

# BizSuccess

## The BizSuccess Strategy Book

By **Gary Lockwood, Your Business Coach**

(sample chapter)

Hello,

Here is the step-by-step **blueprint for business success** that you've been looking for. Now you can get over 190 pages of practical, proven techniques that I've been using with my clients for fourteen years. The BizSuccess Strategy Book will help YOU to:

**Grow your business - Make more money - Have more fun**

I work with positive-thinking, forward-looking CEOs, business owners, entrepreneurs, and professionals. This BizSuccess Strategy Book is based on fourteen years of business coaching and seminars. The Strategy Book is packed with **practical ideas** and **thought-provoking concepts** for getting all you want from your business, professional practice or job.

Special note about the BizSuccess Strategy Book... Each chapter is a comprehensive, 20-24 page workbook that focuses on one specific Breakthrough Strategy. Each chapter is a complete **do-it-yourself consulting session** including how-to instructions, information on the key concept for the specific Breakthrough Strategy, business strategy exercises with examples, our unique Habit-Builder feature, a chapter review and an action plan.

It's just like having a consultant or a wise mentor sitting by your side asking you insightful questions, explaining a key success principle and guiding you to take action to implement these ideas for your enterprise. The BizSuccess Strategy Book helps you clearly **articulate desired outcomes, map the possibilities** and **create an action plan**.

What can you get by using the ideas in The BizSuccess Strategy Book?

- Ö Significant increase in income
- Ö A strategic plan for wealth creation
- Ö A more satisfying lifestyle and workstyle
- Ö Dramatic increase in free time
- Ö Elimination of non-productive activities
- Ö Peace of mind and increased confidence

### **Special BONUS!**

With your purchase of the BizSuccess Strategy Book, you also get **three months of email coaching**, from the author, to help you apply the techniques and ideas to your business (\$125 Value!). For three months from the date of purchase, send me an email anytime you have a question or comment about anything in this book. My email address for this is [Coach@StrategyBook.com](mailto:Coach@StrategyBook.com)

I would be delighted if this BizSuccess Strategy Book helped you to

**Grow your business - Make more money - Have more fun**

What follows is Chapter One of the **BizSuccess Strategy Book**. To purchase the complete **BizSuccess Strategy Book**, visit our website at:

<http://www.BizSuccess.com/strategybook.htm>

SUCCESS to You.....

# Gary Lockwood

To purchase the **BizSuccess Strategy Book**, visit:

<http://www.BizSuccess.com/strategybook.htm>

# BizSuccess

## Chapter One:

## Breakthrough Strategies

Welcome to the **BizSuccess Strategy Book**! I am delighted that you decided to join our growing family of CEOs, entrepreneurs, professionals and business people who are serious about being more successful.

The BizSuccess Strategy Book will unlock the creative power inside you and focus you on turning your dreams into reality. The Strategy Book will help you **evaluate the results** you're getting, **refocus** on the things that are important to you, **examine new opportunities**, then push on to new levels of **confidence** and **achievement**. The BizSuccess Strategy Book will help YOU to grow your business, make more money and have more fun.

The BizSuccess Strategy Book helps you clearly articulate desired outcomes, map the possibilities and create an action plan.

**Grow your business - Make more money - Have more fun**

The BizSuccess Strategy Book shows you how to:

- Ö **stay focused** on the outcomes you desire
- Ö **achieve your goals** faster and easier
- Ö operate an enterprise at **peak effectiveness**
- Ö produce **high-impact results**
- Ö develop **business-sustaining relationships**
- Ö **strengthen** your capabilities
- Ö **expand insight**

Each chapter in the BizSuccess Strategy Book includes **easy-to-use** thinking tools, instructions and exercises that focus on one specific Breakthrough Strategy. Each chapter helps you clearly articulate desired outcomes, map the possibilities and create an action plan for implementation.

It's just like having a consultant or a wise mentor sitting by your side...

- > asking you **insightful questions**,
- > explaining a key **success principle** and
- > **guiding you to take action** to implement these ideas.

It's not enough just to read magazines, listen to tapes or attend lectures. You must take action, change behavior and think differently in order to make a difference.

The BizSuccess Strategy Book will help you **improve the results** you are getting from your efforts.

This chapter of the Strategy Book includes an overview of the six critical aspects of business that we call **Breakthrough Strategies**.

