

CRISIS *IS* OPPORTUNITY

Crisis is Opportunity Success in Changing Times



Course Description

This program is designed for sustained performance improvement, utilizing a “twenty-one day” model to instill new habits for the performance improvement desired.

A new concept is introduced at the beginning of the twenty-one day period which is then reinforced in various ways over the twenty-one day period to accommodate all learning styles. **Live video workshops** to introduce the concepts, **interactive video chat coaching** sessions to unpack the concepts, **weekly email to motivate** the change through the concept and an **online portal** that archives the materials for on-demand use and acts as a platform for the dynamic exchange of information amongst participants to support the growth

Session 1- Ignite the Fire

The “why we do” is the key to the “how we do” and the “results we get”. In this face to face kick off session Ian Hill will lay the ground work for the program, putting participant’s hearts and minds in the right place for growth. Attendees will review the program and its various tools, define roles and responsibilities and establish their personal desired outcomes.

Participants will also discuss the program’s unique accountability mechanism which will support them in reaching their full potential. Attendees will leave with everything needed to get the maximum impact from the program and the inspiration to “ignite” the process of reaching their best.

Session 2- Creating an Irrational Passion

Success is an inside out game and to be your best you must have a burning desire to reach your goals and the wherewithal to keep that fire red hot. We call that an irrational passion, in this session participants will learn to create, cultivate, maintain and sustain the irrational passion that drives us to being more self directed, self motivated and self contained; thereby establishing the internal foundation for external success.

Session 3- As You Think, So You Are

It is a truism that our patterns of thinking dictate our behaviors and that our thinking patterns are well established by adulthood. If we are not completely satisfied with the results we are getting from our efforts, then we must change our pattern of thinking. In this dynamic session participants will begin to establish a new pattern of thinking and be able to better understand the steps to developing themselves into innovative thinkers and problem solvers, whose thinking patterns generate creative ideas that lead to success.

Session 4 – Developing Your Own Performance System

Humans have a finite amount of time, energy and resources. To be our best we have to have great systems to be able to manage all that is expected of us and all we want to do. There are many “systems” out there whether for sales or managing your time.

We believe the best system, however, is the one that is specifically designed for you and by you. Participants will learn the keys to systems thinking and then be guided through a process to create the “system” that best suits their, talents, skills, abilities and most importantly the system that is best suited to help them reach their goals.

Session 5 – Trusted Based, Client Focused Excellence

Being able to build trusting relationships is key in today’s competitive market place. With the variety of communication styles and communication tools today, to be successful we must be versed in all the conduits of communication (relational marketing, web based social media marketing, and networking) to build those relationships. In this session, participants will learn the various communication styles of potential and existing clients and how to use all the tools at their disposal to build trust with those clients. Participants will create a comprehensive plan to cultivate new clients and develop deeper relationships with existing ones.

Session 6 – Sustaining the Momentum

One of the greatest challenges of performance improvement is sustaining the change and also finding life balance to enjoy the benefits of success. In the final session of the program Ian share proven steps to ensure the sustainability of what has been learned and help participants also create habits that lead to balance and continuous refueling of the “tank” that is needed to enjoy our lives.