THE BIG BREAKTHROUGH™

NOTE: Go to www.janiczek.com/blog/bigbreakthrough to watch the brief presentation on this exercise.

COMPANION WORKSHEETS

"The wise man does not give the right answers, he poses the right questions."

– Claude Levi Strauss

JANICZEK®
WEALTH MANAGEMENT

Eliminate, Automate, Delegate, Elevate

What are you spending your time doing?	Should you... Eliminate It?	Automate It?	Delegate It?	Elevate It?	How?
____________	☐	☐	☐	☐	____________
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THE BIG BREAKTHROUGH™

COMPANION WORKSHEETS

NAME:

DOMAIN:

What's your biggest complexity to solve in 2016?

WHAT?	WHO?	BY WHEN?
		/ /

What's your biggest multiplier to lever in 2016?

WHAT?	WHO?	BY WHEN?
		/ /

What's your biggest vulnerability to eliminate in 2016?

WHAT?	WHO?	BY WHEN?
		/ /

What's your biggest weakness to overcome in 2016?

WHAT?	WHO?	BY WHEN?
		/ /

What's your biggest setback to learn from in 2016?

WHAT?	WHO?	BY WHEN?
		/ /

What's your biggest milestone to reach in 2016?

WHAT?	WHO?	BY WHEN?
		/ /

What's your biggest opportunity to capture in 2016?

WHAT?	WHO?	BY WHEN?
		/ /

What's your biggest advantage to exploit in 2016?

WHAT?	WHO?	BY WHEN?
		/ /

What's your biggest strength to build upon in 2016?

WHAT?	WHO?	BY WHEN?
		/ /

4 Things to Be in 2016

		HOW	RECOMMENDED RESOURCES
1.	☐ **Be a Value-Added Wealth Creator**	Master taking things from lower levels of productivity to higher levels of productivity	Go to: www.janiczek.com/aspirational-investing Examples: • Aspirational Investing Summit 2016 • Blue Ocean Strategy Workbook
2.	☐ **Be a Depletion-Resistant Wealth Steward**	Master our 35 Essential Strengths™	Go to: www.janiczek.com/sbwm Examples: • Wealth Optimization Dashboard™ • *Investing From a Position of Strength* book • Depletion-Resistant Wealth Steward 101 Webinar
3.	☐ **Be a Penalty-Resistant Investor**	Master Evidence-Based Investing	Go to: www.janiczek.com/ebi Examples: • Evidence Based Investing white paper • 2016 Market Outlook • Penalty-Resistant Investing 101 Webinar
4.	☐ **Be a Mindful, Stagnation-Resistant Individual**	Master the mind and high performance learning and growing	Go to: www.janiczek.com/thought-patterns Examples: • Thought Patterns for High Performance Workshop (Clients Only) • Self Efficacy book

JANICZEK® WEALTH MANAGEMENT

303-721-7000

www.janiczek.com


Janiczek Wealth Management Greenwood Village, Colorado

The Janiczek® Difference

If you've seen one wealth management firm, you've seen them all, right? Wrong.

Janiczek® is not like all the others.

About Janiczek®

Named among the top, best and most exclusive wealth advisors in the nation multiple times, Janiczek® Wealth Management is a pioneer in the disciplines of Evidence Based Investing and Strength Based Wealth Management™. Headquartered in Denver, CO, we serve high and ultra-high net worth clientele across the country with a unique formula and system for mastering wealth.

Who We Serve

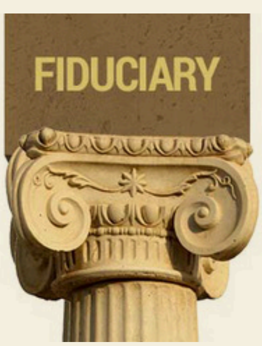
We exclusively serve high net worth investors (those with portfolios of $2 to $20 million) and ultra-high net worth investors (those with portfolios of $20 million+). We have a specific specialization in assisting accomplished business leaders who have experienced or will experience a life-changing liquidity event (before, at and after a business sale, stock option exercising, etc.).

Why Choose Us

Awarded the patent on "Systems and Methods for Optimizing Wealth," Janiczek® is uniquely equipped to help high and ultra- high net worth investors be exceptional stewards of wealth in a fraction of the time otherwise required. We represent a refreshing personalized alternative to the plethora of biased, expensive, incomplete and/or stogy offerings of others.

OUR LONG TRADITION OF EXCELLENCE

Five Standards of Excellence

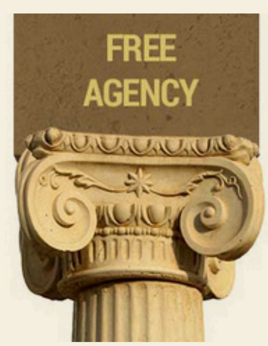


Legally bound to do what is in the client's interest 100% of the time.

No selling of products, or earning of commissions.

No undisclosed arrangements.

