



GLOBAL

ENTREPRENEUR

SUMMIT

2022

# Where will you be in 10 years?

1. Decade of Distrust
2. Society 5.0
3. The Final Exam
4. Blockchange
5. Education Revolution

FUTURE TREND NO.6

# RISE OF THE ROBOTS



# Robotics Markets Are Growing Even Faster Than Expected

In 2014, BCG projected that the global market for robotics would reach \$67 billion by 2025. In 2017 we had to revise our estimates sharply upward to \$87 billion by 2025—mostly because of soaring consumer demand.

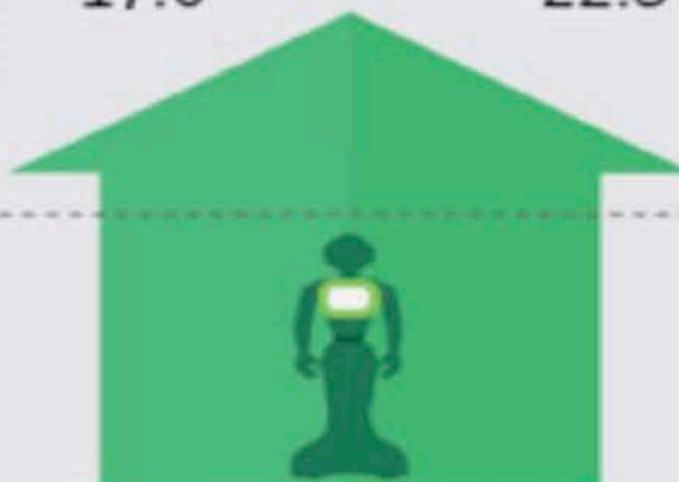
% change in 2025 market size estimates from 2014 to 2017/size of the 2025 market (\$billions)

Original est. 9.0  $\xrightarrow{+156\%}$  Updated est. 23.0



Accelerated growth

Original est. 17.0  $\xrightarrow{+34\%}$  Updated est. 22.8



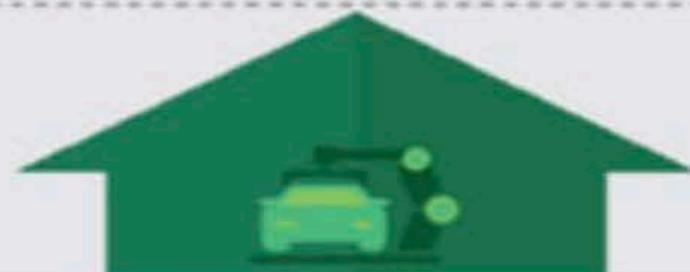
Expected growth

Original est. 16.5  $\xrightarrow{-}$  Updated est. 16.5



MILITARY

Original est. 24.4  $\xrightarrow{-}$  Updated est. 24.4



INDUSTRIAL

COMMERCIAL

CONSUMER

**SIZING THE OPPORTUNITY**

**Automation could add 5%, or \$1.2 trillion, to US GDP during the next five years. ARK believes automation will boost US real GDP growth by 100 basis points on average per year to 3.4%.**

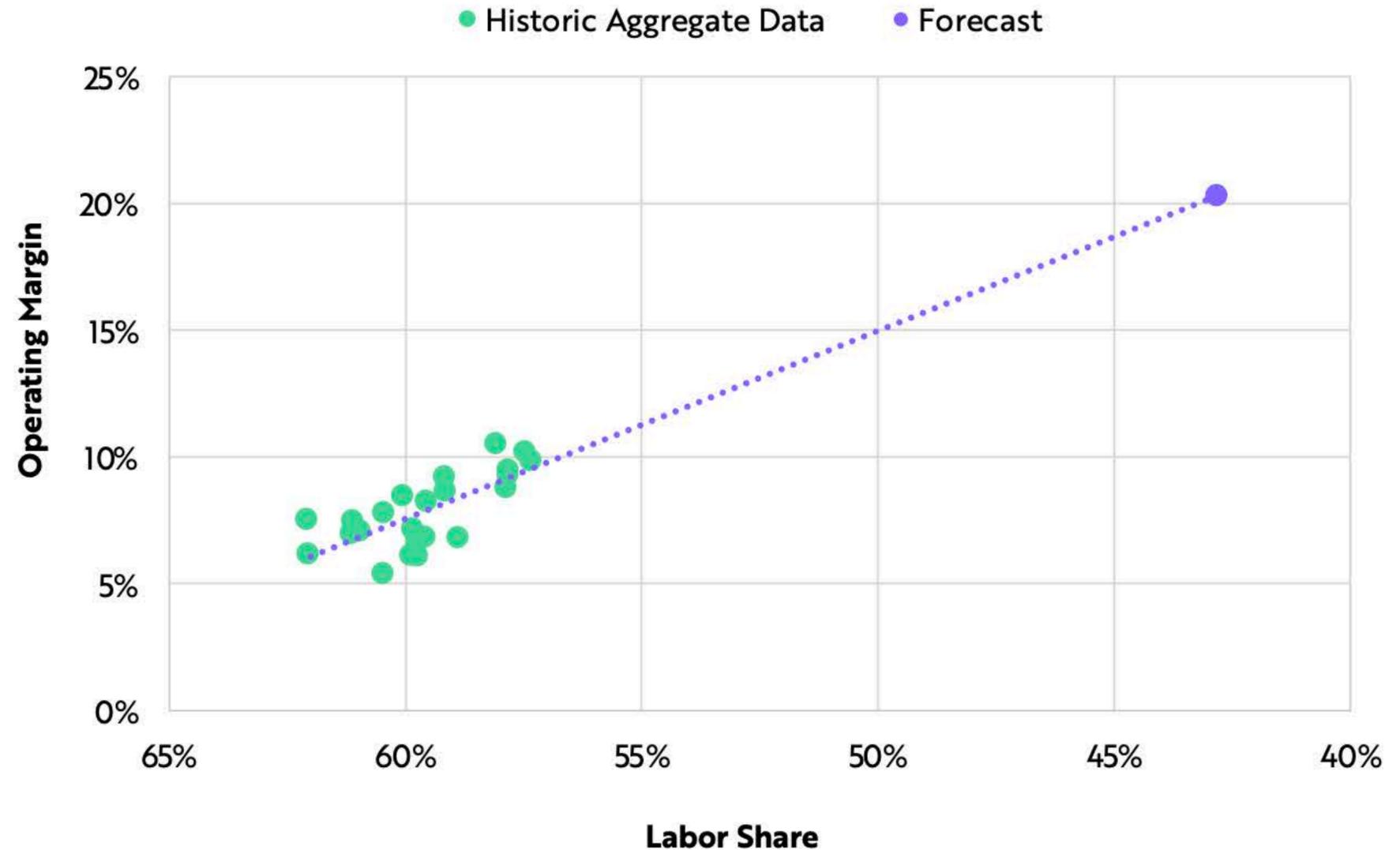
**Real US GDP Growth (2020-2025)**



# Historically, When Labor Share Has Declined, Operating Margins Have Increased

- According to ARK's research, for every percentage drop in labor share in the industrial and agricultural sectors, operating margins increased 30 basis points and 280 basis points, respectively. We would not be surprised to see a similar relationship in all industries.
- If labor share were to fall 15%, in line with manufacturing, operating margins could double to more than 20%.

Labor Share: S&P Operating Profit Margins vs. All Industries Labor Share



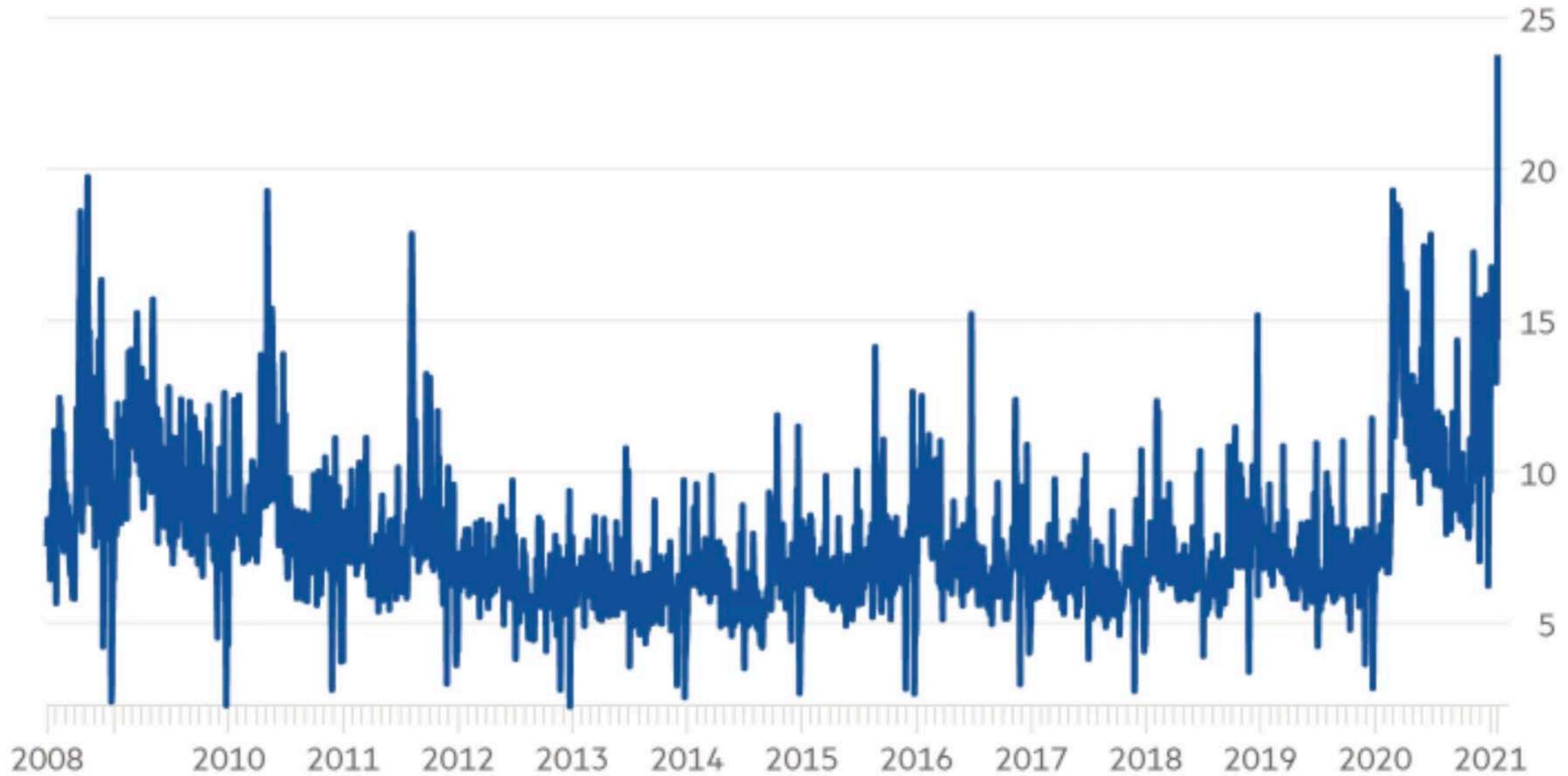
# Musk delivers first Tesla Semi trucks



Credit: REUTERS/Alexandria Sage

# Wall Street trading volumes surge

Daily volume (billions of shares)



