



SuccessQuestTM

FOUNDATION Series

Calibrating your Mind for Success

(Machen MacDonald)

Professional athletic coaches and trainers will often tell you that top athletes often have similar skills and conditioning. What differentiates the best from the rest? Their minds. Great athletes know how to consistently perform at high levels because they practice physical and emotional execution; they calibrate their minds and their bodies.

Calibration, for professional development purposes, can be thought of as a process of tweaking your thoughts, beliefs, and habits to a point where they enable you to perform at a high level. This is the point where you can consistently achieve the results you desire.

With any new strategy or desired behaviour, you need to practice to be perfect. This includes training your mind to be purposeful with your thoughts and actions. With a clear vision in mind, consistent thoughts and actions will turn into habits; the point where you can consistently achieve the results you want with minimal effort.

Learn how to:

- Strengthen your Emotional Intelligence; stay focused and energized.
- Tap into the power of an abundance mentality; enjoy success on many levels.
- Build certainty in all your thoughts and actions.
- Bring confidence to everything you do.

Go from Dabbling to Dazzling

(Jim Ruta)

Avoid the four common mistakes that choke sale and leadership performance. Discover the simple tactics that are self-inspiring and change performance forever.

After more than 30 years of working directly with insurance-based financial advisors, Jim Ruta knows how to refocus and inspire performance. He has unique, field tested and proven business development programs that helps experienced advisors refocus themselves, recharge their businesses and re-ignite their results.

It's a program for advisors by a former advisor and trainer. You'll take stock and discover how to analyse your business strengths and weaknesses so you perform your best.

Sell and lead with power

Embrace your ability to:

- Raise the energy in your Regions
- Improve your recruiting results
- Strengthen your management teams
- Upgrade overall morale
- Drive total production

Aligning your Resources for Success

(Machen MacDonald)

Alignment is the process of identifying and positioning the required resources for proper performance. This includes your mindset, technology, strength and opportunities.

Discover how to:

- Leverage the power of Vision-Based Achievement; ensure you are on the right path, climbing the right mountain.
- Align your awareness, action and accountability for unbridled success.
- Identify the tools and resources required for success. Spend more time working in your 'sweetspot'.
- Tell the world that you are different, why you are different and what that difference means to them; be understood and attract more ideal clients.
- Build momentum in your business and life.
- Be clear about what you want so that it will show up in your life.
- Establish accountabilities that trigger action achievement.
- Achieve balance in your business and life.
- Sustain momentum in your business and life.

Principles Behind Best Practices

(Jim Ruta)

Don't just follow what used to work for people who have moved on. Lead your competition when you apply these ten principles to what you do every day.

Jim Ruta uses 'back to basic' principles that apply to all aspects of business. Following these 10 simple rules, will set the stage for a lead role in the financial industry.

You may never understand how the best excel, but you can know the principles they use to do it.

Inspire your clients and yourself.

Grasp the following:

- What's right is right
- There's no magic just effort
- Pay attention
- Leave nothing to chance
- Make reality work for you
- Keep your ego out of decisions
- Advance the cause every day
- Declare yourself
- Be the best example
- A passionate purpose drives performance and production