

THE PERSONAL EXCELLENCE PROGRAMME

INTRODUCTION

Why are some people more successful than others?

This question has been asked by individuals and organisations alike since the days of Babylon. If, supposedly, we are all given the same opportunities in life, why are there still people who thrive and prosper whilst others fall by the wayside, destined to follow others? Why do some people fight change in their organisations whilst others embrace it as a positive move forward? Could it be that those who appear to enjoy the trappings of success such as higher sales figures, stronger relationships, more free time and greater wealth are just born lucky?

The answer is quite simple. Successful people THINK differently. Gaining more knowledge and skill will have little or no bearing on whether someone's performance is good or outstanding. Among other things success comes from controlling our attitude and looking for opportunity where others see challenge. And from identifying seeds of greatness where others see adversity.

Following The Personal Excellence Programme delegates will accept change as a positive by:

- Understanding how to develop high self-esteem and enhance the self-esteem of others
- Understanding the benefits of controlling your attitude
- Learning to identify and control negative input from others
- Identifying and challenging any limiting beliefs that are holding them back both in their business and personal life
- Understanding the basics and importance of personal motivation
- Evaluating their own goals and understanding why success is about taking life just one step at a time.

The Personal Excellence Programme is an inspirational and hugely motivating experience. As well as being packed with immediately applicable tips and techniques for improving you business and personal life RIGHT NOW The Personal Excellence Programme offers you on-going support and follow up to ensure that your new found attitudes, beliefs and goals are not just a "quick fix" to a more positive outlook. The Personal Excellence Programme can be a truly lasting and life changing event.

PRESENTER

Clive Gott

Clive's style of speaking is not gentle. He is not renowned for telling people what they want to hear just so that they will like him. He speaks HIS TRUTH with conviction and passion. What qualifies Clive to be an inspiration speaker is the fact is that he has been there and done it, his stories and examples are for the most part experiential. Clive's physical achievements include completing five Ironman triathlons, summiting Kilimanjaro (5800) and Aconcagua (6962) and completing the Marathon Des Sables, reputedly the hardest footrace in the world, all of this after he had lost ninety six pounds in weight. Personally Clive's achievements are no less impressive. Obesity, depression and divorce are just some of the other challenges he has overcome whilst growing a successful International speaking and training business. "Every challenge and every achievement is just another example of how we overcome some of the gaps in our lives." Clive speaks from his heart and personal experience. His passion is to encourage and inspire anyone and everyone, be they Professional speakers, sales professionals, students, world class athletes or smart suited business people in the city to take life by the throat and say "I'm not done yet."

PROGRAM

Introduction

We will ask delegates to introduce themselves to the group in a few short sentences

Decide on our objectives for the programme

We will set a few short-term objectives for what we would like to achieve both personally and professionally during the programme.

Discover the difference between apparent success and mediocrity

Why are some people more successful than others?

The Laws of success

No one has ever achieved, or maintained, their success accidentally. They have, consciously or not, followed a series of laws. Should we chose to follow them too they will enhance our chances of achieving greater success in our lives.

Developing High self-esteem

Discover how to enhance our own self-esteem and that of others.

Discovering our motivation

What is it that drives us to maintain our momentum towards our desired success?

Limiting and empowering beliefs

We will examine our existing beliefs and decide whether they are working for us or against us. How can we change our beliefs?

Developing a positive attitude

We will discover how to develop an attitude that enables us to look at even the most negative results in a positive way.

Maintaining a positive attitude

Developing a positive attitude is the easy part. Maintaining it in a negative environment is a whole new ball game.

The art of re-framing

Taking an apparent negative situation and working to find a positive meaning.

Understanding and developing positive anchors and triggers

We all have anchors in our lives (the 'our song' syndrome.)

Developing ones that work for us is the key to maintaining a positive attitude.

Comfort zones.

Understand the existence of, and learning how to expand, our comfort zones.

Understand why and how successful people set goals

There are four main reasons why people do, or do not, set goals.