



Motivational Mastery

1-Day MQ Intensive



The
**Power
Within**[™]

Think **Bigger** • Be **Better** • Achieve **More**
The Motivational Intelligence Company

Motivational Mastery

“Intensive”

Are you an ambitious executive looking to fast track your career or maybe you're just not getting that promotion that you want and deserve?

Maybe you're a career professional stepping up to a senior executive role.

What if you had a framework that would ensure your results were inevitable. A framework that builds consistency, and repeatability.

Our Motivational Mastery workshop is an experience, not a training course. A facilitation of knowledge, not a teaching process, engaging and humorous, not dull and boring. It allows you to strip back and clear out your day to day tasks, focus precisely on your high payoff activities that drive the highest value, creating faster more focused results in your career or business growth.

Overview

Speak to a great leader or seek to understand a high (peak) performing individual or team, you will consistently find that there is one common denominator that contributed to their success: the mastery of motivation.

They have a Motivational Intelligence framework of no excuses, no blame, high self-confidence, a positive, resilient attitude, laser focus on goals and an understanding of comfort zones that defines the difference between winners and losers, victors and victims, champions and everyone else.

What is Motivational Mastery?

Just because we know how to do something, doesn't mean we actually do it. Our ability to close this gap –between understanding something intellectually and actually putting it into action –is our Motivational Mastery & Intelligence framework.

It is the reason we do or don't make those phone calls, do or don't eat healthily, do or don't quit smoking, do or don't save money. When we add up all those actions (or lack thereof), it is the reason we do or don't succeed.

Suitability -Who should attend?

Our Motivational Mastery masterclass intensive is the appropriate choice if:

- You are currently in a leadership and management role, or you are about to step up to this level.
- Business Owners looking to accelerate their business growth and performance
- High Performance career professionals looking to drive their promotional opportunities, not wait for it to happen.
- Individuals who are looking to accelerate their career prospects with laser focus
- Sales Executives looking to supercharge their career and earning potential.

Most of our course participants are high performers, open minded and hold roles including but not limited to: CEO, Senior Leaders, Senior Managers, Executives, Company Directors and High Potential Employees.

On our masterclasses, you will engage in strategic discussions and exercises, which promote immediate motivational development for individual, team and organisational growth.

Learning Outcomes/Qualification

What separates top performers from under-performing talent?

The common denominator between high performing talent and the remainder of the field always lies in their motives and reason for acting. Each skill gap, lack of execution of process or poor buy-in to best practices comes with an underlying motivation gap. This program closes those gaps and transforms all participants into ideal, peak performing managers, leaders, and employees.

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How can I change my motivation or beliefs?

We create cognitive dissonance, which is a fancy psychological name, that states –the human mind cannot hold two competing beliefs at the same time, one must dominate. The main cause of the execution gap lies at the mindset/belief level.

So, flawed or limited beliefs have to be invalidated at the same time the optimal beliefs are introduced. We then repetitively reinforce the new beliefs through their own life reflections, social proof, professional, personal, peer and contemporary media examples. We then align the new beliefs to the workshop participant's self-interest.

Who Are We?

The Power Within have built all our training programs and workshops upon practical experience and research involving executive leaders, divisional managers, top sales managers, customer service managers, human resource professionals, executive trainers, psychologists, educators, and human performance specialists; Our unique approach to talent development far transcends the traditional approach to leadership training.

Our approach not only addresses fundamental skills gaps, but more importantly focuses on closing the underlying motivation gaps that ultimately are the root cause of virtually all employee performance issues. Our transformative development curriculum captures 97% buy-in from participants and consistently delivers training solutions that yield success rates and recommendation rates from clients that are unprecedented.

Key Benefits of the Programme

- Gain valuable experience directly from a fellow member
- Develop new skills, knowledge, insights, and perspectives
- Build your confidence by setting and achieving development goals
- Expand your network
- Be Challenged
- Help fellow members and give back to the profession

Why Are We Different?

Why are we different? The vast majority of training programs are heavily weighted on skill; they tell people what they should be doing and how they should be doing it, rather than addressing the motives that actually drive a person to take the action needed to succeed.

We do things differently, because at its core, every business challenge, every problem, is a people problem. And people problems originate from gaps in motivation. Change the motives and you change the results.

We are all chasing better business results. We know that the key lies in getting our people to take better actions. In a valiant, yet all too frequently unsuccessful attempt to get our people to take better actions, we try to close the skill gaps. But skill training alone does not drive action. How many times have we implemented seemingly great skill training only to watch our people go out and do nothing differently? Nothing has changed.

They take the same actions they took before the training. Changing motives before teaching skills is the key to consistently improving actions and capturing the results we need.



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The Power Within exists to help you and your team become a confident and a high performing business professional with the power to shape your future, grow your business and develop your personal and professional goals.

Learn the framework of self-leadership management and motivational development from an experienced business professional whose talent and ability has been proven in every marketplace he has worked, with practical insights and real-life stories. Your fellow learners are all open-minded professionals too, so you will grow your network alongside the other top performing business professionals.

Whatever stage you have reached in your career or business, you can always expand your knowledge and develop the mindset of a successful high-performance professional with personalised workshops and coaching all focused around the success formula framework.

