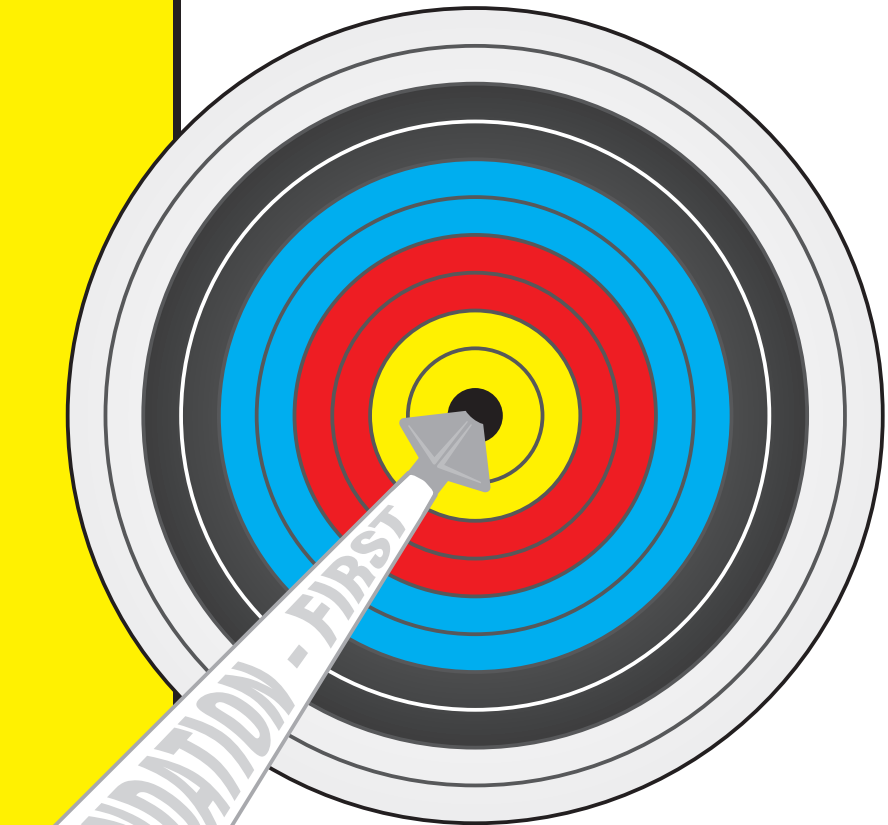


a new target
is always in
your favour[©]



FOUNDATION - FIRST

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Business Growth

The 11 topics will provide you with mentoring to enhance and develop your role in sales and business. By applying the proven principles to your professional life you can create a strong momentum and enrich your business experience. You can develop customer loyalty and expand your sales success with your existing and future customer base.

- 1. 5 Questions** - Questions for you to open up your thoughts and help to focus on your future. Have a team of people around you, to support you and simply make it happen.
- 2. Embrace + Decide** – You have two choices in life; to be happy or miserable; it is just a matter of how you look at things. That philosophy is something everyone can control It's all about mindset – What you decide to believe, how you decide to think.
- 3. Continual Personal Development** - In order to move forward in life - I suggest that you undertake a continual personal development plan. Think about who you associate with; what you read and what you listen to.
- 4. The Importance of Brand** - What do you think of when you hear the term Brand? Do you know that what you do is worthwhile and how you do it is worthwhile?
- 5. Unstoppable Foundation** – Create an unstoppable attitude, nothing stands in the way of winning. We need to understand your self-worth and help you understand your self-worth.
- 6. Be a Friend in Business** – Be a friend in business and help people spend their money wisely. It's very important that you put your customer before yourself.
- 7. Client Champions** – Creating a client champion is very important. What is a champion? It's someone who represents you when you're not with them. This person actually is a business builder for your business without any formal request to be such a contributor.
- 8. The Money; Authority; Need** - To develop the trends and trade and ultimately profitability. It is important not to assume, always find out who controls what in an organisation.
- 9. New; A Winning Formula** - Let's take the word NEW, there could be a novelty value with anticipation of what is NEW. You could stimulate interest – people might be curious.
- 10. Go to the People You Know** - I've been talking to some salespeople recently who have just taken over a new territory and some of the points we raised I found very interesting and I thought I should share them with you today. There may be some items that you could take on and use in your own career
- 11. P.R.O.F.I.T.S.** - Take hold of your destiny by having a map to follow. Businesses talk about profit so I suggest that we focus on profits however as a foundation for action. If you take the word profit, each letter, just look at each letter and discuss yourself or with someone you trust

Personal Growth

The 11 topics will provide important support and proven techniques to apply to your life. You can apply these principles to your family and friends in terms of understanding personal priorities and needs. Your belief and confidence in yourself will have a greater clarity and positive results will be inevitable when you follow the steps to achieve your goals.