Source: Bloomberg

© FT

US stock trading volumes soar past 2008 peak in Reddit battle

FUTURE TREND NO.7

# AGE OF IMPACT



# **The cost of missing your impact**



**Living a life of hard work**

**Loss in quality of life**

**High stress and anxiety**

**Broken relationships**

**Lost opportunity**

**Inability to keep current**

# **The joy of following your impact**



**Living a life in flow**

**Quality of life**

**Race with grace**

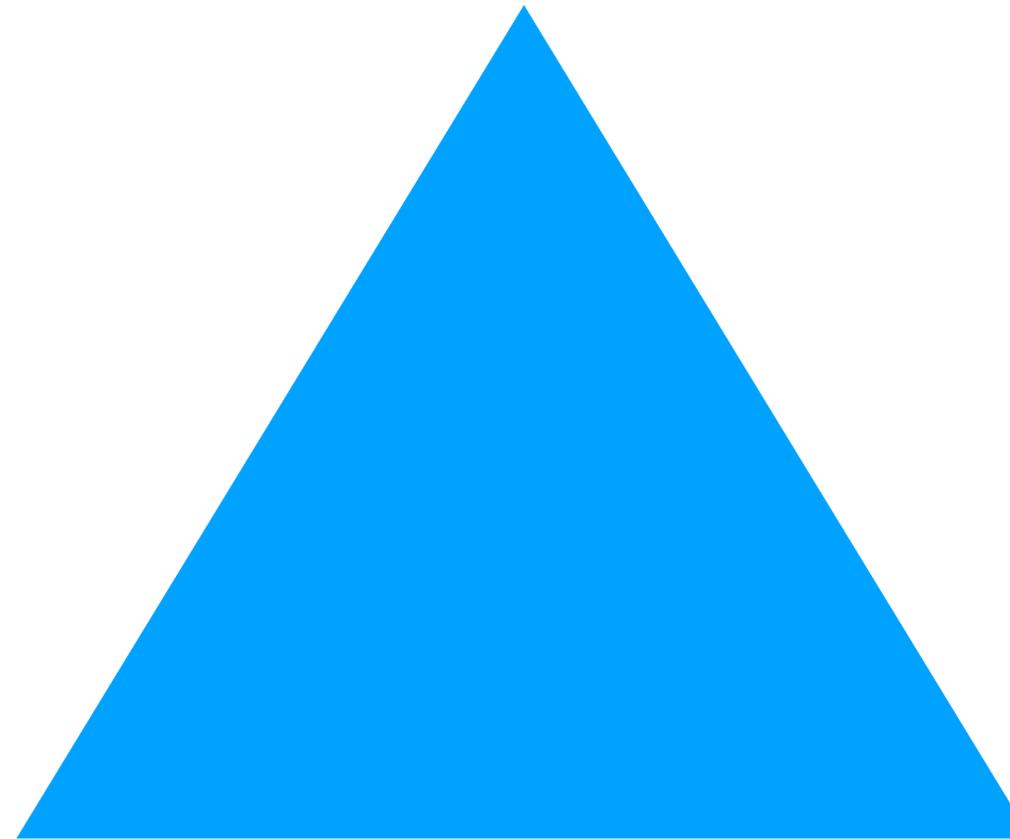
**Igniting genius of others**

**Attracting opportunity**

**Stepping into the future**

# The Trust Triangle

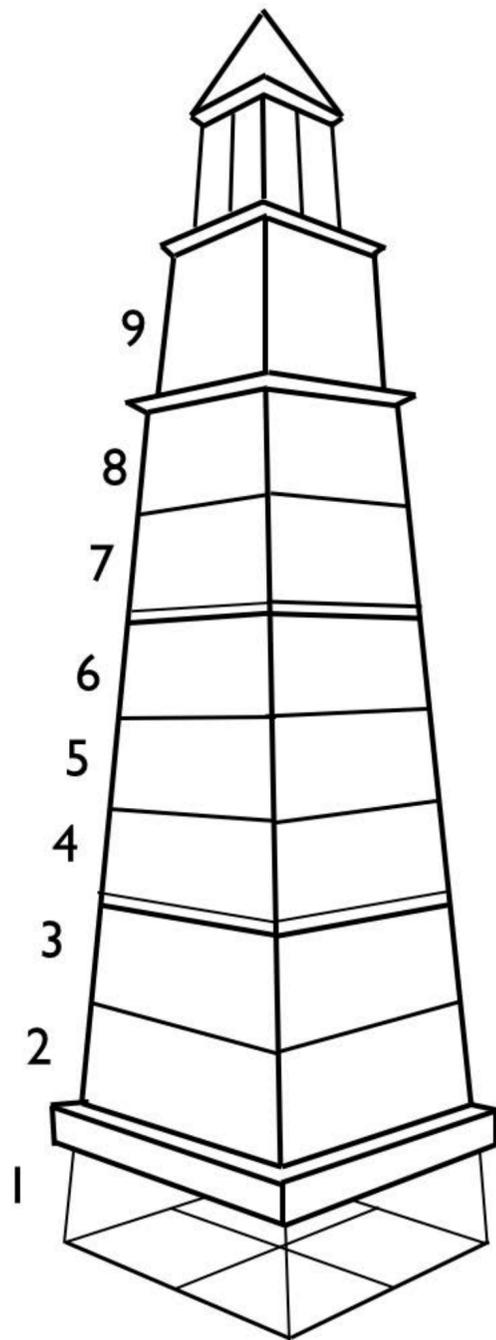
**Future Trust  
Predictability**



**Internal Trust  
Confidence**

**External Trust  
Credibility**

# The Impact Meter



**LEVEL 7**  
1m customers

**Global impact with the power to leave a legacy**

Have I directed the trust that I am growing towards a meaningful global purpose?



**LEVEL 6**  
100k customers

**National impact, with the influence to shape the future**

Am I establishing a mission, culture and model that is inspiring others on their journeys?



**LEVEL 5**  
10k customers

**Market leadership, attracting resources and partnerships**

Have I built a reputation that attracts the financing, partners and support to leverage with?



**LEVEL 4**  
1k customers

**Scalable team and time to develop a sustainable business**

Am I growing my team and time to enable the business to run well without me?



**LEVEL 3**  
100 customers

**Predictable, replicable and viable model to grow with**

Have I found a repeatable pathway from my market's need to my solution that I can measure?



**LEVEL 2**  
10 customers

**Intimate user group to maximise value and market fit**

Can I scale my solution to ten people such that they are willing to pay and refer me to others?



**LEVEL 1**  
1 customer

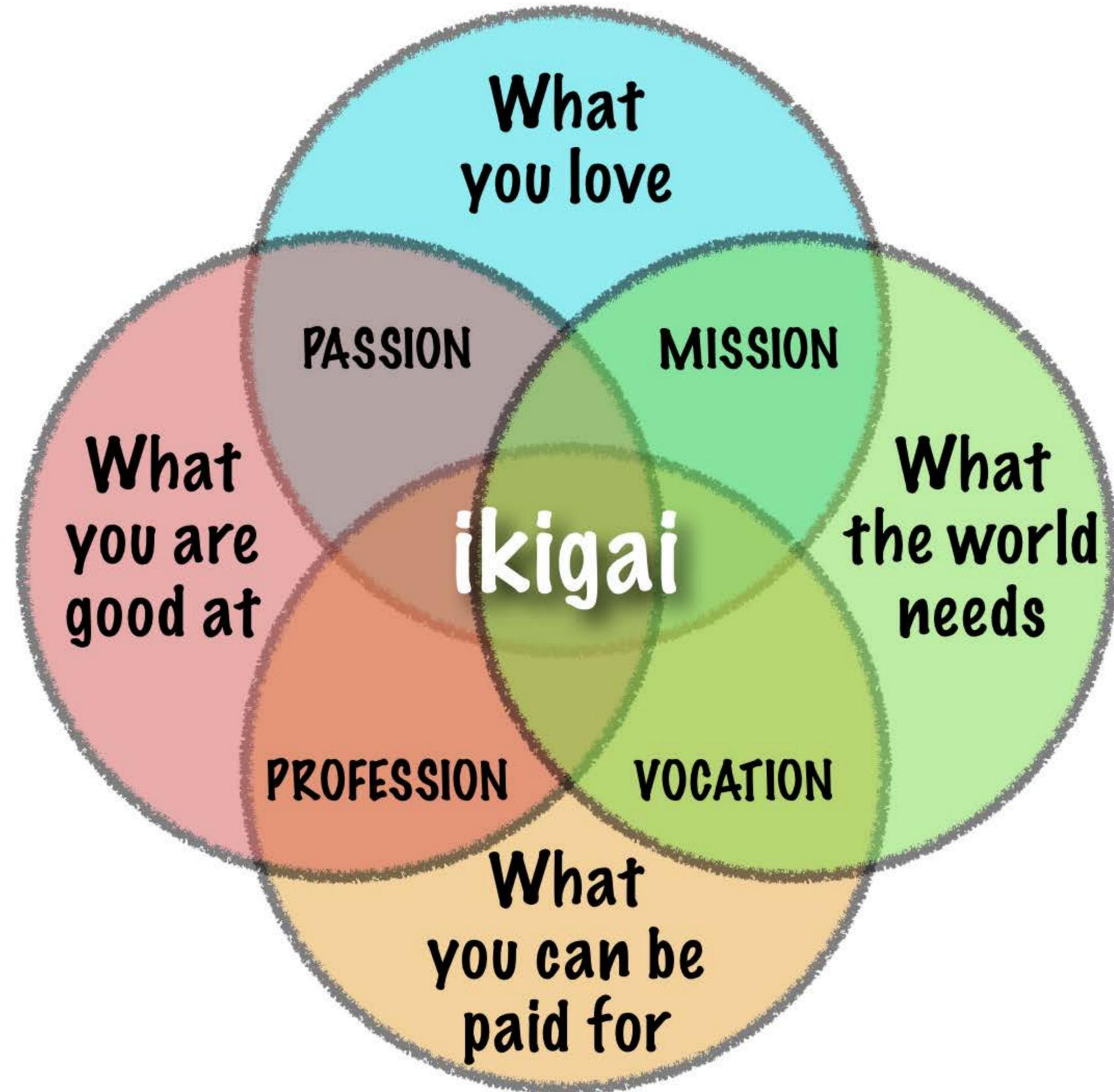
**Personal service to solve one person's problem.**

Am I solving a problem for someone who trusts me that they are willing to pay to have solved?

# 生き甲斐 ikigai

**ikigai** is the Japanese concept of “**a reason for being.**” Everyone has an ikigai. To find it requires a journey of self discovery. But the search is worth it.

Your ikigai is the meaning to your life.



**MY PROCEEDS FROM  
PAYPAL WERE \$180M.**

**I PUT \$100M  
IN SPACEX,  
\$70M IN TESLA  
& \$10M IN  
SOLAR CITY.  
I HAD TO BORROW  
MONEY FOR RENT.**

NEIL PATEL

-ELON MUSK



**x10<sup>6</sup>**

# The Power of Zero



# Entrepreneur Dynamics

## The No.1 agile system for entrepreneurs

**Ultraviolet** - Legend



**Violet** - Composer



**Indigo** - Trustee



**Blue** - Conductor



**Green** - Performer



**Yellow** - Player



**Orange** - Worker



**Red** - Survivor



**Infrared** - Victim



**Level 8**

**Level 7**

**Level 6**

**Level 5**

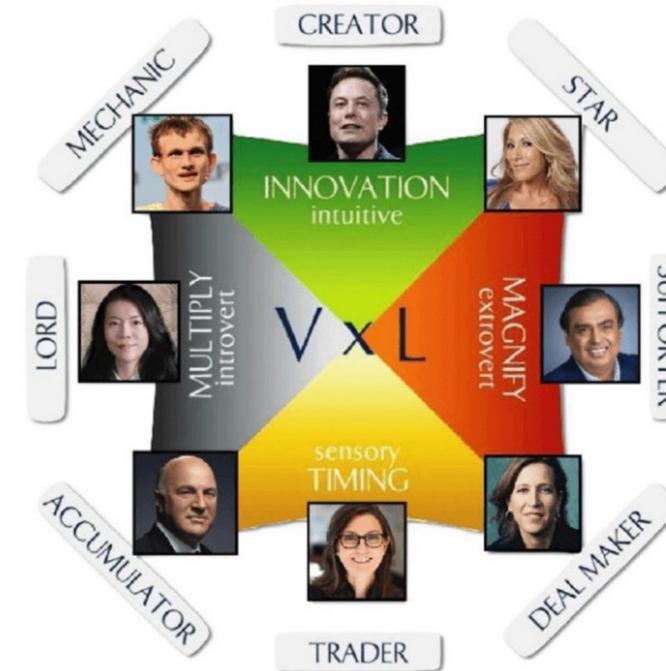
**Level 4**

**Level 3**

**Level 2**

**Level 1**

**Level 0**



**Talent Dynamics**

**Wealth Dynamics**



**Society 5.0**

**Leadership 5.0**

**Entrepreneur 5.0**

### 1 Entrepreneur Impact Test

What's your level of flow and level of impact?

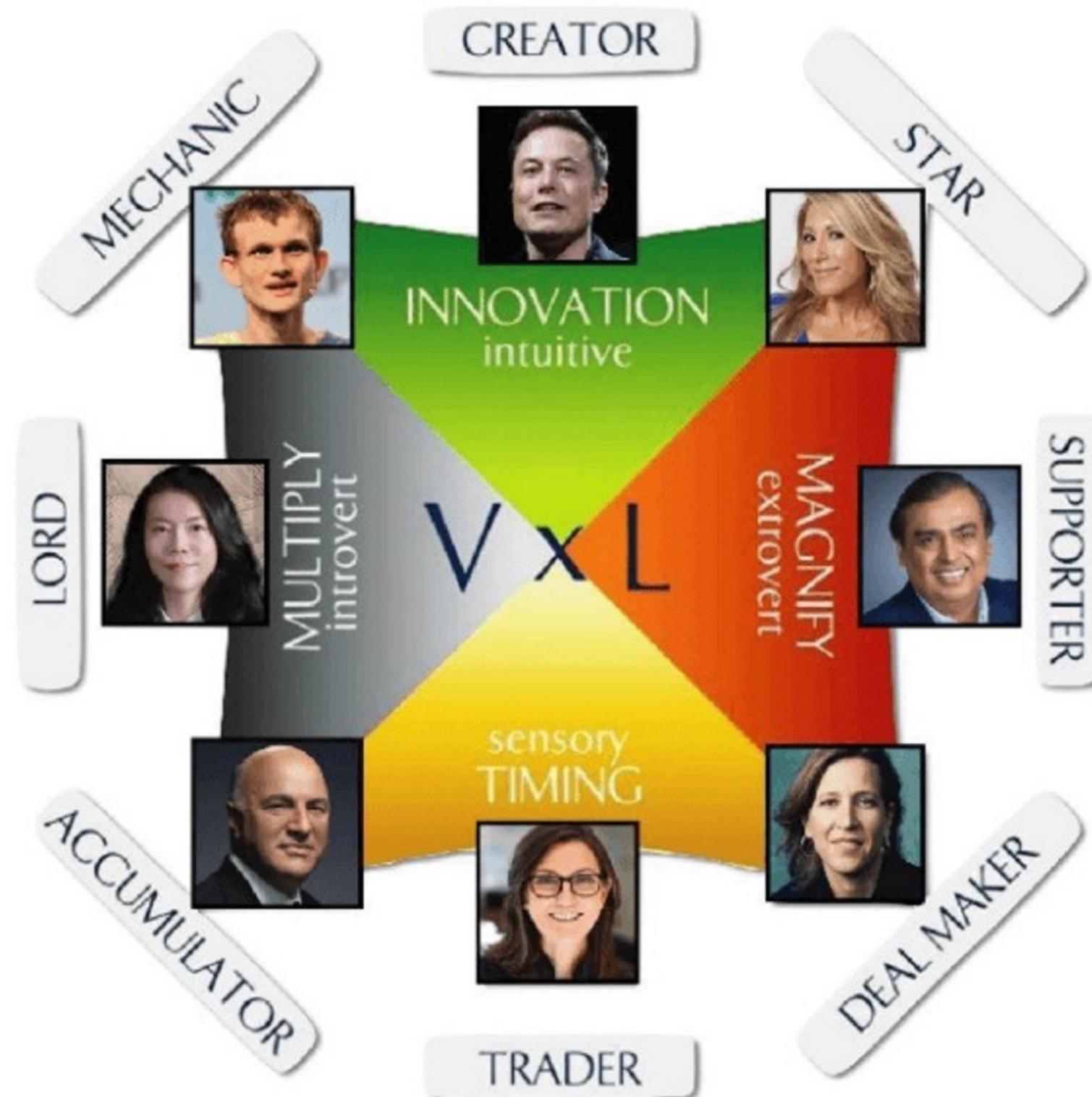
### 2 Wealth Dynamics

How to grow your flow

### 3 Impact Dynamics

How to grow your impact

# Wealth Dynamics 5.0





The 'Creator'



## The 'Creator'

### “Creating a better product”

Creators are great at getting things started, and terrible at finishing. They are the 'high' in Dynamo energy and are always using their quick thinking and imagination to get out of trouble. Their flow comes from expressing their creativity in valuable ways.



