SUBJECT MATTER  Entrepreneurs are hunters, and they don't need to be tied down with farming tasks.

SYNOPSIS  Hunters have been the leaders and risk takers in society for thousands of years. They create jobs, organizations and new products with vision and initiative. Unfortunately, they are often the victims of their own success. As they build opportunities, they are increasingly trapped in the farming tasks of management.

Hunters are creators, and don’t have patience for farming tasks. They hate repetition, and frequently fail at the more routine tasks of running an organization. Understanding their Hunter personality will help them be happier and more successful in business.

TAKEAWAYS  Attendees will:
> Gain better understanding of why they may struggle with systems and processes
> Understand how to prioritize tasks for delegation
> Increase productivity by focusing on what they do best
> Strengthen their leadership of non-hunter (farmer) employees and coworkers
> Take new pride in the characteristics that set them apart

KEY POINTS

01  The Three Traits of a Hunter
> Problem solving
> Tenacity
> The Third Eye

02  Are you ADD, or just a Hunter?
> The ADD diagnosis
> The Hunter diagnosis

03  Why Hunters Struggle with Management
> Cyclical vs. linear problem solving
> Delegating repetitive tasks

HIRE  John F. Dini to speak at your next conference or trade show.

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What is your Hunter/Farmer profile? Quiz at hiafw.com