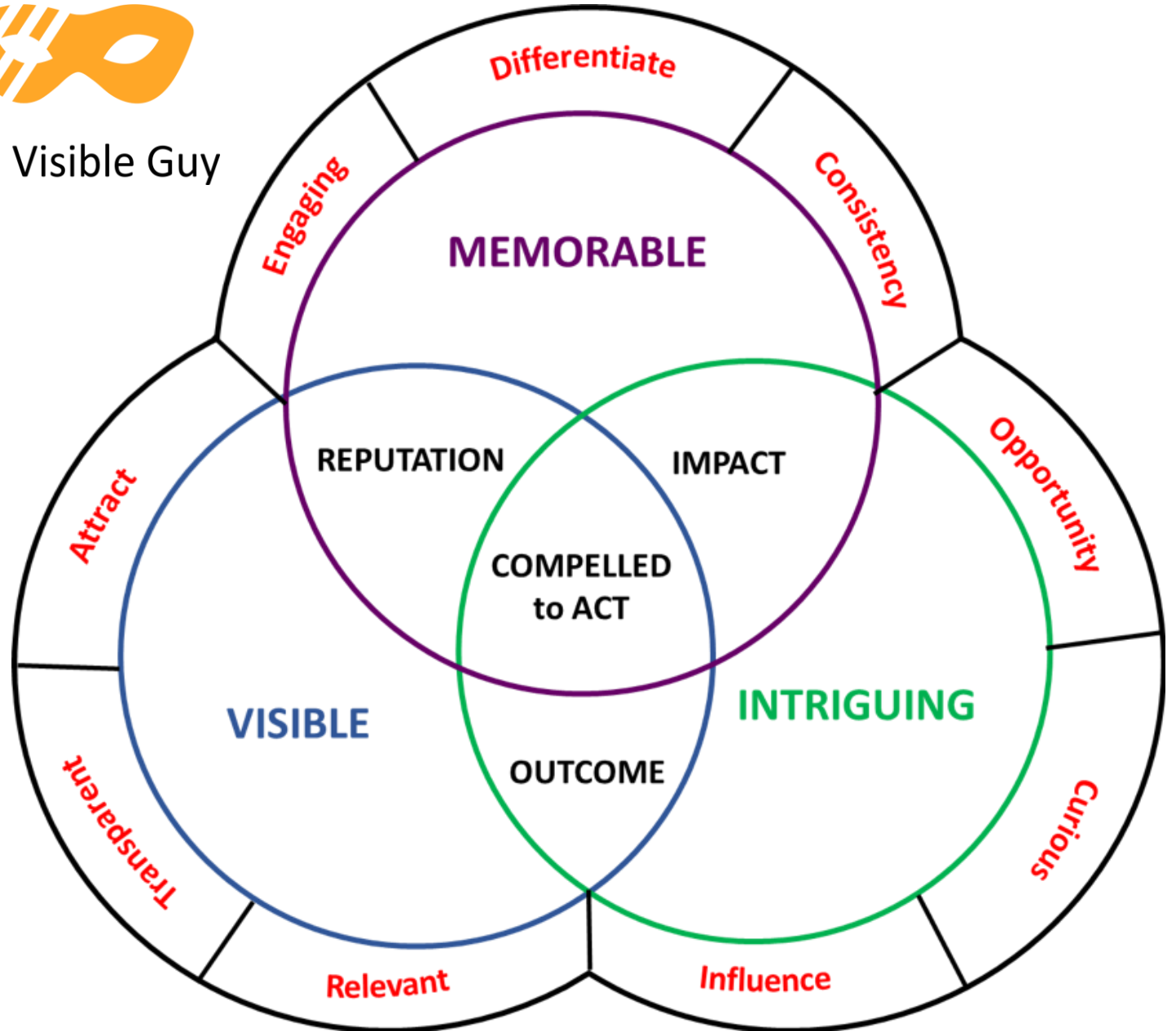
- Does your plane need servicing?
- What flight plans have you made?
- Do you have the resources you need for the journey?
- Do you have contingencies in place?



"We have a problem, Bob! All the passengers back there are on the wrong plane. Even the attendants are on the wrong plane. Hey, wait - you're not Bob."



