

THINKING • INTO RESULTS

Thinking Into Results unlocks the true potential of executives, managers and employees across organisations. The program is 12 powerful lessons that can easily be coached with individuals or facilitated with your entire team. The duration can easily be tailored to meet the needs of your organisation, the most effective and popular method of delivery being via fortnightly sessions spread over a six month period.

Thinking Into Results is a powerful paradigm shifting, educational program that reveals how to master the mind and gain abundant professional and personal success. The coaching and transformation process helps individuals and companies go from where they are to where they want to be, not just once, but over and over again



Its interactive and proven curriculum includes modules that teach

- Defining and achieving the right type of goals.
- The difference between what you know and what you do – just knowing something doesn't get results; you must change behavior to change results.
- How to understand and adapt to the unprecedented rapid changes taking place in the corporate world.
- Identify and avoid toxic landmines that sabotage your thinking.
- The magic of attitude – you must give energy to get energy back. It starts with you.
- How to stop those around you from controlling what you think.
- How to reprogram your mind to think great thoughts about yourself, your social life, your family, your job and the company you work for.

The **Thinking Into Results** program includes:

- A highly skilled and experienced Thinking Into Results Coach / Facilitator
- A proven curriculum that works extremely well on Individuals and teams of all sizes
- 12 highly motivating and educational lessons.
- A detailed participant's guide with thought-provoking worksheets and articles that drive results
- 12 Powerful DVD's to enhance each lesson and compliment participants learning.



12 POWERFUL LESSONS

Lesson One: A Worthy Ideal

Is your team inspired by your vision and strategy and do they set and achieve inspiring goals that compliment the direction of the business?

Advantages: We all know the importance of having growth goals that inspire people. Most programs teach goal setting but don't explain how to set goals that promote quantum leaps. Individuals and organisations tend to choose goals that they think they can do, which means they go sideways. These goals don't inspire people. Some employees usually don't buy into company goals... but the process of setting and achieving both individual and team goals as taught in this lesson will allow them to align more easily with company goals.

Employees are encouraged to think big and set both personal and professional goals so that they are more able to set big team goals that align to your company's strategy.

Benefits: When employees have big goals that inspire them it helps move business forward. When businesses are more successful the effects flow down: sales people sell more, employees feel more secure and engaged because they are working with a company that is growing. There is less turnover and employees are motivated as they now see themselves as a part of something bigger.

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Lesson Two: The Knowing/Doing Gap

Do your employees continue to make the same mistakes over and over and are you looking for a better return on investment when it comes to the development of your team?

Advantages: Most training programs will give information to participants about how to do their job. Thinking Into Results will help participants implement what they already know and show them how to make changes in their behavior to close the gap between what they know and what they actually do.

Benefits: Your organisation will easily achieve a high return on investment from past, present and future training. When your people understand the cause of their non-productive behaviors and how they can change them, they will become more productive, which leads to an increase in profits. Your company won't have to spend as much time and money on training because your people will start to do what they already know how to do. When they are more productive they are happier, leading to a measurable reduction in turnover, an increase in engagement and less friction between management and employees.



Lesson Three: Your Infinite Mind

Does the culture in your team or organisation need improving, and are your employees wasting precious time on non-productive activities?

Advantage: Most other development programs cause a temporary improvement in behavior because they don't change the root cause of behavior, which are paradigms (beliefs and a multitude of behavioral habits and patterns). Thinking Into Results teaches how to change habits, and will have your team working together to replace negative group habits with positive ones. A company culture of productivity is developed.

Benefit: Employees will be turning their non-productive habits into productive habits. They will be more efficient and productive in their job, which leads to an increase bottom line for the company, an increase in retention and better performance.

Lesson Four: The Secret Genie

Have you ever wondered what is going on inside the minds of your employees, would you like to know the real secret to success for you and your team?

Advantages: Your people will be taught the root cause of success, which unfortunately most other programs neglect to teach which usually leads to a temporary change in behavior and results. This lesson teaches employees how their mind works, without the knowledge of how the mind works behavior changes of employees will be temporary. Employees are encouraged to take a close look at their daily habitual actions to see where they can become more productive.

Benefits: Team performance improved through increased productivity of each individual. Employees and teams can break free from past results and habitual behaviors. Productivity and efficiency increases as employees and teams work better together.

Lesson Five: Thinking into Results

Do you long for a team of innovative and proactive thinkers, who no longer say "that's the way we do it around here" and are you ready to help your team to tap into their true potential on a regular basis?