### **Elon Musk, Tesla / SpaceX**

Elon Musk is a billionaire inventor and entrepreneur who co-founded PayPal, and runs pioneering companies like Tesla Motors, SpaceX and Neuralink.



### **Sara Blakely, Spanx**

Sara Blakely went from being a door-to-door fax salesperson to become the world's youngest female self-made billionaire, as the founder of Spanx brand.



### **Steve Jobs, Apple/ Pixar**

Steve Jobs created billion dollar businesses with Apple and Pixar. His innovations revolutionized the music, cinema, computer and mobile industries.



The 'Trader'



## The 'Trader'

### “Buying low, selling high”

Traders have their ear-to-the-ground, with a strong Tempo energy. They usually know how to keep things fair in any given arrangement. Quiet by nature, they tend to only share if asked, and find their flow by being on time, and keeping the peace.



### **Cathie Wood, Ark Invest**

Cathie Wood turned her interest in exponential tech and companies into one of the fastest growing investment funds, with \$14 billion under management.



### **Ray Dalio, Bridgewater Associates**

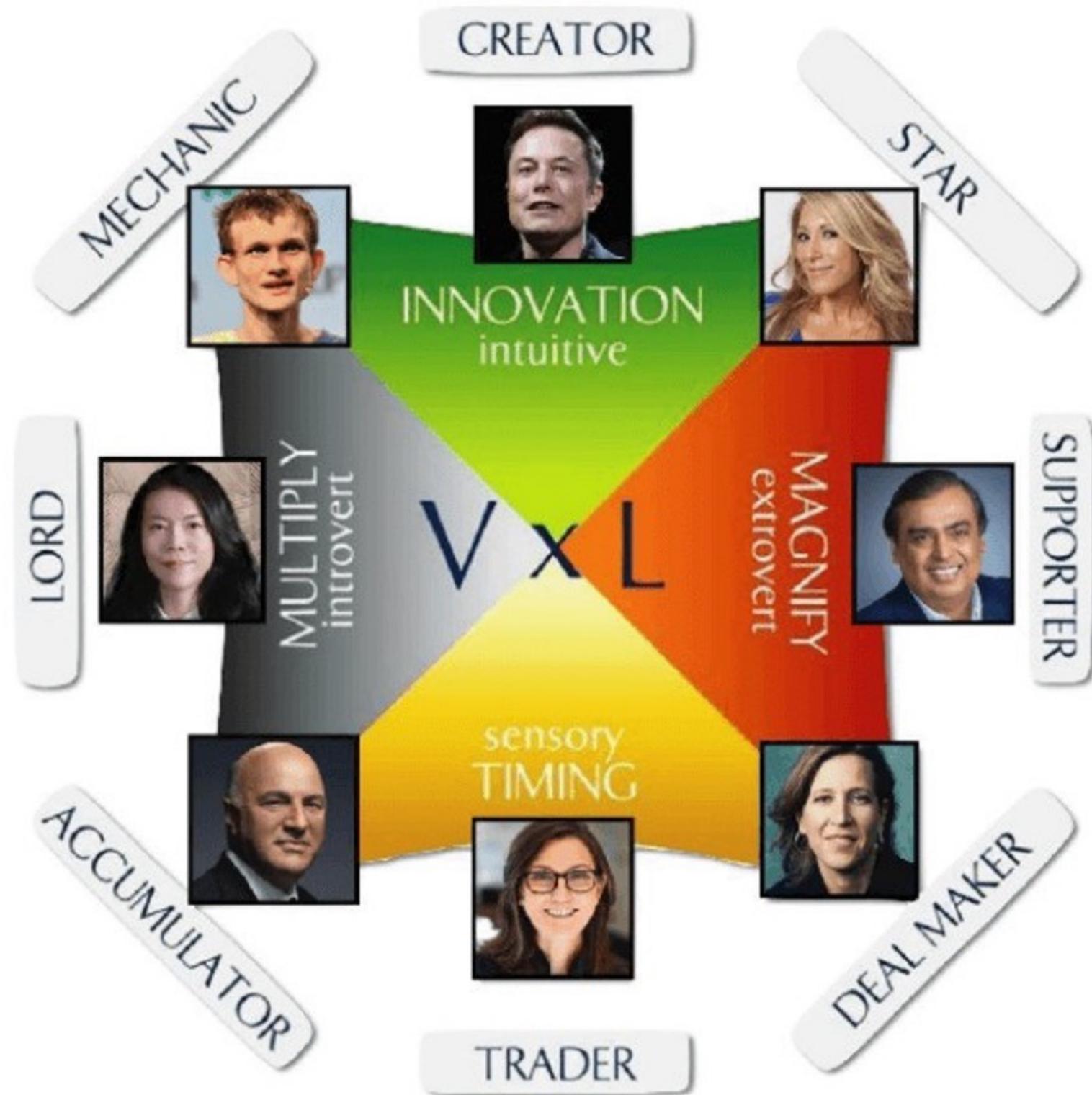
Ray Dalio became a billionaire after founding Bridgewater and growing it into the world's largest hedge fund, which now manages over \$150 billion in funds.



### **Joanne Liu, Doctors without Borders**

Joanne Lui is international president of Medecins Sans Frontieres (MSF), with whom she has undertaken more than 20 health-based missions since 1996.

# Wealth Dynamics 5.0





## The 'Star'

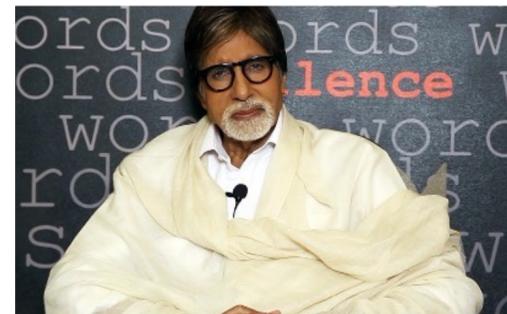
### “Creating a better brand”

Stars are excellent promoters and are high in both Dynamo and Blaze energy. They are quick on their feet and can sometimes seem to dominate the conversation. Stars are at their best when they shine their light and sparkle on others, more than on themselves.



### Lori Greiner, QVC

Lori Greiner, aka the "Queen of QVC", has used her star power as a 'Shark' on Shark Tank to build her companies, with more than \$1 billion in revenue.



### Amitabh Bachchan, Bollywood Actor

Amitabh Bachchan is one of the most influential actors in Indian cinema, with a highly awarded career in acting, as well as a singer, TV host, and politician.

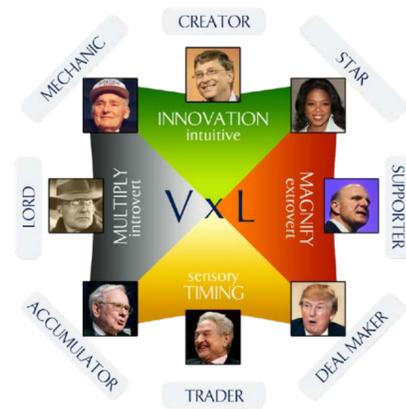


### Oprah Winfrey, Harpo

Oprah Winfrey has built a vast multimedia empire by building a personal brand that doesn't steal the light, but that instead shines a light on others.



The 'Deal Maker'



## The 'Deal Maker'

“Bringing people together”

Deal Makers are strong in Blaze and Tempo energy and are more down-to-earth. With a strong sense of timing and loyalty, they strive to make sure everyone is ok. They are best when connecting people and ideas together, for everyone's benefit.



### Susan Wojcicki, YouTube

Susan Wojcicki's people skills led her to become head of YouTube, after first renting her garage to Larry Page and Sergey Brin to launch Google.



### Masayoshi Son, Softbank

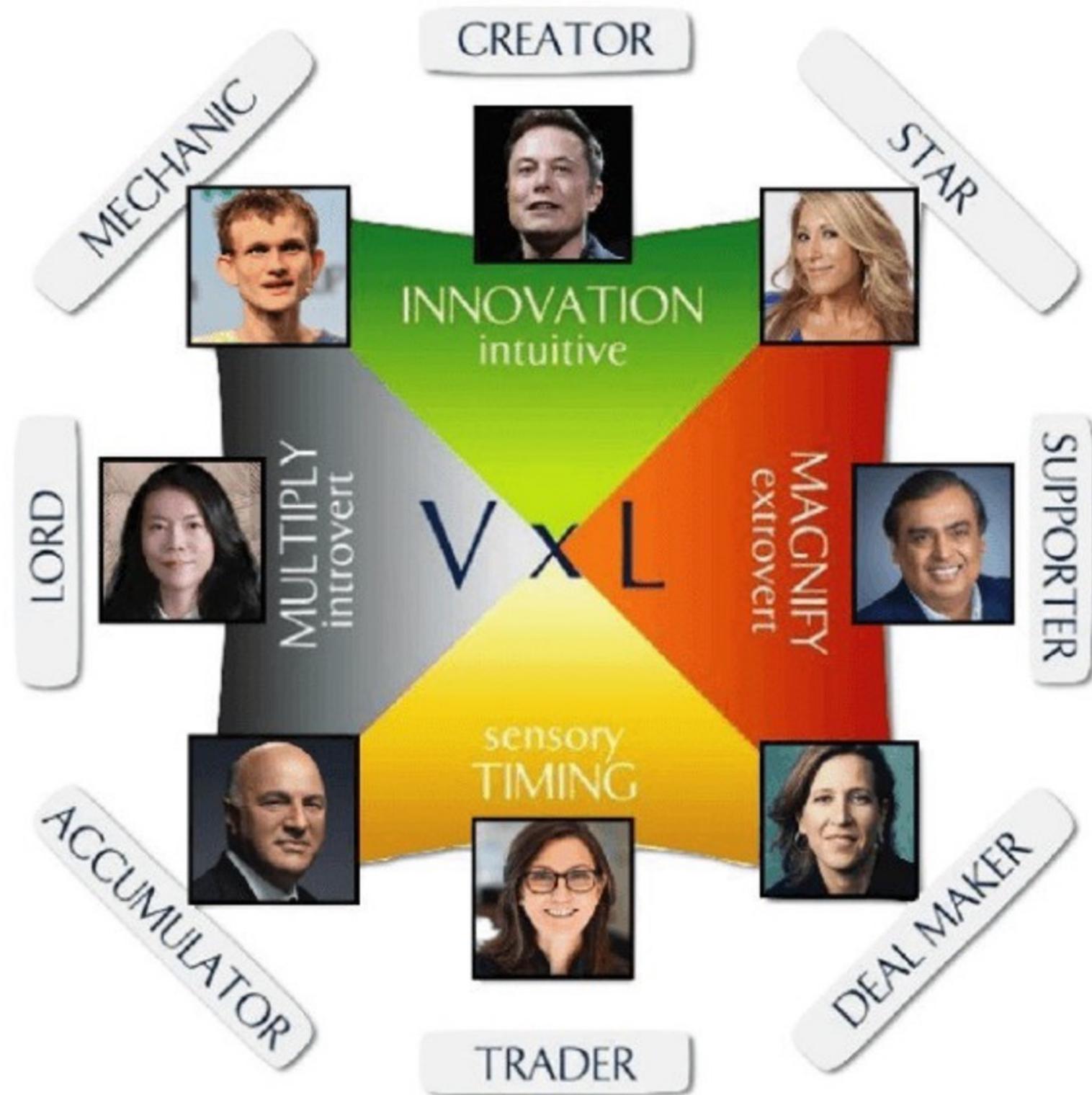
Masayoshi Son is one of the wealthiest men in Japan, with a \$20 billion fortune, through online and mobile deals through his company, Softbank.



### Lynda Resnick, The Wonderful Company

Lynda Resnick is the marketing maven behind a \$5 billion conglomerate of food brands, including Porn Wonderful, Wonderful Pistachios and Fiji Water.

# Wealth Dynamics 5.0





The 'Supporter'



## The 'Supporter'

### "Leading the team"

Supporters are excellent with people and will usually be found in the middle of the party. They have a strong Blaze energy and are naturally drawn to supporting others. Their flow comes from being actively involved in leading others and in finding the right connections.



### **Mukesh Ambani, Reliance Industries**

Mukesh Ambani, a billionaire industrialist, is also one of India's richest people, after turning his oil and gas conglomerate into a Fortune Global 500 company.



### **Sheryl Sandberg, Facebook**

Sheryl Sandberg supported Mark Zuckerberg in the growth of Facebook as its COO for 14 years, which allowed her to build her net worth of over \$1.5 billion.

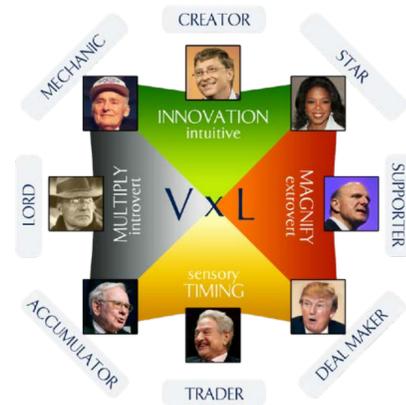


### **Howard Schultz, Starbucks**

Howard Schultz expanded Starbucks after buying the company in 1987 from a Seattle coffee house to more than 30 thousand stores in 80 countries.



The 'Lord'



## The 'Lord'

### “Collecting cash flow assets”

Lords are great at detail, with strong Steel energy. They won't be the loudest voice in the room, but excel at researching and studying information, ahead of coming up with considered decisions. They are best when looking after all the details.



### **Yang Huiyan, Country Garden Holdings**

Yang Huiyan is the wealthiest woman in Asia as the majority owner of Country Garden, a real estate developer with developments throughout China.



