



BUSINESS ACCELERATION TRAINING SEMINAR (BATS)

November 1, 2019 – Toronto, Canada



Frank Sahlein, CEO - 3rd Level Consulting

www.3rdLevelConsulting.com

Frank@3rdLevelConsulting.com

Achieve Your True Potential

Use these Success Pathways!



Growing Your Business
It starts with 3rd Level Membership



Your Personal Success Cycle



INTRODUCTION

3rd Level Consulting is proud to present this fast-paced Business Acceleration Training Seminar (BATS). The Child Development Industry is evolving to higher levels constantly! Keeping UP with the trends, changes, technologies and applications is 3rd Level Consulting's full-time mission.

Today, we will alternate between:

- This presentation document and live online SmartEDGE, LEAP and RiskAssure applications.
- **YOUR input** – we are all much smarter together!

IMAGINE having Best Practices Apps in all of these areas!

- Management Strategies and evolving Business Models.
- Marketing Tactics and Applications - for both Internal and External marketing. Include 2020 Social Media Trends.
- Human Resources (staff) Recruiting, Hiring, Education, Tracking and Retention applications.
- Coordinating and implementing your company's Technologies and Applications.
- Setting compatible Services Value Delivery *and* Profitability – with authenticity.
- Improving Facility Usage and Protecting Assets.
- Minimizing Risk and increasing Safety with applications.
- Inspiring your Staff to become their best selves with your branded Success Pathways.

How to Follow Through on this Day and get BIG Results!

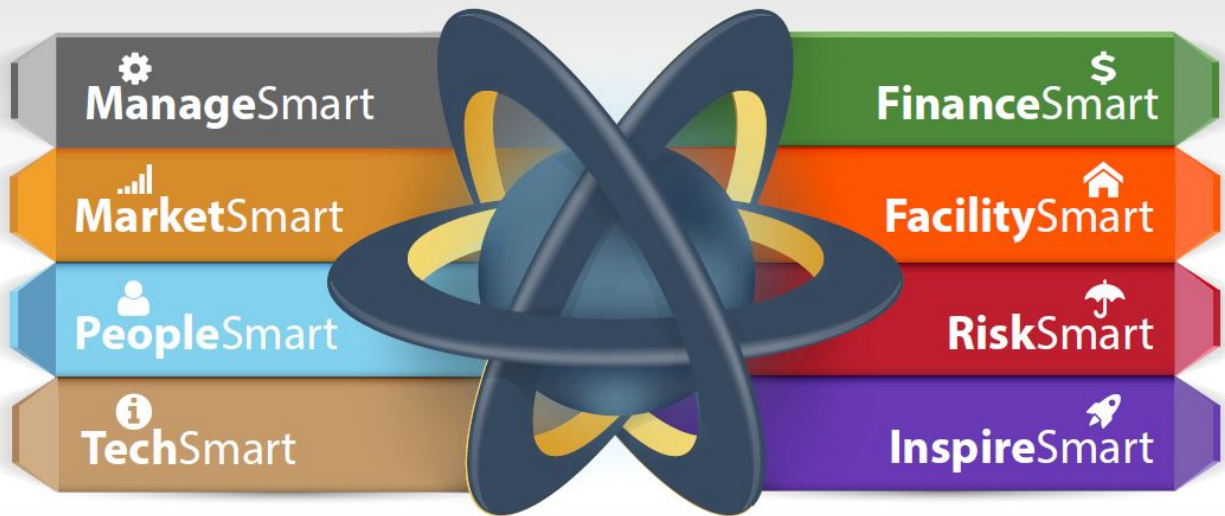
You already realize that the hardest part of the annual planning session isn't the planning session. It's the follow-through. Aesop figured this out 2,600 years ago when he wrote, ***"After all is said and done, more is said than done."*** Talk is cheap but it's action that pays the bills.

QUESTION: So, how are you, as Leader, going to build off all this momentum of TODAY and make BIG Changes this coming year? How are you going to keep employees motivated to hit their daily, weekly, and monthly targets so that the company keeps building towards your Huge, Outrageous Targets (HOTs)?

