



GOING BEYOND SUCCESS

Proven Processes Maximize Employee Performance

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Overview

The **Going Beyond Success** Corporate Workshop provides accessible, practical tools and resources that enable employees to reach new levels of job satisfaction and productivity . — dramatically and quickly impacting your bottom line. The increased productivity is fueled by teaching employees out-of-box approaches that reclaim unproductive time, create a supportive and cooperative work environment for all employees, and change self-sabotaging behaviors at the root cause. Workshop participants speak of dramatic results:

- ✓ I applied what I learned to produce business results that are unexpected and surpass anything I believed possible. This year my results are double what they were last year, and may very well triple. I have great clients, I'm getting consistent referrals, and it's all happening in fewer hours . — leaving more time for the other areas of my life. . — *Mary Ford*

A Different Approach With Proven Results

Few corporations understand how deeply and directly the subconscious influences behavior, interactions, results — and ultimately the bottom line, The effects of the subconscious cannot be changed with willpower, attitude or effort. With the tools and information provided in the **Going Beyond Success** Corporate Workshop , employees can identify and learn to eliminate bad habits and self-sabotage at the root cause. 'Trying' is replaced by accomplishment, and frustration is replaced by achievement. This process completely changes standards, goals, and ambitions, going beyond what people thought was possible for themselves, their careers, and their workplace. And the process has proven to work time and time again. A salesman doubled his annual income within months of taking a workshop. A manager radically improved her work environment and relationship with both direct reports and customers, achieving a promotion she had not considered possible.. A director set annual goals for his department seven times higher than the previous year based on results seen to date.

Most people are competent, and are successful in many ways. They've learned to minimize their weaknesses and maximize their strengths to the best of their ability to meet requirements. This work goes far beyond those accommodations by allowing people to remove weaknesses most consider innate, and discover strengths they didn't know existed, all by tapping into the subconscious. The impact on the corporate bottom line is direct and immediate as performance increases, relationships become supportive and contributive, and employees attach personal status to their success at work.

Why it Works

Reducing absenteeism and subsequent lost work: Subconscious self-sabotage creates both illness and avoidance behaviors that can be eliminated.

Increasing employee productivity: Tools and insights can eliminate distraction, 'busy' work, procrastination, and dramatically reduce mistakes and do-overs.

Increasing employee satisfaction and morale: Replacing subconscious negative reactions with patterns that provide employees with a sense of personal status obtained through achievement actually creates enjoyment of productivity, so people literally feel good about working harder.

Increasing employee retention: The connection of personal status with loyalty to the company creates a strong attachment previously achieved only through ‘family-owned’ operations.

Building a cooperative and contributive work environment: As employees learn to manage subconscious reactions in themselves and others, this falls into place without direct effort, but with great benefit. Direct effort produces phenomenal results.

Increasing monthly sales: At the subconscious level, fear of success is more of an inhibition than fear of failure, because it imposes increased requirements. By removing fear of success blocks, the lid is taken off growth rates.

Increasing client base: The ability to manage subconscious reactions in themselves and others allows employees to successfully interact with a broader pool of people, with much higher closing rates.

Increasing networking scope: Different people report different reasons for this result. Some say it’s because of increased confidence and time, others because of increased energy and interest. The most common reported result is that networking becomes fun, and the person becomes an originator of networking interactions instead of a participant. For example, one couple in sales started a networking breakfast event that is still growing in its third year.

Increasing synergies within the company: Out-of-the-box thinking generates new energy, new ideas and new dynamics. The results are often unexpected because the ideas are new.

Decreasing office politics: Another result that ‘falls out’ without direct effort, this occurs because of changes in interpersonal dynamics, and the employees’ abilities to manage reactions.

Comments from Participants

- ✓ This is the best course I have taken in thirty years. All the other training I have taken suggested techniques and actions based on the consequences of how my brain worked. I never had the success I wanted because what I needed to do was address the root causes of my habits, and your course does that. . — *Mike Fletcher*
- ✓ The concepts that Patricia Wall teaches are simple but all encompassing. They allow you to move mountains... Following the workshop, I began to apply what I learned and there were immediate positive and lasting results. Every interaction at work was measurably improved. Relationships with co-workers, clients and management were effortless; I was taking in new concepts with ease and coming up with creative solutions to problems. This was exciting and has given me a renewed sense of energy for my career. My meeting time is spent effectively developing options, being creative in advancement of key files. Added bonus, a recent promotion that I previously did not believe was attainable. I can accomplish more, better and in less time. I no longer feel fatigued by the idea of coming into the office. To the contrary, I feel energized and excited about the endless possibilities that exist for my career - however I choose it to be! . — *Stephanie Moine*

Refer to Comments from Participants section for MORE statements of results in the workplace. *Workshops can be tailored to suit the goals, requirements and priorities of the clients.*

Why Subconscious Threat Reactions Cost Companies Big Money

Procrastination, loss of focus, frustration and boredom are all symptoms of subconscious influence. Situations that are 'normal' in modern life can be interpreted as a threat by the subconscious. Subconscious reactions to threat generate body chemistry and behaviors that are enormously distracting, physically and mentally impairing performance.