Advantages: Employees are taught how to think and how to analyse their thinking. Most people think that they think when all they are doing is re-arranging existing memories and ideas creating mental activity in their mind. Your employees will discover that their results are a reflection of past thinking and to change unwanted results they have to change their thinking. This lesson will help employees take responsibility for their behavior and their Results.

Benefits: Helps teams to come up with creative, innovative solutions to problems. Employees will begin to see problems as opportunities that strengthen themselves, their team and the company. This lesson helps move negative situations that are stuck that have persisted for a while into resources and measurable desired results.

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Lesson Six: Environment is but our Looking Glass

Do you want to create a powerful team that really believes in your vision and in themselves?

Advantage: Employees will understand that to be more productive they have to change their image of themselves. Teams are strengthened through the emphasis of cooperation rather than competition as each individual makes a commitment to improve the functioning of the team.

Benefits: Teams become more productive as they improve their team image. Teams focus less on what the competition is doing and more on what they are capable of achieving as a team. Competition within the team is transformed to cooperation and working in harmony.

Lesson 7: Trample the Terror Barrier

Does your team have an unhealthy aversion to change and are their fears and doubts sabotaging your vision?

Advantage: Employees and teams usually don't voice their fears and doubts so not all issues get addressed when they need to. This program creates an open environment for people to talk about fears so they can replace them with positive thoughts and seek support from other team members. Teams also explore their collective thinking so they can see how they are limiting themselves and the team. Employees will understand the source of their fear so they can move forward in spite of that fear.

Benefits: As employees overcome personal fears they can create effective teams and they can help other members of the team overcome their fears. This leads to all team members becoming more productive and forward thinking, more able to think of creative solutions to problems. This way teams are moving forward into bigger actions and the individual performance of each person is boosted.

Lesson 8: The Power of Praxis

Do your team members take actions and achieve results that are aligned with your vision?

Advantage: Employees can see the connection between their beliefs and behavior. When they change from non-productive to productive actions, their results can then match company vision & strategy. Underlying beliefs are brought out in the open so that employees can change. Other programs may not give this chance for growth because they focus on teaching different behavior..... but if employees are not made aware of the congruency of their beliefs with their behavior, they still may not practice the new behavior.

Benefits: Employees are responsible for helping create a vision of a perfectly functioning team that is reaching its potential. That means they will feel ownership for results of the team and will be catalysts for moving the team and company goals forward in a powerful way. They create the results that they are capable of creating together.

Lesson Nine: The Magic Word - The Magic of Attitude

Have you thought about what attitude really is and how to build great attitudes among your team?

Advantages: In comparison with other programs, Thinking Into Results gives a very complete definition of attitude. Other programs may talk about the importance of having a good attitude, but this lesson really explains what it is and how to change it. This lesson teaches employees how to be focused and to change their thoughts and feelings about situations in the company that aren't going well. When people learn that process they will be able to have control over any situation.

Benefits: Focused teams that have their thoughts, beliefs, and actions aligned will be much more productive and efficient. They learn the importance and the way to create a positive attitude regardless of the situation. They will accomplish more in a shorter period of time so they will be more efficient.



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Lesson Ten: The Most Valuable Person

Do you long for effective leadership within your team and does your team have a good mix of effective followers and great leaders?

Advantages: Helps employees develop qualities of leadership in addition to being able to also be a good follower. Emphasis is on the creation of a positive environment where employees are appreciated for the work they do. There is an emphasis on teamwork up and down the line. This lesson gives opportunities for team members and team leaders to share what they need from each other in order to move towards their goal.

Benefits: Creates cooperation among team members and a positive work environment. Allows team members to emerge in leadership roles which strengthens the team overall. Strengthens and develops leadership and improves communication between teams and leaders. Leaders guide their employees to results consistently in a way that brings measurable results for employees and your clients.

Lesson Eleven: Leaving Everyone with the Impression of Increase

Do you want to build strong stakeholder and customer engagement?

Advantages: Emphasis is on giving with no expectation of return, service to others. Promotes a high standard of performance for all levels in the company—leaders and employees are encouraged to do more and give more than they are paid for. Creates a culture of giving more than expected. Promotes positive relations within teams and between teams because team members start looking for what other people do well and bring it to their attention. Increase in service for your clients. Your clients will seek you and your services out because of the service provided through the Impression of Increase.

Benefits: As a result of this lesson, teams will look for ways to make customers and other team members feel valued and appreciated. This results in satisfied customers that continue doing business with company, smoothly running internal departments, and great company morale.



Lesson Twelve: Magnifying the Mind

Are you and your team ready for a quantum leap in results?