A.I.M is the ANSWER: Follow the systematic SMART Business Plan application by being **Aware** of the current trends, develop Action Items, follow through with **Implementation**, then **Measure** the results.



Success Steps for the Business Professional



20|20 Vision Trends for 2020-2024 *(radar diagram)*

1. INDUSTRY TRENDS

What are the most impactful
INDUSTRY Trends emerging now?

2. TECHNOLOGY TRENDS

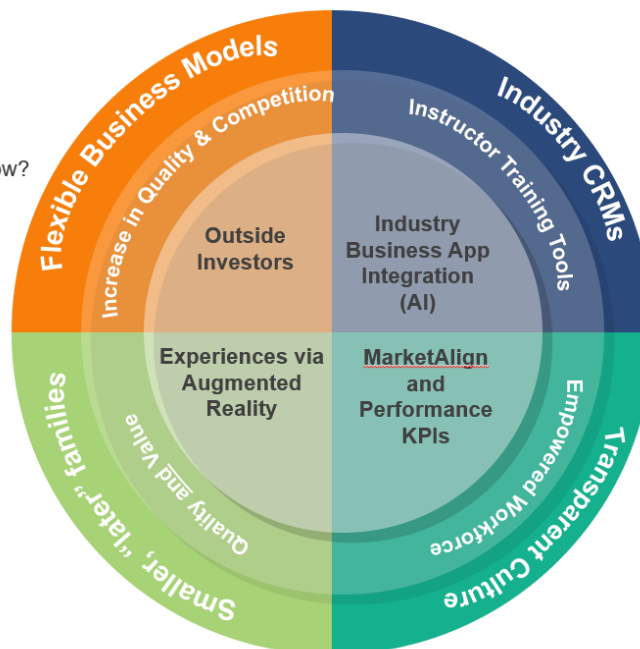
What are the most impactful
TECH Trends emerging now?

3. SOCIAL TRENDS

What are the most impactful
SOCIAL Trends emerging now?

4. YOUR COMPANY

What are the ACTIONS your
company needs to take now?





OBSERVATIONS, KEY POINTS and APPLICATIONS:

- OBSERVATION: CAC ... CLOC ... CDC – still Sports, Arts, Education, Entertainment. However, there are new, creative Combination Models coming every day!
- KEY POINT: Your Business Model will evolve over time ... so will your Business Plan.
- APPLICATION: All 8 of the SmartEDGE Success Steps areas are critical.
- APPLICATION: Your Performance (KPIs) Dashboards ARE the evolution!

More information and get started at www.3rdLevelConsulting.com



OBSERVATIONS, KEY POINTS and APPLICATIONS:

- OBSERVATION: MarketSmart progression still holds for 2020-2021.
- KEY POINT: 2020 Social Media Trends document.
- APPLICATION: MarketAlign Marketing Plan COURSE.
- APPLICATION: MarketAlign Marketing Plan APPLICATION.

More information and get started at www.3rdLevelConsulting.com



The MarketAlign System Custom Marketing Plans App



CHOOSE

Internal Marketing
Customer Retention
- OR -
External Marketing
Customer Acquisition



DESIGN

Strategic Goals
Numbers & Money
Create a
Campaign Theme
Set Your Avatars
Targets & Tactics



RESULTS

Set the Plan Budget
Track the Responses
Determine the ROI
Return on Investment



Personal Learning Plan

Learning Plan

Catalog

Personal KPIs

Categories

- ManageSmart
- MarketSmart
- PeopleSmart
- TechSmart
- FinanceSmart
- FacilitySmart
- RiskSmart
- InspireSmart
- Company Courses