### **Larry Page, Alphabet**

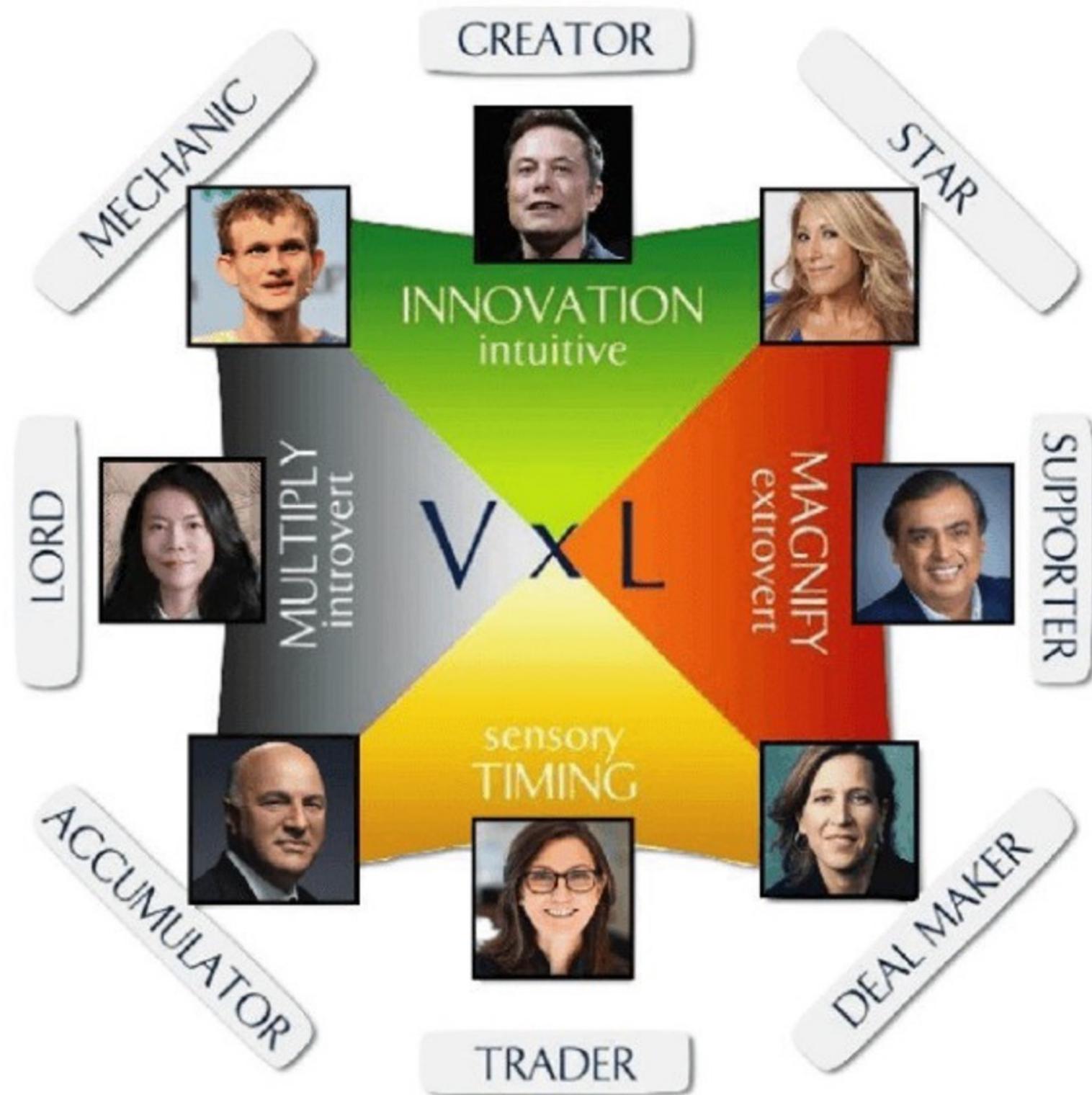
Gina Rinehart is an Australian mining magnate and heiress, who runs the influential mineral exploration and extraction company founded by her father.



### **Sri Mulyani Indrawati, World Bank**

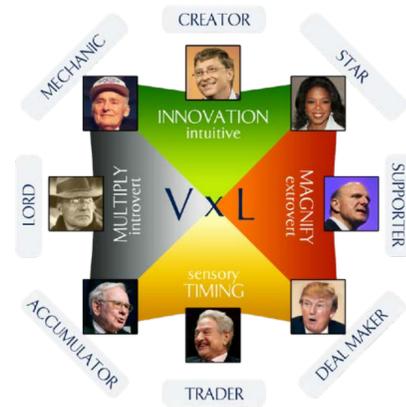
Sri Mulyani's economist background helped her serve as Minister of Finance of Indonesia, as well as the Managing Director and COO for the World Bank.

# Wealth Dynamics 5.0





The 'Accumulator'



# The 'Accumulator'

## “Collecting appreciating assets”

Accumulators are excellent project managers and researchers. They have strong Tempo and Steel energy and are always careful in their work. Don't expect them to be overly creative, however. Their flow comes from collecting and organizing what's already there.



### Kevin O'Leary, O'Leary Funds

Kevin O'Leary, aka "Mr Wonderful", is renowned in the TV show Shark Tank for his yield-generating investments tactic, as well as building capital assets.



### Gina Rinehart, Hancock Prospecting

Gina Rinehart is an Australian mining magnate and top of Australia's Rich List, who runs the influential mineral exploration and extraction company in Western Australia.



### Warren Buffett, Berkshire Hathaway

One of the most widely quoted Accumulators, Warren Buffett is widely known for his detail-focused leadership, as well as his careful investment philosophy.



The 'Mechanic'



# The 'Mechanic'

## “Creating a better system”

Mechanics are the best at completing things. They are high on Steel and Dynamo energy. As perfectionists, they can sometimes take longer to get things done than others. They have an aptitude for taking things apart, while finding better ways to put it back together.



### Vitalik Buterin, Ethereum

Vitalik Buterin is a young crypto-billionaire genius who co-founded Ethereum and is known for being one of the top thinkers and developers on Blockchain.



### Christine Lagarde, ECB

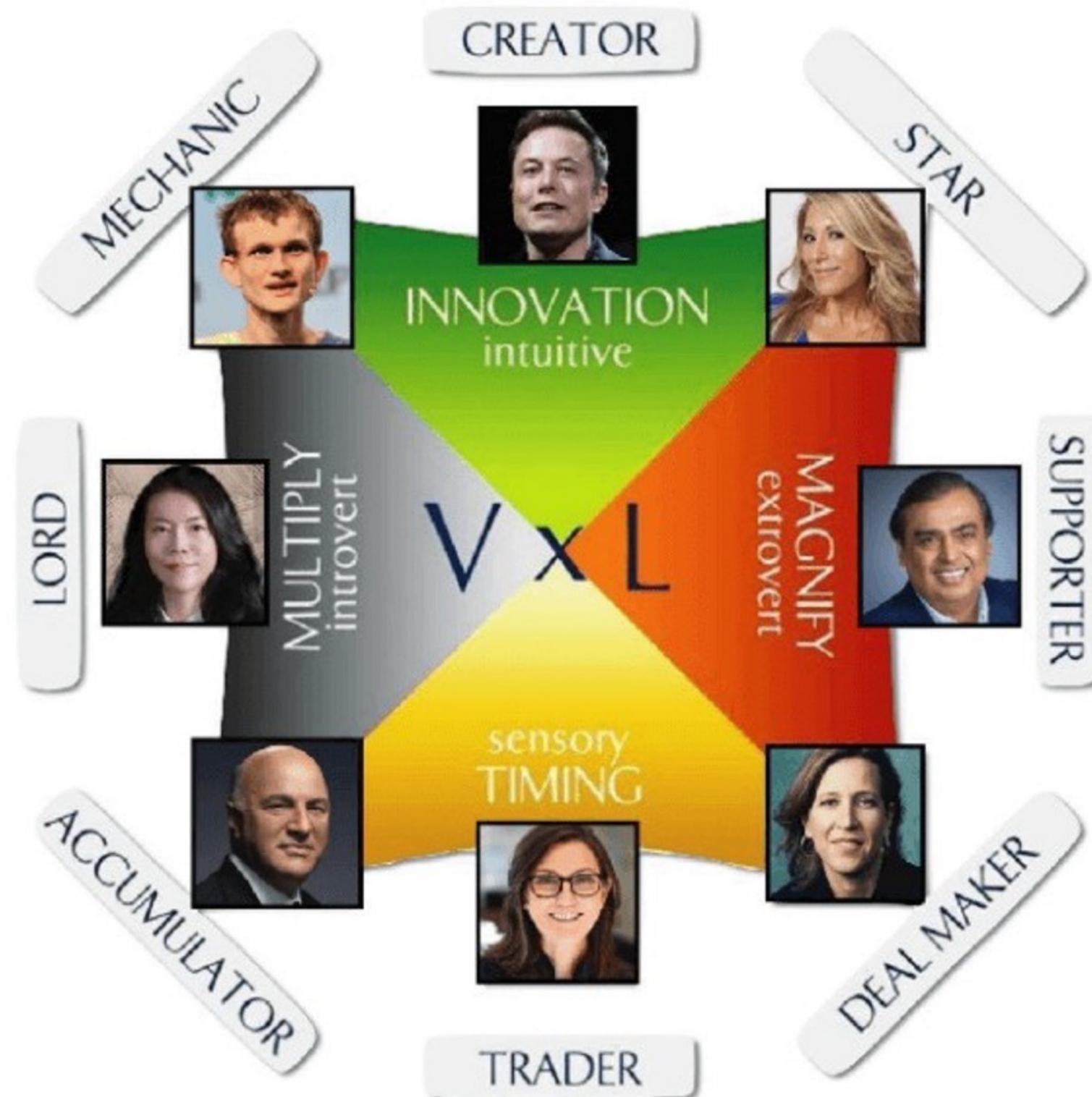
Christine Lagarde is one of the most powerful people in the world, as the former head of the IMF, and President of the European Central Bank (ECB).



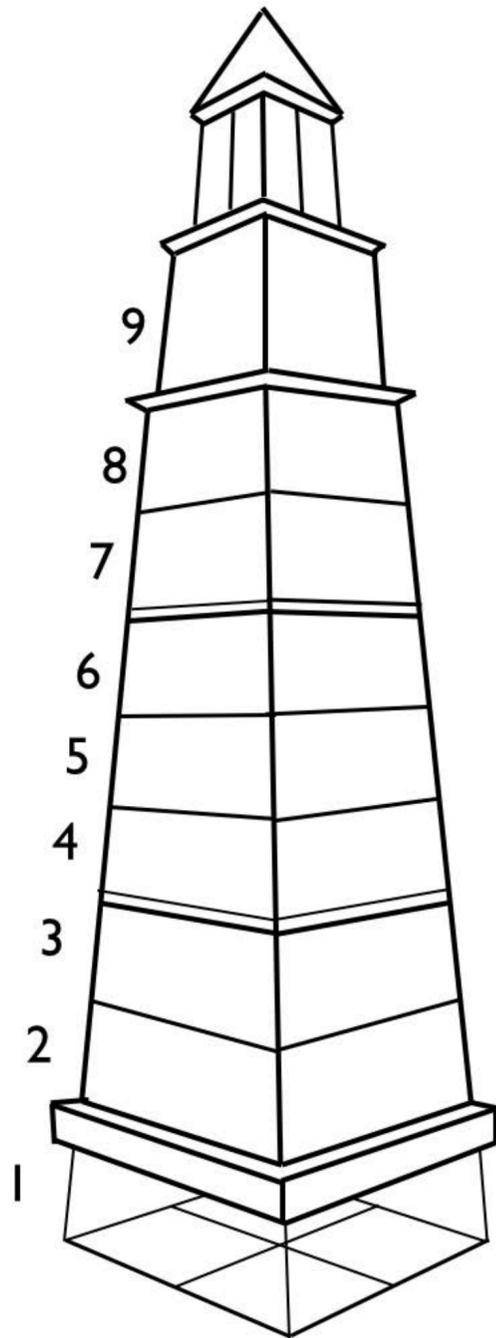
### Jeff Bezos, Amazon

Jeff Bezos is the founder and former CEO of Amazon, and the first person to amass a \$200 billion fortune after a stock surge for the tech company in 2020.

# Wealth Dynamics 5.0



# The Impact Meter



**LEVEL 7**  
1m customers

**Global impact with the power to leave a legacy**

Have I directed the trust that I am growing towards a meaningful global purpose?



**LEVEL 6**  
100k customers

**National impact, with the influence to shape the future**

Am I establishing a mission, culture and model that is inspiring others on their journeys?



**LEVEL 5**  
10k customers

**Market leadership, attracting resources and partnerships**

Have I built a reputation that attracts the financing, partners and support to leverage with?



**LEVEL 4**  
1k customers

**Scalable team and time to develop a sustainable business**

Am I growing my team and time to enable the business to run well without me?



**LEVEL 3**  
100 customers

**Predictable, replicable and viable model to grow with**

Have I found a repeatable pathway from my market's need to my solution that I can measure?



**LEVEL 2**  
10 customers

**Intimate user group to maximise value and market fit**

Can I scale my solution to ten people such that they are willing to pay and refer me to others?



**LEVEL 1**  
1 customer

**Personal service to solve one person's problem.**

Am I solving a problem for someone who trusts me that they are willing to pay to have solved?

# Level 1 Enterprise: 1 customer



**Personal service to solve one person's problem.**

Am I solving a problem for someone who trusts me that they are willing to pay to have solved?

## Leadership

**DO**

Team up with others in flow, where you are directly in contact with your customer.

**DON'T**

Try and do it all on your own, spending time 'building the next big thing' with no contact with your customer.

## Product

**DO**

Focus at solving your customers problem in a way that puts money in their pocket.

**DON'T**

Focus at trying to sell your product or do anything that isn't 100% focused at solving your customer's problem.

## Customer

**DO**

Begin with someone who trusts you and who you see as your ideal customer

**DON'T**

Begin by building websites, brochures and fancy material with the expectation that if you "build it they will come".

