

BRIAN TRACY SOLUTIONS

SUCCESS SERIES

OVERVIEW OF PROGRAMS



MARKET LEADERS IN TRAINING
AND BUSINESS COACHING

briantracysolutions.com

TIME MANAGEMENT

There just isn't enough time for everything on our to-do list—and there never will be. Successful people don't try to do everything. They learn to focus on the most important tasks and make sure those get done.

The world's most popular time management program is developed by Brian Tracy from his bestselling book, *Eat That Frog!* which is translated into 30 languages.

Eat That Frog!

Celebrated author Mark Twain once said that if the first thing you do each morning is to eat a live frog, you can go through the day with the satisfaction of knowing that you're done with the worst thing you have to do all day.

In this era of constant distractions, learn how to 'eat that frog' and tackle your most challenging task, plus focus on the task that will have the greatest positive impact on your life.

Find out how to organize each day to zero in on your critical tasks and accomplish them efficiently and effectively.



GET MORE DONE:

- Personal Goal Setting
- Identify Your Talents
- Zero-Based Thinking
- Diamond Mining
- Increase Your Productivity
- Alleviate Constraints
- Steps to Simplification
- Action Planning

WHAT PEOPLE ARE SAYING...

"Most people talk about being super-busy but don't actually get results. This 'failure to execute' is one of the biggest problems in organizations. If you are a manager, this probably sounds familiar to you. After attending the workshop, our team morale has greatly improved, and we doubled our sales in 3 months!"

Ali, Sales Manager

"This workshop was exactly what we needed. Our team gets more done now that we set priorities. Seems like we have more time in the day!" Lou, Real Estate

"I learned to identify key success measures and set goals. I no longer procrastinate, and I feel great about getting more done.

This program has made a huge difference in my life."

George, Accountant

"My biggest take-away was that we can't get more time, but we can control how we spend it. I recommend this course to anyone wanting to use their time more effectively."

Pat, Engineer

LEARN THE BEST TECHNIQUES FOR ACHIEVING YOUR GOALS WITH EAT THAT FROG!

"No skill is more closely correlated to success in life as the ability to manage your time well." – Brian Tracy

PERSONAL SUCCESS

In this essential program, you learn that the key to peak performance is to understand how the way you think determines your attitudes, your expectations, your values and your behaviours.

Based on time-tested and proven methods, you discover how to be more positive, more focused and more effective in every area of your work and personal life.

Maximum achievement

What you achieve is determined primarily by the way you think about yourself, your life, and the people around you.

Some people throw themselves at their goals in a random way and are always surprised that they accomplished so little. High-achieving men and women use a series of systematic processes and plans to achieve their goals.

This program shows you how to achieve any goal that you set for yourself!

Who can benefit from Personal Success?

- Studies show that 86% of businesses are underachieving
- Job stability is gone with the average person changing jobs 12 times
- Of the 74% of people unhappy at work, half are actively disengaged
- To stay competitive, individuals and companies must upgrade their skills



GAIN FRESH INSIGHTS:

- The Keys to Peak Performance
- Taking Charge of Your Life
- The Master Skill of Success
- Seven Steps to Goal Achievement
- Achieving Balance in Your Life

WHAT PEOPLE ARE SAYING...

"This program was an excellent team-building day for our department. We set our individual and group goals and have already exceeded them." Sal, Media Coordinator

"I realised that I had been leaving too much to chance. Now that I have written goals, I have a focus. I truly have accomplished more in the last several months than I have in the previous couple years!" James, Account Manager

"I am not exaggerating to say that this has been life-changing! I have learned so much from this program and I recommend it to anyone wanting to balance their work, personal and family lives."

Gil, Business Owner

"After Personal Success, everyone in the office has a better attitude. Our teamwork has improved and we are getting more done. No one has to stay late anymore." Lisa, Principal

**PERSONAL SUCCESS IMPROVES MOTIVATION,
PRODUCTIVITY, MORALE, SATISFACTION AND RETENTION!**

"There are no limits on what you can accomplish, except the limits you accept in your own mind." – Brian Tracy

SALES SUCCESS

Brian Tracy is a renowned authority on the psychology of selling and is recognised as one of the best sales trainers in the world. For 30+ years, he provided sales training to top global companies.

Research shows that the main reason businesses fail is because of low sales.

What determines sales success?

Today's market is fast-paced, competition is fierce, technology has changed the sales experience, and customers have more choice than ever before.

Yet despite this, there are salespeople in every industry who continue to make sales and prosper. How?

The companies and individuals who survive and thrive are fast and flexible in rapidly-changing conditions.

"Survival goes not to the strongest or most intelligent, but to the one who is most adaptable to change." – Charles Darwin

What separates the successful salesperson from the unsuccessful one?

