

FOR THE FIRST TIME IN POLAND - EXCLUSIVE TRAINING FOR TOP EXECUTIVES

BRIAN TRACY INTERNATIONAL

Advanced Mentoring program 2009

For the first time in Poland an advanced workshop program for a small group of participants **presented by Brian Tracy in person and the best experts from Brian Tracy International**

This intensive 2-day workshop is for ambitious leaders, who are already successful, but want to achieve even better results and at the same time create a balance between professional and personal life.



First edition:

12-13 October 2009

BRIAN TRACY  INTERNATIONAL

odkrywamy postawy sukcesu

The Program is designed for top executives and entrepreneurs.



BENEFITS FROM THE TRAINING

The classes will be facilitated by Brian Tracy in person and BTI experts and will take place in a small group (up to 25 people).

A small group open to the participants' needs, an exchange of experiences, an opportunity to make new business contacts and a powerful experience of individual and team work with Brian Tracy - these are only some of the benefits you will get from the training.

FOR THE PARTICIPANTS

Before the training each participant will receive a set of special materials as well as exercises and surveys to complete.

In addition, before the training our consultants will hold individual coaching sessions with the participants to define the goals and areas in which the clients want to make most changes. They will then draft an initial action plan and define the barriers and obstacles towards its completion.

Each participant will take part in special tests and then will be provided with a profile indicating their strong and weak points and recommendations for change.

Upon completion of the workshops the participants will have access to a complete action plan for the next 6-12 months and will have the opportunity to broaden their knowledge during the next edition of the workshops.

Topic areas of the development program

IN THE TRAINING YOU WILL LEARN HOW TO:

- 1** To take full control over your thinking and emotions in order to become a more efficient and effective manager.
- 2** Eliminate the inner self-limiting beliefs and reinforce the action driving ones.
- 3** Develop self-confidence and an attitude of a committed leader in order to achieve the best results.
- 4** Create inspiring visions for your team and organization, which will take your company to the top.
- 5** Enhance commitment and motivation among your co-workers.
- 6** Apply the principle of developing your own potential and increasing the potential of others.
- 7** Identify the main success factors for your company on the market.
- 8** Create a practical visualization of the future and apply it in strategic thinking.
- 9** Develop motivation to be proactive and efficient.

This practical and powerful seminar will provide you with ideas, methods, techniques and strategies which you will be able to apply immediately to make the best of your potential and become even more efficient in all actions.

Attendees say that thanks to this training they have:

- **achieved higher results faster than ever before**
- **strengthened their position as leaders**
- **strengthened their position on the market and expanded their business activity**

Price:

7.500 PLN (VAT exempt)

The price includes:

- Participation in the training run by **Brian Tracy** + materials
- Telephone coaching for the participants after the training
- Telephone consultation before the training
- A 4 hour follow-up meeting during the first month after the workshop
- An individual assessment before the training
- An individual report with recommendations for the future
- A certificate of completion
- Brian Tracy's support training programs on Audio CD

A month before the training each participant will receive a set of tests and exercises to complete, so that they can raise their awareness about the basic factors in effective management and business activity.

Two weeks before the training BTI trainers will interview each participant on the phone about their expectations and the challenges they are facing, so that the training can be perfectly adapted to their needs.

Detailed agenda

DAY 1 | Psychology of leadership performance - Creating a personal action plan

Expert trainers:

Robert Kozak, President of BTI Poland

Izabela Barton-Smoczyńska, psychologist

• Personal leadership

Leadership competence profile

Communicating values and goals- personal model of coaching

• Goals achievement-avoiding failure or striving for success

Needs and values involved in goal setting

Tasks and challenges in goal setting – principles and mental laws

Personal development

• Discovering developmental competencies

Recognizing stress and developing a pro-active attitude towards dealing with stress

Finding the meaning

– personality development strategy or dealing with stress

Creativity and innovation in development planning

• Working with beliefs-success personality or success of personality?

Recognizing one's own limitations and thinking patterns

Changing beliefs into beliefs generating personal success

– the responsibility principle and emotional intelligence

Creating the team identity

– mission, values and goals and the leader's expectations

Robert Kozak



He is versatile person with broad experience. He started his professional career as a scientist in the Department of Chemistry at the University of Warsaw, but abandoned academia in order to work with people. For most of his professional life, he has worked in the media as a journalist and manager. He was a co-owner and member of the board of the SIS Information Agency. As a journalist, he reported from various round table meetings for the western media. He worked for 15 years for the BBC where he started as a reporter, later creating and running the BBC section in Poland. He participated in setting up TOK FM Radio and has educated a whole generation of journalists - many of whom are now managers in the media sector. He has worked for Polish Public Television, where he was the head of the biggest news program in Poland - „Wiadomości”. He also ran another popular news program, „Teleexpress” and served as chairman of the Committee for Journalistic Standards in Polish Public Television.

