

***SAMPLE***

***SCHEDULE AT A GLANCE***

**Launch Your Agency**



**In A Weekend**

“Moving The American Elderly Care Forward”

## Thursday Early Evening

### Stella Nsong LIVE

Stella Nsong LIVE is a half day seminar held on the Thursday of a Launch Your Agency In A Weekend event.

**WHO WILL BENEFIT FROM THIS?** It is an information and discovery seminar designed for new members of the Six Figures Nurse Academy who want to learn how to explore business opportunities in the home and community based elder care industry or for the nurse who wants to learn about success in nurse entrepreneurship.

**COST:** It is only \$49 per attendee and it is free to registered attendees of Launch Your Agency In A Weekend.

**REGISTRATION:** Registration is done through [www.LaunchYourAgencyWithStella.com](http://www.LaunchYourAgencyWithStella.com).

Location and venue information will be available through the Six Figures Nurse Academy face book group and it will be included with your registration confirmation.

### **OBJECTIVES of Stella Nsong LIVE:**

**At the end of a Stella Nsong LIVE sessions, the attendee will.**

- Discover the up to 10 different types of lucrative business opportunities highly needed in his/her community.
- Determine which of the 10 difference business models FITS HIS/HER UNIQUE SITUATION, when he/she should invest in it and how.
- Understand the start up cost, time requirement, licensure requirements, operating requirements, state regulations and state requirements as well as profit and loss considerations.
- Learn 3 secrets that help you succeed in an elder care business
- Name seven TRAITS & HABITS of Peak Performing Nurse Entrepreneurs

Stella looks forward to meeting you and supporting you to your next level of success!

## Friday

9:00am to 11:45am	<p>Mind set mastery, day thinking, night thinking.</p> <ul style="list-style-type: none"><li>❖ Finding the numbers that will help you to quit your job</li><li>❖ Strategies for moving from your job into your business.</li><li>❖ Opportunity analysis</li><li>❖ How to determine your fee schedule and how to calculate profits</li><li>❖ 6 Attractive &amp; Additional Streams Of Income For Your Agency.</li><li>❖ Developing the soft and hard systems for your company</li></ul> <ul style="list-style-type: none"><li>❖ MIS &amp; time and attendance systems for your business growth</li></ul>
11:45pm to 12:30pm	Lunch on your own
12:30pm to 2:30 pm	<p>State license application and strategic business development</p> <ul style="list-style-type: none"><li>❖ Scheduling presentation appointments</li><li>❖ Practice lab; marketing presentations.</li></ul>
<b>BREAK</b>	
2: 45pm to 5:00pm	Policy and procedure manual 1.0; 2.0; 3.0; 4.1; 4.2 & 4.3.
5:15pm to 6:15pm	Practice lab: How to sell your services over the phone and in person
6:15pm to 7:15pm	Dinner on your own
7:30pm to 9:30pm	<p>How To Quickly Get Clients Into Your Agency</p> <ul style="list-style-type: none"><li>❖ Setting up accounts that bring your clients</li><li>❖ Preparing for your first big client.</li><li>❖ The admission process.</li><li>❖ <b>How to grow your agency without a marketing budget</b></li></ul>

## **SATURDAY**

08:30am to 10:00am	<b>Morning Workshop</b>  Practice lab: How to do a hiring session
10:00am to 12:30pm	<b>How to set up Payroll and the employee related accounts</b>  Policy and procedure manual section 5.1; 5.2; 6 & 7.1  How to develop your staff: benefits, perks and retention tools  Policy and procedure 7.2  Policy and procedure 7.3
12:30pm to 1:30pm	<b>Lunch with Stella</b>
1:30pm to 4:00pm	<b>How to get and on board your first set of clients</b>
4:0pm to 5:00pm	<b>Individualized road maps to success and practical steps to exiting your job and transitioning into your business.</b>
5:00pm to 7:00pm	<b>Introduction to the ABC 2 Success Coaching program, wrap up, announcements and next Steps</b>

## **Sunday**

***Be at home and rest and you are OPEN for business on MONDAY.....HURRAY!***

***Moving Nurses Forward***

***“Moving The American Elderly Care Forward”***