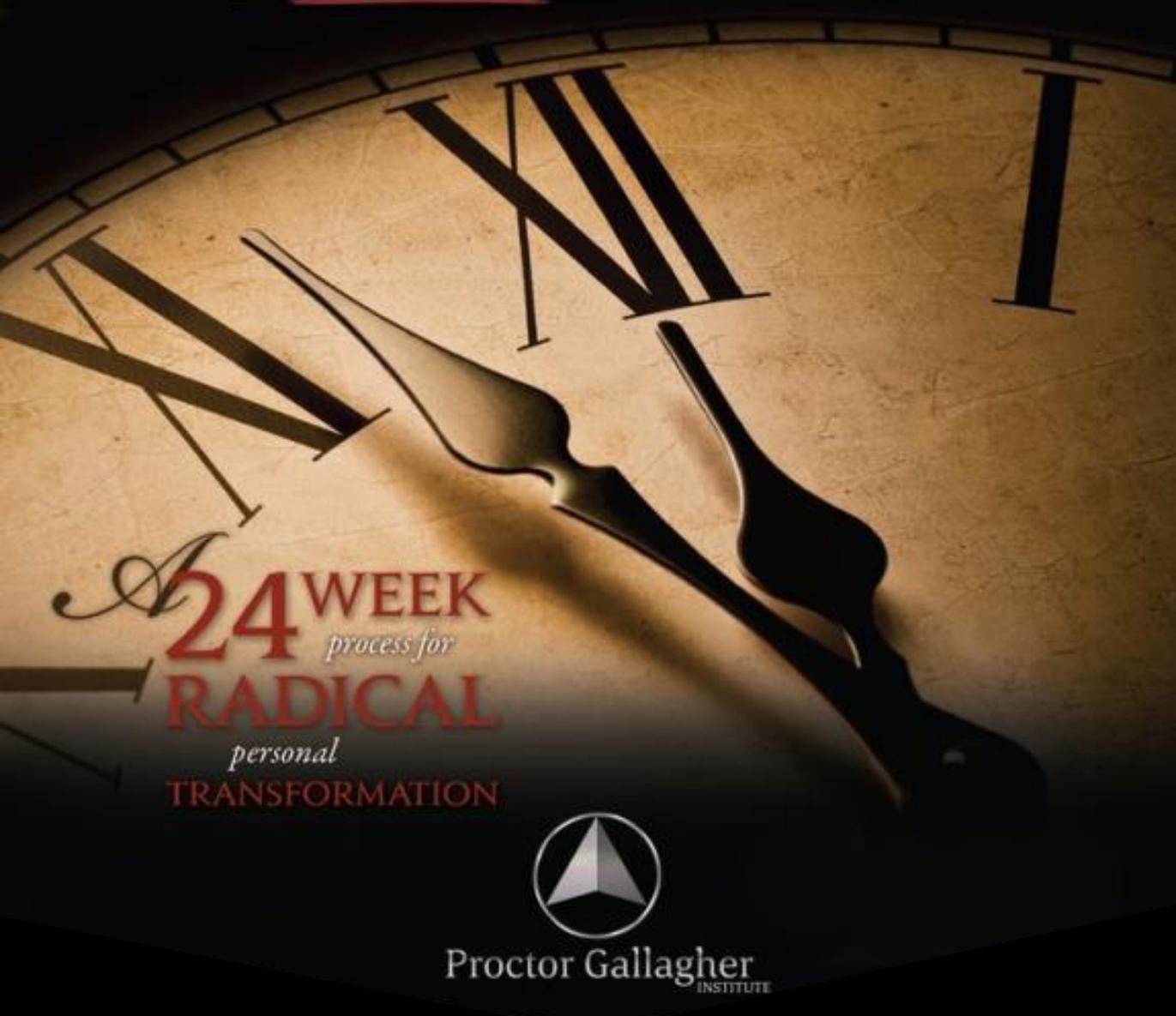


To transform your *dreams*... into REALITY.

Your *goals*... into ACHIEVEMENTS.

Your *thinking*... into RESULTS.

THINKING  
• INTO RESULTS



A 24 WEEK  
*process for*  
RADICAL  
*personal*  
TRANSFORMATION



Proctor Gallagher  
INSTITUTE



**Bob Proctor**



**Sandy Rutherford**  
Elite Level Success Coach

# TIR Deliverables and Outcomes

Lesson	Personal	Corporate	Outcomes
<p><b>1</b></p> <p><i>All successful people have a "burning desire"</i></p>	<p>Priority dream goals for both personal and professional</p> <p>Action plan to immediately move towards goals</p> <p>Personal/emotional benefits</p> <p>Commitment to decision making</p>	<p>Priority team dream goal</p> <p>Professional/emotional benefits</p> <p>Action plan to immediately start moving toward goal</p> <p>Commitment to decision making</p>	<p>100% clarity on where you are going and why</p> <p>Internalized stretch goals</p> <p>Leadership / Team commitment and unification</p>
<p><b>2/3</b></p> <p><i>People form habits and habits form futures</i></p>	<p>Nonproductive habits that drive current results</p> <p>Productive habits that drive desired results</p> <p>Revised action plan</p> <p>Visualization technique</p>	<p>Nonproductive habits that drive current team results</p> <p>Productive habits that drive desired team results</p> <p>Revised action plan</p> <p>Visualization technique</p>	<p>Eliminate barriers to achievement</p> <p>Create new habits that get you to your goal</p>
<p><b>4</b></p> <p><i>You haven't even begun to tap into all that you are.</i></p>	<p>Understanding of how to affect your own behaviour and results</p> <p>Understanding of why others do what they do</p>	<p>Understanding of how to affect your own behaviour and results and that of the team</p> <p>Understanding of why others do what they do</p>	<p>Unlock the root cause of failure</p> <p>Tap into more of your potential</p>
<p><b>5</b></p> <p><i>We are programmed to live from the outside in and be a plaything of our environment</i></p>	<p>Powerful problem solving techniques</p>	<p>Powerful problem solving techniques</p>	<p>Negative results no longer impact ability to keep moving towards goals</p> <p>Look at any problem differently and creatively problem solve</p>

# TIR Deliverables and Outcomes

Lesson	Personal	Corporate	Outcomes
<p><b>6</b></p> <p><i>Self-image sets the boundaries of our accomplishments</i></p>	<p>Crafted and internalized powerful self-image aligned with dream goals</p> <p>Movie script of your life going forward</p> <p>Confidence building strategy</p>	<p>Crafted and internalized powerful self-image aligned with team goal</p> <p>Super-charged team image</p> <p>Action plan to enhance image</p> <p>Team member empowerment plan</p> <p>Confidence building strategy</p>	<p>Bullet proof individual and team self images</p> <p>Team members create, they don't compete</p>
<p><b>7</b></p> <p><i>Procrastination kills success; "Can't" paralyses the creative process</i></p>	<p>Elevated goal</p> <p>Benefits of pushing farther on goal</p> <p>List of doubts, worries and fears with action plan to overcome</p> <p>BANNING of the word "Can't"</p>	<p>Elevated goal with team consensus</p> <p>Benefits of pushing farther on goal</p> <p>List of doubts, worries and fears with action plan for each team member to overcome</p> <p>BANNING of the word "Can't"</p>	<p>Move through doubts, worries and fears and avoid PROCRASTINATION</p>
<p><b>8</b></p> <p><i>You will never go beyond what you BELIEVE you can do.</i></p>	<p>New belief statements on</p> <ul style="list-style-type: none"> <li>- Financial health</li> <li>- Business</li> <li>- Leisure</li> <li>- Home and family</li> <li>- Relationships</li> </ul>	<p>New belief statements based on team wants</p> <ul style="list-style-type: none"> <li>- Financial results</li> <li>- Team harmony and function</li> <li>- Customer development</li> <li>- Team relationships</li> </ul>	<p>Align belief with behaviour</p> <p>Walk the Talk (and achieve the dream)</p>

# TIR Deliverables and Outcomes

Lesson	Personal	Corporate	Outcomes
<b>9</b> <i>Attitude determines where you go in life</i>	Tools to align thoughts, feelings and actions consistently on the positive pole Ability to course correct to stay positive Ability to identify opportunities in EVERY crisis	Tools to align team thoughts, feelings and actions consistently on the positive pole Ability to course correct to stay positive Ability to identify opportunities in EVERY crisis	Consistently positive attitudes of mind no matter the situation
<b>10</b> <i>Every one of us is a leader and has the potential to be a powerful one</i>	Leadership attributes of value Action plan to foster personal leadership growth How to follow well Desired impact as a leader	Leadership attributes needed to achieve team goal Team member actions required to support leader	Environment of powerful leadership and followership
<b>11</b> <i>#1 Key to Success: Leave everyone with impression of increase</i>	Plan to create habit of leaving EVERYONE better off	Plan to create habit of leaving EVERYONE team members deal with better off	Customer service excellence second to none
<b>12</b> <i>A quantum leap strategy for breakthrough performance</i>	Mastermind and accountability framework	Mastermind and accountability framework	Leveraging talent and success to the next levels to achieve unprecedented results

***Any changes to an organization should be implemented simultaneously with a change in attitude of its members.***

***In other words, the people's paradigms should be shifted at the same time the organization begins its transformation.***

***Failure to do so results in multitudes of employees who lack the understanding required to adapt, making the organization's transformation a slow and difficult process where success is not guaranteed.***