Izabela Barton Smoczyńska



Has worked in the training sector since 1995. An experienced trainer and business consultant, author of many training programs on teaching soft skills such as efficiency, self-presentation and presentation creativity at work, motivating employees and self-motivation, learning and proactiveness as well as communication in the organization and interpersonal communication. She is also the author of support programs for doctors of different specialties on creating partnership relationships with patients and co-author of educational programs in at the Higher School of Economic Activity in Warsaw

Detailed agenda

DAY 2 | Personality of a leader

Trainer: Brian Tracy

- **Strategies of an efficient leader**
 - Strategic thinking and planning
 - How to gain advantage over the competitors
- **The role of vision and how to create it**
 - The principles of participatory vision creation
 - Creative vision building
 - Emotional approach towards vision
- **Team building and efficient team management**
 - Motivating others: internal and external motivation
 - Delegating and feedback
 - Influencing the best results
 - Inspiring communication-the basic tool of a leader
 - Policy management in an organization
- **Leader, manager and coach**
 - Situation management
 - Asking questions or giving orders
- **Change management and forcing the change - transformational leadership**
 - Planning and strategy of change
 - Defining centers of resistance and their elimination
 - Developing support for change
 - Strategy of communicating change
- **Personal efficiency of a leader**
 - Self-awareness
 - Relationships awareness
 - Self-control
 - Controlling relationships
- **Life balance**
 - Global goals and where am I now?
 - Synergy between the global and intermediary goals
- **Solving difficult situations and dealing with difficult people**



BRIAN TRACY

is listed along Peter Drucker, Stephen Covey and Jack Welch as one of the most influential business leaders in the world. Every year he trains over 250 thousand people in large and small enterprises all over the world in the area of strategy, management, sales, recruitment, motivating employees professional and personal development. He has a unique ability of inspiring the participants of his trainings to apply the learned techniques and tools immediately in their own life.

Over 4 million people from 53 countries have taken part in his seminars, including management boards and the executives of such companies as IBM, HP, Allianz, Cisco, ABB, Volvo, Citibank, Ford, BMW, Deloitte & Touche, McDonnell Douglas, Coca Cola and many others global leading companies.

He has created many reliable training programs for people on all organization levels and implemented them in companies all over the world. The training company Brian Tracy International is one of the largest training companies in the world which carries out programs according to the international standards.

Brian Tracy is also the author of 42 books translated into 35 languages, including the world bestsellers: "The Maximum Achievement", "Turbo Strategy", "Psychology of Achievement", "Hire and Keep Best People" and "Turbo Coach".

CONTACT

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www.briantracy.pl

Application form



First Name

Last Name

PAYER'S NAME:	
PAYER'S ADDRESS:	
FORWARDING ADDRESS:	
NIP (VAT ID NO)	- - -
TEL.:	+48 (0) 0
E-MAIL	

Payments should be made to:

Brian Tracy International sp. z.o.o. Bank BPH: 49 1060 0076 0000 3200 0134 7444;

Title of payment : [name and date of the training]

Terms and conditions:

1. You may participate in the training after a full amount has been paid to the above mentioned account and a written bank transfer confirmation has been sent.
2. application will be confirmed by e-mail within two days upon its receipt by the Organizer.
3. If you are interested in accommodation in a single room please contact us (concerns off-site open trainings).
4. You may withdraw your application up to 60 days before the date of the training free of charge. Should you cancel after this date but no later than 30 days before the planned date, Brian Tracy International Sp. z o.o. is entitled to charge you with 50% of the costs of the training
4. Should you withdraw your application, you are entitled to allot the refund to another training or workshop.
5. The cost of the training is determined by the date of receipt of the payment to our account (the following concerns trainings that have promotional price periods).
6. The organizer reserves the right to cancel the training and change its venue (in such cases the participants shall be informed about the changes by phone and e-mail).

I hereby agree to have my personal data processed by the Organizer and to receive business information via e-mail for the purposes of the registration procedure and order completion. I am aware of the fact that providing my personal data is voluntary and I declare that I know my rights (in accordance with the Personal Data Protection Act of 29 August 1997, Dz. U. of 2002, No. 101, item 926 as amended).

By signing the application you agree to the above terms and conditions and authorize Brian Tracy International Sp. z.o.o to issue an invoice without the signature of the authorized representative from the payer's company.

Please send the filled application form to the fax number: +48 22 485 34 32

BRIAN TRACY  INTERNATIONAL

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Applicant's signature

stamp