

Dare to Serve

ENTREPRENEURIAL LEADERSHIP ORGANIZATION

WEDNESDAY, NOVEMBER 18, 2105

The Spotlight Question





Leader First



Serve First

THE DYNAMIC TENSION BETWEEN
DARING AND SERVING
CREATES THE CONDITIONS FOR SUPERIOR
RESULTS.



POPEYES[®]

✦ LOUISIANA KITCHEN ✦

Proof of Concept



“The Hottest Concept in Quick Service Restaurants”

Declare a Daring Destination

ROADMAP TO RESULTS

**BUILD
DISTINCTIVE
BRAND**

**RUN GREAT
RESTAURANTS**

**GROW
RESTAURANT
PROFITS**

**ACCELERATE
QUALITY
RESTAURANTS**

**Invite
the Guest**

**Delight
the Guest**

**Make
Money**

**Expand
Our Footprint**



**Superior affordable
food so good you
can't wait to eat
at Popeyes**

**A service experience
so good you can't
wait to come back
to Popeyes**

**Profits so good that
you are thrilled to
own Popeyes**

**Returns so good you
can't wait to build
more Popeyes**

Popeyes Roadmap to Results

A word cloud featuring various business stakeholders. The words are arranged in a cluster with different colors and orientations. 'Franchisees' is the largest word in green. 'Shareholders' is in dark red. 'Management' is in teal. 'Employees' is in dark brown. 'Vendors' is in dark brown. 'Guests' is in dark red. 'Analysts' is in orange. 'Crew' is in dark red. 'Bankers' is in orange. 'Investors' is in dark red. 'Managers' is in orange and oriented vertically.

Managers Vendors Guests
Franchisees
Shareholders Analysts Crew
Bankers Management
Investors Employees

Choose to Serve

DO YOU LOVE
THE PEOPLE YOU LEAD?



Choose to Serve



Franchise Survey Results

A photograph of a rowing team on a lake at sunset. The sun is low on the horizon, creating a bright orange and yellow glow that reflects on the water. A rowing team of about ten people is visible in the distance, silhouetted against the bright light. The background shows a line of trees on the shore.

THERE ARE NO GREAT LEADERS
WITHOUT GREAT RESULTS.

Deliver Results



Popeyes Today



Popeyes Results



Be Brave and Bold



Be Brave and Bold

The background of the image shows two skydivers in silhouette, floating against a vibrant sunset sky. The sky is filled with soft, golden clouds, and the sun is visible on the right side, creating a bright glow. The skydivers are positioned in the upper half of the frame, with one slightly higher and further to the right than the other. The overall mood is adventurous and inspiring.

LEADERSHIP IS AN
EXTREME SPORT... REQUIRING
BOTH
COURAGE & HUMILITY

A shirtless man is shown from behind, performing a pull-up. He is holding a barbell with both hands, and his arms are extended upwards. The barbell has two large weight plates on each end. The background is a dark, textured wall. The lighting is dramatic, highlighting the man's muscles.

Be strong and courageous ... Joshua 1:9

Be Brave and Bold

A photograph of a long wooden bridge with metal railings extending from the foreground into the distance over a calm body of water. The water reflects the surrounding green trees and the clear blue sky. In the background, there are rolling hills or mountains under a bright, clear sky. The overall scene is peaceful and scenic.

*Are you taking your team on a brave journey –
and if not, what would that look like?*

Reflection



Choose to serve



Newsflash

DO YOU LOVE
THE PEOPLE YOU LEAD?



Choose to Serve


A photograph of a wooden bridge with metal railings extending over a calm lake. The bridge is made of dark wooden planks and has silver-colored metal railings. The lake is very still, reflecting the sky and the surrounding trees. In the background, there are green trees and distant mountains under a clear blue sky. The text is overlaid on the upper part of the image.

*If you loved and served the people that you lead,
would they remember you one day as the best
boss they every had?*

Reflection



Deliver Results

A photograph of three runners silhouetted against a bright sunset over a beach. The sun is low on the horizon, creating a strong glow and long shadows. The runners are in the middle ground, moving from left to right. The foreground shows the texture of the sand and some distant figures.

Run in such a way that you may win.

I Corinthians 9:24

Deliver Results

THERE ARE NO GREAT LEADERS
WITHOUT GREAT RESULTS.