marketalign|



Title A-Z



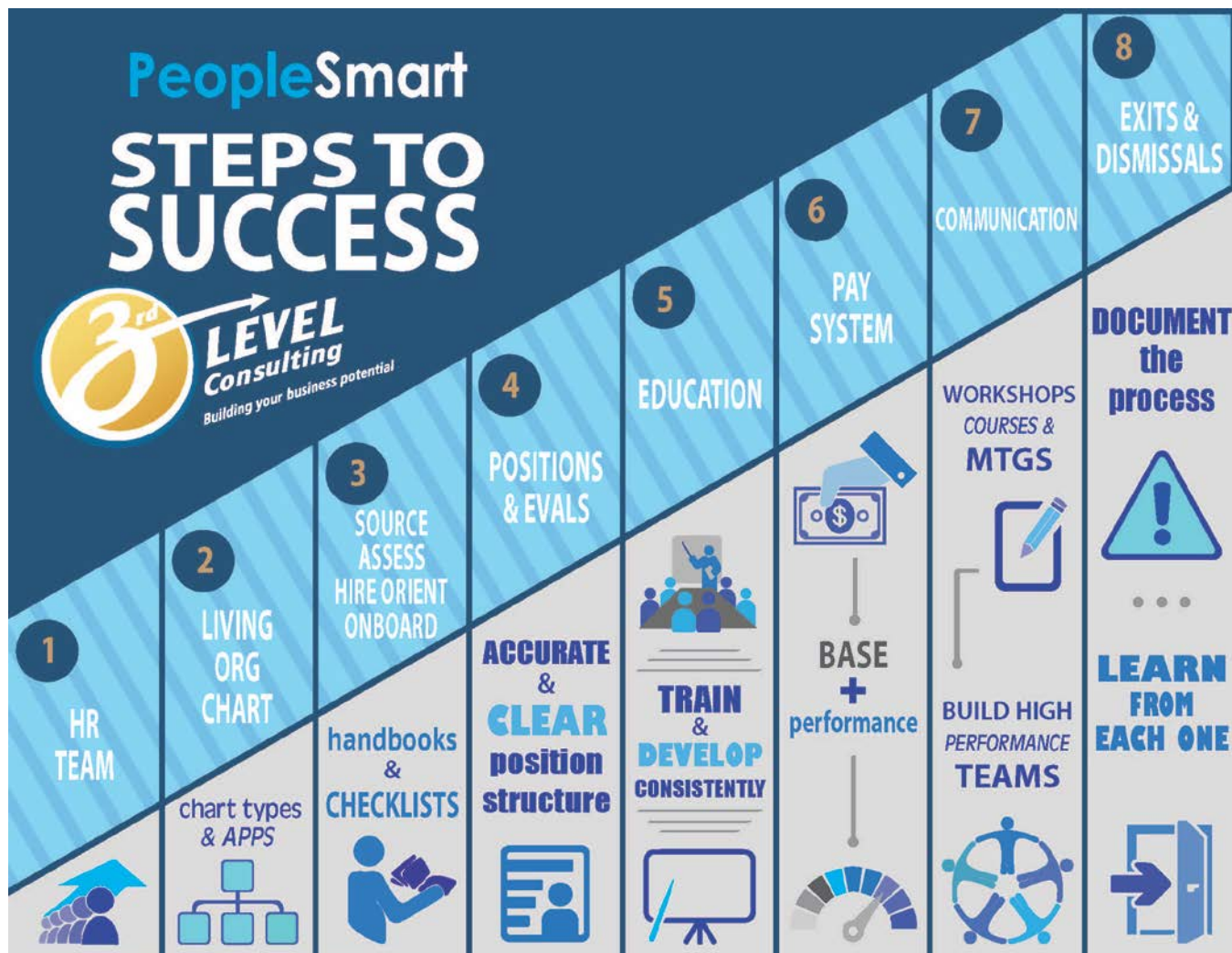
MarketAlign - Designing A Master Marketing Plan

\$39.00

The MarketAlign System guides your through professional Marketing Planning. It is the educational and practice preparation for the Custom MarketAlign Template in your "Authoring - Courses and Apps" section of your SmartEDGE Resources site.

The MarketAlign Course helps you develop a professional Marketing Plan for a particular program and for a specific time length. It includes Internal/External options, setting targets and templates, selecting customer avatars and marketing tactics, as well as budget and ROI considerations. Course Length: approx. 1.5 hours.

