



Dear ATD Member:

Thank you for registering and attending the October 28, 2016 Webinar:

Too Much To Do! I Never Get Everything Done!

Here is your promised triple bonus:

1. By going to www.LivingTheSecrets.com, you will receive an audio presentation of the text that follows.
There are 9 ½ Aligned Thinking SECRETS. This Webinar shared insights from just one of the SECRETS, Aligned Thinking SECRET 7, Overcoming To-Do-List Frustration. If you were able to gain helpful insight from just this Webinar, think what having all 9 ½ SECRETS will do for you. This audio presentation will cover all 9 ½ Aligned Thinking SECRETS with interviews of many successful alumni. These interviews are full of more helpful discoveries.
2. Also, by going to www.LivingTheSecrets.won, you'll be invited to participate in the Aligned Thinking TeleCoaching Series – totally free as an ATD member.
3. Finally, and most importantly, you'll receive training so you can teach/coach the 9 ½ Aligned Thinking SECRETS as a Certified Trainer/Coach.

All this is totally free because you are an ATD Member in good standing.

To receive this triple bonus, register to www.LivingTheSecrets.com.

I'm waiting there to get you started.

With excitement what we can do together;

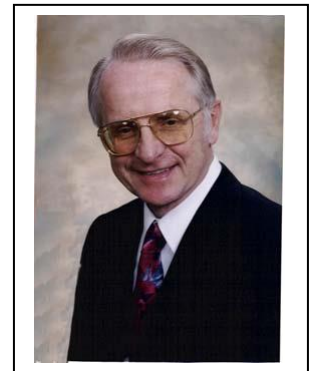
A handwritten signature in blue ink that reads "Coach Jim Steffen". The signature is written in a cursive, flowing style.

Coach Jim Steffen
rjSteffen@aol.com
203-740-8400

Living

The 9 ½ SECRETS

The Most Successful People Use
That Others Don't
Using
Aligned Thinking



For best results use as browser Internet Explorer (best), FireFox or Chrome.

I. You'll Receive a Significant Competitive Edge (SCE)

➤ **The Big 4**

II. As Certified Coach You Can Give a Significant Competitive Edge

- To Your Organization
- To Your Value in your Organization
- To Your Next Promotion or Position

III. The 9 ½ SECRETS You'll Discover

➤ How implementing the SECRETS make the above happen

IV. Special Support to Implement the SECRETS

➤ The Key to Your *Significant Competitive Edge* – Implementation

V. Free Bonus to Start Immediately

➤ **As a Participant or Certified Coach**

Part I. You'll Receive a Significant Competitive Edge (SCE)

← To enjoy **The Big 4**

1. Accomplish More – and More of the Important Things

- Implementing SECRETS 2, 3, 4

2. Increased Satisfaction with Little or No Stress

- SECRETS = work smarter > same or less effort =
> accomplish more = Increased Satisfaction
- SECRET 4 = Total Focus = no psychic energy for stress

3. Take Work/Life Balance to New Heights

- Helps you create Personal & Professional Mission
- 50/50 or 60/40 is going in wrong direction
- SECRETS – one integrated you

4. Optimize TOTAL Life Meaning

- Aligned Thinking will help answer *critical life questions*
- + Support of above three benefits
- = Optimize TOTAL Life Meaning

To be a good Certified Coach teaching
the Aligned Thinking SECRETS
YOU need to enjoy this
Significant Competitive Edge **first.**

Part II. The Significant Competitive Edge

You Can Give as Certified Coach

➤ To Your Organization

1. Accomplish More – of the Important Things

- Employee who makes \$70,000 costs company about \$100,000
- 5% increased productivity with no next time or cost =
- \$5,000 bonus to the company
- Tools/skills learned last a lifetime = Huge bonus
- You deliver this \$4,000 Coaching Program for 92% off or about \$300
- The rest is yours

= Significant Competitive Edge in productivity – Great ROI

2. Increased Satisfaction with Little or No Stress

- As a Certified Coach you'll be able to deliver the SCE
- When satisfaction increases and stress decreases, morale goes up

3. Take Work/Life Balance to New Heights

- When work/life balance is low
- People feel overworked – not good for morale
- As Certified Coach, you'll have the skills to improve work/life balance
- = Morale goes up and productivity goes up

4. Optimize TOTAL Life Meaning

- When TOTAL life lacks meaning
- = Low motivation
- = Low morale = low productivity
- = Low retention = high cost
- As Certified Coach, you can change all this

