

## Dr. Zimmerman's *JOURNEY TO THE EXTRAORDINARY*

Day One 8AM to 5PM total of 8 hours

*Theme:* **TAKING CHARGE:** *Motivating Yourself To Achieve More Than Ever*

*Overall Description:* Peak Performers ... in any profession ... at any level ... have invariably mastered the 6 keys to personal and professional transformation. They have mastered the keys of self-esteem, purpose, goals, attitude, risk, and balance.

And Day 1 of the JOURNEY gives each participant the tools he/she needs to be a Peak Performer ... all the time ... no matter what ... on and off the job.

- Topics:*
- 7 strategies for unshakeable confidence ... no matter what's happening at home or on the job.
  - 10 questions that will help you determine what you really want out of your career and your life.
  - A process for figuring out your purpose ... so you live your life *on purpose* rather than *by accident*.
  - The #1 biggest block to the use of your full potential and how to eradicate it once and for all.
  - A process for setting your goals and an easy, 10-minute exercise that ensures the actual attainment of your goals.
  - A simple way to turn ideas into action – and why the first action step you take significantly shortens the road to success.
  - The danger of living in your comfort zone and how to get out of it. How to know which risks are most likely to pay off.
  - 8 skills that lead to a positive attitude and a never-ending source of energy and motivation.
  - 9 strategies that neutralize stress, no matter how busy your life is.
  - How to create true balance in your life – without sacrificing results (even if you don't think you're overworked, overstressed or out of balance!)

## **Dr. Zimmerman's *JOURNEY TO THE EXTRAORDINARY***

**Day Two 8AM to 4PM total of 7 hours**

*Theme:* **PEOPLE POWER:** *How To Build Positive, Productive, Profitable Relationships With Your Coworkers, Customers, And Family Members*

*Overall description:* It doesn't matter if you're an executive, a manager, a team leader, team member, employee, parent or spouse; you've got to work with people. You've got to know what "motivates" them and what kinds of things build solid, cooperative, and lasting relationships with those other people.

Day 2 of the JOURNEY skips the boring, impractical theories delivered in so many programs and gets right down to the nitty gritty skills that actually work. You learn people skills you can use today ... to get results today.

- Topics:*
- 5 languages of cooperation and how to speak them so you melt people's resistance to change.
  - 5 reasons people refuse to go along with you.
  - #1 key in getting people to happily do what you want them to do.
  - 2 listening systems that ensure understanding and improve relationships ... and a powerful tool to help you pick up the most important part of the conversation - what's not being said.
  - 12 recognition strategies that motivate others to do their very best ... on the job or at home ... but cost you nothing.
  - Ways to phrase your questions ... so when you ask for what you want ... others feel naturally inclined to say "Yes"
  - Strategies that inspire your team to accomplish even the most demanding goals by giving maximum effort.
  - A simple script you can follow that easily incites change in any team member who hasn't been sticking to his/her end of the bargain.
  - How to create a fun and profitable work environment where your coworkers want to work and your customers want to buy.
  - 9 brave questions you need to ask your employees, colleagues, customers and family members to build better relationships (even if you don't think you're overworked, overstressed.)