Register



OBSERVATIONS, KEY POINTS and APPLICATIONS:

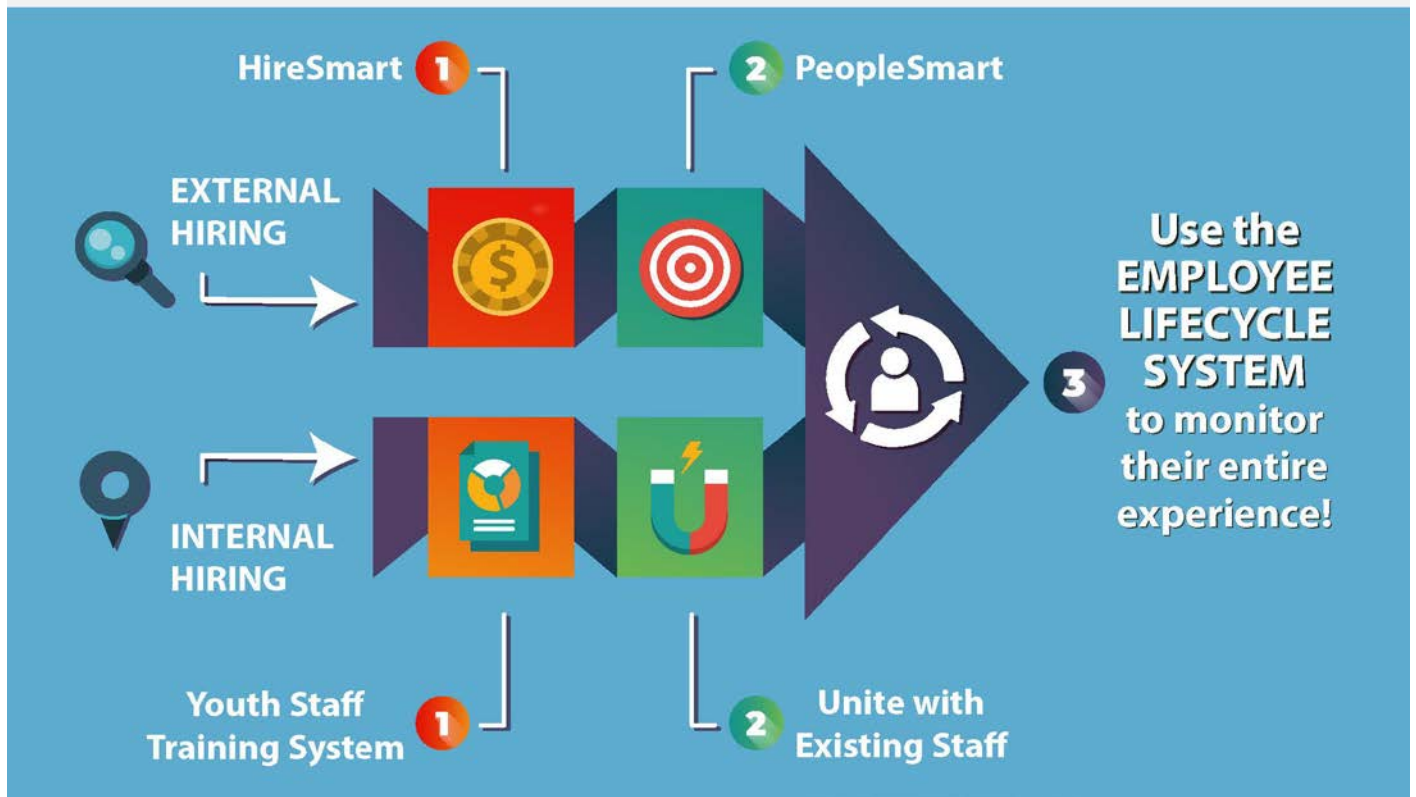
- **OBSERVATION:** Understand, implement and measure the Success Steps.
- **KEY POINT:** Success Steps for every position are different, and people need ongoing PIP's (Personal Improvement Plans) that they have input into!
- **APPLICATION:** HireSmart Application – References – Interviews – Live Work.
- **APPLICATION:** Performance (KPIs) Dashboards assigned and reviewed 1-2x year.
- **APPLICATION:** Digital Employee Handbook (template).
- **APPLICATION:** Employee LifeCycle (HR private template).
- **APPLICATION:** LEAP Learning platforms.