Part II. The Significant Competitive Edge

You Can Give as **Certified Coach (Cont.)**

➤ To Your Value in Your Organization

◀ Your Value from Management View Point

- Suppose you are a leader/director in your organization
- What value would you put on a person that can deliver the **significant competitive edge** provided by **The Big**
 1. Accomplish More of the Important things
 2. Increase satisfaction with little or no stress
 3. Take work/life balance to new heights
 4. Optimize TOTAL life meaning

◀ Your Value For Those You Train



- Let's say you meet someone you trained a year ago
- They say you have made a significant difference in their life
- Not too unreal – I have it happen after 28, 30, plus years

➤ To Your Promotion or Future Position

◀ As a Certified Coach you'll be able to deliver a SCE

- A **Significant Competitive Edge**
- Why? Because you can deliver **The Big 4**

*One of the greatest gifts you
can give a person is to help them
discover their own excellence,
convince them of the same
and build on it.*

Your Uniqueness

How many people in this world can say or add to their resume:

“I have the ability to give my organization a
significant competitive edge
and help our people enjoy
The Big 4?

Part III. Discovering the 9 ½ SECRETS

What will you discover immediately?

- **Where** are the **SECRETS** FROM?
- **What** are the **SECRETS** – why 9 ½?
- **How** you can **live** the **SECRETS** starting now?
 - With the help of a Persona Coach if you want one

In the next **few** minutes, you'll discover:

- Why IBM used Aligned Thinking to solve a sales problem
- How a Cisco manager is living a more carefree life
- How just SECRETS one and two helped a dental technician live a better life

Where are the **SECRETS** from?

- Interviewed very successful people in 160 Fortune 500 Companies
- Education leaders in 18 states
- My goal was – Discover the SECRETS
 - How do the Most Successful People think & act?
 - How can I share that with you?
 - So you can enjoy the Success of the MSP
- You'll receive a **significant competitive edge**
 - Especially enjoying **The Big 4**

Partial List Of Clients

(By Industry)

FINANCIAL SERVICES

ADP
American Institute of Banking
American Express Company
ASI
Banker's Trust
D.H. Blair
Borg-Warner
Chase Manhattan Bank
Common Fund
Deloitte, Haskins & Sells
Drexel, Burnham, Lambert
Ernst & Young
Federal Reserve Bank
Fidelity Investments
GECC
Goldman Sachs & Company
J.P. Morgan & Company
Kidder, Peabody & Co., Inc.
Lakeview Trust and Savings
LaSalle Lave View Bank
Laventhol & Horwath
Mercedes-Benz Credit Corp.
WONY
Worgan Delaware
NCNB, Texas
National Westminster Bank
Northbrook Trust and Savings
Peat, Marwick & Mitchell
PHH Homequity
Pioneer Bank
Pitney Bowes Credit Corp.
Prudential Insurance Company
Salomon Brothers, Inc.
State Street Bank & Trust Co.
Talman Home Federal S&L
Wright Investors' Service

HI TECH

ABB Combustion Engineering Services
Compaq Corporation
General Electric Company
G.T.E. Corporation
HP (DEC)
IBM Canada, Ltd.
IBM Corporation
IBM Corporation, South East Asia Division
WITRE Institute and Corp.

COMMUNICATION

AT&T Consumer Products
AT&T Information Systems
AT&T Technologies
AT&T Teletype Corporation
Bell Laboratories
Equipax
New England Telephone
BellAtlantic

CONSUMER PRODUCTS

AGFA Corporation
American Brands
Bristol-Myers
Colgate Palmolive
General Foods
Heublein
Jerome Foods Corporation
Kentucky Fried Chicken Corp.
Kraft Food Service
Mead Corporation
Parker Brothers
Thomas J. Lipton Company
U.S. Tobacco
Victor Weaver, Inc.
Warner Lambert Company

GENERAL

A.C. Nielsen
ADVO System, Inc.
Home Box Office
Navistar International
Supermarket Communications
Utah-Idaho Supply
Village Resorts

GOVERNMENT

State of Connecticut
State of Delaware
L.A. Department of Health

HEALTH SERVICES

Beth Israel Hospital
Griffin Hospital

INSURANCE

Alexander and Alexander
Chubb and Son
Fireman's Fund Insurance
J.C. Penney Insurance
Keenan & Associates
Metropolitan Life Insurance
National Benefit Life
New York Life Insurance
Orion Insurance

