

## **2014 Performance Review**

### **for Dr. Joseph Peck and Empower 2000, Inc.**

*"Champions do not become champions when they win the event, but in the hours, weeks, months, and years they spend preparing for it. The victorious performance itself is merely the demonstration of their championship character." - T. Alan Armstrong*

At the end of each year, it is wise to set aside time to reflect on the past year and plan for the upcoming year. This will help you have more clarity, focus, and commitment to be a champion in the upcoming year. Legendary basketball coach Bobby Knight said everyone has the will to be a champion, but few have the will to prepare to be a champion.

Sequential steps to prepare to be a champion and have a banner year:

1. Start by highlighting the highlights for the past year
2. Suggest specific improvements
3. Solicit feedback from your spouse, friends, and coworkers
4. Write a summary evaluation in conversation tone from the perspective of an employer

Remember, life is a journey, not a destination. Growth is a continual process. Challenges are presented to you until a correction is made. After you make the correction, that challenge will likely pass away and be replaced with another new challenge. If you are constantly growing, what matters most to you this year will be different than last year.

When completing this performance review:

- Don't forget about achievements made early in the year
- Be objective, using facts whenever possible
- When completing the summary evaluation, write in a conversational tone as if doing the review about someone else. Do this review from the perspective of an employer evaluating you as a worker. Use appropriate language.
- Don't be overly modest. Don't be afraid to take the credit for claiming the victory in a big way.
- Find a good friend who will always cover your back and also tell you the truth - good or bad.
- Never share your goals and dreams with people who are negative and don't support you. Do not cast your pearls before swine.

## Highlight the highlights

### What you did

1. Re-launched my *I Was Busy, Now I'm Not* (IWBNIN) coaching program
2. Wrote my IWBNIN book and published that with Morgan James Publishing, releasing my signature message to the world and ultimately becoming that message
3. Developed a culture of gratitude in my personal life and work, not accepting criticizing, condemning, or complaining
4. Got health insurance and had my hip fixed
5. Launched the Master's Dream Academy on Sept 3, which birthed several online coaching programs including Tongues: Power and Blessings, Soaring into Your Destiny, Bringing Wholeness, Inspired Leader Blueprint, and FreshVision777.
6. On September 4, I launched The Dream Summit, a high-end mastermind group bringing big dreams to life by collaborating with others.
7. In obedience to Holy Spirit, I wrote a \$12 million check to myself from Empower 2000 on September 8 for coaching services rendered and dated that Thanksgiving 2015. Immediately, I began thinking bigger and behaving differently.
8. Established a strong partnership with Dale Collier and King's Counsel and Trust

### What you overcame

1. Poverty spirit and mindset
2. Bullying by people who don't recognize my gift, appreciate my gift, or who are jealous of it
3. The stronghold of debt

### What you learned

1. I need to be bold as a lion in my giftings and area of expertise, not letting naysayers walk over me
2. **You become what you think about**
3. Don't hang around negative people or allow negativity in your life
4. **Pray longer, pray stronger!** There is tremendous power praying in Tongues (in the Spirit).
5. I have all the time I need (i.e. ample time). It's a matter of stewarding my time well.
6. The two most important factors for great success are crystal clear goals and a mastermind group (See Debbie Ellis' email)
7. I have been charging way too little for my professional services
8. Have a plan and strategy with every webinar you host

### What real results you achieved

1. Published *I Was Busy, Now I'm Not* book and partnered with Morgan James Publishing
2. Through my *I Was Busy, Now I'm Not* book and coaching program, I radically changed how numerous people view and steward their time (e.g. S. S., Donald Lee, Gary Beaton)
3. My confidence in my value in the marketplace soared

4. Invested \$1,500 to advertise “The Power of the Blood” webinar with The Elijah List. Within 24 hours of e-blast going out on Sunday Nov 30, 500 new people registered for the webinar. Within 48 hours, another 100 people registered. This was my first paid advertising campaign.
5. Broke the 1,000 person barrier for webinar registrants on Dec 3. That was more than a 5-fold increase from my all-time record of 195 just two months prior.
6. The three free webinars with Gary Beaton in Oct, Nov, and Dec generated \$65,000 and opened the door for Gary to disciple people globally
7. My business broke the \$100,000 threshold for gross revenue for the first time since I stopped practicing medicine in 2006.
8. Referred Lauri Elliott, Guenther Hess, and Jerry Goebel to Kings Counsel and Trust.

