

The Psychology of Success

Building & Motivating High Performance Teams

1-2 HOUR TALK FRAMEWORK

Who should attend?

All salespeople and humans on the planet

Duration: 2-hours plus

Date:

Time:

Venue:

Your Expert Facilitator

Ian Rheeder, CM (SA)

To answer the central theme: 'What makes us successful?' Ian draws on practical coaching experience and knowledge and wisdom of hundreds of books and white papers on leadership, psychology and neuroscience. Ian uses a triangulation of *neuroscience, leadership theory and business strategy* to get his subject across.



By understanding self-leadership and just how important a winner's attitude is, this talk will open your mind and reignite your soul. Whether inspiring or influencing yourself or others, the content is easily accessible to everyone.

Objectives

- Understanding success and the neuroscience behind motivating ourselves

Topics Covered & Outcomes:

You will be able understand and implement the following:

- What is leadership: Introduction to a simple model (TEC) to lead yourself and others (trust, soft engagement and hard competencies).
- Choose your core values (see hand out), and really understand what drives you
- Build a winning attitude: Understand how to use thoughts and feelings to achieve objectives
- Focus & energy: to be successful we need a combination of both
- Motivational theories: Complete Victor Vroom's motivational model and start loving what you do
- Drawing upon the latest neurological breakthrough discoveries
- Through an enhanced self-esteem or self-worth, improve your business and personal relationships
- EQ: What is EQ and how to get it? (self-awareness & awareness of others)
- Improve the relationship you have with yourself. Top tips to build self-esteem and confidence (through an enhanced self-esteem or self-worth, improve your business and personal relationships)
- How to improve your general wellbeing (happiness, purpose & self-esteem)
- How to build trust and engage with each other
- Goal set using a proven goal-setting template set a sales goal and a private goal
- Self-awareness: Create rapport through trust and body-language
- The top-12 body language tips
- Q & A

"You will become, what you think, feel and do; with the emphasis on feel and do".