More information and get started at www.3rdLevelConsulting.com



The Human Resources (HR) System

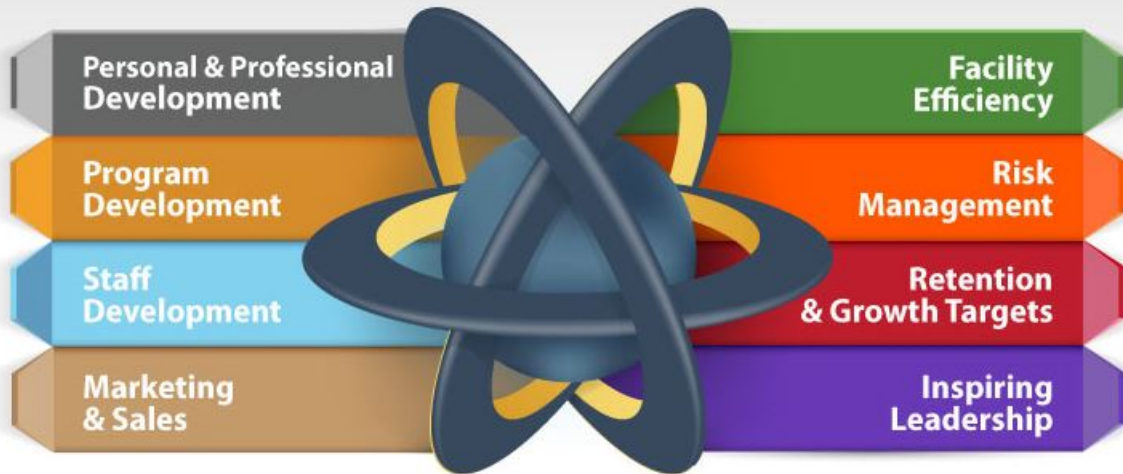
Employee Recruitment and LifeCycle Apps



<input type="checkbox"/>		Custom Employee LifeCycle HR Template ELCS
622	Categories	Company Courses
	Groups	HR/Author Manager Administrator Register
<input type="checkbox"/>		Custom Employee Handbook Template ELCS
621	Categories	Company Courses
	Groups	HR/Author Manager Administrator Register
<input type="checkbox"/>		Custom HireSmart System Template HR-01
175	Categories	Company Courses
	Groups	HR/Author Administrator Owner/Operator



