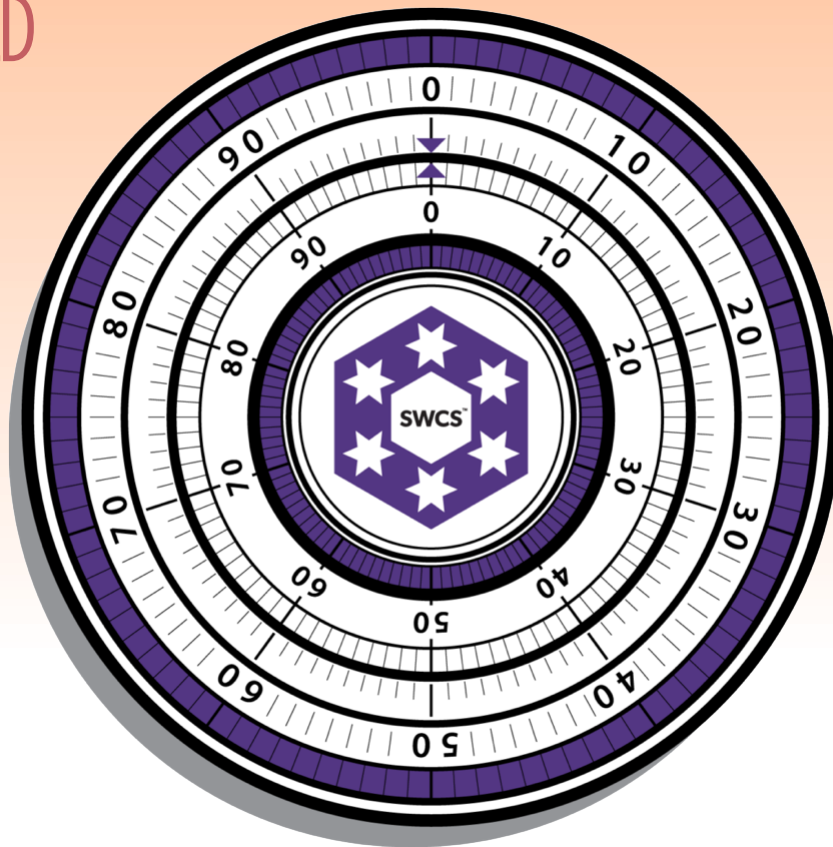


E-LEARNING BY DOING PROGRAM

Month 2 - Wealth Creation

Cracking the Code into the Next Level of Success

WHAT MOST CEOS
DON'T KNOW ABOUT —
BUT SHOULD



CARLOS DIAS
& ASSOCIATES
The Divergent Strategic Thinking Company™

Q.1 — MONTH TWO

Algorithm to Double, or Even Triple Your Sales/Profits in 5 Years or Less

15 Important Points of Leverage You'll Learn in Quarter One of This Program

Connecting Dots 6 to 10 in Your Business

This is Month 2 of the Program that shows **management teams** the business impact points **they have been missing** and explains how knowing these points **could make all the difference** between success and failure in a fast-moving, complex world.



INSTRUCTIONS:

Read through the one-page explanation for each **Dot**. Then follow the step-by-step links and prompts to activate each **Dot**.

After you have completed all 5 Dots, follow the instructions for how to Connect the Dots to create immediate positive impact for your business.

Q.1 — MONTH 2

Algorithm to Double, or Even Triple Your Sales/Profits in 5 Years or Less

Table of Contents

MONTH II: WEALTH CREATION

Dot 6: The Determinants of Customer Retention

Dot 7: The Components of Customer Value

Dot 8: Sustainable Growth in a Dynamic Complex World

Dot 9: Forecasting Your Sales — and Anything Else — with the Z-Chart

Dot 10: The Magic Formula for Wealth Creation

Connecting the Dots to **Generate Sustainable Profitable Business Growth**