

**ONE DAY WORKSHOP – DATE:**



TCC

## **BOOST SALES & INCREASE PRODUCTIVITY**

Learn to be a

### **Resilient Sales Professional**



**Shaun Humphries**  
TCC Founder  
Workshop Facilitator

In this information packed, action oriented workshop, you will learn Personal Resiliency Strategies that will enhance sales success as a Marketing & Sales Professional. Boost your sales productivity and achieve more in less time by learning to;

- Boost mental focus and creativity
- Increase physical and mental energy and stamina
- Nurture client relationships and build trust
- Increase your daily marketing and sales productivity
- Cultivate Personal Confidence for Sales effectiveness
- Foster Physical & Aerobic Health to Decrease Stress
- Master peak performance strategies from the world of sport to achieve your sales and marketing goals

When you are resilient you have the ability to withstand mental and physical stress. Resilient sales professionals stay confident during times of challenge. Challenges are a part of life and Sales. Learn to overcome challenge and grow through change by improving your energy, health, mental focus, and relationships. Attend this information packed full day workshop – Be resilient!

**Call 204.977.8026** [takechargeofchange.com](http://takechargeofchange.com)

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## YOU SHOULD ATTEND IF YOU WANT TO...

- Learn mental focusing strategies that will allow you to accomplish greater sales results in less time
- Foster an approach to your diet that will boost your energy and help achieve your ideal weight and improve health
- Learn personal organizational strategies that will allow you to take control of your in basket (emails & paper) so little things don't become big things
- Learn key referability habits and how to apply them to your sales process
- Learn easy to apply strategies that will improve strength, flexibility, and aerobic capacity ensuring you keep stress and fatigue at bay
- Learn the psychology of habit formation to propel yourself to personal sales success and goal achievement. Habits are legs to sales success
- Obtain your own personalized bio metrics assessment so you can zero in on the key health action steps that you need to focus on

## Program Description

We are living in a world of rapid and dramatic change. As demands on us accelerate, many people lack the capacity to sustain high performance, resiliency and health, especially under pressure! Work performance begins to suffer, relationships can become strained, health deteriorates and overall life satisfaction can fall.

To overcome these challenges, Personal Resiliency Training is critical and should focus on four interconnected areas; relational, physical, mental and the cultivation of purpose.

By applying the latest information in the areas of psychology, exercise physiology, nutrition and neuroscience you will increase your energy capacity, become more connected in your relationships, more mentally productive and more aligned to what matters most to you. The result – more success in sales and in life!

## Program Format

The one day workshop includes lively presentations, group discussions, individual exercises. Pre-workshop exercises: Prior to the workshop you will receive pre-work that will allow you to prepare in advance to maximize the workshop experience so you will be able to develop a specific post workshop action plan

## Taking Action

You will develop a personalized resiliency management action plan complete with specific performance rituals that will help you to identify specific areas that need to be worked on. As well, we will help you develop an accountability system so you stay on track to completing your professional, and personal resiliency goals.





## Who Should Attend?

Do you work in sales, marketing or business development? If you do, this program is geared to your needs. Everyday you are accountable for your results. You love the challenge, the rewards and the flexibility that your profession provides. You recognize that it is consistent follow through on the small things that can lead to dramatic improvements in your sales success and quality of life. You recognize that even small improvements in physical energy, mental focus, and improved organizational skills will have a big impact.

- Investment Advisors
- Financial Planners
- Real Estate Professionals
- Stock Brokers
- Direct Sales Professionals
- Business Development Mgrs.
- General Insurance Agents
- Life Insurance Professionals
- Sales Managers
- Marketing Executives
- Customer Service Representative(s)

**“Solid content, comprehensive program, excellent framework to provide structure toward change a change initiator.”**

– Dr. Ian Mogilevsky

## WORKSHOP DETAILS

**Date:**

**Location:**

**Registration  
8:30 to 9:00 am**

**Workshop 9:00 am to 5:00 pm  
(lunch break 12:00 to 1:00 pm)**

**Tel: 204.977.8026**

**Email: [info@takechargeofchange.com](mailto:info@takechargeofchange.com)**





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## BIO METRICS ASSESSMENT INCLUDED!