## Service

**DO**

Build a relationship through the service you provide with the goal to create a customer for life

**DON'T**

Rush on to a second customer once you have your first, expecting to be able to find customers faster than they leave.

## Systems

**DO**

Leverage on the systems of others, with the time and effort you put in kept to a minimum

**DON'T**

Distract yourself with time and money being put into systems before you know what is of real value that you can and should replicate.

# Level 1 Enterprise: 1 customer



**Personal service to solve one person's problem.**

Am I solving a problem for someone who trusts me that they are willing to pay to have solved?

## Leadership DO

Team up with others in flow, where you are directly in contact with your customer.

## DON'T

Try and do it all on your own, spending time 'building the next big thing' with no contact with your customer.

## Mechanic Strategy

Begin by using your creativity to create efficiencies within an established team

## Creator Strategy

Begin by using your innovation to create sales in partnership with established products

## Star Strategy

Begin by using your connections to create sales in partnership with established products

## Supporter Strategy

Begin by using your leadership to increase team sales in partnership with a revenue generator

## Deal Maker Strategy

Begin by using your deal making skills to increase the deals sizes with an established team

## Trader Strategy

Begin by using your negotiation skills to increase referrals and reduce cost in a team

## Accumulator Strategy

Begin by using your project leadership skills to increase cost savings with an established team

## Lord Strategy

Begin by using your analytical skills to increase cost savings with an established team

# Level 2 Enterprise: 10 customers



**Intimate user group to maximise value and market fit**

Can I scale my solution to ten people such that they are willing to pay and refer me to others?

## Leadership

**DO**

Build a contract team around delivering to your followers and community while you focus on your prospects and customers

**DON'T**

Hire too many too early, try and manage everything yourself, or delegate the customer co-creation too early.

## Product

**DO**

Focus at finding out what is and isn't replicable in the solutions your customers find most value in.

**DON'T**

Get caught up in delivering results without turning your replicable value into a product, or productizing too early.

## Customer

**DO**

Grow your customer base from people who trust you to people who trust them.

**DON'T**

Trying to scale to strangers who don't know or trust you too early, or staying with too few customers.

## Service

**DO**

Deliver a service that results in repeat purchases and referrals from your user group.

**DON'T**

Abdicate service before you know what it takes to grow life time value through repeat purchases and referrals.

## Systems

**DO**

Implement basic systems to track and serve your followers, community, prospects and customers.

**DON'T**

Get carried away with too many systems you don't need yet, or spend too much time in any one of the four lanes of your impact highway.

# Level 2 Enterprise: 10 customers



**Intimate user group to maximise value and market fit**

Can I scale my solution to ten people such that they are willing to pay and refer me to others?

## Leadership DO

Build a contract team around delivering to your followers and community while you focus on your prospects and customers

## DON'T

Hire too many too early, try and manage everything yourself, or delegate the customer co-creation to early.

## Mechanic Strategy

Grow by using your creativity to create a scalable product fit for your user group

## Creator Strategy

Grow by using your innovation to create a unique product fit for your user group

## Star Strategy

Grow by using your connections to create a branded experience for your user group

## Supporter Strategy

Grow by using your leadership to deliver a personal experience for your user group

## Deal Maker Strategy

Grow by using your deal making skills to increase the community value of your user group

## Trader Strategy

Grow by using your negotiation skills to increase the referral rate of your user group

## Accumulator Strategy

Grow by using your project leadership skills to increase the loyalty of your user group

## Lord Strategy

Grow by using your analytical skills to improve the pathway of your user group



# SUCCESS STORY: Deb & Jeremy Harris

[www.growcfoco.com](http://www.growcfoco.com)

## Comfort Zone

Deb and her husband Jeremy's business offer a targeted range of strategic financial consulting services and team training to help grow people's business. Part of a very traditional business for 25 years, they had this idea as a "side hustle" that grew tremendously in the last 12 months. Just when they decided to take their business to the next level, Covid hit...

## Next level

By applying a new Pivot Plan and implementing a new structure they were able to rapidly change their business in 6 months. They remodeled their practice and scaled quickly. Helping one client who achieved 16K in April to make 134K in April, along the way.

## Results:

- 200 participants in a 5 day online challenge
- Profits are up 714%
- 300% return in investments
- 50%-60% growth in clientele

*"Everyone of our programs is linked to a worthy cause. We exist to serve your purpose "*

Member since 2015  
Mechanic & Creator Profile



THE  
SHINE AWARDS

# Level 3 Enterprise: 100 customers



**Predictable, replicable and viable model to grow with**

Have I found a repeatable pathway from my market's need to my solution that I can measure?

## Leadership

**DO**

Build a full-time team to ignite your strengths and to provide a consistent high value experience to all four lanes of your impact highway.

**DON'T**

Rely too heavily on contract partners for value delivery, or recruit too quickly at the expense of profit or quality.

## Product

**DO**

Focus at combining your value with market leaders, to extend trust and flow across all four lanes.

**DON'T**

Assume you can extend trust from people who know you to people who don't by simply repeating your Level 2 formula.

## Customer

**DO**

Link your customer pathway from new followers through to new customers in a predictable and replicable way.

**DON'T**

Get caught up at the Level 2 plateau where you keep having to rely on word-of-mouth for new business.

## Service

**DO**

Create a consistent service model that leads to predictable and replicable repeat business and referrals.

**DON'T**

Lose sight of service as your greatest source of revenue as you grow the front end of your business.

## Systems

**DO**

Expand your systems to ensure you have strong customer and financial tracking, and that your team are all trained to work the system.

**DON'T**

Forget to upgrade your systems and keep it all in your head, with the danger that you end up becoming the bottleneck.

# Level 3 Enterprise: 100 customers



**Predictable, replicable and viable model to grow with**

Have I found a repeatable pathway from my market's need to my solution that I can measure?

## Leadership DO

Build a full-time team to ignite your strengths and to provide a consistent high value experience to all four lanes of your impact highway.

## DON'T

Rely too heavily on contract partners for value delivery, or recruit too quickly at the expense of profit or quality.

## Mechanic Strategy

Expand by using your creativity to create a scalable system to leverage your value

## Creator Strategy

Expand by using your innovation to create a unique product mix to leverage your value

## Star Strategy

Expand by using your connections to create an ongoing lead flow to leverage your value

## Supporter Strategy

Expand by using your leadership to deliver a vibrant sales team to leverage your value

## Deal Maker Strategy

Expand by using your deal making skills to build strong partnerships to leverage your value

## Trader Strategy

Expand by using your negotiation skills to build a strong referral base to leverage your value

## Accumulator Strategy

Expand by using your project leadership skills to manage the teams to leverage your value

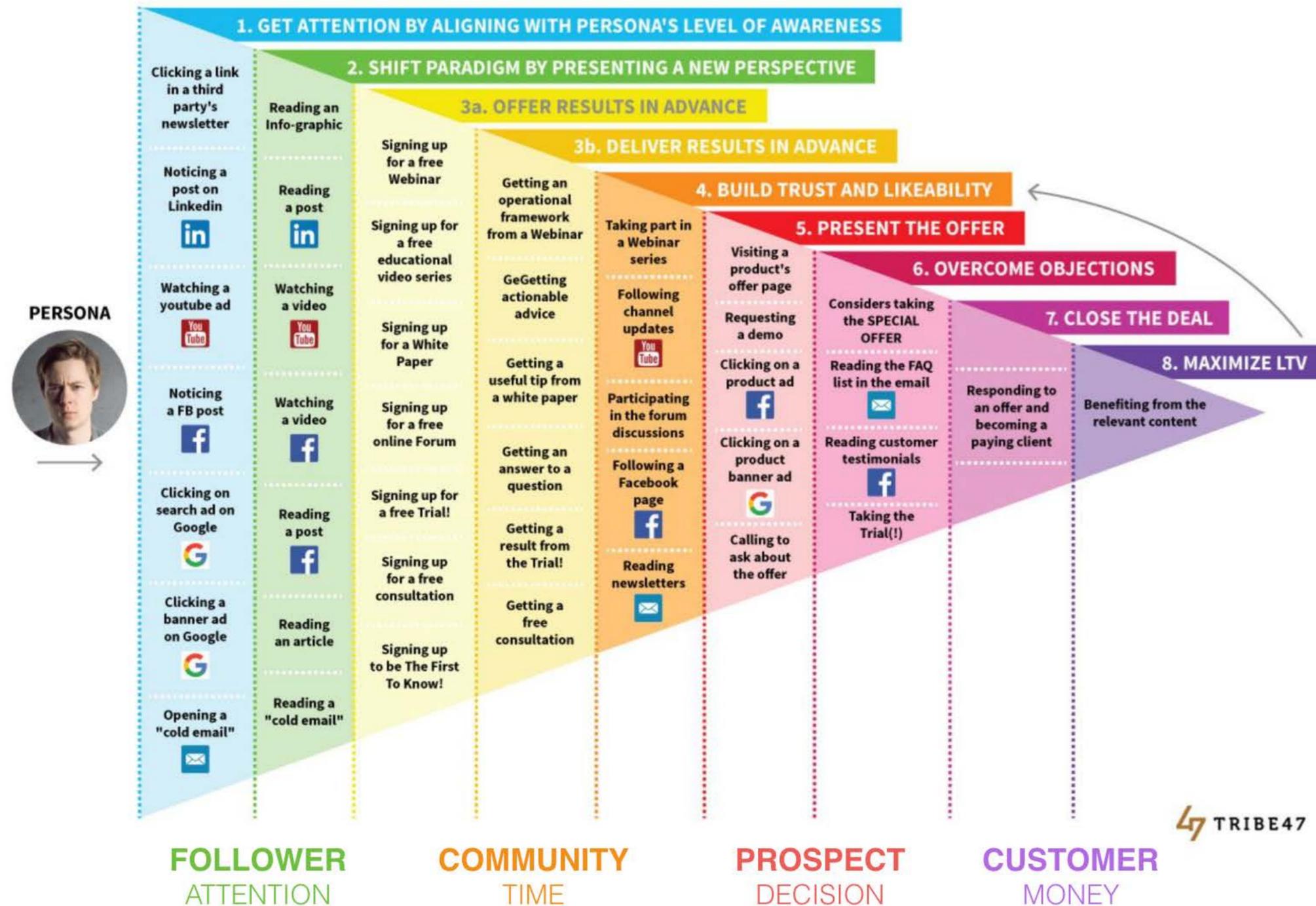
## Lord Strategy

Expand by using your analytical skills to manage the finances to leverage your value

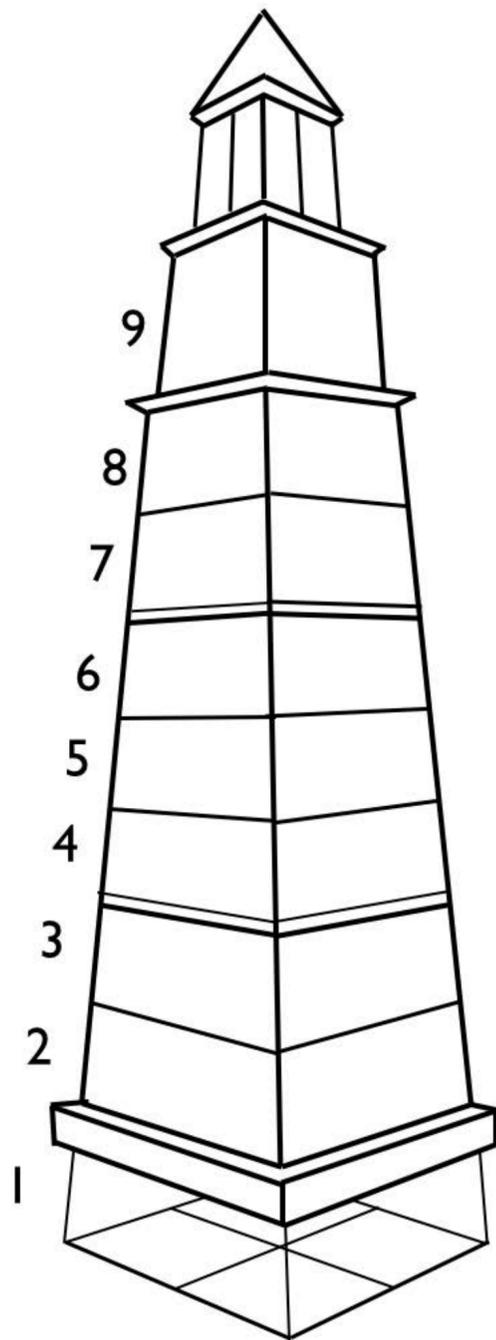
# The Impact Highway

**“Controlled time  
is true wealth”**

~ Buckminster Fuller



# The Impact Meter



**LEVEL 7**  
1m customers

**Global impact with the power to leave a legacy**

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**LEVEL 6**  
100k customers

**National impact, with the influence to shape the future**

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**LEVEL 5**  
10k customers

**Market leadership, attracting resources and partnerships**

Have I built a reputation that attracts the financing, partners and support to leverage with?



**LEVEL 4**  
1k customers

**Scalable team and time to develop a sustainable business**

Am I growing my team and time to enable the business to run well without me?



**LEVEL 3**  
100 customers

**Predictable, replicable and viable model to grow with**

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**LEVEL 2**  
10 customers

**Intimate user group to maximise value and market fit**

Can I scale my solution to ten people such that they are willing to pay and refer me to others?



**LEVEL 1**  
1 customer

**Personal service to solve one person's problem.**

Am I solving a problem for someone who trusts me that they are willing to pay to have solved?

# Impact Metrics

		Followers	Community		Prospects		Customers			
			Engagement %		Registration %		Conversion %		Average \$	
	<b>LEVEL 5</b> 10k customers	1,000,000	20%	200,000	20%	40,000	25%	10,000	\$2,000	\$20m
	<b>LEVEL 4</b> 1k customers	100,000	20%	20,000	20%	4,000	25%	1,000	\$5,000	\$5m
	<b>LEVEL 3</b> 100 customers	10,000	20%	2,000	20%	400	25%	100	\$10,000	\$1m
	<b>LEVEL 2</b> 10 customers	1,000	25%	250	20%	50	20%	10	\$15,000	\$150K
	<b>LEVEL 1</b> 1 customer	100	50%	50	20%	10	10%	1	\$20,000	\$20K

# Level 4 Enterprise: 1,000 customers



**Scalable team and time to develop a sustainable business**

Am I growing my team and time to enable the business to run well without me?