Unlike the modern, rational and reasoning cognitive brain that is the center of your thoughts, the subconscious operates in programs rooted in primitive survival instincts. These reactions cannot be controlled by willpower or discipline. By changing the programs that generate reactions using self-mastery tools, the employee can learn to change their own body chemistry and behavior, and achieve performance that wasn't physically or mentally possible in the past.

Threat reactions take one of three forms: Stand & Fight, Run Away, or Freeze & Hide – all of which directly affect the bottom line by impairing production and performance.

- ◆ Stand and Fight reactions look like irritability, aggression, sarcasm, impatience, demanding, short-temper, criticism, challenging, ignoring, and heavy sighs. A sure sign of a Stand and Fight reaction is when people are irritating you.
- ◆ Run Away reactions are forms of avoidance or escape: procrastination, forgetting, misunderstanding requirements, passing the buck, getting sick, tuning out, being late, missing deadlines or meetings, and losing your cell phone or keys. A sure sign of a Run Away reaction is when you have something important to do, and find yourself doing busy work instead.
- ◆ Freeze and Hide reactions are forms of withdrawal. Freeze and Hide reactions can look like the same behaviors as Run Away, as well as boredom, lack of interest, tiredness, ongoing distraction or illness, sadness, self-criticism, inability to get going, not knowing how to start. The extreme Freeze and Hide reaction, caused by ongoing reactions or sustained reactions, is clinical depression. A sure sign of a simple Freeze and Hide reaction is when you find work a drag.

None of these subconscious threat reactions can be controlled with willpower, attitude or pulling up your socks. The **Going Beyond Success** Workshop is designed to teach employees to identify reactions and provides tools that can be used to control and eliminate reactions.

Refer to [Comments from Participants](#) for statements of results in the workplace.

Cooperation and Contribution: The Battle for Territory

In the modern workplace window seats are important territory. They represent status, privilege, and recognition. The basic drive for territory hasn't really changed since the early days of man's existence, and primitive subconscious programs often create conflicts, behaviors, and reactions that interfere with cooperation and contribution. What constitutes territory in a modern workplace is much bigger than where your chair is, and much more important for the subconscious mind.

The subconscious will have a territory threat reaction any time there is any interaction that involves resources. Resources could be time, personnel, equipment, knowledge, compensations, access, or comprehension.

Resources can be as esoteric as competence. For example, if a job has a set of requirements that the employee understands and feels competent performing, then any change to those requirements may be construed as a threat by the subconscious mind. It doesn't matter if the employee considers the change simple and reasonable, because that consideration is a rational brain function. Threat reactions trigger body chemistry that may result in illness, tiredness, loss of enthusiasm, foggy thinking, forgetfulness, and sabotaging behaviors. A simple change in requirements can trigger a threat reaction that may be invisible to anyone who isn't conversant in recognition of subconscious reactions: all that will be detected is the resultant loss of performance.

The **Going Beyond Success** Workshop educates employees in recognizing the occurrences and effects of territory conflicts, and provides tools that can be used to make concrete changes that improves relationships in the workplace, and reduce employee stress. Ending the effects of the subconscious sabotaging behaviors has a dramatic positive effect on cooperation and contribution, resulting in a dramatic positive effect on workforce productivity and an increased bottom line.

Refer to [Comments from Participants](#) for statements of results in the workplace.

Office Politics

Without an understanding of subconscious tribal programs and their symptomatic behaviors, you probably don't view gossip, power struggles, and other forms of office politics as the expression of the survival instincts of the subconscious mind. However, that insight and some useful tools can morph the negatives of office politics to create a supportive, cooperative and highly productive work environment.

There are two models necessary for achieving a workplace environment where people contribute to each other's performance instead of distracting and undermining with politics. The second model is needed for environments, such as sales, that deliberately foster competition to induce performance.