This chapter also includes a **self evaluation of your business**. Each chapter in this unique book includes an exercise or evaluation in which you will be asked to examine your business or some area of your business. These exercises will **cause you to think seriously** about possible areas of improvement and about which parts of your business are working well.

**DO NOT SHORTCUT THE EXERCISES**. While it is tempting to just move past this, it is vitally important that you get in the habit of thinking rationally and critically about your business and about the progress you are making. This is why the BizSuccess Strategy Book is so much better than just reading a standard book or listening to tapes.

And speaking of habits, we have also included our special BizSuccess Habit-BUILDER. High-performance people have habits that help put their success on auto-pilot. Habits such as always returning phone calls, saying "please" and "thank you", writing notes to people who matter to them, and planning each day. Developing a new success habit each month leads to a **lifetime of abundance**.

Each chapter helps you clearly articulate **desired outcomes**, map the **possibilities** and create an **action plan** for the next 30 days. Set aside one to two hours to read through the materials, complete the exercises, and do your planning. If you work with a partner or spouse, do the chapter exercises together. This will greatly enhance the quality of your planning and your communications.

This small investment of time will produce a **return on investment** of **clarity**, **better results** and more **satisfaction**. The BizSuccess Strategy Book will show you how to do this step-by-step. If you have any questions, or need some help, email me at [Coach@StrategyBook.com](mailto:Coach@StrategyBook.com)

In order to help me to assist you when you use the **email coaching service** (free for three months with purchase of this book), [please take a few minutes now to complete the Reader Profile form on Page 1 - 5.](#)

Fax it to my office at (815) 361-3041.

What can you expect to get out of using the BizSuccess Strategy Book? The benefits you experience will depend on the specific nature of your goals. The most common results include:

- Ö significant **increase in income**
- Ö a strategic plan for wealth creation
- Ö a **more satisfying (and less stressful) lifestyle** and workstyle
- Ö dramatic **increase in free time**
- Ö elimination of non-productive activities
- Ö **peace of mind** and **increased confidence**

Now, let's get started.

# BizSuccess Strategy Book Reader Profile

**Your Name:**

**Company Name:**

**Address:**

**City, State, Zip:**

**Telephone #:**

**Fax #:**

**Email Address:**

Describe your enterprise:

How long in this business?

How many other people are involved in your business?

What is your primary role in the business?

What are your main objectives for the next 12 months?

What would keep you from achieving those goals?

What do you expect to accomplish with the BizSuccess Strategy Book?

***Please fax this completed page to: BizSuccess (815) 361-3041***

# Instructions for Chapter One

1. **Block off two or three hours**, preferably in a quiet place.
2. **Read through this chapter and preview the planning materials.** We suggest you read the materials twice. Read all the way through once to get the overall messages and to put the material in context. Then, read through again slowly, making notes as you read. Use the enclosed Checklist to track your progress through the chapter.
3. **Complete the exercises.** This chapter of the BizSuccess Strategy Book has several exercises to complete. The exercises are designed to help you apply the techniques and lessons covered in this chapter and to cause you to *think*. Please complete the entire exercise. Each exercise comes with specific instructions and a completed example.
4. **Complete the BizSuccess Habit-Builder Form.** Use this exercise (Page 1 - 19) to identify and develop a success habit that, if done every day, would help propel you toward your goals and make your life better.
5. **Complete the Chapter Review.** At the completion of this chapter, fill out the Chapter Review Form (Page 1 - 21). Detailed instructions and an example are included. This Chapter Review process will cause you to transform the chapter's ideas to real life implementation and use.
6. **Complete the Action Plan for the upcoming 30-day period.** On the Action Plan form (Page 1 - 23), identify the desired outcomes for the next month. Then note any projects you plan to initiate or complete in the period. Then write your specific action steps for the upcoming 30-day period. Some of these steps may come from your chapter review. Others may be a part of your ongoing business or from previous plans.

The action plan is very important. Refer to your action plan as you plan each day and each week. Good intentions without action are useless! Here's where the wishful thinkers get left behind and the doers surge ahead.