MANAGEMENT CONSULTING

DDI
Learning International

MANUFACTURING

ADEMCO
AVCO Lycoming Textron
Black & Decker
Champion International
Chase Brass & Copper Co.
Cooper Laser Sonics
General Instruments
Ingersoll-Rand
Justrite Manufacturing
Lennox Industries
Lockheed Corporation
Norden Systems
Pepsi-Co
Sikorsky Aircraft
United Technologies

EDUCATION

Boces
Pearl River School Systems

NATURAL RESOURCES

ARCO Exploration Company
Champion International
ESSO Imperial Oil
James River Corporation
Mobil Oil
Shell Oil Company
Texaco, Inc.

Solving an IBM Challenge/Opportunity

Easy to learn. And it makes life a lot happier and a lot simpler.

I wound up going to one of his seminars and I was astounded. He had an incredibly simple system and I thought it would help me. And I plunged into it. And here I am twenty plus years later still using his system. The other thing that I did, I asked a number of folks who worked for me to go to his seminar. And they all came back with the same opinion I did. And that was, hey, very simple techniques. Easy to learn. And it makes life a lot happier and a lot simpler.

Woody Bliss, Director of IBM Training for 15 yrs., (retired)

SECRET 1 Start with What You Control

➤ **A Life Changing Event – My Story**

- How it changed my life and can change yours

➤ **What do we control?**

➤ **How do we get the most from it?**

Mistake many make

- “Wish I had more time!”

If by magic you could get two more hours, which would you pick:

- 26 hours used the way you use or waste time now

- Or 24 hours, using the 9 ½ SECRETS to enjoy the life you REALLY want

SECRET 1 The Most Successful People

Start with what they control – just **this action now.**

- Jump to Bob’s second question

“ How do you get the most from just **this action now?**”

- Answer – See Secrets 2 + 3 + 4.

Benefits you can expect

◀ A significant competitive edge – building your life on **what you control**

◀ Is there **Elegant Simplicity** here?

- Align just **one action now**

SECRET 2 *Clarify and Stay Focused on Your Passion*

Mistakes many make

- “There are some things I really want, but have never clarified them in writing.
- “I tried to clarify my passion but:
 - ... after 30 minutes have just a blank page
 - ...I ended up with a bucket list.”
- I clarified what I really want, but I don’t review it regularly.

SECRET 2 *The Most Successful People*

*Clarify what they REALLY want by **writing it**,
And review it regularly so they **stay focused on it**.*

Example Jack Canfield

Benefits you can expect

- ◀ **Source** of energy & motivation
- ◀ **Root of your satisfaction**
- ◀ **Key to accomplishment** - for yourself & those you care about

I would say two points for me that have been incredibly helpful to me.
First and foremost I have to say **thank you for Aligned Thinking**.

I began to ask myself “What are the riches and values I want out of life?” I wrote those down and I began to develop those. Those were amazing action steps I had to have happen to get unstuck. I found my energy was much better. I had more reserve at the end of my day.

The biggest value I have to say is **freedom**. I have felt in many ways a little bit stuck. Like a bird stuck in a cage that wants to get out. Because of Aligned Thinking, catapulted me out of the bird cage.

Tracey Neale



Tracey Neale
Dental Technician

Story Behind the Story

- Create your Personal & Professional Life Mission

Tracey’s Benefits – More energy at the end of the day

- Freedom – getting unstuck

Stay to the end – Do the same for you – experience it free

SECRET 3 *Connect the Only Thing You Control to Your Passion*

Mistakes many make

- They believe it is impossible:
 - To align **EVERY** action to – the riches – the values – the life they **REALLY** want
- They forget – this action now has its greatest valuable to them – when aligned to the thing they **REALLY** want – as captured in their passion.

SECRET 3 *The Most Successful People*

*Let their Passion – what they **REALLY** want –
define their **Most Important Now (MIN)***

Benefits you can expect

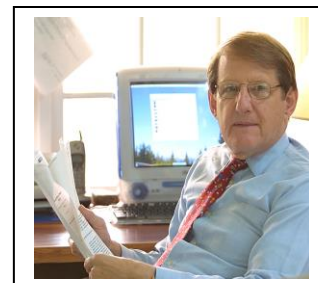
- ◀ **Elegant simplicity - align just this next action**
- ◀ **This** action > **Each** action > **Every** Action = Your **Total** Life

“...You need a very simple system that doesn’t take a lot of time to do...”