Reflection



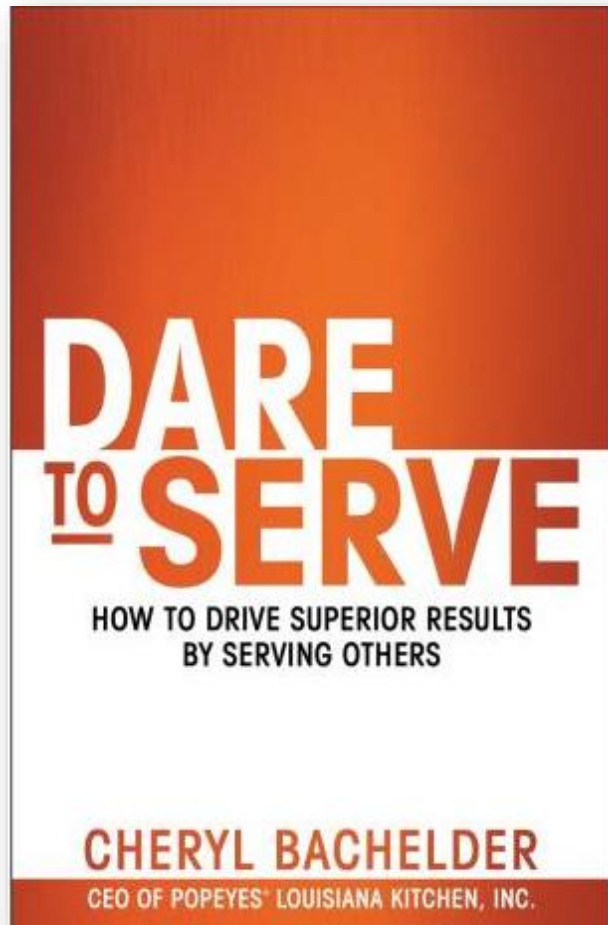
Performance



Performance



Performance Results



SERVING PERFORMS:
www.cherylbachelder.com

Books are available at Amazon.com

Small Group Discussion Guides Now Available



5 people

10,000

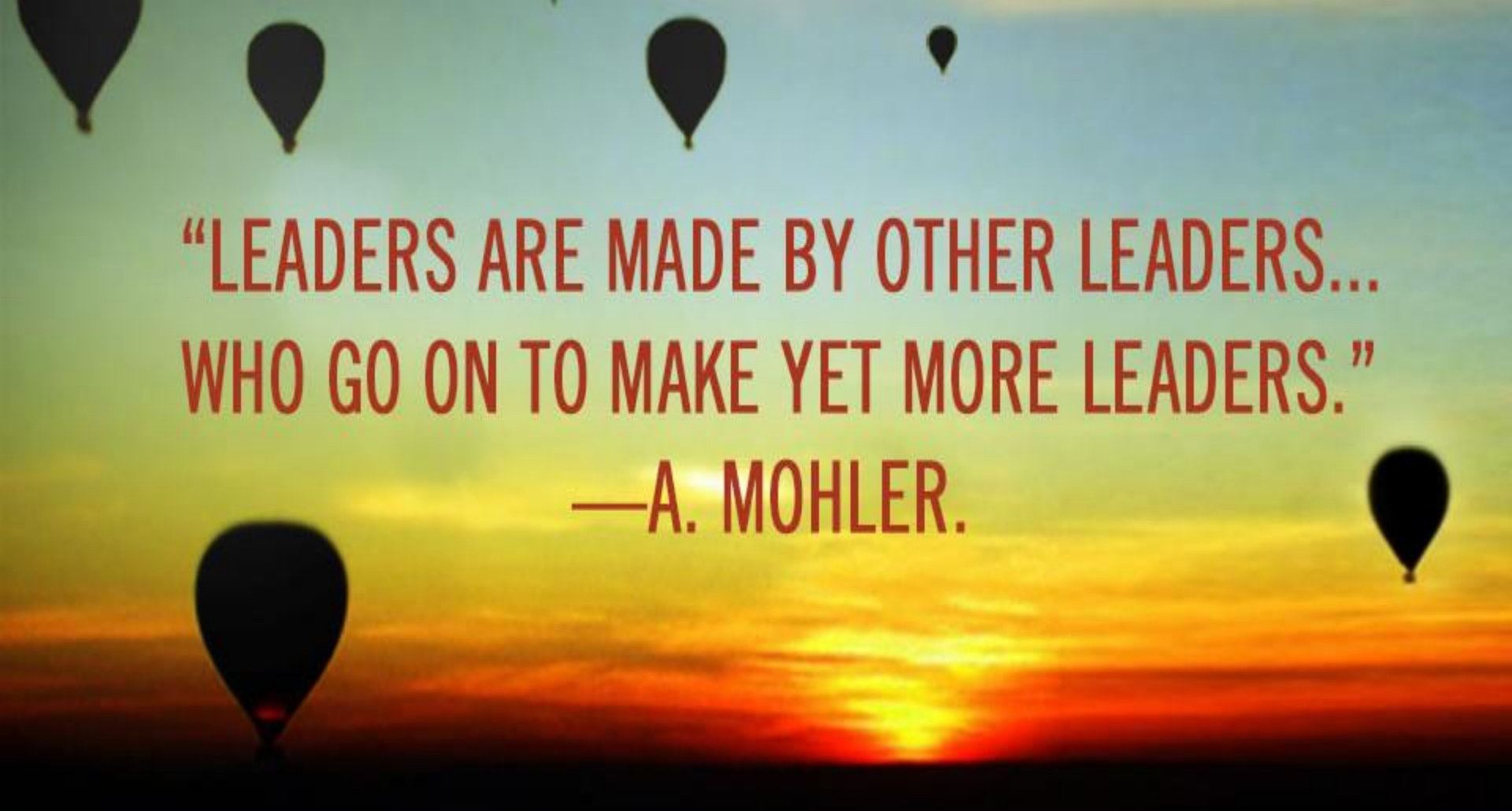
50 people

100,000

500 people

1,000,000

Opportunity for Influence

A sunset background with silhouettes of hot air balloons. The sky transitions from a pale blue at the top to a vibrant orange and yellow near the horizon where the sun is setting. Several dark silhouettes of hot air balloons are scattered across the sky, some in the foreground and others further away.

“LEADERS ARE MADE BY OTHER LEADERS...
WHO GO ON TO MAKE YET MORE LEADERS.”
—A. MOHLER.

The Conviction to Lead by Albert Mohler