Included in the workshop price is our powerful biometrics assessment tool. This tool will help to assess your current health resiliency. Your results from this assessment will be provided before the end of the workshop and will powerfully aid in the development of your personalized ACTION PLAN. The assessment includes;

- blood lipid profile
- Body composition assessment using a bioelectric impedance scan
- Blood pressure reading



## Program Outline

Our Resiliency training modules for sales success have been developed to assist you to make breakthroughs in your sales and marketing results with benefits that will spill over to your personal health, relationships, confidence and well being. We draw on personal experiences in business, sport and family life to deliver transformative workshop experiences

**Become Resilient by Tapping into Purpose & Mission** In sport, successfully completing the race and overcoming challenges requires a sense of purpose and a vision for specific outcomes. In sales and the race called life, successfully navigating personal transitions and obstacles requires the same kind of force of purpose. This module walks you through an interactive process that helps you to clarify your personal mission/purpose, the key values that excite you and how you can use your mission to create personal power and energy to overcome challenges to your sales success goals

**Become Resilient by Experiencing "Flow" and being in the "Zone" (Mental Focus)** You know you are experiencing productivity break-throughs when you are in the "zone". Your perception of time disappears and you tap into the peak performance state of "unconscious competence". This module teaches you how to experience flow in your sales career and personal life that will improve your relationships, mental well-being and career. In addition, this module will teach key focusing and concentration strategies that will allow you to tap into your creative powers and to remain focused when it matters most.

**Become Resilient through Goal Cultivation and Achievement** Goals that are specific, measurable, challenging, internalized but achievable and with a deadline are the kinds of goals that take athletes to new levels of athletic achievement. Everyone can benefit from the peak performance goal setting used by world class athletes. This module is a must if you want to take your personal goal setting and achievement to new levels of success by applying the same principles used by top athletes.

**Become Resilient by being Nutritionally Smart and Strategic** Top athletes know that success is not built on training alone. Sound nutritional habits leading up to a race and during a race are critical. Sales success is exactly the same. Powerful nutritional



practices ensure you transition well through the challenges of your day and in the midst of key relationships, busy careers and recreational pursuits that provide for active rest. Sport teaches

us how to manage energy and health for business success. In this module learn nutritional “best practices” to experience exceptional energy and health to propel you to your sales goals

**Become Resilient by Nurturing Physical Health** Athletes supplement their aerobic training with strength and flexibility training to get that extra edge and to protect their physical body from the stress of training and competition. In the same way, each of us must look after our physical body to foster emotional and psychological health, and to increase stamina and physical resiliency for the marketing challenges that are sure to come. This module will teach you to apply key principles that will foster your physical health. Physical health will provide you with the extra mental, and physical energy to take your performance to a new level

**Become Resilient by Harnessing the Power of Habits** The best athletes are unconsciously competent. They don't have to think about the next step to take. It's completely unconscious. Successful Sales Professionals experience this same unconscious competence. They have installed powerful habits that are aligned with their personal mission and sales objectives. This module will teach you how to adopt, reinforce and nurture the empowering force of HABITS!

**Become Resilient through “Family Intent” and Relational Renewal** When it comes to sales success and personal happiness family support structures play a critical role in providing emotional support, mentorship and the sharing of experiences that can make us stronger. This module outlines strategies that will help parents to reconnect with their children, how to introduce traditions that will foster family unity and ideas that will build a family legacy for future generations. Many of these ideas cross over to the relationships that you have with clients. When used, they can increase trust and rapport.