It’s easy to say. But *you need a very simple system that doesn’t take a lot of time* to do, so that at any time you’re focusing on the most important thing. And in this job as First Selectman and in my corporate job, it’s very easy to get distracted with other things coming in.

I’ve used this system as I said – for more than twenty years – if you use it, first off you get a huge, huge sense of accomplishment of getting a lot done – And secondly, as the name implies, you get the most important stuff done first.

Woody Bliss, Director of IBM Training for 15 yrs.,
First Selectman of Richest Town in Wealthiest State, Weston CT



In a short time, this can be YOU

SECRET 4 **Focus Totally on Your MIN**

(Multitasking vs Single Focus)

Mistake many make

- “Multitasking is more productive”
- Google “Multitasking” 9/10 research say “It’s less effective!”
- **“To be happy**, you need to be able to focus on one thing for some time...” Best Seller, Flow, Csikszentmihalyi

SECRET 4 **The Most Successful People**

are totally focused

on just one thing at a time – their MIN

Benefits you can expect – ***from the Single Focus Habit***

- ◀ You’ll accomplish more, and more of the **important things**
- ◀ Greater **satisfaction** & less **stress**
- ◀ Focus on **YOUR PASSION** = more meaningful life

..Education leaders who succeed in an above-average manner...

**... razor
sharp
focus...**

Research shows ***those education leaders who succeed in an above-average*** manner in high poverty areas maintain daily a ***razor sharp focus*** on the mission of the organization.

I’ve been very impressed with the process thus far.

*Professor Emeritus Nolan Estes
Director, Texas University, Austin
Outstanding Superintendents Program*

SECRET 1-4 Optimize

What, Why, How = Optimize This Action

- ◀ **What** 1. *Start with what you control*
 - just this action needs to be your Min
- ◀ **Why** 2. *Clarify and Stay Focused on your Passion*
 - 3. *Connect the Only Thing You Control – just this action to Your Passion*
- ◀ **How** 4. *Focus Totally on Your MIN*

SECRET 1-4 When YOU *think and act* like the Most Successful People

You optimize the *What, Why and How*

You optimize your *Total Life*

- ◀ Just *one* action at a time
- ◀ **Elegant Simplicity**
 - Align just *one* action now
 - Increase **productivity**
 - Reduce **stress**

Stay till the end

- How you can begin this immediately
- Build the Aligned Thinking Habits in a **short time**
- Be thinking and acting like the MSP
- Be **successful** like the MSP

SECRET 5 *Motivate Your Life*

Mistake many make

- Believing always focusing on your passion is selfish

Fact of Life

- Your Passion > Your motivation > Your accomplishment & success

Live the Paradox

- By doing what **YOU** REALLY want, you can do the most for **OTHERS**

Consider

- Do you have a cell phone?
- Who is one of the most recognized unselfish people of the last century?

SECRET 5 *The Most Successful People*

Know it is not selfish but smart

To motivate their life by clearly

Focusing on what they REALLY want.

Benefits you can expect

- ◀ Greater accomplishment
- ◀ Increased inner fulfillment and life meaning
- ◀ A great way to help many others
 - Mother Teresa – poor of Calcutta + 621 institutions around the world
 - Steve Jobs – challenged all cell phone companies – world change

SECRET 6 Turn Interruptions into Opportunities

Mistakes many make

- All new information is an interruption
- **Bigger problem** – Most people believe the following is impossible:
“To Align **EVERY** action to – the riches – the values
– the life they **REALLY** want!”
- At work with boss, direct reports, and clients
- At home with spouse, family and friends how is this possible?

SECRET 6 The Most Successful People

have an **Attitude/Insight** for turning
interruptions into opportunities

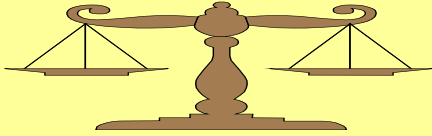
Jerome Bettis & Freedom Secret (Being tackled is a violent interruption)

1. Select the “**P**” (primary desire), accept the “**NC’s**” (Necessary Conditions)
2. Avoid – I have to because of so-and-so. Making yourself a victim of so-and-so
3. If the “**NC**” costs too much, change the “**P**”