To achieve contribution and support, it is necessary to ensure that each person feels the other person is a contributor, rather than a detriment, to their position and status. A detriment is a threat, a rival, an enemy. A contributor is treated as a member of the tribe that is valued, nurtured and protected.

Competition environments also benefit from removing the sabotaging effects of subconscious programs. Power and control dynamics are always a symptom of subconscious competition for resources. Often, this awareness is present cognitively, with the real competition for promotion, achievement, or real resources. When the subconscious programs are removed from competition dynamics, threat reaction chemistry is also removed. The distraction and physical interference of subconscious threat reaction symptoms inhibits performance, and removing those effects increases capacity for performance, allowing an escalation in performance. As stresses of reactions are removed, the ability to achieve more is released, and it shows in results.

The **Going Beyond Success** Workshop provides insight into these and other dynamics and provides tools and techniques that allow employees to create supportive environments, and enhance competitive environments. There are tools specific to personal interactions which can change an individual dynamic, as well as structure and group dynamic tools for managing meetings, groups, and the interaction of reporting structures.

Refer to [Comments from Participants](#) for statements of results in the workplace.

Employee Satisfaction & Morale

The subconscious mind does not perceive the world the way the cognitive, rational, modern mind does. Subconscious programs haven't been updated for thousands of years, and that primitive perspective is immersed in evaluation of threat, conforming to group requirements, and status to secure one's position within the group.

The effects of the subconscious are not detectable in thought, but in body chemistry, behavior, and emotion. The easiest way to detect the effects of subconscious programs is to watch how others react to you, and notice when their reaction conflicts with your intention for the interaction.

Consider providing orders to a direct report. Many managers will couch orders in conversation, or discussion of requirements, so that the reporting individual is engaged in the task, rather than feeling controlled or bullied. Inevitably one may be aware of resentment of added tasks, even when those tasks are appropriate, reasonably presented, and appropriately received. Obviously if the person is time-challenged, resentment might be considered inevitable – but it is never a useful result of interaction, and can't have a good effect on performance. A worker who is resenting their work load is not as effective in reducing their work load. You can reduce occurrences of resentment with an understanding of subconscious function. Workshop tools can be used to eliminate resentment from interactions.

The **Going Beyond Success** Workshop provides tools and information so that reporting structures can operate effectively without triggering damaging reactions like resentment. Using tools to connect employee performance with status that satisfies the subconscious can align employee priorities with company priorities and directly improve performance results.

Many progressive companies have created great incentive programs, recognition programs, and ways of confirming that they value their human resources. There is great value in supplementing those good ideas with awareness of the affect of subconscious programs in every interaction, and using that awareness to reduce or eliminate even minor resentment that can distract workers from their work. A happy worker really does produce more.

Refer to [Comments from Participants](#) for statements of results in the workplace.

Why Employees Love Self-Mastery

Employees are engaged by the information and tools provided for their use because of direct benefits in their own lives. During the workshop, they are easily and immediately able to recognize and apply applications that affect their quality of life in the workplace. They are also able to understand that improving relationships affects all areas of their lives, resulting in as many reports of personal benefits as professional benefits. Since employees who are happy at home are in a much better position to perform at work, this is of direct benefit to the corporate bottom line.

Employees report that the tools are sustainable, so that benefits not only continue, but continue to grow. The more they apply the tools, the more they realize other areas in which using these concepts will benefit. The results grow, so that reports of positive results are still be received years after a workshop has occurred.

Employees also report that self-mastery tools allow them to apply concepts learned in other training more effectively. Often training programs require changes of routine, new behaviors, or establishing habits. Initial enthusiasm wanes and the benefits are lost. Using the tools of self-mastery, employees are able to use the subconscious to put training habits or behaviors in place effortlessly, and see those benefits.

The positive implications are obvious during the workshop, inspiring initial activity using methods. Immediate positive results typically inspire even more use of the methods, and more positive results. Of all comments, sustainability is the most lauded benefit for individuals.

A few excerpts from comments demonstrating the personal results for employees:

Today, I have outcomes that are aligned with my decisions in all areas of my life. For my work that translates into excellent relations with clients, co-workers and management. My meeting time is spent effectively developing options, being creative in advancement of key files. Added bonus, a recent promotion that I previously did not believe was attainable. I can accomplish more, better and in less time. I no longer feel fatigued by the idea of coming into the office. To the contrary, I feel energized and excited about the endless possibilities that exist for my career-how ever I choose it to be! SM

And as a Division Director I will get to work with people who see the role as a fulfillment of who they are - it doesn't get much better than that. RF

I found learning the tools that Trish taught and applying them proved to be sustainable. Not just feeling good for a week or so, but on going. And there's still lots of work to do, but now every day is a joy. MF

Not once did I feel like I was selling, it was the most wonderful feeling, knowing I was providing the individual with exactly what they wanted. This work has and will continue to change my life, my struggle with client interactions is gone and I trust that all that I need will show up if I stay true to who I 'be.' And I know this is just the beginning. RF

Workshop Syllabus

Schedule for Day 1 and Day 2

9am to 4:30pm

Lunch break: 12:30-1:30

Coffee and water will be provided.