Success Steps for the Program Manager

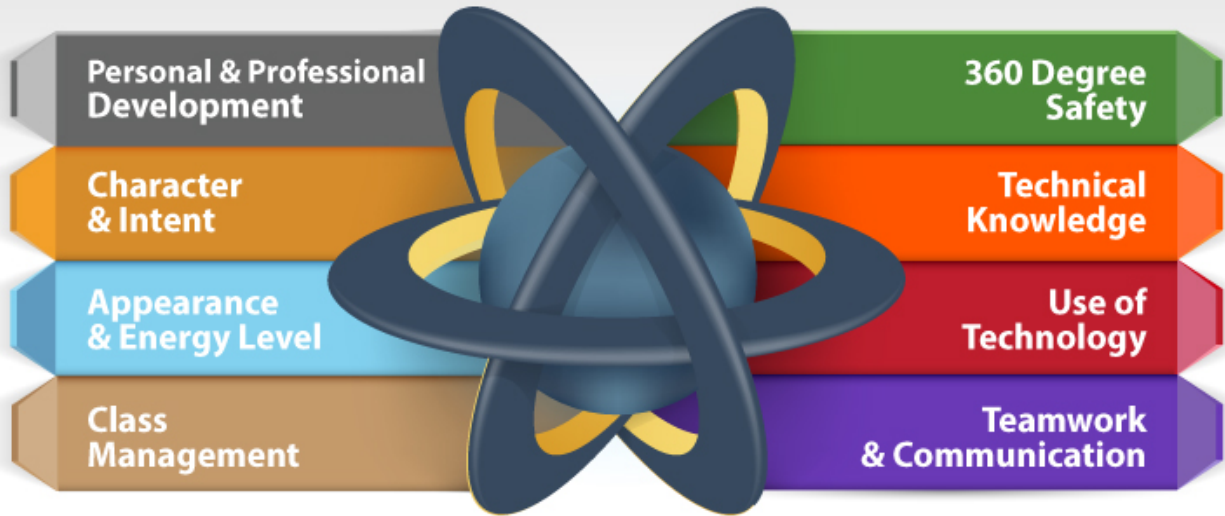


Success Steps for the Office Manager





Success Steps for the Excellent Instructor



Performance Dashboard for Instructor Excellence

Preliminary to assigning a Performance Dashboard to Instructors, please refer to the **Instructor Excellence Training Course** in the PeopleSmart section of the Course Catalog (or use the search bar). The Instructor Excellence Training Course is an outstanding educational tool, from which they can "graduate" (the course has an assessment and a certificate) to this more sophisticated Performance Dashboard. The Instructor Excellence Performance (KPIs) Dashboard serves as (a) a world-class Position Agreement; (b) a Self-Assessment Tool; and (c) a continuous list of meaningful Action Items. .

[Register](#)



Performance Dashboard for Office Managers

The Office Managers Performance Dashboard (KPIs - Key Performance Indicators) serves as (a) a world-class Position Agreement; (b) a Self-Assessment Tool; and (c) a continuous list of meaningful Action Items.

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Performance Dashboard for Owner/Operators

The Owner/Administrators Performance Dashboard (KPIs - Key Performance Indicators) serves as (a) a living, evolving Business Plan for the organization; (b) a world-class Position Agreement; (c) a Self-Assessment Tool; and (d) a continuous list of meaningful Action Items.

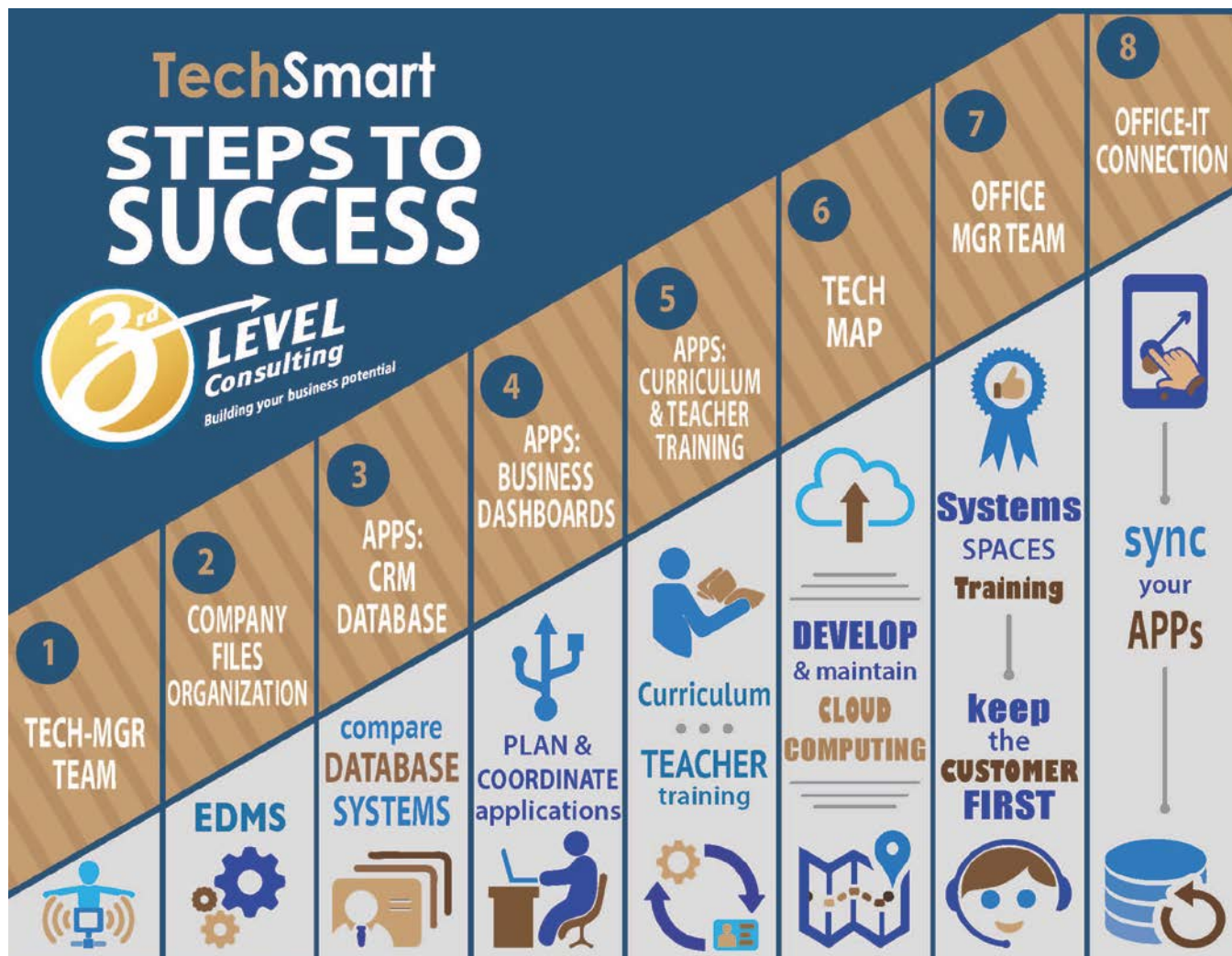
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Performance Dashboard for Program Managers

