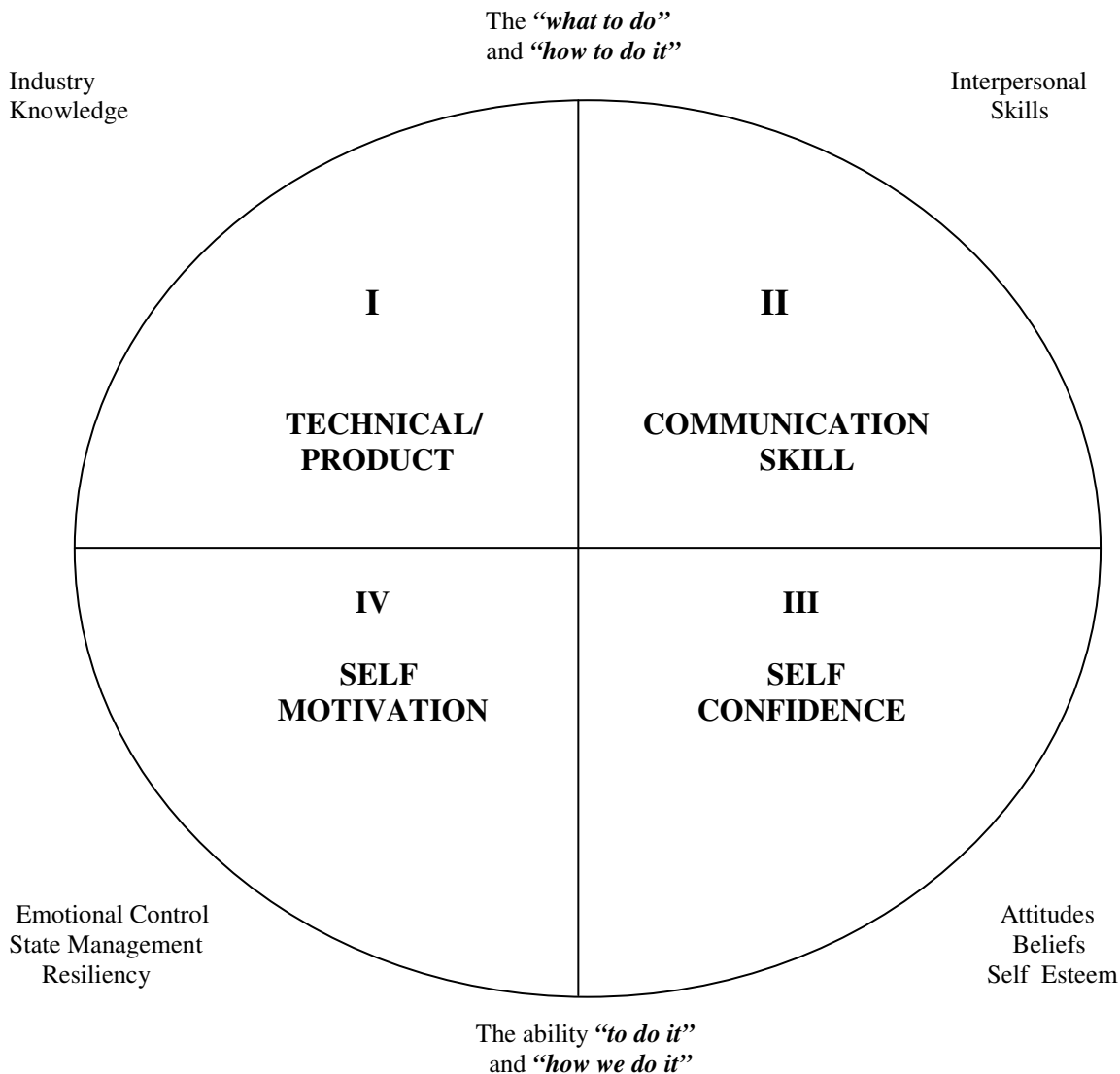


## The Four Elements of Mastery



### **Peak Performance and Mastery Demands Development in All Four Areas**

*The following is a very brief description of 50 typical Workshop modules. Greater details and specification is impossible as each development initiative is tailored to suit each workshop's needs. These are a guide for a two year development initiative.*