The skill of listening to your customer, establishing the trust to keep the customer engaged and creating the relationship that leads to repeat sales.

In this sales program, you learn 'the inner game of selling', the art of closing a sale and practical, daily techniques for increasing sales profits.



BOOST RESULTS:

- The New Realities of Selling
- Prospecting Power
- Identifying Needs Accurately
- Selling on Non-Price Issues
- Overcoming Price Resistance
- Closing the Sale

WHAT PEOPLE ARE SAYING...

"I learned how to nurture leads, overcome objections and create a relationship with my customers. I had a remarkable improvement in sales in just one month!" [Chris, Tech Sales](#)

"This was great for developing our sales team. Our key take-aways were the necessity of goal setting, the importance of identifying client needs, and how to build better relationships." [Ed, Financial Services](#)

"It was eye-opening to learn about the psychology of selling and what motivates people to buy. I understand more about how to sell on non-price issues and create the right impression for my customers." [Alex, Tourism](#)

"Understanding our customers better and helping them find solutions is making sales more enjoyable plus we are closing more sales!" [Min, Account Executive](#)

STAY AHEAD OF YOUR COMPETITION WITH SALES SUCCESS!

"Nothing happens until a sale takes place." – Brian Tracy

MANAGEMENT SUCCESS

Brian Tracy, the legendary authority on the psychology of achievement, has spent more than 30 years studying the most successful leaders in the world and has created this top leadership program.

What makes a great leader?

Great leaders have vision, courage, integrity, humility and focus, along with the ability to plan strategically and catalyse cooperation amongst their team.

They inspire others, are future-oriented, lead by example, keep a positive attitude, take responsibility and are strong communicators.

How to become a great leader?

The good news is that each of these leadership attributes, characteristics, and traits can be learned through practice and repetition.

You can use this program to develop admirable leadership strengths and accomplish bigger goals.

Strong leadership separates averages businesses from great businesses.

Despite this, most managers only receive limited training. They operate from day-to-day with little focus on future planning.

On the other hand, managers who have the best mental tools available to manage and motivate their people achieve excellent results.

They are respected team leaders and they accomplish 5 to 10 times as much!



CREATE IMPACT:

- Taking Charge
- How Excellent Leaders Lead
- Creating a Great Place to Work
- Fielding a Winning Team
- Communicate with Power

WHAT PEOPLE ARE SAYING...

"I applied what I learned about motivating others and we have had an amazing improvement in results. Our team has won the quarterly achievement award for our region!" **Kim, Sales Manager**

"This program exceeded my expectations. I used what I learned to restructure and realign my company which was a necessity coming out of the pandemic. I am now working with a business coach to build value going forward."

Mark, Business Owner

"Learning to communicate more effectively, especially with conflict resolution has made a big difference for me. I look forward to engaging with my team and we are meeting our deadlines."

Rick, Project Manager

"Management Success showed me the importance of taking self-responsibility and being proactive. I feel more confident in making decisions and overcoming challenges."

Val, Operations Manager

BECOME A GREAT LEADER WITH MANAGEMENT SUCCESS!

"Dare to go forward. Courage is the mark of greatness in leadership." – Brian Tracy

**These dynamic programs from the
Brian Tracy Success Series boost results dramatically!**

The Success Series 1-day programs are based on time-tested, proven methods and techniques. What you achieve is determined primarily by the way you think about yourself, your work, your life and the people around you. Change your thinking, and you will improve the quality of everything you do!

The secrets of success are not really secrets at all. They are timeless truths and practices followed by high-achievers throughout the ages. As you learn and apply these ideas, you will begin to enjoy the same results as the most successful people in our society. There is very little you cannot accomplish once you put your mind to it.

The Success Series fast-tracks your results with 4 accelerated programs. Here you will find both the time and the inspiration to step back and analyse the issues you're facing, gaining fresh insights that you can take back with you to create positive change for you and your organisation.

There is no better place to learn how to realise your success. Join us for the Success Series.

EAT THAT FROG!

- Personal Goal Setting
- Identify Your Special Talents and Abilities
- Mindstorming
- Four Ways to Increase Your Productivity
- Diamond Mining
- Zero-Based Thinking
- Time Allocation Exercise
- Constraint Analysis

PERSONAL SUCCESS

- The Keys to Peak Performance
- Taking Charge of Your Life
- The Master Skill of Success
- Seven Steps to Goal Achievement
- Achieving Balance in Life

SALES SUCCESS

- The New Realities of Selling
- Prospecting Power
- Identifying Needs Accurately
- Selling on Non-Price Issues
- Overcoming Price Resistance
- Closing the Sale

**MANAGEMENT
SUCCESS**

- Taking Charge
- How Excellent Leaders Lead
- Creating a Great Place to Work
- Fielding a Winning Team
- Communicate with Power