No narrow scope limiting the advisor's perspective – our Evidence Based Investing and Strength Based Wealth Management™ is our full breadth approach.



No proprietary products, we offer comprehensive access to broad offerings globally.

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What's Evidence Based Investing?

Evidence Based Investing (EBI) is a highly disciplined approach to investment management we execute on behalf of high and ultra-high net worth investors. EBI seeks to filter through noise, information, hype and emotion in order to make reasoned investment decisions void of as much Investor Behavior Penalty as possible.

Approaching investing with a conscientious, explicit and judicious use of current best evidence can be a relief for investors.

It minimizes the time-consuming meandering path of exploring multiple investment options – many of which are ultimately unsuccessful – and concentrates their focus on higher probability of success approaches.

Aim of Evidence Based Investing

The aim of Evidence Based Investing is to provide a comprehensive framework that seeks to give investors the highest probability of avoiding – or at least minimizing – the Investor Behavior Penalty.

You may think that it is a standard operating procedure within the financial profession to invest in this fashion, but it is not. Simply put, biases, limitations in knowledge and resources, emotions, marketing tactics, compensation models and business models can all interfere with this objective being achieved.

So, do-it-yourself investors and investors who delegate to professionals must be diligent in evaluating their exposure to methodologies outside the EBI discipline. In short, be frugal and demand long-term efficiencies, value add and solid rationale behind the strategy, approach, platform and each holding within the portfolio. The main reason we are proponents of fiduciary, fee-only, full breadth, full disclosure and a free-agency/open architecture approach is that the delegating investor can eliminate many of the common culprits (but not all) at the same time with these "Fundamental Five" standards.

1

Asset Allocation

Determining how much to allocate to each asset class given client specific and market specific evidence.

2

Security Selection

Determining which passive or active vehicles/managers to utilize within each asset class given market specific and manager specific evidence.

3

Trading & Rebalancing

Determining when and how to trade and rebalance given market specific, tax specific, client specific and transaction specific evidence.

4

Tactical Adjustments

Determining when to strategically alter the investment mix weights away from normal in an attem . to capture excess returns (more gain and/or less loss) from shorter-term fluctuations based upon fundamental analysis and technical analysis evidence.

5

Investment Review

Having a comprehensive system of proper performance measurement and individual investor strength/weakness /circumstance measurement and utilizing these inputs to assess how each component of the investment process is working, determining whether the portfolio is on the right course for the individual investor and if any course corrections are advisable.

JANICZEK® WEALTH MANAGEMENT

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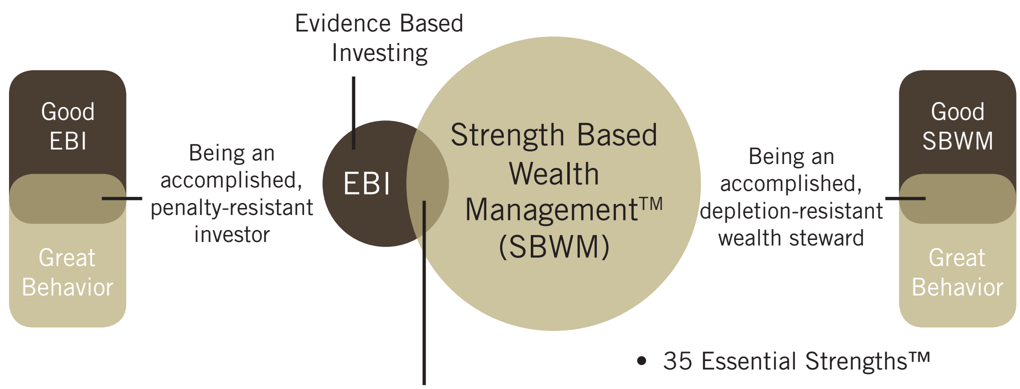
Our Formula

EBI + SBWM = WEALTH MASTERY

EBI = Evidence Based Investing

SBWM = Strength Based Wealth Management™

Putting it All Together



- Asset Allocation
- Security Selection
- Tracking & Rebalancing
- Tactical Adjustments
- Investment Review

Comprehensive Investment and Wealth Management

- 35 Essential Strengths™
- Advanced Planning
- Tax Planning
- Risk Management
- Estate Planning
- Business Enterprise Planning
- Talented Trusted Advisor Team Collaboration

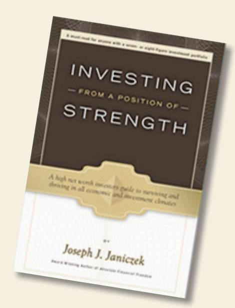
Want More Details on EBI?

DOWNLOAD THE WHITE PAPER

To learn more, download the full white paper "Evidence Based Investing for High and Ultra-High Net Worth Investors" to see the extensive research behind this approach:

Go to www.janiczek.com/ebi

Want More Details on SBWM?



