

## **Frequently Asked Questions**

### **1. Can I select my own CEO Mentor?**

Once you become a Pinnacle Global Network member, you take a detailed assessment so that we can determine who will be the right fit mentor for you. We really take the matching process seriously to make sure you are happy. All of our mentors have built highly successful companies of their own and work with members across various industries and business models.

### **2. What's the weekly time I need to commit?**

This is not a course or a program. We are going to dive into your business, figure out the gaps that are holding you back from getting to the next level. Then we will help you build out your Big Picture Vision so you can take your business to a much higher level than you thought possible. From there we build your Strategic Plan and then reverse-engineer it and walk you through the decisions and actions you need to make all year long to help to ensure it happens.

This is not a course or a program. It is customized to your business, your needs, your goals and challenges.

You will meet with your mentor 3 times a month in either your Mastermind or Private Mentoring.

### **3. Is there a process we follow for learning?**

The proven process we follow is The SCALEit Method, created by Allison Maslan. Her WSJ Best Selling Book, *Scale or Fail: How to Build Your Dream TEam, Explode Your Growth & Make Your Business Soar*, gives you a deep understanding of the process.

This CEO Mentoring program brings the book to life and tailors the program to your needs. This is a proven process that over 150,000 CEOs have used to scale. You'll work through this method with your primary Mentor, your peer-to-peer mastermind, the private member live events and other complimentary offerings such as: Monthly Think Tanks with Allison, Roundtables with other members around the world, Sales and Marketing Labs to support you and/or your team. The entire process is very results-oriented.

**4. Do you have a copy of this process we will go through?**

You can get a copy of Allison's book to look through it, if you like. Here's the link to that: <https://www.scaleorfailbook.com/scalebook>

**5. What areas of my business will I focus on?**

Your program offers you support for ALL areas of your business. Strategic Vision, Cash Flow, Marketing, Sales, Team, Hiring, Culture, Leadership, Execution.

**6. What is I'm already doing EO (or other similar group)?**

We have several members that do both Pinnacle Global Network and EO. They are totally different...you can't really compare them.

One of our clients said she loves her community at EO, but really loves the customized personal support and strategy she gets with her Pinnacle Global Network Mentor. She mentioned that EO is more of a forum... without the same kind of personal support. She also mentioned that they don't really follow a method. With Pinnacle Global Network, you build your Strategic Plan, and execute it according to the SCALEit Method.