## Leadership

**DO**

Build a Board to support you strategically, and attract operational leadership to manage each area of flow.

**DON'T**

Continue to try and manage the company on your own, or to become detached from the customer flow.

## Product

**DO**

Focus at partnerships to enable your products to be offered by others in your market, including your customers.

**DON'T**

Over-leverage your product range without enough variety or novelty, or lose sight of the path your best customers are taking.

## Customer

**DO**

Extend your customers beyond your own pathway to partner pathways, and vice versa.

**DON'T**

Rely on your existing customer base to expand on your own in competition with the rest of the market.

## Service

**DO**

Extend your service to be customer-focused whether your customers buy from you or your partners.

**DON'T**

Try and hold on to your customers in a way that cannot scale, leading to a churn regardless of the value of your products.

## Systems

**DO**

Upgrade your systems to ensure you can manage your business remotely with daily data steering your company.

**DON'T**

Have any part of your company still relying on manual processes when they can be automated or outsourced.

# Level 4 Enterprise: 1,000 customers



**Scalable team and time to develop a sustainable business**

Am I growing my team and time to enable the business to run well without me?

## Leadership DO

Build a Board to support you strategically, and attract operational leadership to manage each area of flow.

## DON'T

Continue to try and manage the company on your own, or to become detached from the customer flow.

## Mechanic Strategy

Establish your enterprise by using your creativity to create a scalable systems team

## Creator Strategy

Establish your enterprise by using your innovation to create a world class product team

## Star Strategy

Establish your enterprise with your connections to create an a powerful marketing team

## Supporter Strategy

Establish your enterprise with your leadership to build a vibrant sales and delivery team

## Deal Maker Strategy

Establish your enterprise Expand with your deal making skills to build a strong partnerships team

## Trader Strategy

Establish your enterprise with your negotiation skills to build a reliable customer service team

## Accumulator Strategy

Establish your enterprise your project leadership skills to build competent project teams

## Lord Strategy

Establish your enterprise by using your analytical skills to build accurate data and finance teams



# SUCCESS STORY: Jonathan Boyd

[www.breakthroughguitar.com](http://www.breakthroughguitar.com)

## One Man Doing It All

Jonathan has a marketing background and is a guitar player who had a passion to use both skills to support budding guitarists to achieve their musical goals. He started as a solopreneur with a vision which quickly grew to a large community bring him in \$115,000+ per month.

Startup, small sales, one man doing it all.

## Team of 9

Jonathan joined our Enterprise level Crystal Circle in Sept 2019, he's one of the quiet achievers who shows up, steps up, and immerses into massive action.

## Results:

- Zero to 1 million gross in under 10 months
- 17,000+ clients
- \*\* May 2021, at \$500k per month and growing!



Member since 2019  
Creator Profile



THE  
SHINE AWARDS

# Level 5 Enterprise: 10,000 customers



## Market leadership, attracting resources and partnerships

Have I built a reputation that attracts the financing, partners and support to leverage with?

### Leadership

**DO**

Shift your focus to attracting resources in money and talent as your team grows the business.

**DON'T**

Get caught up in the business without being able to get perspective from the outside, or strangling the business through lack of resources.

### Product

**DO**

Ensure a full product range to serve your market now and in the future, with at least a three year product plan in place.

**DON'T**

Becoming too near-sighted in delivering what works today without anticipating what your customers will be needing three years from now.

### Customer

**DO**

Grow those you are customizing for from your customers to your partners, investors, team and community.

**DON'T**

Expect to keep a leadership position by simply scaling your earlier success with the customers and team you have.

### Service

**DO**

Grow your service to become a guardian for your community, with advocates and leaders rising from within.

**DON'T**

Try and keep a division between your value delivery and your customer's value consumption, with the inevitable loss of trust.

### Systems

**DO**

Invest in world class systems to provide fully seamless and scalable growth, with your culture being at the heart.

**DON'T**

Become overly process driven, overly controlling or overly chaotic. Or have any systems that don't put the customer first.

# Level 5 Enterprise: 10,000 customers



**Market leadership, attracting resources and partnerships**

Have I built a reputation that attracts the financing, partners and support to leverage with?

## Leadership DO

Shift your focus to attracting resources in money and talent as your team grows the business.

## DON'T

Get caught up in the business without being able to get perspective from the outside, or strangling the business through lack of resources.

## Mechanic Strategy

Scale your enterprise by using your creativity to create a predictable systems R.O.I.

## Creator Strategy

Scale your enterprise by using your innovation to create predictable capital growth for investors

## Star Strategy

Scale your enterprise with your connections to create a compelling investor pathway

## Supporter Strategy

Scale your enterprise with your leadership to build a strong investor relations team

## Deal Maker Strategy

Scale your enterprise Expand with your deal making skills to attract and secure funding

## Trader Strategy

Scale your enterprise with your negotiation skills to build sustainable market value

## Accumulator Strategy

Scale your enterprise your project leadership skills to build investible capital projects

## Lord Strategy

Scale your enterprise by using your analytical skills to build reliable future financial forecasts



# SUCCESS STORY: Chad Pope

[www.cashbox.global](http://www.cashbox.global)

## Clear Goals

Chad is passionate about financial freedom and legacy planning. He, along with his business partner Andrew Mobsby, who has been advising in this space for over 20 years created a new Startup company called CashBox. Cashbox carefully selects income protected products for clients that offer certainty of return on their investment, in a highly uncertain time.

## "Parachute" Action Plan

Having been a Crystal Circle member since 2018, it's through the guidance of Roger and his coaching team they learned how to team up with the right partners to collaborate with, enabling them to "parachute" into a network of ideal clients, and ultimately purveying a new investment product, closing 6 million dollars in investments in just 9 months.

## Results:

- Zero to 12+ million in investment funds in just over 12 months
- Engaged partnerships and key person referrals.



Member since 2018  
Mechanic Profile



**Which level are you at?**

**What is your biggest question to  
unblock and get into flow?**

CHANGEMAKER PANEL

# IMPACT DYNAMICS



# Changemaker Panel



**ANGIE  
STEAD**

**Co-founder, Genius School**



**ALISON SHADRACK  
BROWN**

**Founder, Adia PR**



**PHILIP  
O'CALLAGHAN**

**Managing Director  
The Examcraft Group**



**DANIEL  
PRIESTLEY**

**Founder of Dent Global  
and Score App**



**GLOBAL**  
ENTREPRENEUR  
**SUMMIT**

**JOIN OUR VIP  
GROUP WITH OUR  
ENTREPRENEUR VIP  
FAST TRACK OFFER!**



FUTURE TREND NO.8

METAVVERSE

5.0







# Singularity Is Fast Approaching, and It Will Happen First in the Metaverse

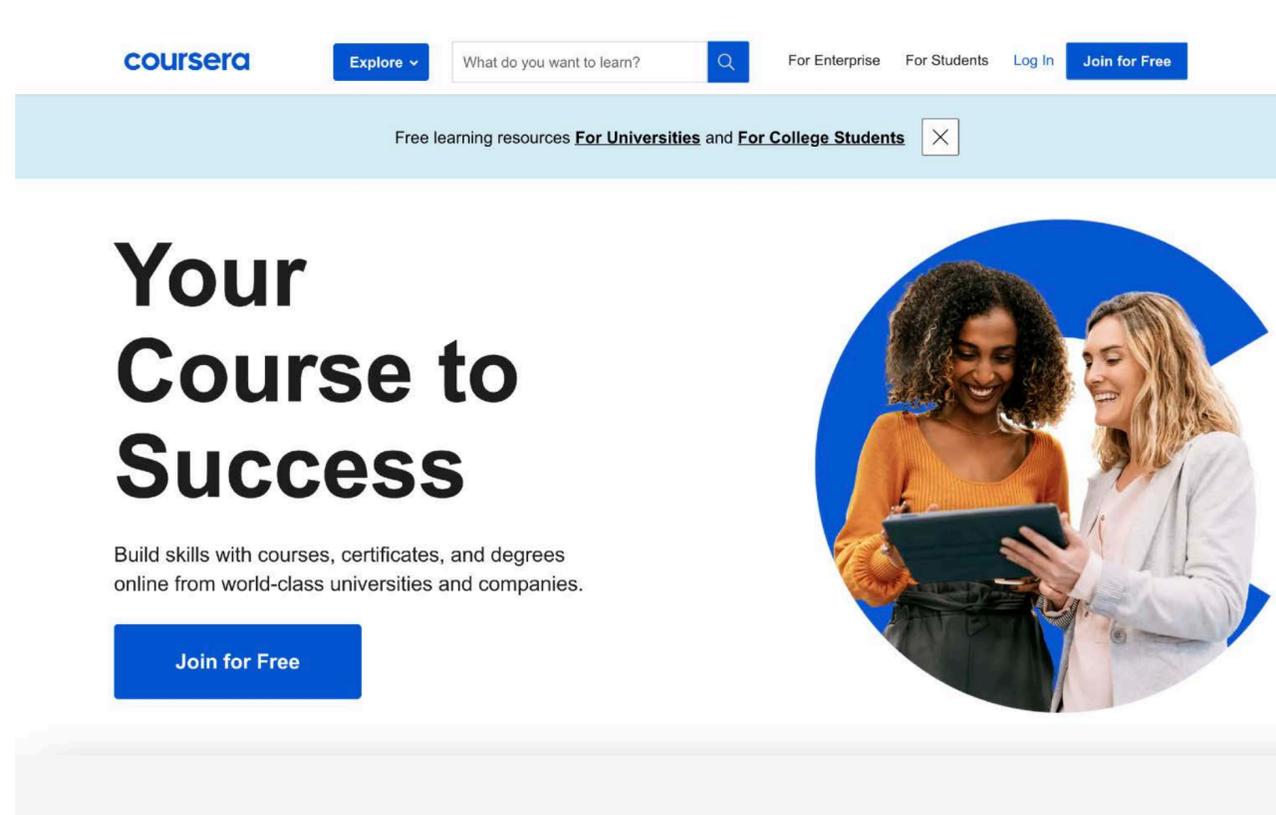
Is the metaverse going to change life as we know it? What does this mean for our future?

By Abdalla Kablan November 15, 2021

# ENTREPRENEUR 5.0

# THE METAVERSE

## SOCIETY 4.0

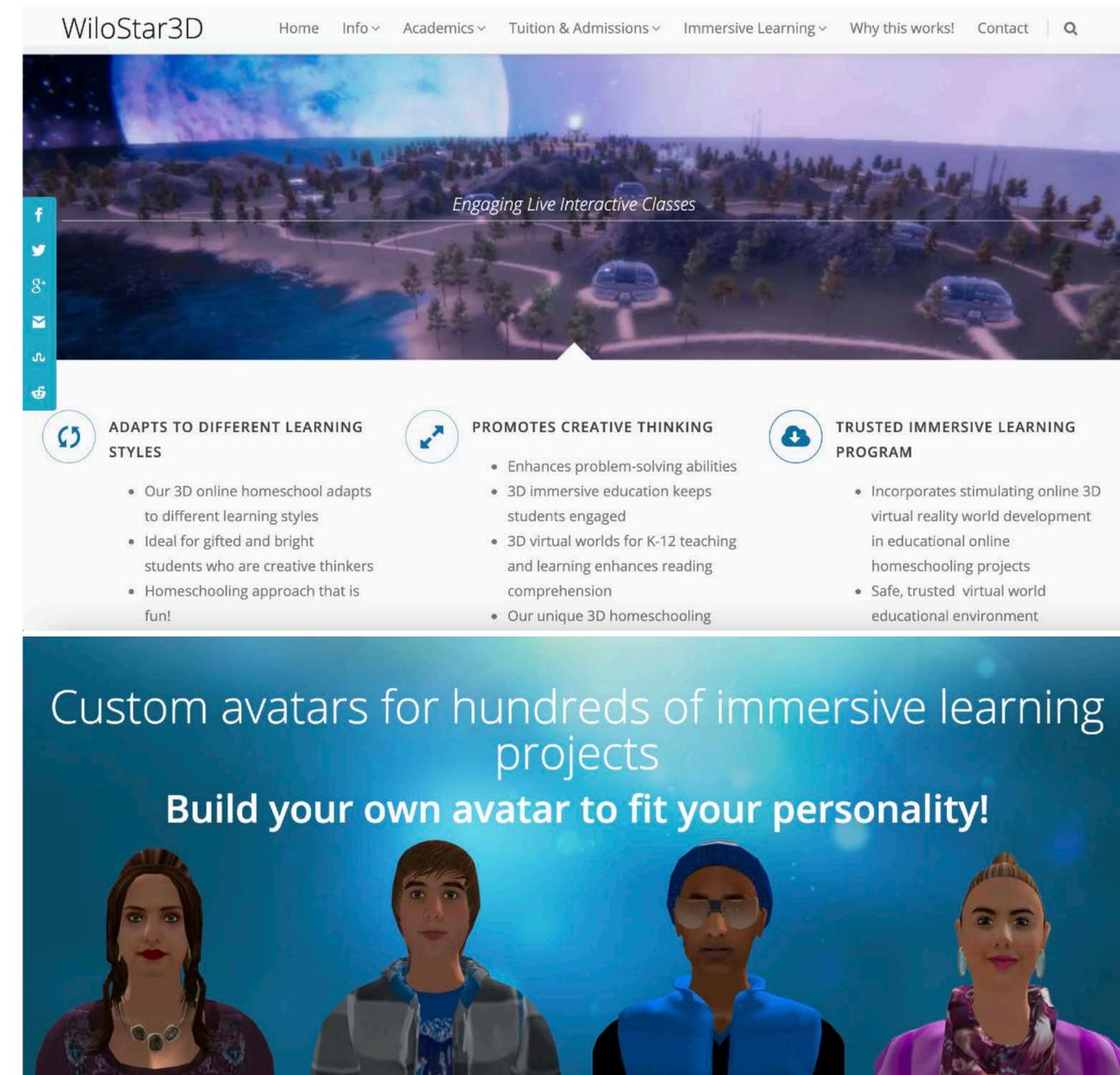


The screenshot shows the Coursera website homepage. At the top, there is a navigation bar with the Coursera logo, an 'Explore' dropdown, a search bar with the text 'What do you want to learn?', and links for 'For Enterprise', 'For Students', 'Log In', and 'Join for Free'. Below the navigation bar is a light blue banner with the text 'Free learning resources For Universities and For College Students' and a close button. The main content area features a large heading 'Your Course to Success' on the left and a circular image of two women looking at a tablet on the right. Below the heading is a sub-headline 'Build skills with courses, certificates, and degrees online from world-class universities and companies.' and a blue 'Join for Free' button.