***Go for it!***

# Chapter One - Action Checklist

Done (0)

1. Read Chapter One thoroughly. \_\_\_\_\_
  - 1a. Completed the Reader Profile form \_\_\_\_\_
  - 1b. Faxed Reader Profile to BizSuccess \_\_\_\_\_
2. Completed the exercises \_\_\_\_\_
3. Completed Chapter Review form \_\_\_\_\_
4. Completed Habit-Builder form \_\_\_\_\_
5. Completed the Action Plan \_\_\_\_\_
6. Scheduled implementation of Action Plan \_\_\_\_\_
7. Scheduled a followup review of Action Plan \_\_\_\_\_

# Breakthrough Strategies

*Wealth.... Quality of Life.... Satisfaction... Fun....*

Are you:

- Ö getting all you want from your business?
- Ö really progressing in your professional practice as much as you desire?
- Ö satisfied that your job gives you everything you want?

**"You don't drown by falling in the water;  
you drown by staying there."**

**Edwin Louis Cole**

Many of the CEOs, business owners, entrepreneurs and professionals that I coach have come to me because of that feeling that "there must be more than this". Most are successful, yet have the feeling that they are working harder and are less satisfied. Many were trying to develop a balance between their personal and professional lives.

If you're having these feelings, join the club.

A gap exists between expectations and the reality of the workplace today. While business people generally expect they will take more time off and worry less about money as their business grows, they currently work long hours, spend little time with family and suffer from dangerously high levels of stress. These are the challenges of working in a time of transition.

The bad news is there is a great gulf to bridge between reality and expectations. The good news? There are ways both individuals and corporations can change to improve both workplace quality and the level of productivity.

Where do you go from here? **What are the possibilities?**

How would you like to just leap over the mundane, step-by-step progress you have been making? You do not have to settle for incremental improvements. You CAN achieve **extraordinary breakthroughs** in your business and personal life if you know how.

Interestingly, YOU already have the answers! They're just locked away inside your head. The BizSuccess Strategy Book will unlock the creative power inside you and focus you on **turning your dreams into reality**.

It's **just like having a consultant or a wise mentor sitting by your side** asking you insightful questions, explaining a key success principle and guiding you to take action to implement these ideas. It's not enough just to read magazines, listen to tapes or attend lectures. You must take action, change behavior or think differently in order to **make a difference**.



In my fourteen years of coaching and training, I've observed how successful business people "break through" existing boundaries and move their business and their lives to a higher level. I have identified six aspects of the enterprise where it's possible to achieve these breakthroughs.

To get breakthroughs, business owners and professionals must systematically examine and develop six integrated **principles of success** called **Breakthrough Strategies**. Each chapter of the BizSuccess Strategy Book helps you explore a critical aspect in one of these important areas of business success. The six **Breakthrough Strategies** are:

• **Develop a Compelling Strategic Vision**

What's important?

This is the process of surfacing and clarifying the areas of significance to you and your business. You will establish meaningful goals in each of these areas. Starting with **Chapter Two**, the BizSuccess Strategy Book guides you through the steps you need to guarantee that you stay **focused on the outcomes you desire**.

In times of great change and ambiguity, how do you set meaningful goals? And how do you keep your business moving forward and on target? This is what strategic thinking is all about. For this breakthrough strategy, identify the 8 or 10 key areas that are important and essential for your business and your personal

life - cash flow, customers, employees, family, friends, spiritual growth, health and so on. Write them down.

In each of these areas, develop a crystal clear vision of where you are going with this. What's possible. What does it look like when you're living up to your best expectations in each of these areas? Describe as best you can, in writing, what it looks like and what it feels like when you have reached the point in each of your key result areas where you are happy with each. This represents a picture of your future as you prefer it to be.

These processes have been designed to take advantage of the way your mind actually learns and the way entrepreneurs really work. With clear purpose and direction, your efforts will be laser-focused on the results you want.



• **Take meaningful Tactical Action**

How will you get there?

These processes assure that your actions and decisions are aligned with your values and vision. You will set critical milestones, success yardsticks and key tracking indicators so **you will achieve your goals faster and easier**.

In **Chapter Three**, you will get a precise step-by-step technique for targeting the right goals.

To be goal directed, you need goals.

Set aside a couple of hours this week to contemplate your 3 to 5 major business goals for the remainder of the year. Don't get hung up on the small stuff. Look beyond today and this week and this month. Picture yourself on December 31 reflecting on the significant accomplishments of the year. What will have had to happen to **make you happy** with your progress, professionally and personally?