The Program Managers Performance Dashboard (KPIs - Key Performance Indicators) serves as (a) a world-class Position Agreement; (b) a Self-Assessment Tool; and (c) a continuous list of meaningful Action Items.

[Register](#)



OBSERVATIONS, KEY POINTS and APPLICATIONS:

- OBSERVATION: New investors will use Technology to the max.
- KEY POINT: Technologies will determine the winners of the business game.
- APPLICATION: Your Customer Relationship Management database.
- APPLICATION: Your branded SmartEDGE Business Operations site.
- APPLICATION: Your LEAP Instructor Training, Curriculum and Lesson Plans site.

More information and get started at www.3rdLevelConsulting.com



Quick Start - LEAP Learning Video Tutorials

Quick Start Video Tutorials for LEAP Learning

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Quick Start - Level 1 Tutorial for Course Authors

Whether you are using the Create Course function or the Clone Template function, here are the basic Learning Management System (LMS) features you need to know!

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Quick Start - RiskAssure Solutions Video Tutorials

Everything you need to know about setting up and getting started with your RiskAssure Solutions application!

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Quick Start - SmartEDGE Resources Site videos

This set of short videos, viewed in order, will help you and your Key Team Members quickly optimize and maximize practical usage.

[Register](#)

Private Implementation Sessions

\$60 per 45 minute session OR \$150 for 3 Sessions

Membership rates - discounts applied



Setting up Team Members and assigning educational courses; tracking progress



Setting up the Employee LifeCycle System application; launching use



Setting up Team Members Key Performance Indicators (KPI) dashboards; tracking progress



Setting up the RiskAssure Solutions application; deploying for use



Setting up the HireSmart System application; posting to job boards



Setting up the MarketAlign Marketing Plan for use

Email Services.Solutions@3rdLevelConsulting.com to Book Your Private Sessions



OBSERVATIONS, KEY POINTS and APPLICATIONS:

- OBSERVATION: The industry is getting consistently more profitable.
- KEY POINT: Your profits must be analyzed for trends and protection (model).
- APPLICATION: Industry Expenses percentages analysis.
- APPLICATION: Overall and Per Program Income, Expenses and Profits.