What are you thankful for this year?

1. Intimate communion with Abba and the resulting inspiration, revelation, and illumination
2. The patience, grace, and mercy of Almighty God
3. Weekly coaching and mentoring by Vic Johnson in The Champions Club
4. My determination to create a culture of gratitude in the space where I live and work
5. A major business breakthrough with financial release
6. Growing closer to my wife through the trials
7. My parents support through thick and thin
8. Faithful friends providing necessary support, encouragement, and accountability
9. Loyal clients and raving fans
10. Perseverance – staying the course, despite major challenges

What matters most to you?

1. **FREEDOM** in all areas of my life, including time, finances, relationships, and spiritually
2. Being debt-free
3. Being healthy
4. Living in an environment of gratitude
5. Empowering dreams of people who are coachable and are willing to invest the time, money, and energy to change the world for good and for God
6. Being reimbursed well for my services because of enormous value delivered
7. Working with people who value my giftings and expertise
8. Being respected and valued as the global thought leader for life-changing webinars to empower dreams, transform communities, and disciples nations

What is different since the same time last year?

- Actively moving toward goal of becoming debt free. Last year that was a pipe dream.
- I’m getting healthier and stronger, whereas last year my left hip was getting worse and worse.
- Now have hard proof that my webinar marketing strategies work, breaking the 1,000 person barrier and generating \$65,000 with three free webinars
- I have a book in print and it’s my signature message.

What unique experiences set this year apart from all that preceded it?

- I published my first book in print, which happened to be my signature message
- **I became my message** as The Time Doctor in the course of teaching the *I Was Busy, Now I'm Not* coaching program over and over
- I met Dale Collier and partnered with King's Counsel and Trust, which has the best Biblical model for profit-sharing and growing the Kingdom I have seen.
- I now have confidence, conviction, and person proof when I say, "I coach leaders to leverage their time to magnify their impact 30-60-100 fold in a year."

## **Suggest specific improvements**

1. Do a thorough performance review quarterly. Schedule this on your calendar.
2. Carefully evaluate your finances monthly. Stop behaviors and activities that are producing little or no fruit. Be objective and have at least one good accountability partner.
3. Exercise five days per week
4. Delegate much more! Do what you love the most and do it very well. You don't have time to do many of the technical things you have been doing in the past.

## **Solicit feedback from your spouse, friends, and coworkers**

## **Summary Evaluation**

2014 was a banner year for Joseph and his company Empower 2000, Inc. Coming off a tough financial year in 2013, Joseph chose to start 2014 by re-launching his *I Was Busy, Now I'm Not* coaching program. He believed that focusing his time, talent, and gifts helping a few people redeem their time would pay great dividends in the future and it did. Teaching his signature message turned out to be Joseph's lead domino, ushering in his best year since leaving his bread-and-butter job as a physician in 2006.

In the process of writing his book *I Was Busy, Now I'm Not* and coaching people over and over in small groups, Joseph became his message of living a focused, purposeful, and fruitful life. As his confidence soared, many new doors of opportunity opened.

Vic Johnson's weekly coaching and mentoring in The Champions Club was instrumental, helping Joseph experience a major shift in his mindset. The most important change was Joseph's decision to manifest

an attitude of gratitude in all circumstances and to walk away from negative people and negative conversations.

Launching the Master's Dream Academy and The Dream Summit in September led to enormous fruit and quickly. This added credibility to Joseph's claim that "The Dream Summit is a 30-60-100 Master's Mind Marketing gathering bringing big dreams to life by collaborating with others. It's about experiencing the power of a high-performance dream team and achieving massive personal and business growth."

To take another quantum leap and create maximum momentum, Joseph must:

- Delegate technical and administrative tasks to others
- Say "no" more often
- Find strategic Joint Venture partners
- Duplicate himself and his systems
- Collaborate with major influencers
- Value his time at \$1,000 per hour
- Add structure to the training for The Dream Summit and Master's Dream Academy

The messages we communicate by our lifestyles are the most powerful messages we send. Joseph is modeling a life that encourages others to dream big and use their time well. Joseph is truly a "walks his talk" leader and teacher.