Don't forget to include your personal goals in here. They may be family related and growth related (preferably both). When your monthly goals are in sync with your long goals, and your daily activities are leading toward your monthly goals, you achieve "**Goal Congruence**".



## • Enjoy an unparalleled Quality of Life

Get a life!

In our high-demand, knowledge-based economy, issues such as free time, happiness, satisfaction and peace of mind are not just nice-to-have. These things are crucial to **your ability to operate an enterprise at peak effectiveness**.

The emergence of creativity, ideas, and information as our most valuable resources, and the pervasiveness of the global, 24-hour business world has changed our concept of "time equals money". Now, it's **"results equals money"**. And we all know that more time at the office does not mean more results. In fact, it often means fewer results and more mistakes.

What's the answer?

The solution is to **take time away from your business**. Free time makes you sharper. Free time provides the rejuvenation you need to restore your confidence and sense of well-being. You come back from time off with a new perspective, a higher energy level, increased creativity, and often, a breakthrough idea. Take one vacation a year, get one break-through. Take two vacations, get two breakthroughs. Take three, get three.

Getting and keeping **extraordinary quality of life** is best done systematically, not just when it's convenient. Beginning in **Chapter Four**, the BizSuccess Strategy Book will help you create a rich quality of life most people only dream of ever having.

You can live the life you want.



## • How to Take Advantage of Leveraging

Make it easy for yourself!

Here, you will regularly examine the results you get from the investment of your time and money. Leverage to produce **high-impact results** is attained through support people, automation, outside specialists, smart delegation and shrewdly managed priorities. You will begin working on this important strategy with **Chapter Five**.

Many entrepreneurs are still operating under the **mistaken belief** that results are in direct proportion to how hard they work. This is why it's so important to make wise decisions about how you invest time and energy.

Why do you feel that there's more to do than you can possibly do?

Because there IS more to do than you can possibly do. You must **make choices**. Often very difficult choices.

It is imperative that you are **doing the right things**, every bit as much as doing things right. You've heard of the 80/20 rule -- 20 percent of all activities will produce 80 percent of the meaningful results.

What are your 20 percent? What are the handful of activities that produce the **results that you want**, that will make a difference, that will take you in the direction you wish to go?

Remember, ***you are rewarded only for results.***



### **• Enrich Your Strategic Relationships**

It really is who you know!

Inevitably, the largest share of your income flows from a relatively small number of **key economic relationships**, generally your top clients and referral sources. In **Chapter Six**, you'll identify these special relationships that require nurturing and create action plans for retention and **developing maximum potential** from each.

Truly effective business people succeed because they are genuinely curious and concerned about people in general - and customers in particular. Their desire to understand the customer takes priority over their desire to sell their products and services. The delightful irony, of course, is that the very reason they are successful at selling is because they have made their desire to sell a secondary issue. The **primary issue is the relationship** they have with their customer.

In too many cases, entrepreneurs focus on current transactions rather than relationships that will **sustain and grow the business over the long run**.

## • Commit to Learning and Improvement

You're getting better!

When you are proactive about learning and improving instead of just letting it happen, you **accelerate your capabilities, expand insight** and experience **startling advances in your thinking**.

Effective learning must be conscious vs. unconscious, active not reactive. It must be something you seek, not just "let it happen". If learning ability is not conscious, it can't be improved. It just becomes "another habit" without effective application to the circumstances in our business (and personal) lives. Most of us already spend too much of our day "doing things."

How do you become a good learner, and subsequently, a good change master? The answer is surprisingly simple. Become an active, conscious learner on a daily basis by creating a diary or log of your **most important daily experiences**.

Set aside time daily to consciously learn from your experiences. In **Chapter Seven**, you will discover a little-known secret that will put you on a course to life-long, continuous learning and improvement.



Bottom line....

The BizSuccess Strategy Book will provide you with a practical, systematic way to **achieve remarkable results**. Once you master these strategies, they will enable you to continue your program of extraordinary accomplishments.

**Here is how you get started.**

Get your appointment calendar and block two or three hours of uninterrupted time. Use this quiet time to think seriously about your personal and professional life. If you work with a partner or spouse, complete the chapter materials together. This will greatly enhance the quality of your planning and your communications.

