



THE VALMARK RESOURCE UNIVERSE

THE R FACTOR

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DANGERS

- 1
- 2
- 3
- 4

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OPPORTUNITIES

- 1
- 2
- 3
- 4

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STRENGTHS

- 1
- 2
- 3
- 4

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EDUCATION AND RECOGNITION

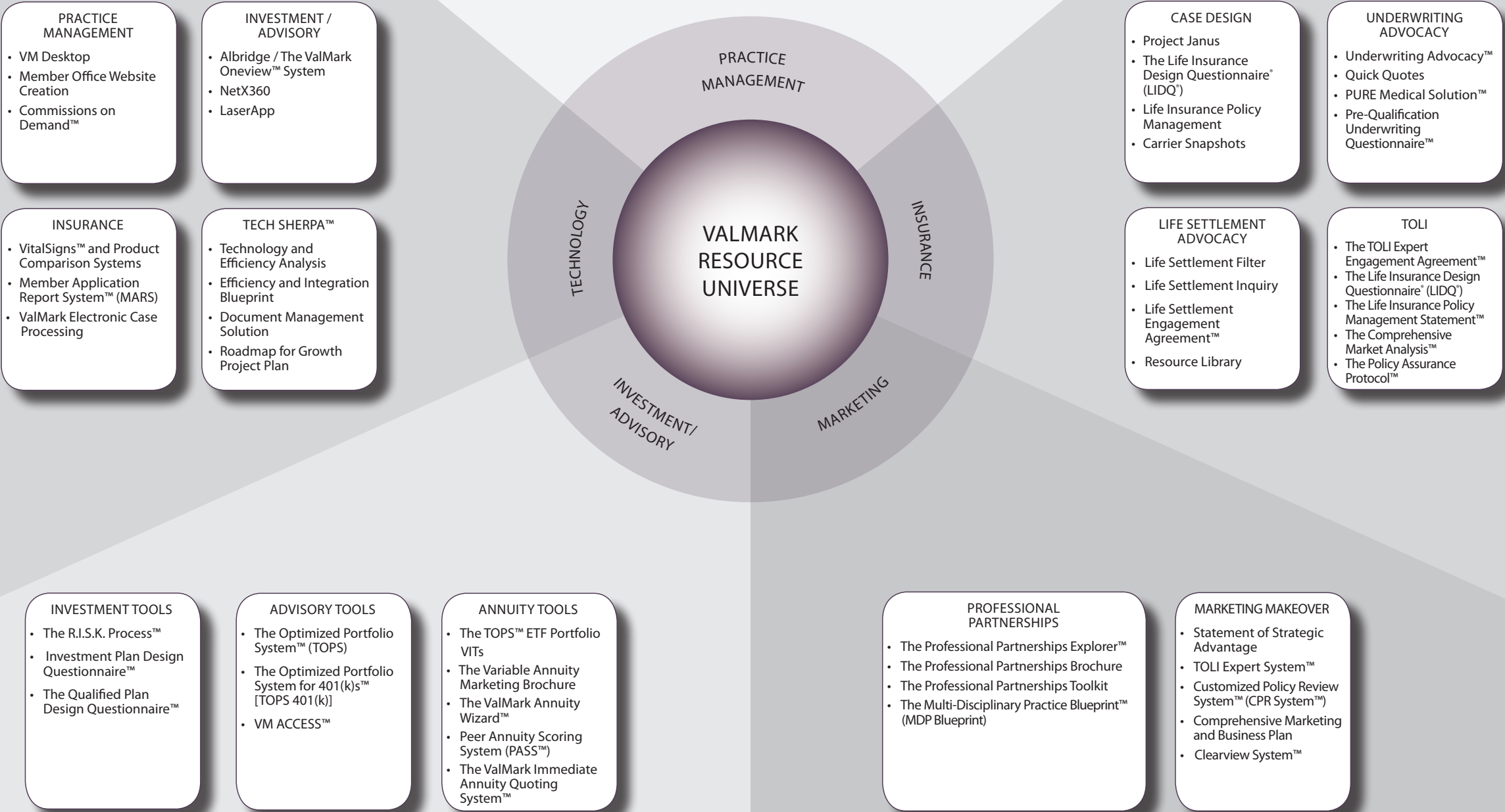
- Customized Member Office Unique Team Process™
- The School of Life™
- The School of Excellence™
- VM Audio Newsletter
- The ValMark 401(k) Summit
- MDRT
- AALU
- Member Office Forum
- By the Numbers™
- Leaders and Founders Incentive Trip
- Partners in Success Program

BUSINESS CONTINUATION

- Next Financial Leaders Group™
- The ValMark Member Office Business Continuation Report™
- Exit Planning Strategies

TRANSITION BREAKTHROUGH

- Synergy Filter
- The ValMark Resource Universe™ "R" Factor Procedure
- Customized Transition Blueprint
- Customized Member Office Unique Team Process™
- Business Launch System™



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THE VALMARK VALUE CREATOR IMPLEMENTATION™

	TOOLS	MEMBER OFFICE PROJECT OWNER	VALMARK TEAM LEADER	IMPLEMENTATION DEADLINE	FIRST IMMEDIATE ACTION STEP			
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

NAME OF MEMBER OFFICE: _____ DATE: _____