A brief break will be provided morning and afternoon.

Hand-outs and materials for exercises will be provided.

Communication devices are required to be set on vibrate.

Tools and information delivery is structured in building blocks, so missing any sections will interfere with comprehension in other sections. To retain the value of your investment, only full attendance is worthwhile.

Section 1: How the Subconscious Affects You

Understanding brain stem and limbic system functions and their effect on body chemistry, subconscious communications that affect reactions in other people, and behavior.

Identifying reaction chemistry, and tools for making conscious changes to your body chemistry to change reactions in yourself and others.

Recognizing types of reaction effects in yourself and others, allowing insight to manage interactions and results of interactions. Tools for managing the interactions in later sections.

Apply for direct positive impact on:

Relationships with customers, co-workers, suppliers, even family.

Communications and meetings.

Identifying lost time and lost performance effects in yourself and others, and changing those results.

Reporting chain interactions and results.

Section 2: Identifying and Eliminating Triggers and Programs to Change Results

Identify 'push your buttons' triggers and the tools to eliminate them.

Identify self-limiting behaviors, both known and hidden in subconscious, and tools to eliminate them.

Identifying subconscious programs affecting your outcomes, and how to remove them.

Section 3: Achieving Great Results

Identifying subconscious sabotage of prioritizing with tools to correct to achieve more focus, more directed effort, and more results.

Identify damaging subconscious sabotage programs, and eliminate them. For example, the subconscious mind considers conflicting or changing requirements a threat, and will trigger withdrawal reactions that undermine focus with body chemistry. It may look like illness, tiredness, distraction, forgetting, procrastination, or fuzzy thinking.

Eliminate negative self-talk.

Eliminate struggles with decisions or questioning decisions (when information remains the same.)

Identify destructive impacts of primary reactive behaviors such as codependence, passive aggressive behavior, and status/territory conflicts. Tools for management, resolution and change provided.

Section 4: Beyond Successful Interactions to Maximize Results

Go beyond successful interaction by identifying patterns in interaction behaviors and changing them to maximize results. Tools and analysis can be applied to interactions and relationships with clients, suppliers, peers, and reporting chains.

Learn to use tools to improve environments and interactions, particularly:

Competition

Power and Control Dynamics

Contribution, Support, and Cooperation

More Effective Meetings.

Section 5: Goals Beyond Success

Identify inhibiting primitive programs and tools to make root-cause change.

Using specific examples of individual situations to practice identifying and solving subconscious influence and interference.

Recognizing limits imposed by the subconscious and removing them to go beyond success.

**Comments from participants
Of Self-Mastery Workshops with Patricia Wall**

We recently held a career event featuring Patricia Wall. By doing this we felt we could attract people where our career may be a fit for them. The attendance at Patricia's event was unprecedented in that we had at least 10 times the number of people we would normally attract.

Many people stayed behind to ask questions and talk to representatives from our company as well as with Patricia. Follow-up was very positive with a high number of people requesting information on careers with Investors Group as well as Patricia's programs. It certainly has given us something to build on in future events. Also by recording the event we have a great marketing package we can now use for future events. We have already booked Patricia for a spring workshop.

I know that working with Trish in our business building efforts will yield results beyond our expectations as we are offering people something with no strings attached. The goodwill created from these events is beyond measure. I know that we will attract the right people to our corporation and everyone will benefit. People will have careers they love and clients will benefit from working with quality consultants who are generally concerned with their clients well being. And as a Division Director I will get to work with people who see the role as a fulfillment of who they are - it doesn't get much better than that. RF

After the workshop it became apparent to me that the principles and concepts learned could be easily applied in every area of my life. Although I felt accomplished in my career, I observed that I was regularly feeling fatigued by the mere idea of work. The daily negative client interactions and unreasonable demands from management were wearing me down. There was this overwhelming sense that "there has got to be more to life". I believed that work had to be hard, that success came at a high price (i.e no time for one's self, sacrifice of personal relationships and goals). Moreover, that I was probably going to have to put up with a lot more stress if I planned to advance my career further.