## The BizSuccess Strategy Book will be your guide.

In each section, the BizSuccess Strategy Book will guide you through an examination of a critical aspect of one of the **Breakthrough Strategies**, help you to articulate the desired end results, map the possibilities, then create an action plan for the coming 30-day period. Refer to this action plan as you plan your time each day or each week.

**What can you expect** to get out of using the BizSuccess Strategy Book? The benefits you experience will depend on the specific nature of your goals. The most common results for entrepreneurs include:

- Significant **increase in income**
- A strategic **plan for wealth creation**
- A more **satisfying lifestyle** and workstyle with dramatic increase in free time, which contributes to physical, mental and emotional rejuvenation and which strengthens personal and professional relationships
- Elimination of non-productive activities in favor of value-adding activities that **propel you toward your goals**
- The identification and cultivation of an exclusive core of permanent clients who **contribute significant income and referrals**.
- Gaining **peace of mind** and **increased confidence** in your ability to accomplish your goals faster and easier.

We have found that most successful people have a passion for continuous growth in their lives. They are impatient for improvement and for reaching **expanding visions of their preferred future**.

The BizSuccess Strategy Book is designed to satisfy that fundamental human desire for **perpetual growth**.

**WELCOME!** to the BizSuccess Strategy Book

# Initial Self Assessment

Are you **WORKING IN** , or **WORKING ON** your business?

Use a check mark (Ö) to assess your business in each area below, then complete the consequences and benefits statement for each.

Ö

No compelling vision of the future  
same old stuff every day

Exciting future vision, and  
sense of progress every day

The consequences  
of staying back here:

The benefits in getting over here:

Possible burn-out, weary feeling,  
not able to attract top people,  
slow growth, limited attraction  
of new financing

Exciting and fun again, able to  
recruit top people, easier to attract  
capital, better decision-making

*Example*

# Initial Self Assessment

Are you **Working IN** your business, or **Working ON** your business?

Use a check mark (Ö) to assess your business in each area below, then complete the consequences and benefits statement for each.

No compelling vision of the future  
same old stuff every day

The consequences  
of staying back here:

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Exciting future vision, and  
sense of progress every day

The benefits in getting over here:

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Need some perspective on  
my business and life

The consequences  
of staying back here:

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Most decisions and actions  
made based on a game plan

The benefits in getting over here:

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**Not much progress, just the usual daily crises management**

The consequences of staying back here:

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**Working mostly on opportunities, rather than just the problems**

The benefits in getting over here:

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**My life seems out of balance very little free time**

The consequences of staying back here:

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**Regular rest and rejuvenation keeps my energy and creativity high.**

The benefits in getting over here:

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**No time set aside to concentrate; I have constant interruptions**

The consequences of staying back here:

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**I'm investing my time on my highest priorities**

The benefits in getting over here:

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I'm out of control, with things around me getting more complex

My enterprise and my life are more simple, orderly and organized

The consequences of staying back here:

The benefits in getting over here:

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Not developing new capabilities, just doing things same as before

Constantly looking for and acquiring new knowledge and skills

The consequences of staying back here:

The benefits in getting over here:

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**Return to this self-evaluation from time to time throughout the year to review your situation and acknowledge your progress.**

## Example

# BizSuccess *Habit-Builder*

Progress in life and business is the result of goal-directed habits.  
(It takes about 28 days to develop a new habit)

*I will develop this new success habit over the next month*

**Daily learning and reflection**

*The benefits of developing this specific new success habit*

**Continuous growth**

**Daily feeling of satisfaction**

**Role model for my employees**

*Here's exactly what I'll do to develop this new success habit*

**Block 15 minutes at the end of each day  
to reflect on my experiences of the day  
and note the main lesson of the day.**

I'll commit to begin on January 6

## Instructions

1. Use this exercise to identify and plan to develop a success habit that, if done every day, would propel you toward your goals and make your life better.
2. Developing a new success habit every month will help put your success on auto-pilot!
3. Here are some ideas for new success habits:
  - take a walk every day
  - read for 45 minutes each day
  - write a note to a friend or family member
  - say please and thank you

# **BizSuccess *Habit-Builder***

Progress in life and business is the result of goal-directed habits.  
(It takes about 28 days to develop a new habit)

*I will develop this new success habit over the next month*

*The benefits of developing this specific new success habit*

*Here's exactly what I'll do to develop this new success habit*

**I'll commit to begin on** \_\_\_\_\_  
date

# BizSuccess Strategy Book

## Chapter Review

**EXAMPLE**

1. **Articulate your reflections on the experience.** It is important to do this in writing. Write your thoughts on what you saw, heard, read, what you felt, and so on. Don't jump to conclusions yet. Just note the facts of what you saw, heard, read, did, felt, etc.

