



# **JACOB K. MEAD'S** **5 STEPS TO BUY TIME** **IN YOUR BUSINESS**



JACOB K. MEAD

## BACKGROUND ON JACOB K. MEAD

**Jacob K Mead** is a seasoned entrepreneur, business coach, and the founder & CEO of Mobile Spot, a rapidly growing technology company that specializes in mobile device repair services. Under his leadership, Mobile Spot has achieved remarkable success, growing to 1M in revenue in just 36 months; while receiving several “Best Of Des Moines” awards.

In addition to his work at Mobile Spot, Jacob is also an accomplished author, podcast host, and speaker. His popular podcast, Buy Time, focuses on helping entrepreneurs and business owners learn how to reclaim their time and achieve greater success. As a sought-after speaker and business coach, Jacob has helped countless entrepreneurs and business leaders develop the skills and strategies they need to build successful businesses and leaders.

With a passion for helping others succeed, Jacob is dedicated to sharing his knowledge and expertise with those who are committed to achieving their goals. Whether through his podcast, his coaching and consulting work, or his speaking engagements, Jacob is committed to helping entrepreneurs and business owners achieve their full potential, buy time and live their best lives.

Jacob will work with you to implement his 5-Step Process to Buy Time in Your Business

The 5 Step Process Jacob will work with you on to implement into your business.

## 5 STEPS: BUY TIME IN YOUR BUSINESS



### 1 UNDERSTAND YOUR VALUE:

Understand your business's profitability and recognize the necessary steps for delegating specific tasks within your operations. Understanding that time is of highest value. You need to have a clear inventory of your value. Document all the responsibilities you undertake in your company and assign appropriate values to each task. Next evaluate the worth of your efforts based on the nature of the task. Lastly, figure out what team members and systems need to be added in order to continue the tasks that you are currently doing.

### 2 HAVE STRONG LEADERSHIP:

Make sure you have strong leadership to handle the toughest situations and develop the mindset that your team is capable of handling those situations. There will be times when your team will need to make a decision and you need to trust that decision even if it's not the same one you would make. Eventually, you will experience a profound sense of pride as your team handles situations independently. Witnessing their growing confidence in decision-making will foster a culture of empowerment, ultimately contributing to the overall growth and success of your company.

### 3 SYSTEMS AND AUTOMATION:

Maximize time efficiency by utilizing systems and automations. Begin by conducting a company review of your operations, carefully examining the manual tasks currently being performed. Document the duration required for your team to accomplish these tasks. Next identify specific areas within your business that can be enhanced through automation. Direct your attention towards your Customer Relationship Management (CRM) system, ensuring that the workflow processes are streamlined and demand minimal manual intervention.

### STEP AWAY:

Embrace the art of relinquishing control and let your team, systems, and automation do what you have entrusted them with. Have deep trust in your staff and faith in the established processes. Start by taking a well-deserved break of three days and witness firsthand how your team flourishes in your absence. As you successfully accomplish this, gradually extend your time away to one week, then three weeks, and ultimately an entire month. The remarkable growth and capabilities of your team will become apparent during this period. You will be feeling proud at this moment as you helped your team's confidence grow.

### AVOID THE GUILT:

Leverage the precious time you have bought to focus on advancing your business rather than being consumed by operational tasks. Watch your business soar to new heights as you have more time to focus on it verses being in it. Utilize the purchased time to forge deeper connections with your family and loved ones, explore new entrepreneurial ventures, or enjoy your hobbies. The biggest challenge is crucial. You need to overcome any feelings of guilt that arise, as you might question whether you should be actively involved in day-to-day operations. Instead, adopt a mindset that acknowledges the immense effort and dedication it took to reach this point of success. Surround yourself with a supportive coach who can guide and empower you throughout this transformative journey. Congratulate yourself, you have just learned how to Buy Time.

# SEE WHAT PEOPLE HAVE TO SAY

“ Running a greenhouse business is challenging. Listening to Jacob K. Mead's sales advice and business recommendations, allow me to keep moving forward. Jacob is straightforward and sincere even when the truth may be hard to hear. If you're seeking to expand your business, acquire valuable sales techniques then I would recommend Jacob. He genuinely wants to help and see you succeed. His passion and focus on how to buy back time is what sets him apart from others. ”

**Johnnie Thomson - Owner**  
Johnnie's Garden & Blooms

“ I've had the privilege of working closely with Jacob for an extensive period of over a year. Throughout our journey together, Jacob has consistently demonstrated commitment towards turning a goal into reality. Jacob's relentless drive to push beyond his limits and dedication to growth is inspiring. Jacob's get it done work ethic shows he will not stop at anything until he completes the task at hand. ”

**Connor Westergaard - Personal Trainer**  
Legacy Fitness

“ I have worked with Jacob K. Mead for almost 2 years. He is his commitment to the success of others. His knowledge and experience is so valuable. His guidance is proven in my growth both personally and professionally. I have found him to be a caring mentor, providing guidance and support that is tailored to me. His passion for helping others succeed is evident in every interaction, and his dedication to his work is seen everyday. I can confidently recommend Jacob. ”

**Frankie Alvarenga-Lopez - Lead Technician**  
Mobile Spot

“ Jacob K Mead achieves whatever goal he sets for and he genuinely likes helping people. He's been able to Buy his time back and work 20 hours or less per week on his business while still generating 7 figures in revenue. He has a process that works, which allows him and his clients to spend more time on the things that matter most. If you are thinking about working with him, I highly suggest it. Do it NOW so you can start getting your time back! ”

**Brandon T. Adams**  
Investor, Advisor, and 2X Emmy Award-Winning Producer Johnnie's Garden & Blooms