### **(II) The Communication Skills Quadrant**

**Communication skills.** Whether business owners, sales professional or manager, your ability to build rapport, trust, present or persuade are crucial to your success. Some of its development areas include:

**Dialogue**  
**Mind Style Sensitivity**  
**Empowerment**

**Personality and Mind Styles**  
**Presentation Skills**  
**Customer Building Strategies**  
**Negotiating**  
**Coaching**  
**Influencing**  
**Sustaining Trust and Respect**  
**Establishing Rapport and Credibility**  
**Problem Finding and Diagnosis**  
**Management**  
**Time Management**

*Below are listed a brief overview of some of our workshops that deal specifically with the communication skill quadrant outlined above: -*

## **Communication Skills Workshops**

### **(1) The Art and Science of Dialogue**

Dialogue is truly the ultimate skill of Leadership and Selling. It is the essential skill behind effective Coaching, Mediating and Negotiating. Stuart has been practicing and developing others to be able to Dialogue within his own Coaching practice since 1990. Drawing from the works of all the masters of Dialogue, like David Bohm, Chris Argyris, Martin Buber, Donald Schon, Lee Nichol, and Maurice Friedman, Stuart has created an easily learnable model that compares side-by-side 'normal' communication and empowering dialogue communications. The difference between how people normally communicate and the Art of Dialogue is like comparing lightness and darkness.

### **(2) The Essential Skills of Persuasion and Influence**

Leadership has changed dramatically over the last twenty years. The old rules for playing the "game" no longer apply. (Even though most Leadership training companies are still teaching them.) Learn the strategies of "Transformational Leadership" instead of "Transactional Leadership". Leadership today is about *creating and sustaining long term, mutually beneficial, transformational relationships.*

### **(3) The Psychology of Compelling Leadership**

The Psychology of Compelling Leadership is not about manipulating people but in facilitating effective relationships where our purpose becomes to *help people get what they really want.*

### **(4) Mastering Coaching**

The biggest challenge in Leadership is to make permanent changes in people. Traditional training has proved to create disappointing results. However, effective Coaching, whether performed by the internal Leaders, or through external people proves to be the most powerful way of creating permanent and lasting change. Therefore every Leader needs to Master the art of Coaching. Learn the skills first hand from an empowering coach with eleven years experience.

### **(5) Personality and Mind Style Leadership**

You will discover what aspects of your personality make you the kind of Leader you are. You'll learn why your people behave the way they do and you'll learn the key to being effective in Leadership: *Adapting the way you Lead to the way your people will understand.*

## (6) **Be The Change You Want To Create**

There is a major challenge in the world today; most people are going around trying to change other people, believing everyone else is the problem. What we tend to do is not see that we are the problem, or are part of the problem. As a great little cartoon by Pogo said many years ago ***“You’ve met the problem, and the problem is me!*** Yes other people will be in their boxes, but by not dealing with our own first, we virtually guarantee that others remain firmly in theirs. Oh what a great conundrum we’ve got ourselves into!

The only way we can allow others to ***come up for air, out of their box is to be not in a box ourselves.*** When we communicate from some kind of position of judgement, or holding on to a grievance, or condemnation, or even something as subtle as an attitude of superiority, we virtually guarantee that communications will not be effective or empowering.

We do not have the right to expect others to improve themselves when we are not being extremely vigilant about our own self-deceptions. Once we start cleaning up our own act up, you will, even without trying, help those people whom you come in contact with. This is because ***what is really communicated is not the words, but you. What really communicates is who you are, your being.***

## (7) **The Magic of Affinity and Rapport**

It's impossible for someone to Lead without your ability to create a rapport-filled affinity-based relationship. If a Leader can't "connect" and build trust, influence can't be made. Learn how to build trust, affinity and rapport rapidly.

## (8) **How Shall We Work? - Success and Fulfilment Strategies for the Emerging New World**

Just imagine a business where people go to work to realise their potential. Imagine a business where the product or service enhances lives and the planet. Imagine a place where people discover their true divine natures, while making a profit. Imagine a place where business people function as the incubators of the human spirit while serving others and making a difference in the world.