Benefits you can expect from SECRET 6 and the Freedom Secret

1. John Dunderdale, IBM VP – what he taught me
2. Freedom to align EVERY action
3. Many applications – some amazing like Amy David

Part 1/2 Amy David's Answer

<p>"It relates to the Freedom Secret</p> <p>And the graphics that were really helpful to me."</p>	<p>I think part of this relates back to the Freedom Secret and the graphics that were really helpful to me.</p> <p>Professional Life Balanced With Personal Life</p>  <p>I tended to have the image there ought to be equal scales, one on each side. Then I realized those scales will never truly balance.</p> <p>I realized too, because of the co-dependence we talked about, that one is not in competition with the other. And they are mutually supportive.</p> <p>There are times when the scales are going to tip to the work side, but there are benefits that are going to come out in the end on the personal side.</p>
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Part 2/2 Freedom Secret Helped Change Amy's Attitude and Added Joy in Life

<p>"...And that gets back to the Freedom Secret..."</p> <p>"...necessary for me to ultimately achieve what I really want."</p>	<p>That really helped me change my attitude. And this gets back to the Freedom Secret.</p> <p>In order to get what I really want,</p> <ul style="list-style-type: none">➤ The joy and fun out of work,➤ Being respected and➤ Having financial security for my family,➤ And spiritual health, <p>...there were going to be certain things that were going to come up – necessary conditions – in order for me to do that, and be successful at doing that.</p> <p>A lot of times before I would look at it as an interruption, or 'gee, why do I have to do this, I'm not finding any joy out of this.'</p> <p>Those Necessary Conditions, I now have a different attitude towards those. And understand that they are necessary for me to ultimately achieve what I really want.</p> <p style="text-align: right;">Amy David, VP IBM Western Region</p>
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Benefits you can expect from a Personal Coach

- ◀ Understand the Freedom Secret and multitude of applications
- ◀ Stay until the end and I'll tell you how to get a Personal Coach
- And experience it free.

SECRET 7 Beyond the To-Do List

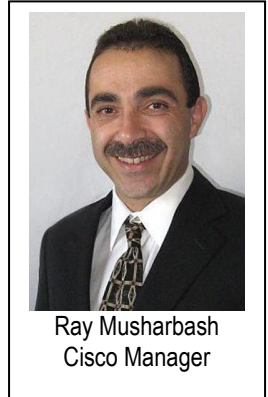
Mistakes many make

- Using a to-do list can cause frustration
- Plan or wish to do more than what is possible

SECRET 7 The Most Successful People avoid To-Do-List Frustration by not using a To-Do List

Benefits you can expect

- ↳ Use a holding pen/list and priority list
- ↳ **Accomplish more without stress**



“Wow! You nailed it. There is nothing else to worry about.”

Sure, I'd be happy to. When I look back, my life before Aligned Thinking I always used to have a 'things to do list'. It was just driving me nuts. I could never get everything done. I never had that sense of accomplishment, of success, I was actually achieving something. I was always feeling I was falling further and further behind. There was so much more to do. And I never really got satisfaction what I was doing.

And it kept getting worse; and I think in some ways it was affecting my family. As I was going home, I couldn't sleep. I'd always be worried about what else came up during the night. What about those other items I didn't get to today. What's going to happen to those? You know just the worry, the constant worry; the constant worry took me away from my personal life with my family, as I was so distracted when I was there.

Jim: Ray, after you learned the SECRETS and implemented them, especially the holding pen and priority list, what's your situation now?

Definitely I'm getting more accomplished with less distractions. I'm walking away saying, **“Wow! You nailed it.** You said you're going to do these things and you did them.

There is nothing else to worry about. Everything else you deprioritized. When I go home now, first thing when I go home, I just start playing with my daughters because that's what my home life is focused around, my two daughters and beautiful wife.”

Jim: Ray, unfortunately we are about out of time. What would you tell people who would like to receive the benefits of the SECRETS and this coaching process?

It will change their life, Coach Jim, as you did with me with this training. And I thank you for it.

