

Replicate

LESSON WORKBOOK

TIME TESTED SUCCESS STRATEGIES



These 16 strategies aren't just theory - they're battle-tested principles that have generated billions in revenue across multiple industries. As you go through each strategy, focus on how you can implement these ideas in your own business, starting today.

THE 16 TIME TESTED SUCCESS STRATEGIES ARE:

1. Success leaves clues
2. Keep it simple
3. Fight for the best deal
4. People are your most important asset
5. Best idea wins
6. You are the leader
7. Suffer in silence
8. Don't treat everyone the same
9. Create common enemies and common causes
10. Hunt, hunt, hunt
11. Good, better, best
12. Your job is to see the future
13. Lead at home
14. The future of partnerships
15. Set them up to win
16. Enslave no one

KEY IDEA:

Stop reinventing the wheel. The fastest path to success is following proven patterns that already work.

Reflection Questions:

1. What's currently working best in your business right now?
2. Who in your industry is getting the results you want?
3. What activities or processes are you continuing despite poor results?

NOTES:

Exercise: The Success Audit

Below you will find 2 columns. The first labeled with “What’s working”, and the next labeled with “What’s not working.”

Take time now to list everything you can think of under each column. Circle the top 3 working items you could do more of, and create an action plan to stop doing your top 3 non-working items this week.

What’s working:

What’s not working:

KEY IDEA:

You don't need to be the smartest person in the room - you just need to be the one willing to start, and to learn through action.

Reflection Questions:

1. What are you waiting to "know more about" before starting?
2. Where are you overcomplicating things in your business?
3. What's one thing you could start today with your current knowledge?

NOTES:

KEY IDEA:

Focus on creating wins for everyone involved, even when losing a deal or contract.

Reflection Questions:

1. How do you currently handle situations when deals don't go your way?
2. What opportunities are you missing to create win-win scenarios?
3. How could you make it easier for past clients to return to you?

NOTES:

KEY IDEA:

Resources are disposable; assets appreciate with investment. Treat your team as assets you're developing, not resources you're using.

Reflection Questions:

1. How much do you currently invest in developing each team member?
2. What opportunities for growth do you provide to your top performers?
3. How do you show your team they're valued as assets?

NOTES:

KEY IDEA:

Create a culture where ideas are welcomed and failure is seen as a step toward better solutions.

Reflection Questions:

1. How do you currently gather ideas from your team?
2. What happens when someone's idea fails?
3. How often do you implement team suggestions?

NOTES:

KEY IDEA:

Your primary role as a leader is making clear decisions and empowering others with both responsibility AND authority.

Reflection Questions:

1. How quickly do you typically make decisions?
2. Where have you given responsibility without authority?
3. Which decisions could you delegate completely?

NOTES:

Exercise: Decision Matrix

1. In each of the columns below list all of the decisions you made in the past week.
2. For each decision that can be delegated, identify:
 - Who could make this decision - could / should you delegate?
 - What authority they need
 - What resources they require
3. Create a 30-day delegation plan

Must decide:

Could delegate:

Should delegate:

Must decide:	Could delegate:	Should delegate:

KEY IDEA:

Leaders carry burdens privately and celebrate successes publicly. Your team doesn't need to hear about your struggles.

Reflection Questions:

1. Who do you currently share your business challenges with?
2. How might your stress affect your team's performance?
3. What support system do you have outside your business?

NOTES:

KEY IDEA:

Recognize and reward excellence differently. Your top performers deserve special treatment.

Reflection Questions:

1. How do you currently differentiate between levels of performance?
2. What special privileges do your top performers receive?
3. How do you handle underperformers?

NOTES:

KEY IDEA:

Unite your team by identifying shared challenges to overcome together or meaningful goals to achieve together.

Reflection Questions:

1. What currently unites your team?
2. What common challenges could rally your people?
3. What meaningful cause could everyone work toward?

NOTES:

KEY IDEA:

Always be searching for talent, opportunities, and improvements - before you need them.

Reflection Questions:

1. Where do you currently find talent?
2. How do you identify potential team members?
3. What meaningful cause could everyone work toward?

NOTES:

KEY IDEA:

Don't let the pursuit of perfection prevent progress. Start with good, then improve through iteration.

Reflection Questions:

1. What projects are you delaying because they're "not perfect"?
2. Where is "good enough" actually sufficient?
3. How much opportunity cost are you paying for perfectionism?

NOTES:

KEY IDEA:

Your job is to envision where you're going and help others see themselves in that vision.

Reflection Questions:

1. What's your clear vision for the next 3-5 years?
2. How well can your team articulate this vision?
3. How does each team member fit into the future picture?

NOTES:

KEY IDEA:

Never sacrifice family, health, or core relationships for business success.

Reflection Questions:

1. What are your non-negotiable family commitments?
2. How is your current work-life integration?
3. What boundaries need strengthening?

NOTES:

KEY IDEA:

Only partner with those who bring value you can't buy or develop quickly enough.

Reflection Questions:

1. What value do your current partnerships bring?
2. Are your partnerships truly complementary?
3. Where could you partner up instead of across?

NOTES:

KEY IDEA:

Intentionally design situations where your team can succeed and feel valued.

Reflection Questions:

1. How do you currently set up team wins?
2. Where could you create more success opportunities?
3. How do you recognize and reward achievements?

NOTES:

KEY IDEA:

Never take advantage of people or hold them back from their growth, even if it means losing them.

Reflection Questions:

1. Where might you be holding people back?
2. How do you support your team members' growth?
3. What is your process for helping people move on?

NOTES:

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