Sounds too good to be true? This might not be the normal description of most businesses today, but this is the emerging model of those Companies that are transforming society positively. A transition is occurring in business today and the need to create more soulful, purposeful, nurturing work is essential for the troubled times we live in.

## (9) **Empowering Communications**

Your communication either pushes people away, drains people and make them feel worse about themselves or: - your communication draws people towards you, empowers people and makes them feel better about themselves. ***What are you - a "drain" or a "radiator"?***

## (10) **Empowering Presentations**

You've all been witness to presenters and speakers who have an almost "magical" affect on their audience. Empowering Presentations will introduce you to the secrets of those outstanding speakers.

## (11) **Reality Leadership**

The title ‘Reality Leadership’ sums up one of my best definitions of leadership: - ***Assisting others to get in the ‘Real World’, helping them become aware of Self Deceit and enabling them to see possibilities where they could not before.*** You see, people do not know what they do not know, or maybe they are in denial. Part of our purpose is to help them know what they don’t know, transcending the distortions of

their belief systems. You could say that we're in the business of breaking through the communication barriers, enabling the person we are attempting to help to open their 'Belief Box'. Exposing them to reality in a way that's compassionate, so that they can hopefully 'Wake Up'.

### (12) **Inspiring and Empowering Others**

Creating the conditions for growth happens primarily through communications. Inspiring and empowering others shows you that the solutions you need are available through people, your existing clients, prospects and friends. Your ability to inspire, empower and create mutually beneficial agreements is the key to capitalising on your greatest asset - people.

### (14) **Becoming the Empowered Leader**

The world can be improved through wisdom, commitment and power. Power comes from taking problems and making them into opportunities and from empowerment - the ability to give power to others and ourselves.

## **(III) The Self Confidence Quadrant**

**Self-Confidence.** *Think of the last time you were greeted by a so-called professional person (by 'phone or in person). They may have known what to say and what to do but the way they did it did not impress you at all. Maybe it was their lousy attitude or maybe it was their lack of belief that they could actually do what they were supposed to be doing for you that was disturbing you. Or maybe it was the dreadful way in which they spoke to you, despite the fact that you were supposed to become their customer! We have all experienced something like that haven't we? The 'how people do things' is vitally crucial to any end result. Think of how it applies to you. Did you ever learn some ability or communication skill, but found that you couldn't get yourself to use it?*

Some of these development areas are: -

- Positive Attitudes/Expectations**
- Strong Self Concept/Belief in Self**
- Awareness and Mindfulness**
- Good at Making Decisions**
- Self Commitment**
- Integrity/Honesty**
- Creative**
- Self Efficacious**
- Humble Audacity**
- Uses Mistakes, Challenges and Change in a Positive Way**
- Self Confidence**
- High Self Esteem**
- Flexible and Adaptable**
- Good Listener**
- Courage**
- Clear Sense of Values**

## **Self Confidence Workshops**

*Below are listed a brief overview of our workshops that deal specifically with the Self Confidence quadrant outlined above: -*

#### (14) **The Facts You Should Know About Thought Viruses**

I recently had quite a fright with my computer system. Somehow it had picked up a virus, despite using a virus checker. The virus began seizing up my system, for example; once I had logged on for email or the web, it would freeze the system and prevent receiving or sending emails. All the time the computer system was switched on, the virus was also multiplying. By the time my computer guy came out to help me, the computer had over eighty viruses and even gave the 'expert' a hard time.

This incident made me once again think seriously about the 'Thought Viruses' that we humans succumb to. These are far more menacing to individuals and society than any computer virus and yet they usually go unchecked by the majority of the population.

This workshop highlights the specific Thought Viruses that you and your team are suffering from obtained from a unique questionnaire called the Thought Virus Prognosis. Then the Viruses that your organisation is specifically suffering from will be dialogued upon together with the preventative and inoculation measures. Only when the 'thoughts' that are holding your organisation back are uncovered will you and your people access the vast untapped resources and opportunities.

