

FocalPoint
powered by **Brian Tracy Global**
Coaching & Training Excellence



**Perform at Your Best with
Strategic Leadership**



PERFORM AT YOUR BEST MAXIMUM ACHIEVEMENT

The Goal

Why are some people more successful than others? This question has been studied by the greatest thinkers throughout the ages. The custom content from this program has been selected to give individuals the strategies, methods and techniques practiced by the most successful, happy and productive people in our society

Where We'll Start...

The most effective leaders in the world are those people who have high self-awareness and have spent time through self-introspection understanding their own strengths and challenges. They know themselves well and equally, have a good understanding of their teams. They build effective teams through balanced behavioral styles and recognize how to position team members to achieve the greatest success. The 'Perform at Your Best with Strategic Leadership' development program will begin with a TTI Workplace Stress Quotient™ assessment and then a TTI TRIMETRIX® assessment.

Workplace Stress Quotient™ Assessment

Our workplace Stress Quotient™ assessment measures seven index factors, revealing how stress affects the overall health, productivity and morale of both individuals and workplace teams. Identifying these root causes allows conversations to begin about how to infuse other tools and direction into organizations to help improve employee performance and productivity.

TTI TriMetrix® EQ & Competency Assessments

TriMetrix® EQ & Competency Assessments provides insight to four distinct areas: behaviors, driving forces, EQ (emotional quotient and competencies). Understanding strengths and weaknesses in each of the four areas will lead to personal and professional development and a higher level of satisfaction.

Behaviors allows you to attain a greater knowledge of yourself as well as others. Driving forces provides information on the why behind your actions, which with application and coaching, can tremendously impact your valuing of life. Your EQ is the ability to sense, understand and effectively apply the power and acumen of emotions. Finally, Competencies represent 25 key competencies and ranks them from top to bottom, defining your major strengths.

How You Benefit

Learn personal leadership and how to set goals, take responsibility, manage your emotions, think for success, manage your career, develop high performance teams and achieve balance in your life.



Go ahead...
advance to the
front of the pack!

The Program

- Keys to Peak Performance and Personal Leadership
- **Dynamics of Personal Leadership**
- The Seven Mental Principles to High Performance
- **The Key to Peak Performance**
- **Taking Charge of Your Life**
- Releasing Your Brakes
- **Managing your Emotions**
- **Programming your Mind for Success**
- Changing Your Self-Concept
- The New Mental Diet
- **The Master Skill of Success**
- **Seven Steps to Goal Achievement**
- Focal Point – The Power of Concentration
- The Challenges of Change
- **Managing Your Career**
- **High Performance Team Work**
- Eliminating Stress and Tension
- Unlocking Your Creativity
- Developing a Success Personality
- The Integrating Principle
- **Achieving Balance in Life**

Yellow: Classroom

White: Additional Bonus Audio



STRATEGIC & HIGH PERFORMANCE LEADERSHIP

The Goal

Knowledge, technology and competition are increasing today at a rate never seen before. To survive and thrive in a fast-changing world, leadership must out-team, out-think, and out-perform their competitors – every single day! To get more done with less resources and function effectively in times of rapid change.

How You Benefit

Each session will provide you with a series of practical ideas you can use to immediately improve your effectiveness as a leader. You learn specific, proven, practical ways to plan, organize, staff, manage, motivate and think better than ever before. The material is designed to be actioned and to assist you in becoming a better leader.

The Canada-Alberta Job Grant Program can Work for You

The material in this extensive leadership development program is essential for developing the current and future managers and leaders in your organization; unfortunately, the cost of providing such training often stands between desire and ability. With an approved application for a Canada-Alberta Job Grant, you can get two-thirds of the cost covered from the grant. The details can be found at www.AlbertaCanada.com/jobgrant. Ask the FocalPoint representative who is sharing this information with you for a 'Completed Sample' application and further details on how to apply for the Job Grant.