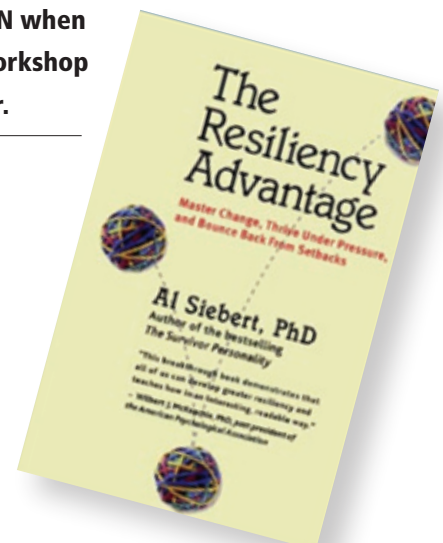
## WHAT YOU WILL RECEIVE

■ **A comprehensive 250 plus page workbook that includes; resource material, & reflection exercises. This workbook will be useful to you long after the workshop is over.**

■ **Voluntary Confidential bio metrics assessment that will include; body composition testing, blood lipid profiling and blood pressure reading. An incredible tool that will allow you to personalize your action plan.**

■ **Complimentary copy of the book “The Resiliency Advantage”**

■ **Action Plan Template – Used throughout the workshop, this template will help you craft your resiliency action plan so you are ready to take massive and focused ACTION when the workshop is over.**



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**"Shaun is not a theoretical teacher. He is a real business person that is a living example of how to balance a family, business and personal health."**

– Rod Bell

## Workshop Instructors

### SHAUN HUMPHRIES



Shaun has over 25 years as a sales professional in the financial services industry and is an owner of a 20 advisor branch. Shaun inspires people to see the opportunity inside periods of transition and challenge by teaching principles that he has crafted during 25 years of sales experience and business entrepreneurship, 20 years of high level triathlon competition including multiple ironman races and lessons learned from day to day family life as a husband and father of four very active children. Shaun is not teaching theory. He teaches real life tried in the trenches ideas that work.

### DR. GORDON SIMS, ND, L.Ac



Dr. Sims graduated from a four year Doctoral program at the National College of Naturopathic Medicine in Portland Oregon. In addition to the Naturopathic program, Dr. Sims obtained a Masters in Oriental Medicine (board certified acupuncturist and herbalist NCCAOM). Dr. Sims examines each condition from both a naturopathic and Classical Chinese medical perspective. Both systems are used to treat disease. The faculty of medicine at the University of Manitoba has asked Dr. Sims to participate in lectures to educate medical students about naturopathic and Chinese medicine. Dr. Sims provides timely advice for building personal health resiliency.

## Registration Form

Please save me a seat(s) for the **Take Charge of Change Resilient Sales Professional Workshop** scheduled for: \_\_\_\_\_ .

### CONTACT INFORMATION

Name: \_\_\_\_\_

Billing Address: \_\_\_\_\_  
\_\_\_\_\_

City: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Email Address\*: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number\*: \_\_\_\_\_

\*I would like to receive notification of future events:

Via E-mail  Yes  No      Via Fax  Yes  No

### PAYMENT INFORMATION \$199/PERSON OR \$249/COUPLE

Payment option:  Cheque  Credit Card

Cheques are made payable to **The Resiliency Lab**. If paying by credit card our office will contact you to arrange for payment or you can visit our website and click the registration box to register for the workshop and arrange payment through PayPal.

### FIVE WAYS TO REGISTER

Submit your registration information via:

**Phone:** 204.977.8026      **Internet:** [takechargeofchange.com](http://takechargeofchange.com)

**Email:** [info@takechargeofchange.com](mailto:info@takechargeofchange.com)

**Mail:** Take Charge of Change, 1345 Taylor Avenue  
Winnipeg, MB R3M 3Y9

*I am unable to attend this event, please keep me on your contact list for future events*

*My company/organization would be interested in exploring customized workshops*

### OUR GUARANTEE

**You will be satisfied with the Take Charge of Change Personal Resiliency Workshop – or your money back. If you don't think the knowledge you gain is worth your investment, just turn in your course materials. We will return every penny of your money, no questions asked!**



[takechargeofchange.com](http://takechargeofchange.com)



## **TAKE CHARGE OF CHANGE**

**At Take Charge of Change, we teach people how to successfully manage change, challenge and uncertainty by teaching people how to be personally resilient. We do this by delivering action oriented workshops and personal coaching. We understand that new transitions or improving performance can be full of challenge. We believe in the power of education that leads to new understandings, and increased confidence**

### **TAKE CHARGE OF CHANGE**

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**Winnipeg, MB R3M 3Y9**

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