#### (15) **The Quintessential Self**

Of all the opinions we hold, none is as important as the one we pass on ourselves. Once you have an understanding of our inherent power within the Self we will feel secure enough in ourselves to take the necessary risks to reach our full potential.

#### (16) **The Psychology of Personal Empowerment**

By changing our mental models or maps we can change our results and our achievements permanently. *Those that fail, fail because they bring their internal chaos with them.* Learn the ultimate success and fulfilment principle: How our mind-set/consciousness creates our realities.

#### (17) **Attitude and the Inside Edge**

Even if we are goal setters, we can still fall short of them if we don't deal with the various self-defeating thoughts, lousy attitudes and psychological defences. *We cannot advance in life except to the degree that we get rid of negative debilitating attitudes.* Learn how to eliminate self-sabotage once and for all.

#### (18) **The Master Key**

We can all aspire to master/genius levels in our lives once we understand what the Master Key is. We have found that all "masters" are unique and different. However, there is one attribute that appears over and over again in the studies of the "greats". Learn what it is and begin the journey to Mastery.

#### (19) **Handling Challenges (How To Not Let The World Drag You Down)**

All great achievers perceive problems in a different way than the normal human. Because the higher the aspiration, the greater possibility there is of having bigger problems, we need to be able to view challenges differently than is considered normal. There is an old saying that is so true, *"it's not what happens to you, it's how you take it that is really important"*. Learn in this workshop how to respond with ability to all challenges!

#### (20) **Getting Your Mind Working For You - Not Against You**

Most of us use our mind in self-destructive ways that are virtually guaranteed to take us in the opposite direction from what we really want. Learn how to have your "powerhouse" mind working for you, not against you.

### (21) **Break the Shackles**

As we progress through life, we often receive negative criticism, rejection and failure. These can leave us with mental shackles that bind us to a limited past and if not dealt with, a restricted future. Break the shackles of restrictive thinking once and for all.

### (22) **Beyond Fear**

Fears, whether they be of prospecting, asking for referrals or the fear of success and failure can be completely debilitating. Learn how to transcend those fears that hold us back, eliminating anxiety, nervousness and worry. The average performer avoids those aspects of their business that make them fearful; the great performers learn how they can break through them.

### (23) **Fulfilling Your Full Potential**

If we were completely honest with ourselves, we would have to admit that most of us come nowhere near to fulfilling our full potential. *There is a better performer that lies dormant within each one of us.* Learn how to start closing that gap between current performance and our potential.

### (24) **Peak Performance Comes from Within**

If we want to achieve peak performance in our lives, then our internal lives must support the appropriate beliefs, attitudes, images and concepts. *All lasting and meaningful change comes from within, before you create the results on the outside.* Learn the secrets that are being utilised in the sports and athletic world with "performance psychology".

### (25) **Enhancing your Self-Confidence**

*Wrong thinking cripples more people than any disease.* Where is your habitual thinking taking you? It is either taking you away or towards greater confidence. Learn how to turn up the power!

### (26) **Less Stress, More Success**

Don't be like the masses that wait until they're suffering from stress and its various side effects before they do anything about it. Less Stress, More Success is the ultimate challenge for the high achiever. It's a philosophy that will enable you to become centred, balanced, healthy and fulfilled. Learn to overcome tensions and stresses, instead of being at the mercy of nerves and to keep the body free from illness and disease.

### (27) **Mastering Self-Management Techniques**

Through developing self-management techniques we can shift from the old model of blame, victim hood, self-punishment, struggle and suffering to the new model of responsibility, control, self-reliance, ease and empowerment. This is the ultimate Time Management course because *you can't actually manage time; you can only manage yourself.*

### (28) **Optimal Performance - How to Optimise your Opportunities**

Optimal performance is getting the maximum return, the maximum result for the minimum effort, risk, time and action. Why would you do anything that produces a minimal result if a different strategy could produce an optimal result? Learn how to come up with a strategy which allows your business to take the best and maximal advantage of the greatest opportunities you have available.

## (29) Creating Opportunities

*There is an abundance of opportunities, choices and possibilities out there in the world.* However, without the right attitudes and beliefs they can be under our very noses and we won't see them. You will learn how you can literally create your opportunities, luck and future.

