

**ROOFING  
CONTRACTOR**

**BEST OF SUCCESSES  
20  
YEARS**





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# **THE ROAD TO \$100 MILLION: GOOD AND BAD**

**Kirt Linington**

CSO

Stronghouse Solutions





# *Mindset on 0 to 100 Million*

**Understanding that external factors that influence success allows us to create Circumstances that give more people opportunities to use and develop their gifts.**

*“I am a victim of success through my life Experiences”  
- Kirt Linington*



**LINEAR ROOFING**  
GENERAL CONTRACTORS, LLC



**STRONGHOUSE™**  
SOLUTIONS

# Power of Relationships

## *Alignment Over Assignment*

- A. Designed or Organic - *Placement | SRS Trip*
- B. **Loyalty** - *Give to get. Watches | Cars | Supplier | Always Refer People*
- C. “Doing what is not convenient and always following through on what you say.”
- D. Be Patient Be Authentic - *6 Years*

# Practical Intelligence

## *10,000 Hours*

Extraordinary Success in life is often result of practical intelligence, or social savvy, which enables you to accurately read people and situations.

Intelligence also involves self-advocacy—the conviction that you deserve what you want.

A. Pervasive - *Spreading through every part of something*

B. Permanent - *Too much disappointment*

C. Personal - *We think the problem is us*

# Values - Fist of Five

**A. Communication** - *We look each other in the eyes and tell the truth all the time.*

**B. Trust** - *2 Types of Trust*

A. Trust of Character - *“Do I trust my Grandma?”*

B. Trust of Ability - *“Do I trust her performing surgery?”*

*Trust is lost until with lack of follow through on the things we said - Marriage | Hiring*

*Trust - I value your word and I believe you in an instant.*

## Circle of safety.

**A. Care** - *Go for it — I got your back. I am with you all the way.*

**B. Collective Responsibility** - *When we win we celebrate together, when we lose we don't point fingers. It breaks the power of a fist of five. Learn from the losses.*

**C. Pride** - *We want everyone to have the pride of being part of something greater than themselves — Good to Great.*

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