SECRET 8 The SECRETS Form a System

Mistake many make

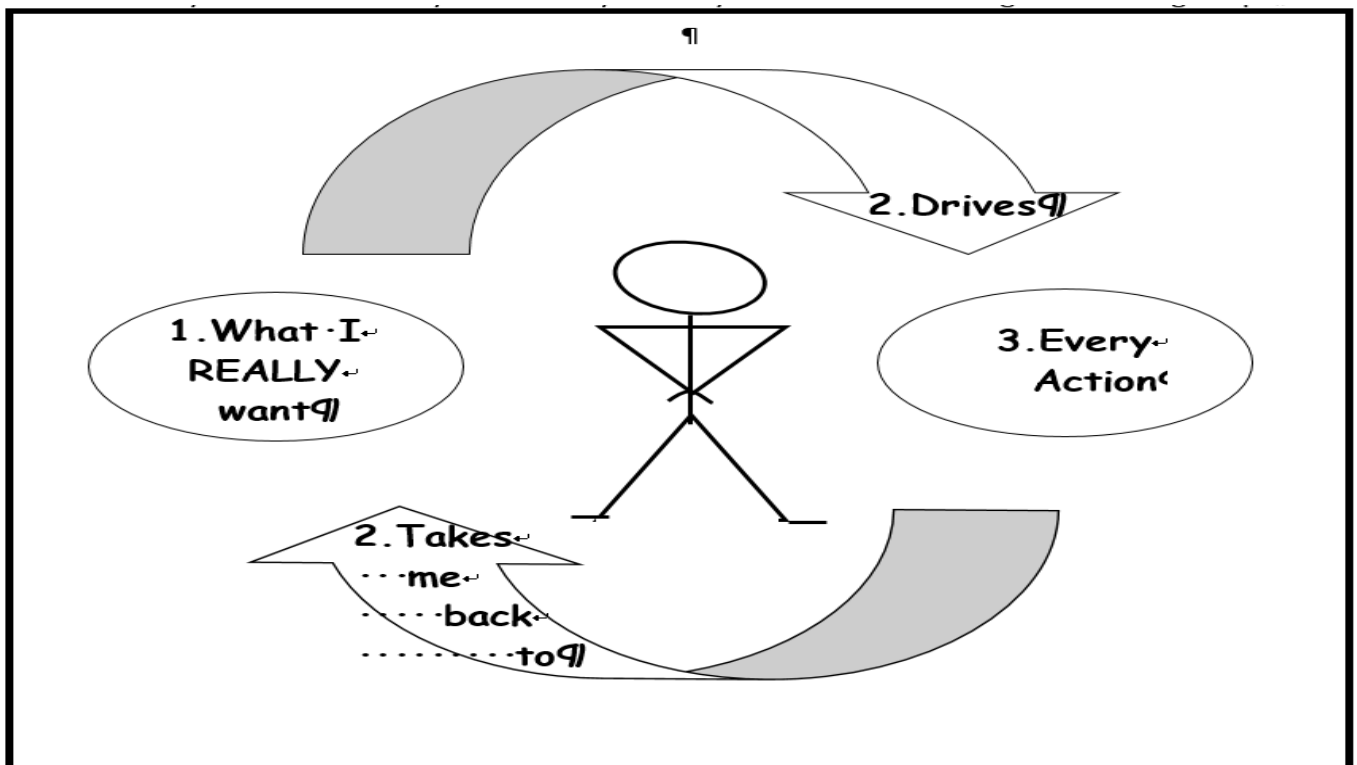
- Implementing just part of the SECRETS
 - Miss how SECRETS support each other
 - Example 1 – Set priorities that don't take you to what you REALLY want
 - Example 2 – Decide what to do next because it's
 - The easiest
 - Quick results
 - Last person asked you

SECRET 8 The Most Successful People

implement all 9 ½ SECRETS because they form a **SYSTEM**.

Skip any one and you lose part of your **Significant Competitive Edge** to live the life you **REALLY** want.

Aligned Thinking Loop



The thing about your **system** that I really like is...

<p>How easy it is to learn...</p> <p>How easy it is to use.</p> <p>...And I personally got benefits right at the beginning.</p>	<p>Woody: I don't know if I over simplified your system. But Jim, the thing about your system that I really like is - how easy it is to learn and how easy it is to use - and I personally got benefits right at the beginning.</p> <p>Jim: So it was not very long before you could see some benefits.</p> <p>Woody: Yes and I suspect folks that are busy in their jobs and their life also want systems that show results right away. And that one of the beauties, I mean, I almost immediately experienced an increased sense of accomplishment and satisfaction in both my personal life and business life. And your system enables you to integrate those together. Which I think is really an important thing.</p> <p style="text-align: right;"><i>Woody Bliss, IBM (ret) First Selectman of Weston, CT</i></p>
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Benefits you can expect

- ◀ “One of the beauties, I almost immediately experienced”
 - ...an increased sense of accomplishment
 - ...and satisfaction
 - ...In both my personal life and business life
- ◀ **And your system enables you to integrate those together**
 - Which I think is really an important thing

SECRET 9 Imitate the Champions

Mistakes many make

- What's the difference between a tennis play or golf:
 - Amateur – not as good as could be
 - Professional – Champions?
- How do golf, tennis and quarterback champions
 - get to be champions?
 - stay champions?