## (IV) The Self – Motivation Quadrant

**Self-Motivation.** *The greatest performance dilemma of all is that you are controlled by your emotions not your intellect, therefore, without control and mastery of your emotional system, very little can be achieved or changed. Think of the last time that you either couldn't get yourself to do what you needed to do. You lacked the drive, the motivation and the determination to do what should be done. Or, you started but quit or gave up shortly afterwards. You may have suffered a setback, some kind of rejection or met an obstacle. Whether we find a solution and push on through will be determined by our self-motivation, our emotional control and emotional resilience. (Our ability to bounce back). This is the 'ability to do it' and is also crucial to any end result.*

Some of these development areas are: -

- Personal Responsibility**
- Self Discipline**
- The Ability to Coach Self**
- Self Determined**
- Inspired**
- Commitment to Excellence**
- High Energy Levels**
- Utilises Positive Role Models and Mentors**
- The Ability to Focus and Concentrate**
- Clear Vision of Business Goals**
- Clear Vision of Personal Goals**
- Desire for Improvement**
- Empathic**
- Emotional Resilience and Persistence**
- Sense of Purpose and/or Mission**

## Self Motivation Workshops

*Below are listed a brief overview of our workshops that deal specifically with the Self Motivation quadrant outlined above: -*

## (30) The Belief Systems of Highly Resilient, (But Uncommon) Individuals

There are ten belief systems that have the ability to create an exceptional resilient individual. In our ten years of working with high performance people, what we have found is that those people whom can sustain success, have a high number of these beliefs as part of their mind-set. When several of these thought processes work together, the result: *a high producer, congruently confident, humble audacious person.*

### (31) **Responsibility for Results**

Responsibility is a vital attribute of any emotionally strong high achiever. Having an attitude of 'Responsibility for Results' makes the difference between excuse making, blaming ('sloping shoulders syndrome') and *making things happen*.

### (32) **Sculpting your Life into a Masterpiece**

Most of us understand the power of goal setting. However, we've all probably also experienced the anticlimax and drop of motivation once the goal has been achieved. This workshop clearly explains how we can be *motivated continuously, creating sustained success*. It will enable individuals to literally create their own life into a masterpiece!

### (33) **Achieving your Goals (The Art and Science of Goal Setting)**

Sometimes when you've set goals in the past, you've achieved them in ways that may seem miraculous through so-called coincidences, chance happenings and good luck. (If you haven't experienced these phenomena, you will.) The purpose of this workshop is to show you how you can increase the effectiveness and efficiency of goal setting, creating synchronistic events. For the pragmatic, we will demystify achievement and turn goal setting into an art and science.

### (34) **Taking Charge of your Life**

*All of us are going in directions, but are they the directions you want?* Taking charge of your life is about learning how to manage your choices, decisions and how the degree of responsibility you take for your life determines your control of life.

### (35) **Overcoming Self-Sabotage, Self-Deception and Self-Denial**

Usually a person reaches a certain level of success, then for some inexplicable reason, everything changes. What may be seen as outside obstacles are more often than not internal. The mechanics of our own psyche's often defeat our stated desires without conscious awareness. Once you learn what those self-defeating thought processes are, you will never need to suffer their mindless attack again.

### (36) **How to Create Lasting Drive, Momentum and Empowerment**

Think of times in your life when you were empowered and made things happen. You will find that at these times in our lives we were utilising a number of strategies that were effective at producing results. When you know what these are, instead of using them accidentally, you can use them purposely, consciously and deliberately.

### (37) **Developing your Laser Focus**

Most of us scatter and waste so much time and energy that we don't have the time and energy to do the things we want to do. By developing your 'laser focus' and 'concentration of power,' you can develop your Personal Power.

### (38) **Creating Compelling, Dynamic Futures**

A compelling, dynamic future is one where it literally has the power to pull you into it. It is alive, it's dynamic, and it's constantly developing. (Think about it; only dead things have no dynamism!) If you want to create some powerful changes in your world, then your inner world has got to have some

powerful representations in it. To have some buzz in the outside world, you've got to have some buzz on the inside.