*Articulate your reflections on this chapter*

**Read the overview on Breakthrough Strategies. Was excited about quality of life possibilities. Completed assessment about working ON my business. Scored average of about 1/3 on the assessment. Lowest score on assessment was in area of focusing time on highest priorities.**

2. **Describe your conclusions and lessons learned.** Here is where you write out the conclusion you came to, based on your above reflections. What lessons did you 'get'? What is the overarching theory you gained from this experience? What are your 'ah-ha's'?

*Describe your conclusions and lessons learned*

**My quality of life is not as good as it should or could be. Best possible area of increased results would be in the area of balance between my personal and professional life. I could accomplish more by staying focused on the right things.**

3. **Describe how you could apply the lesson gained** from this experience. What are you going to do about it? Identify the actions you could take and the outcomes you desire. Use the Action Plan that follows the Chapter Review Form to fully plan your implementation of this chapter.

*How could you apply this? (also see Action Plan on next page)*

**I will block off some time specifically for my family.  
I will also identify the three primary tasks that need my focus over the next couple of weeks.**

# **BizSuccess Strategy Book**

## **Chapter Review**

*Articulate your reflections on this chapter*

*Describe your conclusions and lessons learned*

*How could you apply this? (also see Action Plan on next page)*

# Action Planner

Example

In this space, write the 2-3 main **desired outcomes** you want to attain within the next 30 days. This is not everything you want to accomplish, just the most significant for you.

Better balance between my personal and professional life.

Better focus on my top 2-3 priority tasks.

Identify the 2-3 **key projects** you need to focus on this coming month

Brainstorm to identify top 2-3 priority tasks.

Have a family discussion about ideas for time together.

Review staff assignments for possible delegations.

What are the **main action items** for the next 30 days

By the 30th of this month, I will block off time specifically for my family.

By the 15th, I will identify the three primary tasks for most focus

By the 10th, I will schedule a family meeting to discuss possible activities.

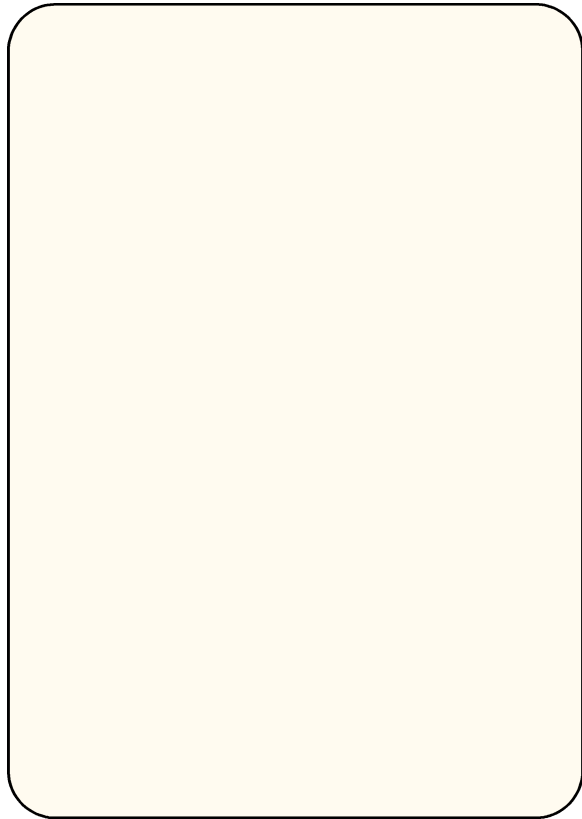
By the 10th, I will have shared the ideas from this chapter with the staff.

By the 20th, I will order BizSuccess Strategy Books for my key suppliers.