SECRET 9 The Most Successful People

*use a **Personal Coach** as the most cost effective path to excellence.*

Benefits you can expect

- ◀ Personal guidance
- ◀ **Q – E – S Method**
 - **Q** uickest
 - **E** asiest
 - **S** urest
 - ... method to learn to think and act
 - ... like the Most Successful People think and act
 - ... To give yourself that ***significant competitive edge***
 - ... And you can enjoy the life **YOU REALLY** want

◀ **Congratulations**

- You know the first 9 SECRETS
- **The big reward will come shortly** after SECRET 9½, and why ½
- How you can begin implementing the SECRETS **immediately**
- If you would like support, what is **immediately available**

SECRET 9 ½ **Kaizen** (Continuous Growth)

Mistake many make – **Double Danger**

- Many Alumni report six months after they complete the program
 - “At the end of the program I was on top of my game
 - But now, after six months, I have **slipped**”

- **Even worse**

- Stopping to **growing** - **Stop improving**

SECRET 9 ½ **The Most Successful People**
have a well-developed plan
for regular continued growth.

Why the ½?

Benefits you can expect

- ↳ Thinking and acting like Most Successful People become a **HABIT**
- ↳ Accomplishing more without stress becomes a **way of life**
- ↳ Continue to grow daily in **enjoying the life** you REALLY want
 - The success of the Most Successful People
 - **Q**uickest
 - **E**asiest
 - **S**urest
 - Method to learn to think and act
 - like the Most Successful People think and act

The Challenge – The Facts of the Present Situation

- Aligned Thinking is **elegantly simple**
- **Once acquired the Aligned Thinking Habit – Just need 30, 5 & 5 commitment**
- Habits have **taken 5, 10, 30 years to build – can’t change in minutes**
- Need time to refine your habits
- Need support to change – build the Aligned Thinking Habit

Part IV. Special Support to **Implement** the **SECRETS**

FACT To Remember

The Key to Your *Significant Competitive Edge* – Your Implementation

Delivery Method

Traditional vs **Aligned Thinking Secrets**

**Problems Face-to-Face
Seminars Cause**

Year TeleCoaching Support

1 Hour a Week + Preparation

Q – E – S Method

Quicker – Easier – Surer Method

1. Cost of out of the office

Salary \$70,000, benefits \$30,000
Two or three days out of office = \$1,000 - \$1,500

1. Saving \$1,000+

No time out of office

2. Cost of travel, meals and lodging

\$200 - \$1,000

2. No Travel - \$200 - \$1,000 Saved

You can participate wherever there is a phone.

3. Your “Reward” – the Pile When You Return

3. Never gone – No Pile

**4. Difficult to Create Work Habits
when Not at Work**

4. Don’t Leave Work Place

- Between modules – time to implement
- Time to build habits

5. No Follow Up Means **Double Danger**

- Danger One: slipping back into old habits.
- Danger Two: Not continuing to grow.

5. Follow up is not only possible, it is easy

Part 1 – between 8 module – time to implement
Part 2 – The Follow Up – rest of year
– Weekly 8-minute audio postcard
– Weekly meeting with Partner
– Once a month – meet with Coach

6. Interviews of Outstanding Alumni Impossible

- Seminar end – everyone is gone

6. Every Module has at Least Two Interviews

- Hear firsthand from outstanding alumni

7. The Partnership – End when Day Ends

7. A Partner for at Least Entire Year

- Share insights
- Hold each other’s feet to fire
- Make it more fun – build relationship

Part V. Free Bonus to Start the Benefits Flowing Immediately

Support You'll Receive as Participant

- In the year TeleCoaching Series you'll have the following support:

1. Eight modules of the Critical Basics

- Each module has a 35-minute explanation – listen to at your convenience
- In addition, each module has at least two interviews with outstanding alumni
- The first seven modules have a bonus module for greater depth
- Each module has a Partner's Guide – point out the key challenges
- Guide your weekly Partner's Meeting
- Meeting with your Personal Coach – focus on your implementation

