An Overview

1/2 DAY Development Template

Presented To

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" Until one is committed, there is hesitancy, the chance to draw back. Whatever you can do, or dream you can do, begin it. Boldness has genius, power and magic in it. Begin now. "

-Johann W. Goethe
Genius

HALF-DAY TRAINING PROGRAM

March 1, 2015 - 8am-12pm

7:30-8:00
Coffee, Fruit, Power Bars and Hans Zimmer music (Batman). Go to Pandora and bring it on. Play it on a great bluetooth speaker. You want to set the mood for learning. Create space for relaxation and inner awareness.

8:00-9:00
Building The Agenda Each person shares ONE thing that they want to get out of the program today. No matter how small or inconsequential, everyone gets to share. You can use post it notes so each person can write uninfluenced by others. Stick them on a white board.

9:00-10:00
Rigorous Inquiry This is the act of taking EACH of the elements from the first hour and working through them with "rigorous inquiry" to make sure you know the real reason behind the difficulty. Sometimes, it's a "mechanical" problem and sometimes it's a "mindset" problem. But until you know what the origin of the issue is, you cannot solve it. Many issues will be both. So draw a vertical line on the board, and on one side write MECHANICS and the other side of the line write, MINDSET. Then, go through each issue and place in appropriate column.

(At this point, people will begin to understand the two elements of every sales problem - and once you complete the rest, they'll be able to do it themselves.)

10:00-11:00
False Assumptions This element is about the false assumptions we assign to our world that allows these issues to arise. After you do the "Rigorous Inquiry" step, go down through each one and ask your team to dig deep and learn what assumptions they are living under. It's likely they are seeing the world in an altered (illusory) way. Discuss this. See if they see their false beliefs.

11:00-12:00
Solutions. You might think solutions should come in the second hour. But, again, until you work through the source of the issue through "rigorous inquiry" you can't know. Plus, the solution shows itself. **You, actually, have been solving these issues for the last three hours.** But now, you can ask each person what they will do in order to solve the specific issue they have.

12:00
Lunch!!! Your team should be on fire at this point. (Not literally)