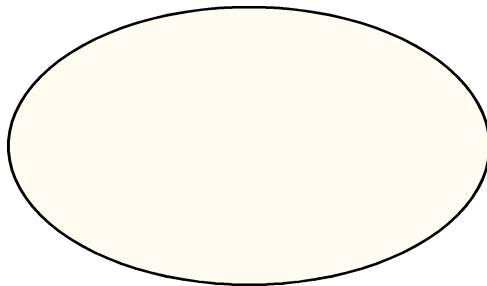
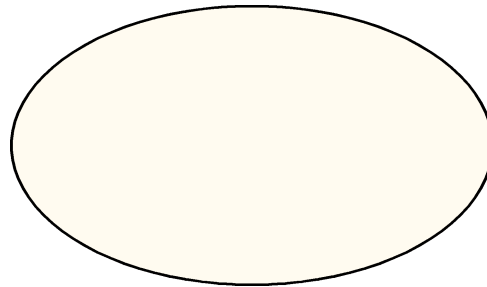
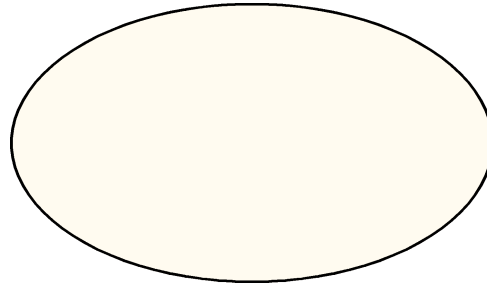
By the 25th, I will re-read this chapter to lock it in memory.

# Action Planner

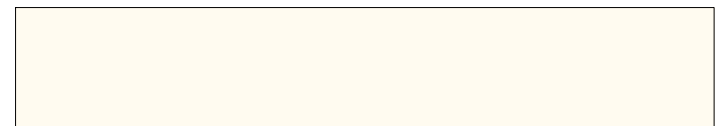
**Desired Outcomes  
for this Period**



**Projects**



**Action Items**



ÖGrow your business    ÖMake more money    ÖHave more fun

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## Talk to Gary Lockwood about:

### --> Strategic Business Coaching:

For CEOs, business owners, entrepreneurs and professionals. We'll focus on discovering ways for you to grow your business, make more money and have more fun. I prefer to work with positive-thinking, forward-looking, success-oriented people.

Just as a sports coach helps the athlete to advance to the highest level of performance, having me as your business coach will help you improve the results you are getting from your efforts. The results are more focus, better and faster goal achievement, increased accountability, less stress and growth.

### --> Enterprise Success Program:

If you are a business owner, professional, company executive, commissioned salesperson or independent contractor, Gary Lockwood's new Enterprise Success Program is an absolute must! This is a fast, inexpensive, systematic way to turbocharge your personal enterprise.

### --> Performance Coaching for organizations:

We facilitate annual planning retreats where managers and partners develop clarity and consensus of mission, plans, actions and accountability. Throughout the year, followup sessions and individual coaching with managers/partners make sure the plans are well implemented.

### --> Skills Development:

We help your people to manage their priorities better, sell more effectively, make persuasive presentations, and plan better.

### --> Speeches and Presentations:

Need a speaker? Gary Lockwood has provided hundreds of audiences with entertaining and thought-provoking messages about a variety of workplace topics.

**P.S.** Visit our website at <http://www.BizSuccess.com>

Here, you'll find **free reports**, **free business newsletter**, **free Success Kits**, **free teleclasses** and more information about our products and services. To get information *right now* by automatic email, send any email to [info@bizsuccess.com](mailto:info@bizsuccess.com)

# Start getting the results you really want!

## FREE -- Business Newsletter

**BizSuccess Breakthroughs**, is a FREE series of reports, practical ideas, tips and techniques on how to get real breakthroughs in your business. The publisher is Gary Lockwood, an experienced business coach. Gary helps business owners, entrepreneurs, and professionals grow their business, make more money and have more fun!

**BizSuccess Breakthroughs** is based on Gary's fourteen years of business coaching and seminars for success-oriented people. The reports are designed to provide practical ideas and thought-provoking concepts for getting all you really want from your business, professional practice or job.

We NEVER provide our list of subscribers to ANYONE. Nor do we make telephone sales calls to our subscribers. We value our subscribers and respect their privacy. **BizSuccess Breakthroughs** is our gift to you. Please feel free to pass it along to others.

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