### Achieve your goals with Coursera

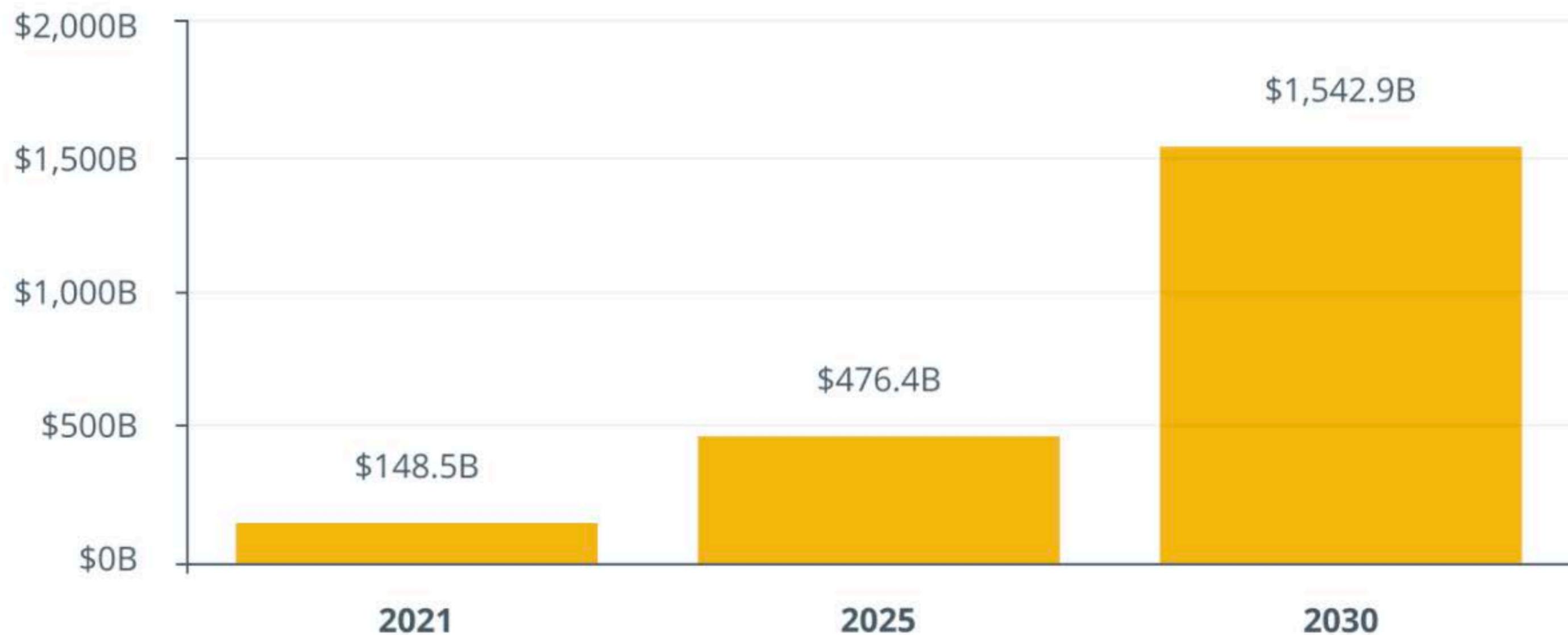
- |  |   |   |   |
|--|---|---|---|
|  <p><b>Learn the latest skills</b></p> <p>like business analytics, graphic design, Python, and more</p> |  <p><b>Get ready for a career</b></p> <p>in high-demand fields like IT, AI and cloud engineering</p> |  <p><b>Earn a degree</b></p> <p>from a leading university in business, computer science, and more</p> |  <p><b>Upskill your organization</b></p> <p>with on-demand training and development programs</p> |
|--|---|---|---|

## SOCIETY 5.0



The screenshot shows the WiloStar3D website homepage. At the top, there is a navigation bar with the WiloStar3D logo and links for 'Home', 'Info', 'Academics', 'Tuition & Admissions', 'Immersive Learning', 'Why this works!', and 'Contact'. Below the navigation bar is a large image of a virtual landscape with a large moon and the text 'Engaging Live Interactive Classes'. Below the image is a vertical sidebar with social media icons. The main content area features three columns of text, each with a circular icon and a list of bullet points. The first column is titled 'ADAPTS TO DIFFERENT LEARNING STYLES' and lists three points. The second column is titled 'PROMOTES CREATIVE THINKING' and lists three points. The third column is titled 'TRUSTED IMMERSIVE LEARNING PROGRAM' and lists three points. Below this is a large blue banner with the text 'Custom avatars for hundreds of immersive learning projects' and 'Build your own avatar to fit your personality!'. At the bottom of the banner are four avatars of different people.

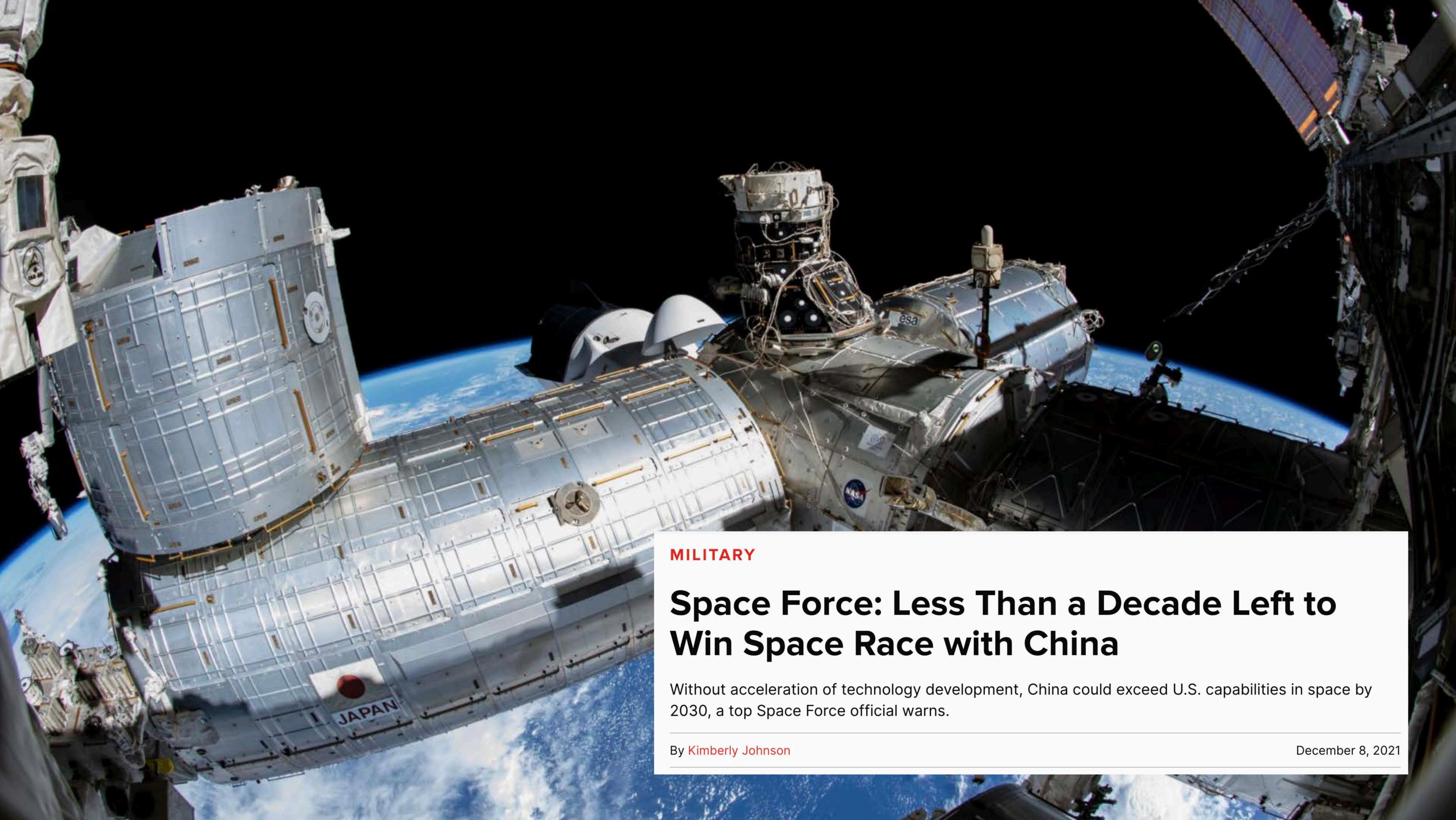
# Metaverse market size



FUTURE TREND NO.9

# THE RACE TO SPACE





**MILITARY**

## Space Force: Less Than a Decade Left to Win Space Race with China

Without acceleration of technology development, China could exceed U.S. capabilities in space by 2030, a top Space Force official warns.

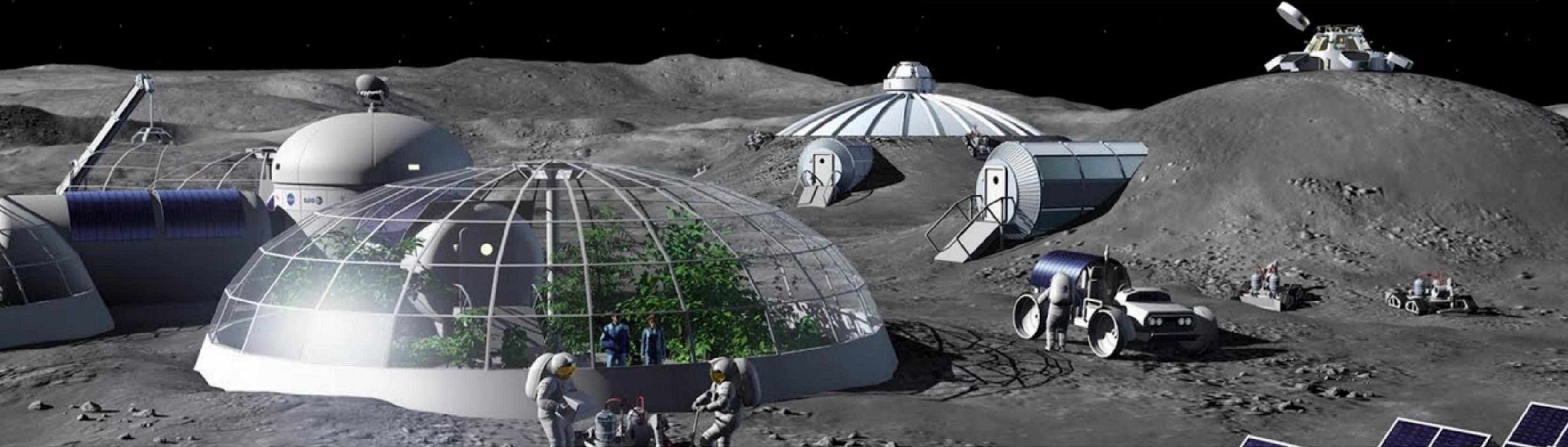
By [Kimberly Johnson](#)

December 8, 2021



## NASA unveils plan for Artemis 'base camp' on the moon beyond 2024

By [Meghan Bartels](#) published April 03, 2020



# NASA'S PLAN FOR A LUNAR BASE

THE ARTEMIS PROGRAM

A futuristic space station is shown in orbit above Earth's blue and white clouds. The station consists of several interconnected modules, including a large cylindrical structure on the right and a central hub with various instruments and antennas. The background is the dark void of space.

# **NASA backs Blue Origin's Orbital Reef space station**

Alexa, book me a ticket to low Earth orbit.

# Speaker - Salim Ismail



## **SALIM ISMAIL**

**Co-Founder of OpenExO, author, STRATEGIST and entrepreneur**

Salim Ismail is the lead author of the best-selling business book, *Exponential Organizations*. A renowned technology strategist and serial entrepreneur with ties to Yahoo!, Google, and Singularity University.

He consults with governments and the world's top Fortune 500 companies on innovation and growth. His work has been featured in premier media outlets like the New York Times, Bloomberg Business Week, Fortune, Forbes, WIRED, Vogue, and the BBC.

Salim founded ExOWorks in 2016 to help transform global business by catapulting organizations into the world of exponential thinking. He travels extensively sharing a global perspective on the impact of breakthrough technologies and how organizations can leverage these disruptions to grow 10 times faster than their peers. He is co-founder and Chairman of OpenExO and an active Board Member of the XPRIZE Foundation.

