



A comprehensive and synergistic mix of theory and practical application guaranteed to give you abundant insights into your personal and business life.



This programme offers you proven, tested and scientific techniques that have worked and continue to work for thousands of people from all walks of life, housewives to CEOs, small business owners to artists, teachers to accountants, newlyweds to retirees, you name it. It works!



## NEW INSIGHTS COACHING PROGRAMME

### Session One

#### Goals – the building blocks of success

In this session, we will discuss your expectations of the coaching programme. We will explore your current situation, as well as where you would like to be. We will then have some fun brainstorming some possible goals for your journey.

Together we will discover how to write out a compelling goal using the 'SMERTIE' acronym.

### Session Two and Four

#### Liberation through change

In these next three sessions, we will build on the goal-setting theme of session one. We will explore and discuss the **twin motivators** of **pleasure** and **pain**.

This will be an opportunity to look at the simple **model of change**. The model of change explains the cycle people go through when attempting to bring about a significant difference in their lives. We will look at **chunking goals down** into more manageable milestones and small but essential action steps that can be taken. Most importantly, we will explore one's **beliefs**, how they are developed, why they don't always serve you, and how to remove beliefs that are not empowering.

### Session Five and Six

#### Personal rules and values

This session will look at the issue of values; we will get to the heart of what drives people and how they distinguish what's right from what's not. Values provide a directional compass for the individual and how the compass can sometimes become 'confused' when there are conflicts between positive values and 'anti-values.' Another important concept we will cover here, is that of 'rules.' Understanding 'rules' will help you realise how **complicated** people make it for themselves to **feel good** and how **easy** they make it for themselves to **feel bad**!

### Session Seven

#### Needs and how they are met

In this session, we will explore **human needs** and how people go about meeting those needs in different ways – ways that may be acceptable to some and entirely out of place to others.

We'll discuss the ones you need to have met in your life?

### Session Eight to Ten

#### Communication and projection

We will explore and discuss the fact that our opinions of people are moulded by the **perceptions** we have of ourselves.

We will revisit the 'model of change' covered in session two and then go on to show how powerful and effective the **art of communication** can be in helping us achieve our goals and dreams.

It will uncover how we **sabotage our interests** with the way we communicate as we seek to **justify** our inadequate actions or **blame** others for our shortcomings.

The question of whose responsibility is it for our change and the freedom it brings will also be discussed.

### Session Eleven and Twelve

#### Your life's purpose

This is a great session and probably one of the most exciting and inspiring of the entire programme. It's here that we will be uncovering and exploring your **life's purpose**.

What could be more important in life than **understanding, aligning** with, and **living** out one's purpose!