Program Configuration

In keeping with the requirements of the Job Grant criteria, the program can not begin, and, it is highly recommended, not to be paid for, until your application has been approved. Once the grant application has been approved, you may register the participants and will be required to pay the full amount of the training at that time. You can then complete a second application for 50% of the grant portion (one-third of the total cost) and get part of the expense reimbursed quickly. Within 30 days of the completion of the program, you will complete the last application for the remaining third of the grant reimbursement.

The program ideally runs for 3 hours on a set day, every 2-3 weeks within a 4-5 month window. The program involves a total of 29 hours per participant.

Program Cost

The full 29 hour development program including the Workplace Stress Quotient™ and the TTI TRIMETRIX® EQ & Competency assessments are great value at \$5,400 plus GST per participant. When you apply the job grant opportunity, it is an *exceptional value*.

Total Program Cost minus the [Canada-Alberta Job Grant](#) equals Your Investment

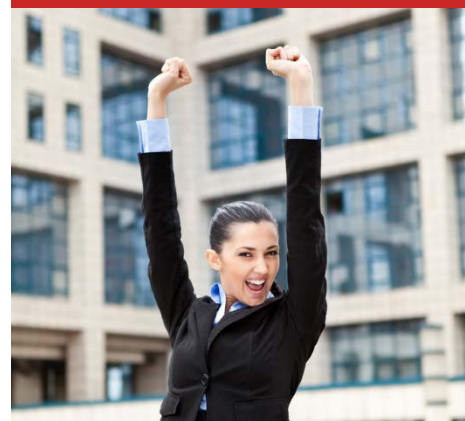
$$\text{\$5,400} - \text{\$3,600} = \text{\$1,800 per participant}$$

The Program

- **Becoming a Leader**
- **Key Functions of Managers**
 - Seven Secrets of Managerial Success
- **How Excellent Leaders Lead**
- **The Formula for Strategic Planning**
 - Becoming a Master of Change
- **Motivating People for Maximum Results**
- **Creating a Great Place to Work**
 - Fielding a Winning Team
- **Communicate With Power**
 - Boosting Employee Performance
- **Delegation – The Key to Leverage**
- **Inspecting What You Expect**
 - Coping With Difficult People
 - The Manager, Coach & Confidant
 - Getting the Best Out of Others
 - Meeting Management Magic
 - How to Solve Every Problem
- **Making the Best Decision**
 - Balancing Your Total Life

Yellow: Classroom

White: Additional Bonus Audio



Canada-Alberta Job Grant Leadership Development Opportunity

Develop your leaders at one third the cost with the Canada-Alberta Job Grant

- ✓ As a registered Alberta corporation you can apply for a Job Grant to assist with training and development
- ✓ Your employees must live in Alberta and you need to continue to employ them after the program
- ✓ The **training provider** cannot be part of your entity. Hence - **FocalPoint**
- ✓ We will assist with the application process by providing the necessary information to make it easier. See www.AlbertaCanada.com/jobgrant for more information on the program

Your Compelling Why...

- ✓ A unique opportunity to invest in the development of your current & future leaders in a highly cost-effective way
- ✓ A program consisting of 29 hours of classroom based experiential learning over 24 weeks
- ✓ A customized leadership curriculum from one of the world's premier training and development companies
- ✓ A certified and experienced facilitator with over 30 years of senior leadership experience with a Global Fortune 500 Company.
- ✓ An opportunity to give substantial training to your team that would not likely otherwise be feasible.

Invest in YOUR TEAM

Create opportunities for growth and advancement

Utilize your precious resources wisely

Build an unstoppable leadership team which will help your growth & subsequent economic contributions to Alberta

The Solution

The 'Perform at Your Best with Strategic Leadership' program incorporates sessions that Brian Tracy has shared with more than one million people around the world. Many tens of thousands of people in some of the biggest and best corporations have been through these programs and ranked them as the finest seminars and workshops on personal and professional development ever created.

The Training

A fully flexible, multi-media, video-assisted training program complete with workbooks, exercises and audio CD reinforcement. Designed to fit into 4 months with 2 hours of individual debrief and 26 hours of facilitated instruction.

Stephen Simms, MBA

Business Coach | Trainer | Facilitator | Speaker

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