



富贵事业教战手册

NV Business Development Handbook

Chapter 6: Team Building Manual



Note: Company reserves the right to change, modify, add, or remove portions of this handbook at any time at the Company's discretion without notice.

What is an Organisation?

In this context, organisation is not a company. It's a network consisting of **like-minded fellows**, who walk the same path and fight for a common **goal** in the same **direction**. The team members keep striving for excellence through **teamwork**, in an effort to achieve the **collective goals**.

The presence of a **systematic** network allows for the group power to steer the entire team towards a common **direction**.



Personal Sales:

By servicing just a handful of people, you get limited rewards.

Team Development:

By servicing an unlimited pool of people, you make a good living for life.

The Benefits of Forming A Team:

Individual Operation

- Time constraints
- Physical constraints
- Lack of punch
- Slow growth
- Limited scope
- Limited network
- Individual thinking
- Independent operation
- Limited ideas
- Higher risks

VS

Group Operation

- Unlimited time
- Unlimited stamina
- Full of vigour
- Exponential growth
- Wide scope
- Boundless network
- Collective wisdom
- Teamwork
- More ideas
- A safe bet



Psychological Preparation of Growing A Network

- 1. Human relations are very complicated by nature. You need to equip yourself and your team with a very positive mindset so that a proud cultural legacy can be passed down properly.
- 2. Your subordinates may be short of self-expectations, but they demand a lot from you.
- 3. Accept the fact that your subordinates might outdo you one day.
- 4. Treat your Nirvana career like a business with investment-driven thinking.
- 5. Learn how to handle the self-arrogance of your subordinates.

Where to Start?

“Self-awareness is the key to positive development” as the saying goes.
“Mindset change” is the first and foremost touchstone of building up your organisation



The most foolish people are those who expect to get different outcome by relying on the same thinking and action!

To our esteemed leaders,
are you aware of your
weaknesses?

Change is a necessary part of life. Call it a necessary element of growth, physically, mentally and intellectually. The world is evolving and changing all the time. Change is not something to be feared and avoided simply because change is the law of nature. Embrace the energy of change in the face of the trials of life. Change will only come with a mindset change. Adopt an open mindset to keep learning and growing as you scale greater heights.

The Mindset of A Boss

It's my undertaking, take ownership!
Follow your heart, chart your own course!

Positive mindset leads to success
Equip yourself with the **never-give-up mindset**

Driven by self-awareness,
Look out for

New Leads And Embark

on the journey of metamorphosis;
Seek out the secret code to success
To attract new talent to your organisation.



Who Fits the Profile of a Right Candidate?

- Self-motivated and action-oriented
- A person of righteous principles
- A person of good moral sense

The Difference Between MANAGING And LEADING

Managing

Using the capacities of others
to achieve the defined goals

Influence and motivate others
to move towards a predefined
direction

Leading



Management Emphasizes on:

- Project
- Effectiveness
- Method
- Operating control
- Do-it-right

VS

Leadership Emphasizes on:

- Manpower
- Outcome
- Principle
- Direction
- Empowerment
- Do-the-right-thing

Building Up Excellent Team Dynamism

- Purpose
- Empowerment
- Relation
- Flexible
- Optimum Productivity
- Recognition
- Morale

The **yellow dog** in your life is in fact your saviour, **lucky charm or lucky star** (nobleman).

This is because the presence of contemptible people will only make you **stronger**.

If someone is holding you back, just shrug him off and be **thankful**.

Why? It's because of him, you force yourself to **move forward** and **get better**.

What Contributes to the Failure of a Team?

- Team members are not open to new ideas
- Team members are not empowered to make decisions
- The leader practises authoritarian leadership
- Team members are not given proper training
- Team members are reluctant to share resources
- Pessimistic approach to solving problems



The 8 Core Mindset of Agency Development



How To Create A Sustainable Organisation?

- 1. Practise the 'rewards and recognition' system
- 2. Regularly tune your team up for optimum performance
- 3. Be passionate about the Nirvana career and mission-oriented!
- 4. Constantly expand and strengthen your team
- 5. Raise the benchmarks as your team grows



