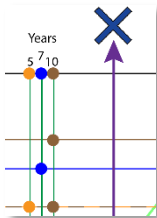


iNautilus™ Radar

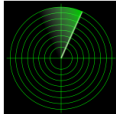
Instructions

Overview: The iNautilus Radar allows you to plot your iPoints on a visual “map” so you can track and plan your progress toward your iDest. π








Each vertical arrow (purple) is a “current” and represents your progress for a component of your iDest. Below are detailed instructions and excerpts from the example Radar shown on the next page. The timeline on the left of the page is a guide to help you position your iPoints based on anticipated arrival dates. Enter today’s date at the bottom then use the colored dots/lines based on the timeframe of your iDest (either 5, 7, or 10 years). See snapshot to the left.






1. First, you need to identify the various components of your iDest. Usually, there will be several, distinct aspects of your iDest than can be easily summarized in few words. Write these in the boxes above the “X’s”.






iNautilus™ Radar

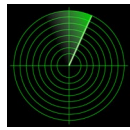
30 Admiral Clients per year	2 Convoys per year	2 Fleets per year	20 Licensed Coaches	Staff of 4
				

2. Identify where you are now (Big Red Dot) for each of these currents, and enter it below the corresponding red dot.

				
No Admiral Clients	Planning 1st Convoy	No Fleets	No licensed coaches	No Employees

3. Now it’s time to determine your iPoints for each of the currents. Start at the top (closest to your iDest X’s, and draw a hollow circle on the current and write a description of the iPoint next to it. Work your way down, asking yourself what is the preceding iPoint necessary to achieve each one. If you get stuck, start from the red dot and work your way up. Keep in mind that this is a fluid plan... you will probably need to make adjustments as you Navigate through it.

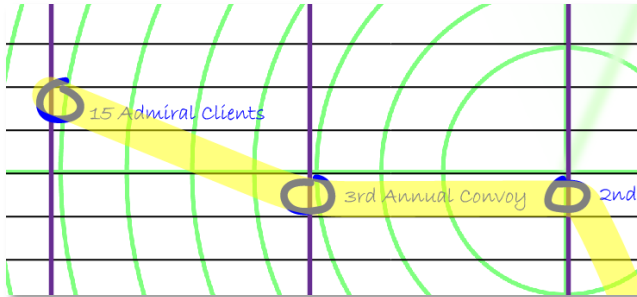
Staff of 4

 Hire Assistant
ed Coaches
 Hire CFO



iNautilus™ Radar

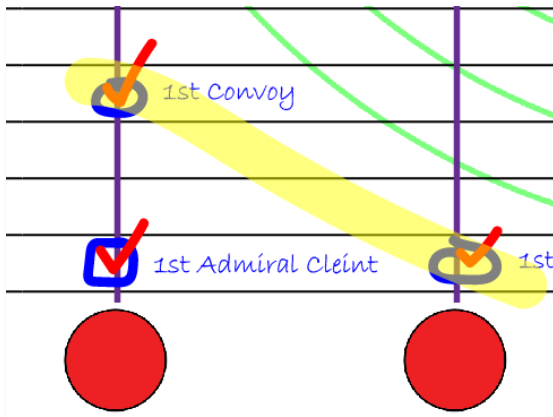
Instructions

4. Once you have all of the iPoints (that you can determine for now) on your Radar, you can connect the ones that correspond to each other (in time or event). A highlighter works well for this step.



Not only will this help you track your progress, but it will help you see the timeline more clearly. Also, use the Radar to help ensure that your iPoints are “Encompassing”... covering all of the bases and distributed relatively evenly throughout the timeframe of your voyage. Look for large gaps between iPoints. Ask yourself if there is an intermediary step that should be an iPoint.

5. As you progress toward your iDest, use the Radar as a tool to track iPoint completion. Check each one off (or fill in the circle), preferably with red, to indicate that you have arrived at that iPoint and it's time to look to the next.



6. Be sure to detail each iPoint on the iPoints Worksheets.
7. Finally, the spaces between iPoints on a current are your iRoutes. Do not try to build iRoutes for all your iPoints at the beginning. Instead, build iRoutes from your Big Red Dot to the first iPoint on each current. When you reach an iPoint, build the iRoute to the next iPoint on that current. This process is designed to be linear so that you can track progress, have clarity, and focus on what is important.