2. Follow up rest of the year

- Weekly 8- minute audio postcard
- To review in depth This Week's Single Simple Step
- Partner's Guide
 - Focus on main points and
 - Direct your weekly Partner's Meeting
- Every four weeks, meeting with your Personal Coach

3. During the entire year – Personal On Line Virtual Coach

- Guides you to create Personal and Professional Life Missions
- Guides you with a weekly email exactly what to focus on
 - In your unique situation

Your Investment

- ◀ There are more than 22 hours of time with your Personal Coach
 - A coach costs between \$300 and \$400 an hour.
 - If you take the average cost of a Personal Coach, about \$350
 - Not counting all the many other supports:
 - 17 presentations,
 - More than 40 interviews
 - More than 40 eight-minute audio postcards
 - 24/7 On Line Personal Virtual Coach
- Just the 22 hours with your Personal Coach is worth about \$7,700.
- This year TeleCoaching Series **costs just \$4,000** (\$3,700 less)

- ◀ Enjoying this ***significant competitive edge*** to live the life you REALLY want which gives you **The Big 4:**
 - Accomplish more, and more of the important things
 - Increase satisfaction with little or no stress
 - Take work/life balance to new heights
 - Optimize TOTAL Life Meaning
- Is certainly worth more than \$4,000.

Gift Promised You – For Arriving Here

- A \$1,000 discount
- And you can do the first two modules/meetings **totally free**
- Just so you can experience the **benefits for yourself**
- When you experience the benefits yourself, you'll see this is a **great investment**
 - **Start immediately**
 - **Lasting the rest of your life**

Investment to Become a Certified Coach

- You participate in the above TeleCoaching Series
 - so you first experience both the Series and *Significant Competitive Edge*
- The train-the-trainer is \$2,500
- Total package \$6,500
- You can begin coaching immediately after the first eight modules

What this Gives You

- If you have clients outside of your company
 - you are free to charge what you like
- If you train in your company – you usually don't charge
- You just agree to purchase the material from SSA International
 - At \$350 per person
 - \$300 per person when you purchase 20 or more sets
 - = 92.5% discount over \$4,000

Gift Promised You – For Arriving Here

- If you are a trainer and qualify, the entire \$6,500 program is **totally free**

To receive the

discount

[Click here for \\$1,000 discount as participant](#)

\$1,000

as participant

To

[Click here see if you qualify for the \\$6,500 gift to become a certified coach](#)

see if

you

qualify for the \$6,500 gift as trainer

A Program for Very Busy People

- ◀ Reviewed the 9 ½ SECRETS
- ◀ Reviewed Bonus you'll receive as participant and Certified Coach
- ◀ Reviewed **significant competitive edge** in **THE Big 4**
 - Accomplish more and more of important things
 - Increase satisfaction with little or no stress
 - Elevate work/life balance to new heights
 - Thereby optimize your TOTAL life Meaning
- ◀ Do you have time? – can you afford not to?

Dr. Annette Griffin Superintendent of Year, Texas

◀ **An outstanding example – Very busy person – Huge Responsibility**

<p>“I <u>made time</u> for Aligned Thinking because it really talked to me... It gave me tools... I wish I'd had this <u>earlier</u> in my career!”</p>	<p>Well we're all busy all the time. But I made time for Aligned Thinking because it really talked to me. It talked to me about making sure I knew what was most important in my professional life. And what is most important in my personal life.</p> <p>It gave me a tool to make sure I got to those every day. It really relieved stress in my life because when I did the most important things in my personal and professional life, I was stress free. And it gives me a celebratory life; it gives me tools like the necessary tools to get what you want. It gives me the opportunity to be stress free when we have so many interruptions.</p> <p>I wish I'd had this earlier in my career. This is seventeen years for me as a superintendent. I was a principal and teacher before that. I wish I had it all those times.”</p> <p>Dr. Annette Griffin, Superintendent Of the Year, Texas</p>
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◀ **She made time to give herself a *significant competitive edge***

To receive the discount

[Click here for \\$1,000 discount as participant](#)

\$1,000 as participant

To

[Click here see if you qualify for the \\$6,500 gift to become a certified coach](#)

see if

you

qualify for the \$6,500 gift as trainer