More information and get started at www.3rdLevelConsulting.com



OBSERVATIONS, KEY POINTS and APPLICATIONS:

- OBSERVATION: Facilities are undergoing rapid and diverse design, appearance and space utilization.
- KEY POINT: Flex-spacing has never been more important! (i.e., AAI's G2N unit).
- APPLICATION: Current and future space design for your company. Space maxing.
- APPLICATION: RiskAssure Solutions for Asset listing, repairs and maintenance.

More information and get started at www.3rdLevelConsulting.com



OBSERVATIONS, KEY POINTS and APPLICATIONS:

- OBSERVATION: Safety and Risk Management are a high priority today!
- KEY POINT: Certain combinations of Safety Programs implementation can result in insurance premiums discounts.
- APPLICATION: RiskAssure Solutions for Accidents and Incidents recording.
- APPLICATION: RiskAssure Solutions for Facility Security analysis.

More information and get started at www.3rdLevelConsulting.com

Risk Management (Facility and Safety) RiskAssure Solutions App



01

EXPLORE

Explore and
sign-up at
RiskAssure.net

*This is included with a
regular PRO, PREMIER
or Custom 3rd Level
Consulting membership,
and also helps you keep
your premiums lower.*

02

REVIEW

Review the
RiskAssure
Solutions
application
video tutorials.

03

ASSIGN

Assign the
RiskAssure
Solutions
application
to a Team
Member, if
applicable.



The NEW
Industry Standard
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ONLINE PLATFORM
Reduce Risk & Liability
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Signed in as: **Frank Sahlein**

Client:

01 - Development



Go

Manage Location:

(CB) Corporate Body



Home

Equipment/Vendors

Incidents

Reports

Facility Risk Assessment

Settings

Support/Suggestions

Video Tutorials

Log Out



CRITERIA AND COMPONENTS FOR RISK MITIGATION A PREMIUM CREDITS

- ☐ INDUSTRY ASSOCIATION PROFESSIONAL REQUIREMENTS
(IE BACKGROUND CHECKS, SAFESPORT FOR ALL KEY STAFF*)
- ☐ SAFETY ORGANIZATION CULTURE DOCUMENTATION:
3RD LEVEL CONSULTING SMART EDGE® MEMBERSHIP / MONITOR RISKSMAST AND FACILITYSMART KPIS
- ☐ RISK ASSURE SOLUTIONS™ APP (INCLUDED WITH 3RD LEVEL MEMBERSHIP)
EQUIPMENT INSPECTIONS AND MAINTENANCE TRACKING, INCIDENT/ACCIDENT LOGGING AND TRACKING
- ☐ VIDEO MANAGEMENT SYSTEM (i.e. SPOT TV)
- ☐ ONSITE EQUIPMENT INSPECTIONS (i.e. AAI)
- ☐ VIRTUAL OR ON-SITE RISK ASSESSMENT (i.e. STRATEGOS)
- ☐ EXPERT SPORT, ART, AND EDUCATION CURRICULUMS AND TRAINING (i.e. LEAP)
- ☐ CHILD FRIENDLY FACILITY CLEANING PRODUCTS (i.e. TRUCE)

*AND OF COURSE, APPROPRIATE AND ADEQUATE INSURANCE COVERAGES.

PARTICIPATING PARTNERS CONTACT OUR TEAM TODAY FOR MORE INFORMATION!



FACILITY MANAGEMENT

This platform Super-charges your business, marketing & staff Systems with new efficiencies and profitability resources.

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OBSERVATIONS, KEY POINTS and APPLICATIONS:

- OBSERVATION: We are, at our core, Human Development Centers!
- KEY POINT: Engage our humans by LEADING (Baldrige Excellence Framework).
- APPLICATION: The Transformations Institute – aspire in every dimension.

More information and get started at www.3rdLevelConsulting.com



SUMMARY PRIORITIES AND TIMELINE

Priority #1:

Timeline:

Priority #2:

Timeline:

Priority #3:

Timeline:

Priority #4:

Timeline:

Priority #5:

Timeline: