

## THINKING INTO RESULTS PROGRAM

### LESSONS, PRINCIPLES AND BENEFITS

This exceptionally designed program is presented in twelve relevant, simple and practical lessons, to ensure that the success mindset becomes a part of each person's thinking and actions. This leads to the results the person wants most in life.

#### The comprehensive program includes:

**Skilled and experienced instructors** -- Acclaimed teacher, Bob Proctor, and Proctor Gallagher Institute President and CEO, Sandy Gallagher. Together they present an innovative, 12-week development program.

#### Lesson One: Worthy Ideal

**Principle:** Goal Setting and Achieving

**Benefits:** Explains how to set and achieve goals that promote quantum leaps. Also teaches the process of setting and achieving team/family goals. Individuals set goals that inspire them, which helps to move them forward. Individuals are motivated and see themselves as a part of something bigger.

#### Lesson Two: Knowing/Doing Gap

**Principle:**  
Return on Investment

**Benefits:** Most training gives individuals information on how to do their job or earn more money, but it seldom results in better results because their paradigm keeps them from acting on what they know. *Thinking Into Results* helps individuals implement what they already know and changes their behavior to close the gap between what they know and what they actually do.

#### Lesson Three: Infinite Mind

**Principle:**  
Productivity and Efficiency

**Benefits:** Individuals will replace their non-productive habits with productive habits, and become more efficient and productive in their job/business and other areas of life.

#### Lesson Four: The Secret Genie

**Principle:**  
Peak performance of individuals

**Benefits:** Teaches how the mind works. Individuals take a close look at their daily habitual actions to see where they can become more productive. Individuals can break from past results and habitual behaviors to reach peak performance.

#### Lesson Five: Thinking Into Results

**Principle:**

Innovation and proactive thinking

**Benefits:** Teaches people how to think and how to analyze their thinking. Helps them realize past results are a reflection of past thinking and to change what they are getting they have to change their thinking. Helps individuals develop creative, innovative solutions to problems to increase success and happiness.

### **Lesson Six: Environment is but Our Looking Glass**

**Principle:**

Creating a winning self-image

**Benefits:** Individuals will understand that to be more productive and successful they have to change their image of themselves. They focus less on their past results and what others are doing and more on what they are capable of achieving.

### **Lesson Seven: Trample the Terror Barrier**

**Principle:**

Overcoming barriers to success

**Benefits:** Individuals gain an understanding of their fears and taking action in spite of those fears. As individuals overcome their fears they become more productive and forward thinking, and realize more of their potential.

### **Lesson Eight: The Power of Praxis**

**Principle:**

Aligning actions and results with the individual's vision

**Benefits:** Individuals can see the connection between their beliefs and behavior. When they change from non-productive to productive actions, their results can then match their vision and goals. They create the results they are capable of creating.

### **Lesson Nine: The Magic Word**

**Principle:**

The attitude and mindset of a highly-successful individual

**Benefits:** Gives a very complete definition of attitude. Other programs may talk about the importance of having a good attitude, but this lesson explains what it is and how to change it. The result is focused individuals that have their thoughts, beliefs, and actions aligned so that they are more productive and efficient. They learn the way to create a positive attitude regardless of the situation.

### **Lesson Ten: The Most Valuable Person**

**Principle:**

Effective Leadership

**Melva Farquharson**  
(305) 570 - 7676

**Benefits:** Helps individuals develop qualities of leadership in addition to being able to also be a good follower. Emphasizes the creation of a positive environment where individuals are appreciated for who they are and the work they do.

### **Lesson Eleven: Leaving Everyone with the Impression of Increase**

**Principle:**

Success through service

**Benefits:** Emphasizes giving with no expectation of return, service to others. Individuals are encouraged to do more and give more than expected. As a result of this lesson, individuals will look for ways to make everyone they come in contact with feel valued and appreciated.

### **Lesson Twelve: Magnifying the Mind**

**Principle:**

Problem Solving

**Benefits:** Other programs show how to make incremental changes. This program lays out the steps for a quantum leap, leading to dramatic results in performance. Individuals are shown ways to sustain success so they keep getting better and better at what they are doing. Magnifying the Mind results in individuals that are focused and empowered with unprecedented increases in performance.

### **Program Summary**

**Overall Benefits:** *Thinking Into Results* promotes individual growth that makes a meaningful difference in each individual's life. It allows them to create desired results and help their family do the same.

**Melva Farquharson**  
**(305) 570 - 7676**