Advantages: Other programs show how to make incremental changes. This program lays out the steps for a quantum leap leading to dramatic results in performance. It introduces guidelines to create teams of people who work with understanding and in harmony towards achieving a unified goal. This process helps you create results in a magnified way free from struggle and confusion.

Benefits: Employees are shown ways to sustain success so they keep getting better and better at what they are doing. Magnifying the Mind results in employees and teams that are focused and empowered with unprecedented increases in performance that you will be able to measure.

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About your Facilitator – Georgia Ellis

Georgia Ellis is the founder of 'Blue Chip Minds' and a certified 'Thinking Into Results' consultant, she specialises in delivering high-impact, practical and integrated training, events and coaching.

Georgia is passionate about building self-awareness in organisations and individuals globally. She is well regarded for her ability to empower individuals and organisations to make their personal and professional goals a reality. Her workshops can be tailored to your specific needs to ensure you and your organisation moves from where you are to where you want to be.

While working with one of Australasia's major global financial institutions with a large footprint within Asia, Georgia was also studying human potential. Her studies lead her to discover just how powerful our marvelous minds are. Georgia began to apply this knowledge and was soon reaping the rewards in her personal and professional life. Georgia began to share the importance of mindset with her work colleagues leading to outstanding results and strong employee engagement. She has been studying Human Potential for over 12 years and also has a number of therapeutic qualifications and certifications in this field.

After 22 years in the 'corporate world' Georgia decided to leave her Senior Manager Role to undertake her own business helping individuals transform their lives. She quickly realised there was a large gap in the traditional training programs offered within organisations. This gap was the need for individuals to first understand themselves before they could achieve greatness at work. Georgia believes that as an individual makes personal shifts, organisations also begin to shift, resulting in increased employee engagement, uplift in sales and a winning edge in the market place.

In 2014 Who's Who Worldwide recognised Georgia for her years of dedication and service to her industry, outstanding leadership skills and day-to-day performance. She was acknowledged for her achievements in their 2014 print publication.

With her skills and expertise, she provides an abundance of knowledge and experience to her clients and her mission is to help clients unleash their full potential and achieve their organisational and personal goals. Georgia can be contacted via email georgia@bluechipminds.com or via phone 0428 123 233



About the program creators Bob Proctor and Sandy Gallagher:

Bob Proctor is widely regarded as one of the pioneer masters and teachers in the professional development industry; Bob Proctor has brilliantly unleashed the true potential of people's minds for over 40 years. Founder and Chairman of the Proctor Gallagher Institute, Proctor authored the best-selling books *You Were Born Rich*, *The ABC's of Success* and *The Art of Living* and is a direct protégé of Earl Nightingale, the undisputed master of changing lives by changing how you think.

When it comes to systematizing life, no one else can touch him. He is simply the best." Bob Proctor is one of the world's leading experts in teaching individuals to push past their comfort zone towards unimaginable success.

Sandy Gallagher was a practicing corporate attorney with over 20 years of expertise handling billions of dollars in mergers/acquisitions and capital-raising transactions prior to teaming up with Bob Proctor, Sandy continues to advise corporate boards and high-ranking executives.

She joined forces with Bob Proctor to create the most powerful business transformational program of its kind. As President and CEO of The Proctor Gallagher Institute, Gallagher brings the impact of Proctor's strategies into both large and small business leadership training programs and is dedicated to teaching organisations how to unleash the full potential of their people.

Building on principles established by legendary founder Bob Proctor, Thinking Into Results targets the specific needs of organisations, large and small. Both Blue Chip Minds and The Proctor Gallagher Institute have been widely recognized for its exemplary work with executives and teams from well known companies such as ANZ Bank, The Marriott Hotel, The Bendigo Bank, General Foods, Re/Max Real Estate, Prudential, IBM, AT&T, General Motors, Merrill Lynch, Verizon, American Express, Lockheed Martin, Anheuser- Busch and Malaysia Airlines.

"Thanks to Bob, my team went from ranking 163rd company- wide in commissions to #11 within the first year, and to #1 by the fifth year. This program is great because you can have Bob Proctor in your office every week - any time you want to just turn it on." – Paul Hutsey, Former VP of Sales, Prudential Life

"It was very overwhelming to learn that your thoughts have been holding you back from the corporate growth you've been trying to experience. This program helped us change the mindset to make a smooth transition from one plateau to the next. One equation was able to take us from just over one million to just under 17 million in a matter of three years." – Christopher Guerriero, CEO and Founder of the National Metabolic & Longevity Research Center; CEO and Founder of Wisdom Book Publishing LLC