

# THE TOTAL FOCUS PROGRAM

“ You Will ACHIEVE more  
In The Next 90 Days...  
Than You Have In Other  
90 Day Period in Your  
Life”

7

## Powerful Reasons Why Your Business Should Engage and Implement THE TOTAL FOCUS PROGRAM

- Eliminate the FAILURE CYCLE
- Stop PROCRASTINATION
- Clear FOCUS
- Precise GOAL SETTING
- MASTER your MIND
- Achieve EXCELLENCE
- ONE TEAM vision

Develop the person. Improve the company



CALL LEW NOW FOR YOUR FREE IN HOUSE  
INTRODUCTORY TALK

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# AIM

To inspire, motivate and educate your staff in overcoming the challenges of procrastination and mediocrity enabling them to GROW and achieve EXCELLENCE for themselves and your organisation.

# HOW

The TOTAL FOCUS PROGRAM has 4 modules:

1. SELF / TEAM ANALYSIS
2. ACTION / GOAL PLANNING
3. MIND MASTERY
4. EMOTIONAL INTELLIGENCE

By working through all 4 modules and completing the "homework" every individual in your organisation will identify with your vision and aspire to ACHIEVE EXCELLENCE....!

# YOUR COMMITMENT

The TOTAL FOCUS PROGRAM is usually run over 2 weeks consisting of 2 x 3 hour workshops.

Alternatively we can run the workshop over a full day.

# OUR COMMITMENT

What is "the difference - that makes the difference...?"

We ensure SUCCESS through the "90 day Challenge"

At the completion of the program we work with individuals and teams every week for 12 weeks, maintaining FOCUS and ACCOUNTABILITY on the goals set.

# GUARANTEE

We guarantee, that if participants, after following The Total Focus PROGRAM do not achieve the results they have set, Pinnacle Team Events will refund in FULL, the cost of the program.

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# Testimonials

Our performance year comes to a close on 31st March and I look back over the past 12 months in which we have achieved in excess of 200% growth in our sales performance.

There is one factor that stands apart from the rest and that is quite simply the transformation of our sales people following their attendance at your Total Focus Seminar. You challenged our people to commit to a 90-Day personal and business action plan that to some stretched beyond what they thought was possible.

Three months after your seminar all the stretch targets had already been achieved and had become the benchmarks for our performance. Our team felt revitalised, in command and hungry for further success. I have a fantastic sales team that has been enriched (both personally and professionally) by your seminar. We're good and you've assisted us in our journey to be great.

DOUG LEE, Head of Sales  
Macquarie Bank Mortgages

I attended your presentation as a part of our Nestle Confectionery Sales Conference and I received some immediate benefits from the 'Do It Now' affirmation - which seemed to tip the balance from inaction to action.

The small subconscious pang of guilt that seemed to accompany each new opportunity to procrastinate was rewarded with a feeling of success each time I applied Do It Now'.

I would recommend your course to others organisations as a MUST DO, and I consider it excellent value.

ALLAN WOOD  
State Administration Manager

# THE TOTAL FOCUS PROGRAM CONTENT

## SELF ANALYSIS

You will be introduced to a series of self-analysis questions intended to help you discover who you are and what you want out of life. We do not dictate goals or legislate desires at Life in Balance, but like Socrates we say that honest and thorough self-analysis is the necessary foundation for creating the life we want. We have structured exercises, tools and concepts to help you reach your own conclusions.

## MIND MASTERY

We are all endowed with a tool of incredible power that is our mind. But how many of us use our minds to tap into our full potential? You will learn our method of 'Mind Mastery' and begin taking control of your thoughts to bring about the life you prefer. You will discover new ways to access your creativity as you learn about the tools necessary to keep doubt and negativity at bay. You will learn the 'Laws of the Mind', and you will discover an exercise of lifelong value: Preferred Reality Conditioning.

## ACTION PLANNING

This is the heart of the program, taking action with a dynamic but achievable goals program. You will explore your dreams, but you will also set goals that can survive honest scrutiny in a program tailored specifically to your goals. Many groups and individuals talk about goal setting; we have devised a practical and understandable method for charting your progress towards goals every day. It is so easy to use that there will never again be any reason not to give your all to achieving your goals.

## EMOTIONAL MANAGEMENT

Years of experience in personal development have taught us at Total Focus that it is not enough simply to equip people with the means and the method to develop themselves. How many people do we know personally who have undertaken self-sabotage and distraction just when they were about to achieve their goals or make positive change in their lives? The answer: too many, and perhaps even ourselves. We will show you how to defeat these urges before they occur.

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