COMPLIMENTARY BOOK CHAPTERS

For a complimentary digital copy of the first two chapters of our book: Investing from a Position of Strength, a high net worth investors guide to surviving and thriving in all investment climates:

Go to www.janiczek.com/sbwm

What's Strength Based Wealth Management™?

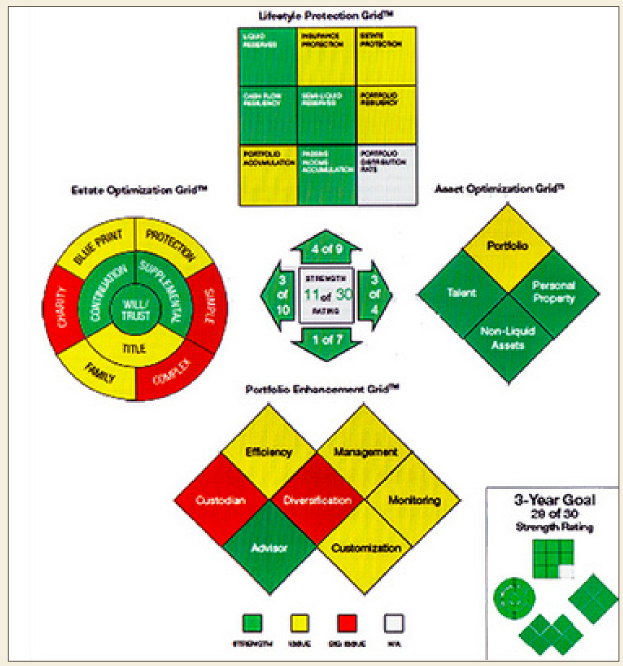
Strength Based Wealth Management™ (SBWM) is a comprehensive approach to building optimal levels of financial strength, agility, flexibility and endurance, and using such financial advantage to gain further immunization against the Investor Behavior Penalty.

The root of many financial mistakes, including several forms of the Investor Behavior Penalty, are found in poor clarity about one's financial strength, agility, flexibility and endurance. Our founder, Joseph J. Janiczek pioneered many tools and techniques for measuring and building optimal levels of financial strength and endurance and incorporated them into Janiczek's® proprietary patented process.

Clients of our firm exclusively gain the advantages of our SBWM system including our color-coded Wealth Optimization Dashboard (see illustration). In short, clients utilizing this system have key aspects of their wealth measured and compared to **over 100 proprietary standards of excellence**.

The results of this analysis are illustrated with a color-coded green (strong), yellow (issue) and red (vulnerability) rating that makes it very clear where one is strong and where one is weak.

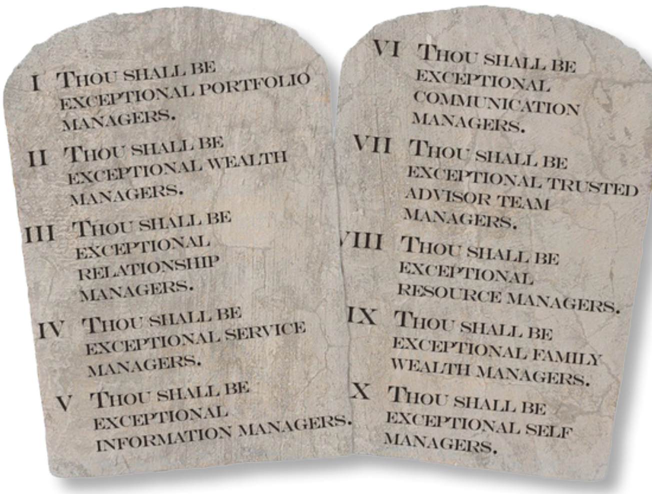
It should be noted that SBWM is not only about advanced planning. Since we have tied many Investor Behavior Penalty characteristics to a lack of clarity in this dimension of prudent financial management, we say that it needs to be a component of optimal investing.



What are the Five Guiding Principles of Strength Based Wealth Management?

1. Always make your balance sheet, cash flow and portfolio your friend, not your foe.
2. Always compare your finances to standards of excellence and utilize them to direct you to making optimal enhancements.
3. Always back-test and stress-test your plan under various scenarios to further reveal strengths, weaknesses, and possibilities.
4. Always know what is pulling you forward, holding you back, and serving you best – essentials to having optimal energy, confidence and focus supporting your plan.
5. Always be specific and proactive by identifying and implementing the strategic actions that will result in the best permanent changes and advantages going forward.

What Do We Stand For?



Go to www.janiczek.com/who-we-are/ to see our talented team members passionately talk about the Janiczek® Ten Commandments.

Our Best Fit Clients

Go to www.janiczek.com/who-we-are/ to see our team describe our best-fit clients.

We believe it is important to define who our ideal clients are as a way of describing who we are. Our best-fit clients are typically accomplished business leaders who are what we would call "engaged-delegators."

An engaged-delegator is one who is engaged and aware at the high level planning and review stage. And when it comes to the day-to-day details, they have the confidence and trust to delegate and allow us to handle the complexities.

Janiczek®
Wealth Management

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