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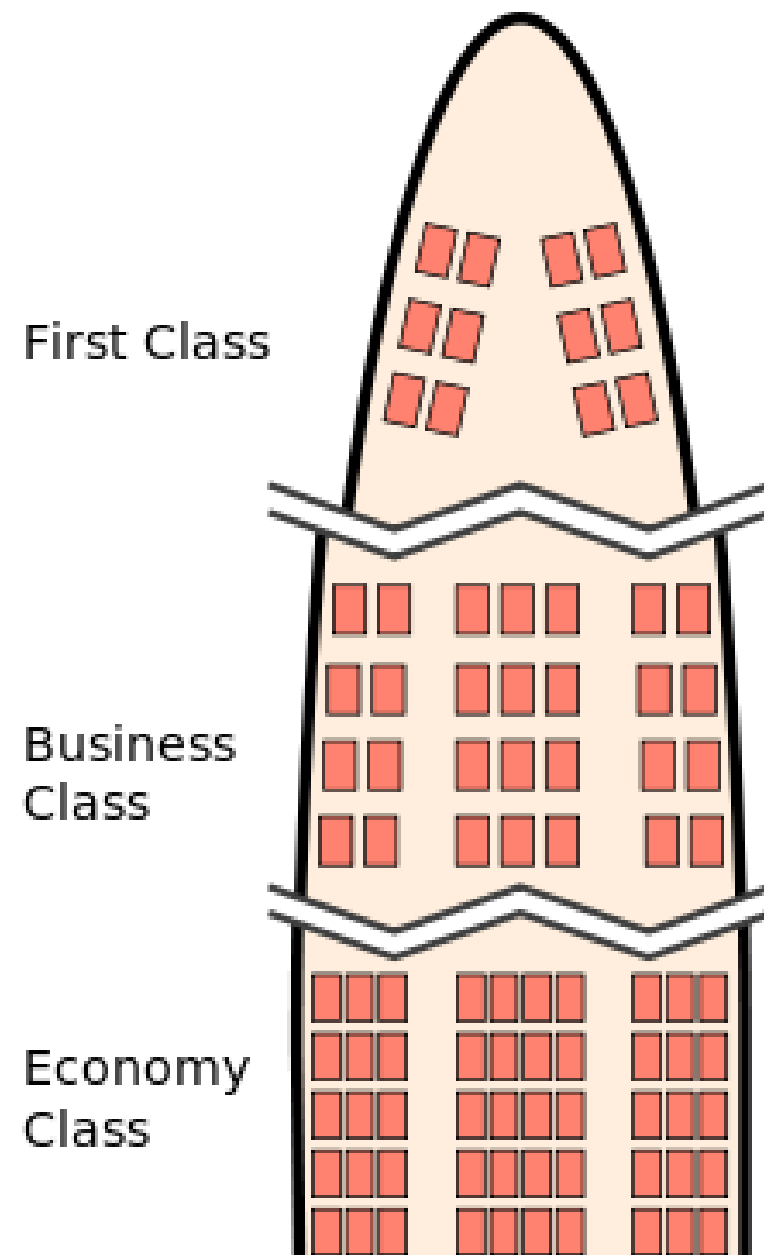




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# Plane Manifesto

- Are the right passengers on your plane or should they disembark?
- Are your passengers in the right seats?
- Who else is on your plane?



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## OUTCOMES

- ✓ \$1.5m in 'wasted' time saved
- ✓ -ve 8,000 / +ve 6,000 connections
- ✓ Team A network group
- ✓ CTE – advocacy: state, federal and corporate
- ✓ ROI<sup>^</sup> 15x +

<sup>^</sup> illustrated

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## OUTCOMES

- ✓ This is not easy. Mindset. Desire
- ✓ Expectations & accountability
- ✓ Clarity with the destination
- ✓ Motivation + Goals = Outcomes

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*“It’s not **where** you  
are going ... but the  
realisation of just  
**how far you can go**”*



**I AM VISIBLE ...**  
**CONNECT WITH ME**  
**@imthevisibleguy**



**The Visible Guy™**  
**Speaker | Facilitator | Mentor |**  
**Coach | Author |**



[info@thevisibleguy.com](mailto:info@thevisibleguy.com)

0414 414 481