The concepts that Patricia Wall teaches are simple but all encompassing. They allow you to move mountains... Following the workshop, I began to apply what I learned and there were immediate positive and lasting results. As I gained an understanding of primitive tribal programs and how my subconscious was influencing mine and others behaviors I began to see how my decisions were not aligned with the outcomes I wanted. By applying the principles and simple tools that Patricia Wall teaches, I was able to understand and evolve to such a degree that every interaction at work was measurably improved. Relationships with co-workers, clients and management were effortless; I was taking in new concepts with ease and coming up with creative solutions to problems. This was exciting and has given me a renewed sense of energy for my career.

Today, I have outcomes that are aligned with my decisions in all areas of my life. For my work that translates into excellent relations with clients, co-workers and management. My meeting time is spent effectively developing options, being creative in advancement of key files. Added bonus, a recent promotion that I previously did not believe was attainable. I can accomplish

more, better and in less time. I no longer feel fatigued by the idea of coming into the office. To the contrary, I feel energized and excited about the endless possibilities that exist for my career-how ever I choose it to be! SM

I have always been in sales, in one capacity or another. I am good with people, and I have some good career accomplishments, but never seemed to rise above a particular level. Why was it that I felt I was living a Wal-Mart life with Holt Renfrew tastes? Despite the face of success and accomplishment the world saw, I felt I never quite made the mark. Learning self-mastery gave me tools to access the future I was wanting. There are lots of "self help" books and programs out there, and many have great value. I found learning the tools that Trish taught and applying them proved to be sustainable. Not just feeling good for a week or so, but on going. And there's still lots of work to do, but now every day is a joy. (I can shop at Wal-Mart or Holt Renfrew – it's all a choice. An accessible, achievable, real choice.) MF

I have held very stressful positions in my work life that have caused me great anxiety at times both for my mind and body. Through my work with Trish I have achieved a work life that is still interesting and challenging, yet for the most part stress-free. Our work together has been evolutionary, as she helped me to understanding the reasons for my behavior, recognizing when it is happening, then designed practices to allay it, where I finally came to experiencing little to no anxiety. My mind experiences calm now and my body is getting stronger every day - previous unknown states to me. I am grateful for our serendipitous meeting and her desire to share her gift which has gone a long way towards making me whole.

Following your workshop I have put many of the exercises into daily practice. I use the tools prior to client appointments. I have found that my appointments with potential clients have changed dramatically. The appointments are much more positive, productive and co-creative. The clients engage in the conversation much more thoughtfully and the questions and comments I make seem to just show up at the appropriate times. We connect more fully and I can feel the positive energy of the interaction. I can "feel" them relax and develop a more positive energy around their financial situation, and jointly we develop potential solutions and ideas that address their main goals and concerns around money, and of course, their lives. They felt as if we understood their needs perfectly and the solutions presented were perfect for them. Not once did I feel like I was selling, it was the most wonderful feeling, knowing I was providing the individual with exactly what they wanted. This work has and will continue to change my life, my struggle with client interactions is gone and I trust that all that I need will show up if I stay true to who I 'be.' And I know this is just the beginning. RF

Your Instructor: Self-Mastery Expert Patricia Wall

Patricia Wall provides people with tools and information that allow them to make real, sustainable change. With that ability, they achieve amazing results in their careers, their incomes, and the environments of their workplaces. With the ability to make real change, debilitating frustration is eliminated and achievement becomes exciting and available. Limits become a challenge for change instead of a handicap. The tools Wall teaches are a gateway to more: more performance, more happiness, and more results.

Patricia Wall credits her background in R&D and the logic of computers for the revolutionary use of ancient wisdom referred to as self-mastery. Originally a software designer and international project leader for a hi-tech firm, Wall stepped into a new area of research through the personal tragedy of a four-car pile-up. When doctors pronounced further recovery was impossible, Wall ventured into alternative medicine and discovered the vast potential of working with the subconscious mind. In the process, Wall made a total, miraculous recovery.

Wall specializes in exploring new applications of ancient technology, and updating that technology for modern life. The results have participants excited, demanding more, and going beyond success in ways they hadn't imagined were possible. This brings new meaning to employee satisfaction, and engages employees in a way that was not possible in the past. It creates new possibilities for the workplace environment as people go beyond the norm.

Wall's book on self-mastery will hit stands in 2008. Radio interviews explaining subconscious reactions, articles and information can be found at www.teachingselfmastery.com. Click the Media Bits icon for links to radio and video interviews.