### (39) **Life is a DIY Project**

*All of us are self-made but only the successful will admit it.* The mass of society blames others. As long as one blames another for anything, how can one change? Maybe somebody else did do it. But we still have the responsibility for what we are doing with it. Life certainly is a DIY project and, by golly, most people certainly do-it-to-themselves!

### (40) **The Single Most Important Ingredient to Great Success - "Mastery"**

Studies on success show us that only a small number of people fall upon success by chance. This is the exception. For most, they become successful through dedication, commitment and perseverance. During this period of time, the individual develops the physical; mental, emotional and psychological mind-set needed to be proficient at their chosen profession. For great success there is a stage further required. It is called "Mastery".

### (41) **Balancing your Life and Business**

It's so sad that for so many people they work for ten, twenty years, etc., only to find that their body is no longer fit to take them any further. Or they leave loved ones behind, or they experience fatigue, stress and mental exhaustion. *The ladder to success is often the ladder to distress.* There is a solution - it's called the Principle of Dynamic Balance. Learn how you can become centred, balanced, healthy and fulfilled.

### (42) **Rekindling the Fires of your Motivation**

*A person with a big enough "why" will find the "how".* That's the power of motivation. Human beings can achieve incredible things when the desire is strong enough. It is known that within every human there is a "hidden reserve" of unused capability that can be "tapped". Learn how to create superior performance by Rekindling the Fires of your Motivation.

### (43) **Managing Time Management and Your Life**

You succeed or fail to the extent that you learn how to manage your time. In business, everything revolves around time; selling time, prospecting time, meeting time, training time. However, as Henry David Thoreau stated; *"It's not enough to be busy. The question is .... What are you busy about?"* This session is about working smarter, not harder. How you can make time an ally instead of an enemy.

### (44) **Motivation from Within**

Millions each year are wasted trying to motivate people through incentive schemes, bonuses, special trips, etc. The results are usually disappointing. This is because the incentive isn't in alignment with the values of the people. *All motivation is self-motivation.* When this is understood and a person's values are met, motivation is a natural by-product.

## **Life Skills Workshops**

*The following workshops 45-50 cover more general Life Skills that fall into quadrants III & IV.*

#### (45) **Creating the Conditions for Learning**

Have you ever felt that you or your colleagues didn't get the most out of a particular course, workshop or seminar? There are a number of psychological reasons for this. Once you learn how we prohibit our own development, you can begin to develop strategies to optimise your learning.

*(Note: This module is always used at the beginning of a series of Coaching workshops)*

#### (46) **Becoming a "Change Master" - How to Ride the Tidal Wave of Change**

The world around us is constantly evolving, growing and changing. We are either part of this dynamic, riding the emerging tidal wave, or we will get left behind. "**Grow or die**" is the phrase that sums it up. By becoming a Change Master you can thrive and take advantage of the abundance of opportunities that surround us all.

#### (47) **The New Paradigm in Life and Business**

If you sense that a profound change is happening, you are not alone. Throughout the world people are changing the way they think and work. They are engaged in transformation that some have said is as great as any in history. Learn what this new paradigm is about so that you can take advantage of the opportunity it brings.

#### (48) **Conviction of the Heart**

This session will show you how to develop your personal power, so that you speak and act with belief and conviction. *When all aspects of your neurology are congruent, you will come across as dynamic, charismatic and believable.*

#### (49) **The Possible You**

Most of us have no idea what we could really do because we are totally conditioned by the past. This module shows how to break through the mythical "Human Barrier" escaping from our social conditioning and environment. *Whatever you've done in the past has no bearing on what you can do in the future.*

#### (50) **Creativity and Innovation**

*The solution to every problem lies in creativity.* Creativity is even more important to success than persistence because without creativity a person can persist a very long time at what does not work. Discover how to break away from the pack and become a "possibility thinker".

***“Leadership Mastery has to do with how well balanced you are in each quadrant and to the degree that you are continuously developing. Clearly the quadrants of Confidence and Motivation are no less important than the quadrants of Knowledge and Communication for the Development of the Whole Person”***