FUTURE TREND NO.10

# WORLD WIDE WEALTH



# What is ESG?

Environmental, Social, and Governance Factors:



## ENVIRONMENTAL

Impact on the planet

- Greenhouse gas emissions
- Air and water pollution
- Biodiversity
- Deforestation
- Recycling and waste management
- Natural resource use
- Renewable energy
- Water scarcity
- Energy efficiency
- Sustainability initiatives
- Relationships with regulators



## SOCIAL

Relationships with employees, customers and community

- Diversity and inclusion
- Company culture
- Data protection and privacy
- Customer satisfaction
- Relations with local communities
- Human rights
- Labor standards
- Product safety
- Employee training
- Ethical supply chain sourcing

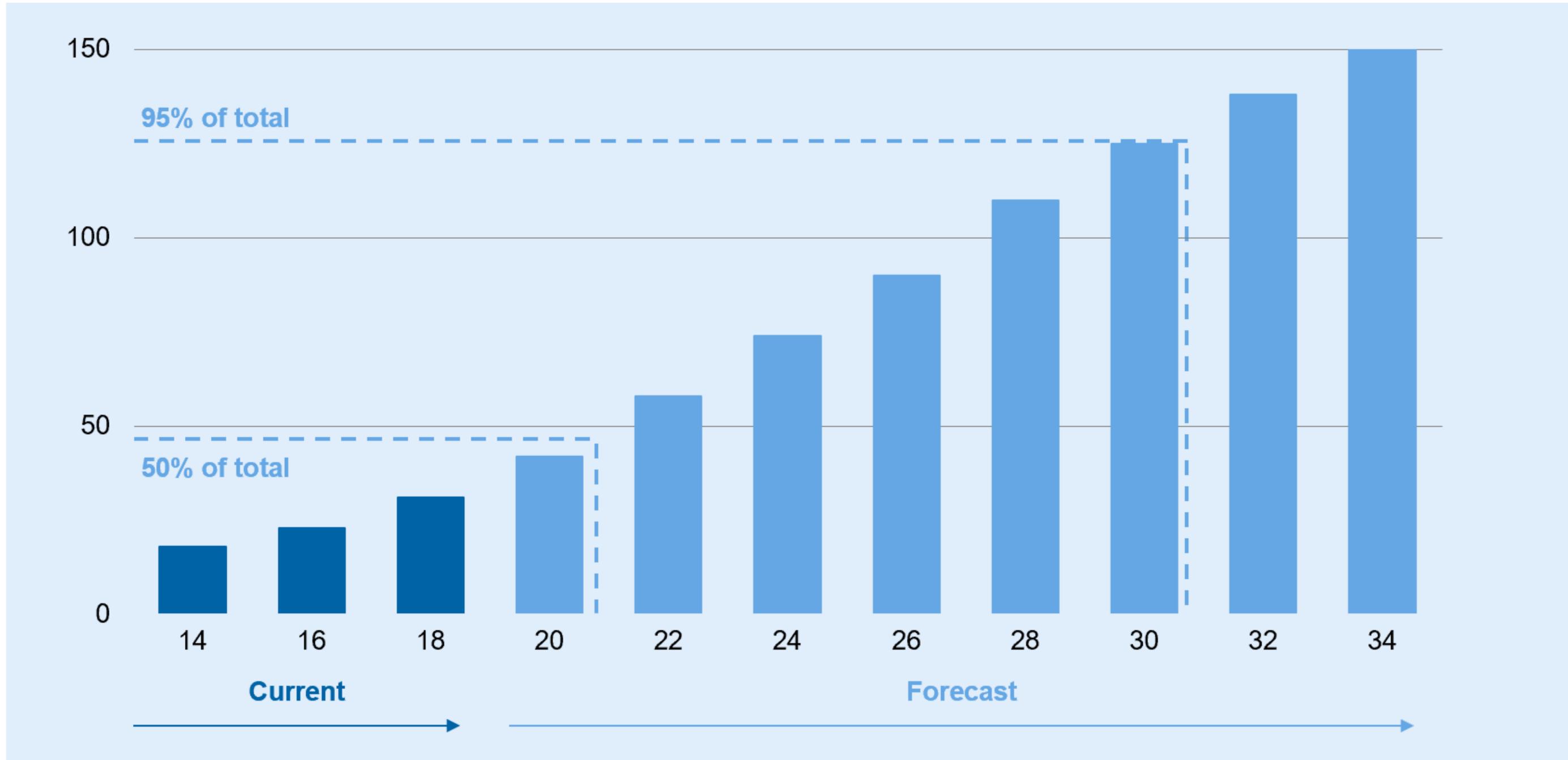


## GOVERNANCE

Corporate leadership standards

- Board composition
- Management diversity
- Shareholder rights
- Lobbying
- Executive compensation
- Accounting transparency
- Separation of CEO and Chairman roles
- History of shareholder lawsuits
- Relationships with regulators

# ESG assets may hit \$53 trillion by 2025, a third of global AUM

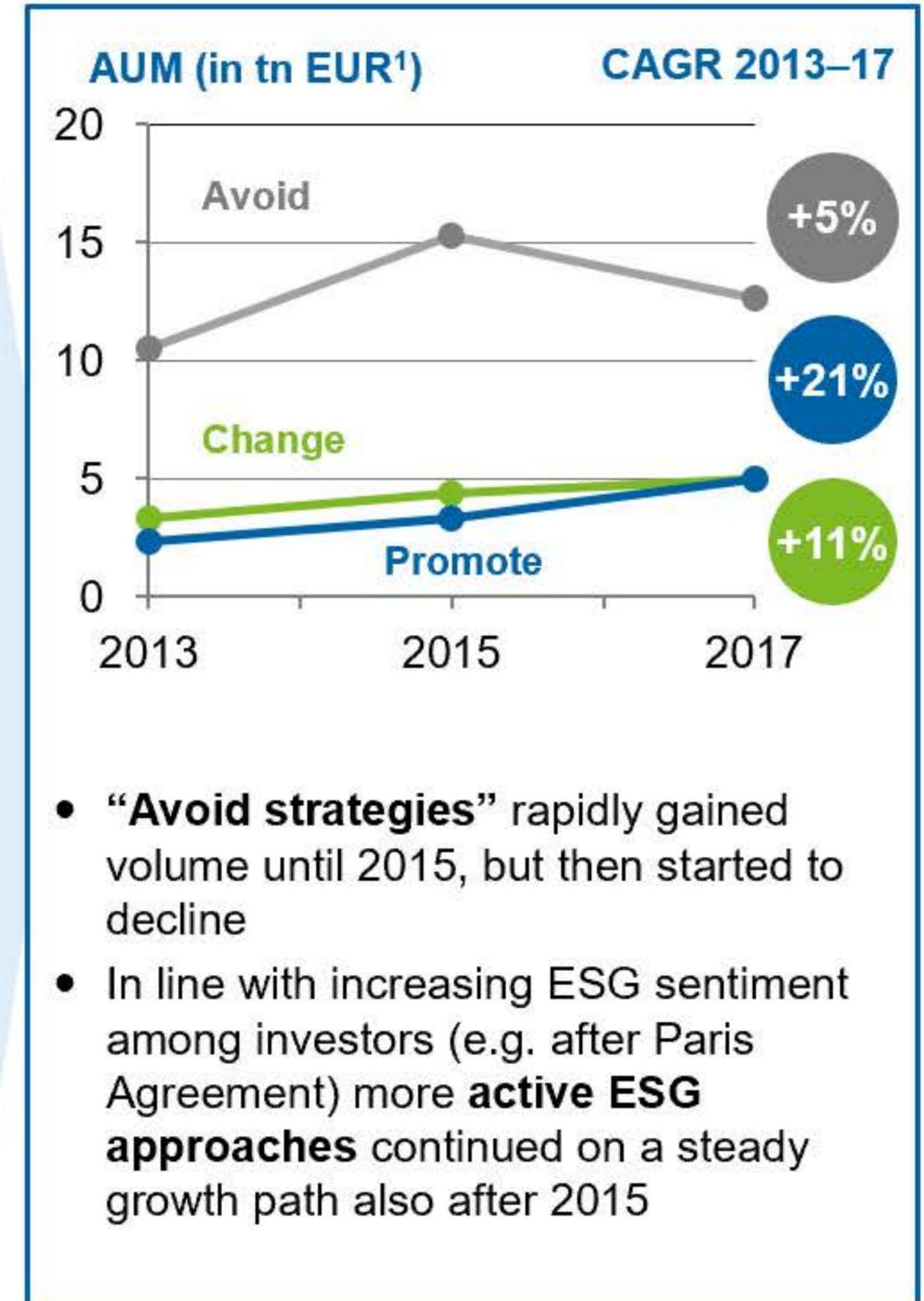


Source: Deutsche Bank, Global Sustainable Investment Alliance, zeb research

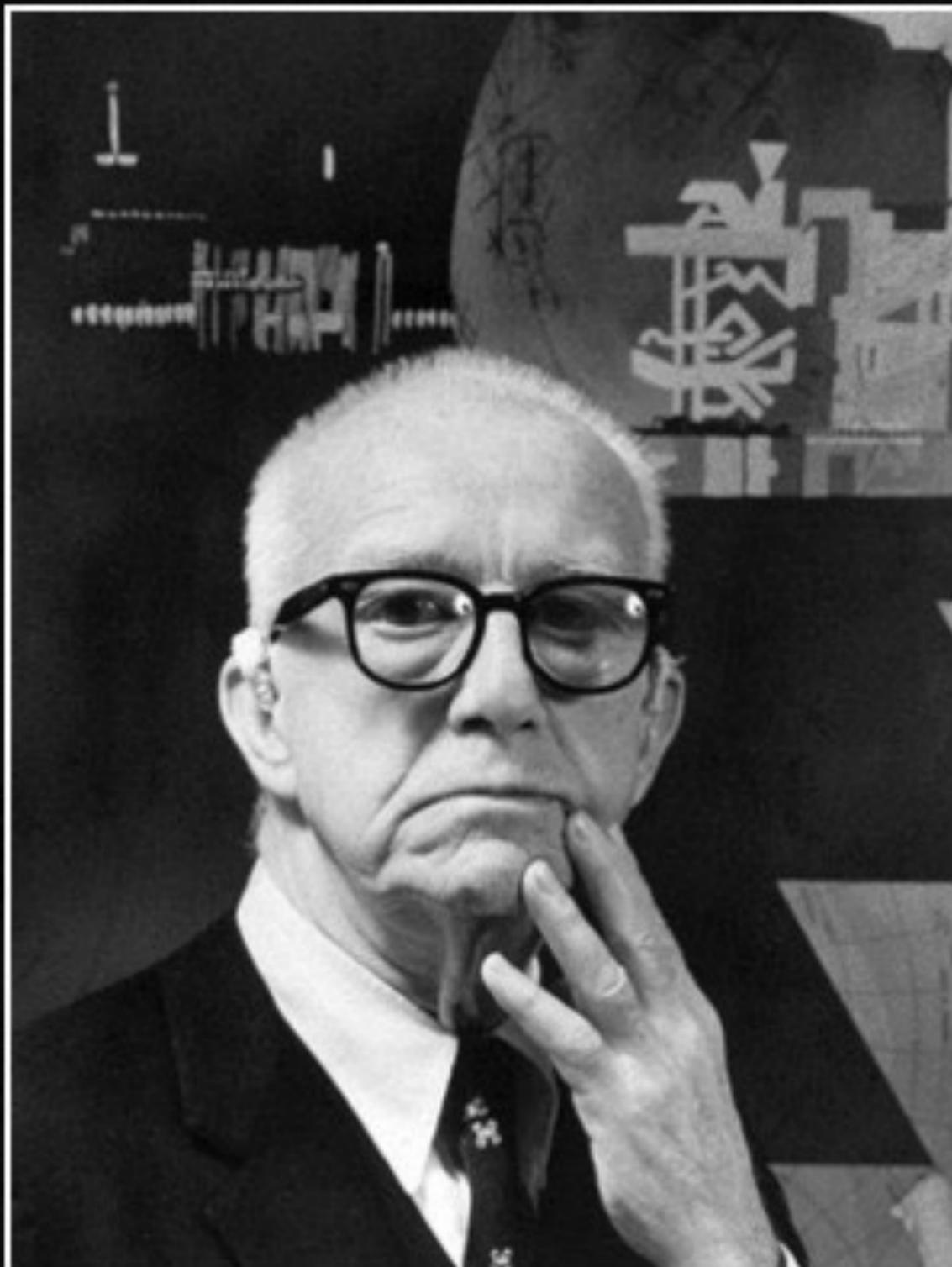
# MAP OF ESG STRATEGIES



# ESG DEVELOPMENT EUROPE (AUM)



1) AUM double counting possible, as different ESG strategies can be adopted by asset managers in combination  
 Source: Eurosif (European SRI Study 2018)



Whether it is to be Utopia or  
Oblivion will be a touch-and-go relay  
race right up to the final moment....  
Humanity is in 'final exam' as to  
whether or not it qualifies for  
continuance in Universe

— *R. Buckminster Fuller* —

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# WORLD

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“To make the world work  
For 100 percent of humanity  
In the shortest possible time  
Through spontaneous cooperation  
Without ecological offense  
Or the disadvantage of anyone”  
—Buckminster Fuller



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# GAME®

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Buckminster Fuller's 35- by 70-foot Dymaxion Map is a center for learning about world resources, problems and prospects on a global scale. Students standing on the map enjoy a view equivalent to that from 1,500 miles above the Earth.



We are the ones we've  
been waiting for.

June Jordan

# Verne Harnish

## Founder of Entrepreneurs' Organization (EO)

Verne Harnish is founder of the world-renowned Entrepreneurs' Organization (EO), with over 16,000 members worldwide, and chaired for fifteen years EO's premiere CEO program held at MIT, a program in which he still teaches today.

Founder and CEO of Scaling Up, a global executive education and coaching company with over 200 partners on six continents, Verne has spent the past four decades helping companies scaleup.

He's the author of the bestseller *Mastering the Rockefeller Habits*; authored *The Greatest Business Decisions of All Times*, for which Jim Collins wrote the foreword; and wrote *Scaling Up (Rockefeller Habits 2.0)* which has been translated into 22 languages and has won eight major international book awards including the prestigious International Book Award for Best General Business book.

His latest book, *Scaling Up Compensation*, rocketed to the #1 HR book on Amazon. Verne also chairs the annual ScaleUp Summits and serves on several boards including vice chair of The Riordan Clinic; co-founder and chair of Geoversity; and board member of the social venture Million Dollar Women.

A private investor in many scaleups, Verne enjoys piano, tennis, and magic as a card-carrying member of the International Brotherhood of Magicians.





GLOBAL

ENTREPRENEUR

SUMMIT

2022