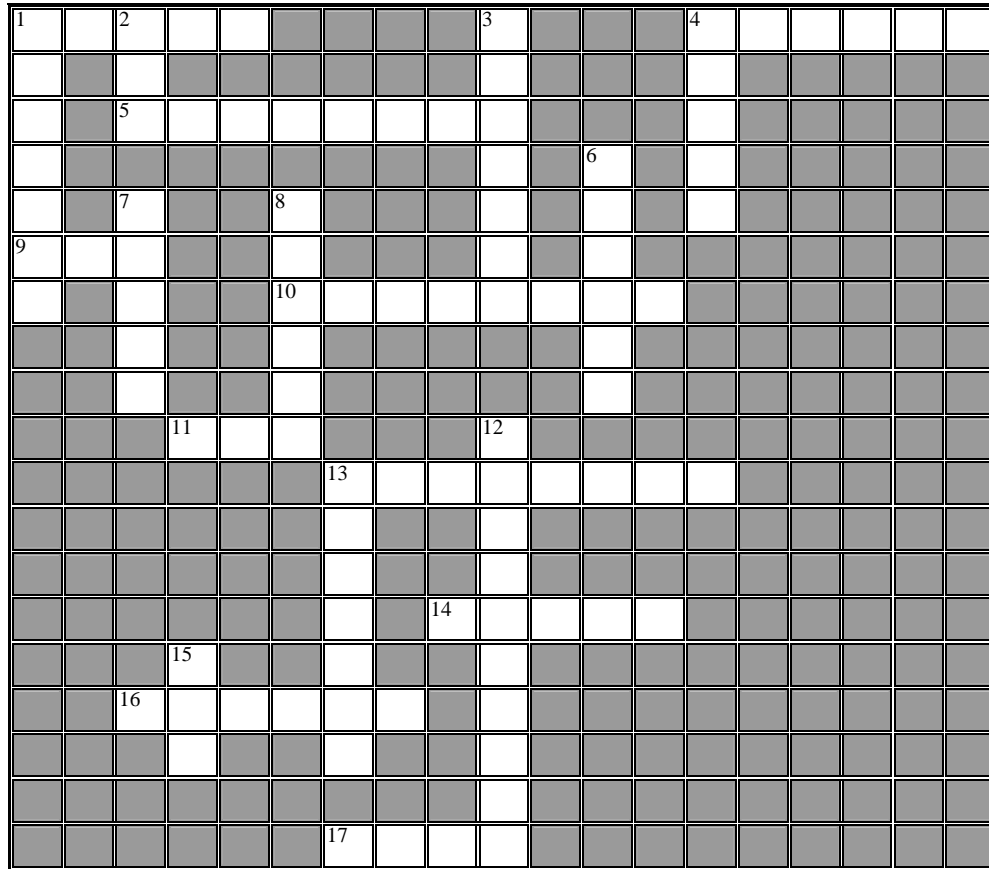


CROSSWORD PUZZLE



ACROSS

1. One of the three Ls
4. How much money spent
5. One of the big two of operating expenses
9. National Association of Realtors
10. Shows you where your money goes
11. an acronym for the real you
13. About people, systems and tools
14. One of the three distinct areas of staffing
16. _____ are the science of business
17. Aiming _____ empowers big accomplishment

DOWN

1. High-leverage, maximum earning opportunity
2. One of the seven recruiting sources
3. The M of MVVBP
4. Should be firmly based on a quantifiable goal
6. Always strive to hire _____
7. Leadership "D"
8. What you need to maintain your focus.
12. The oldest man who ever lived
13. President who did not quit
15. What has to grow before your business