1. **Basic Principles 1** - The best way to move forward in life is to move forward in life with decisions and people will follow you. Keeping true makes your mind clear. Being honest - people need to be able to trust you
2. **Basic Principles 2** - Let's consider some points which strengthen our personal growth and aspects of life which tend to affect our future success. Keeping in mind basic principles of life will ensure consistent success.
3. **Daily Inspiration 1** - I suggest that it's important to take some form of daily message or daily inspiration. I am going to give some examples of what has inspired me. Some Statements, Some Comments, Some Observations. I recommend that you listen to these and decide which have an impact on you
4. **Daily Inspiration 2** - These words have been an inspiration to me. I would like to share them with you today
5. **Daily Inspiration 3** - 'It's not what you hear today that makes the difference - it's what you do with what you hear today that makes a difference. Actions make things happen' Alan Guest
6. **Goal Completion 1** - There is an article from the American Society for Training and Development Study - on Goal Completion. I found it intriguing and I want to share this with you. I started to think about the importance of goal setting and the fact that this article highlights some basic points that are very important
7. **Goal Completion 2** - People working together become Safety nets; Foundations; Support. A goal in my view is something important to the individual and it is important to understand what is vital
8. **My Dad Said** - I often compare my life experiences to information and advice from over the years from my dad. My dad Ken always taught me as a boy that your life is mapped out. I didn't quite understand him at first and then as my life has evolved examples have come into play that prove his theory
9. **Your Tool Bag** - My dad gave me individual tools as my life progressed to put into my tool bag. He knew that one day I would need a particular tool in a set of circumstances when he would not be there to help me. The tool bag is a good analogy which I believe in
10. **Your Post Card** - Everyone is on a journey - some people take the journey one day at a time; not concerned about the destination. And then wonder sometimes why did I end up at this location?
11. **Is There a Secret Recipe?** - How do people succeed? What makes the difference? Is there a secret?

Life's Jigsaw

The 11 topics will provide thought provoking ideas and guidance which can help your journey in life both personally and professionally. You can create a life full of positive, happy and worthwhile experiences whilst helping people around you to move forward in their lives. What you say and do will give others the inspiration to believe in themselves and together you can work to create a positive impact.

- 1. People are the Key** - It's certainly worth considering loyalty and how loyalty can be a foundation to the success of everyone connected, to you, and what you believe. It's often considered that you need to look after yourself. My suggestion is to focus on others before you focus on yourself
- 2. Do What's Right** - It's supporting each other that will make all the difference to everything we do; say; and the legacy we'll leave behind. Businesses that last are based on people
- 3. Approaching Life's Lessons** - Proven Principles in life apply to success. There will be sacrifices you may be at the beginning of a journey and feeling unsure. Don't be reading other peoples post cards regretting or wondering why you're not there
- 4. The Truth is Hidden in Plain View** - The truth is hidden in plain view - that statement is very true and very powerful. In the same way as you can't see the wood for the trees - what is obvious is often hidden. The truth is hidden in plain view, is a statement I heard some years ago, and it has stuck with me because I believe it to be absolutely true
- 5. Attitude Matters** - I suggest that we use the word attitude and take each letter and subdivide it into words to remember. Your attitude is the key to your life and your success
- 6. Creating Your Own Post Cards** - By all means have postcards of other peoples destinations. Have postcards of peoples holidays. I find it interesting that sometimes when a postcard arrives and you see the photograph of the holiday location it stimulates thoughts about – I'd like to go there. How about creating your own postcards?
- 7. A Few Good People** - One voice with a genuine message and a true conviction will be heard eventually. A Few Good People who decide to follow a true path together will do amazing things together. Your life will be enriched by finding a few good people to work with and trust
- 8. People Need to Smile and Sparkle** - Give to others the confidence to move forward. Other generations that are now on their journey need to have that smile and sparkle
- 9. Someone Has To Be First** - Someone has to be first. Someone has to achieve something – that has never been achieved before
- 10. Obstacles Can Be Overcome** - You may want to achieve something but have a set of circumstances which prevents you - Keep your focus. You may feel as though the task is too big – Keep going towards your goal
- 11. We Meet People for a Reason** - I suggest that we need to assess what's important to us. I often think about people from different generations in my family. I've started to look and question the steps that were taken by different people to meet each other. What their combined strengths have meant and will mean to future generations