

HARNESS THE POWER OF YOUR MIND TO ACHIEVE BOTTOM-LINE RESULTS IN YOURSELF AND YOUR ORGANIZATION

# Investment in Excellence<sup>®</sup>

## *The Practice of Peak Performance*

May 17-19, 2010, Fairview Hotel, Nairobi

*Every day you are striving to be at your best, but what holds you back? Discover the key to unlocking human potential and build extraordinary organizational performance and corporate culture.*

### INTRODUCING INVESTMENT IN EXCELLENCE<sup>®</sup>

*Investment in Excellence<sup>®</sup>* is The Pacific Institute's powerful flagship curricula, delivering the tools for growth and change in a variety of media formats. Containing enhanced information on how personal beliefs and attitudes affect an organization's culture, Dr. John Stanko teaches to the "whole person", presenting how the curriculum concepts affect not only the individual, but also the family, workplace, community, nation and the world. Based on current research in the cognitive sciences, *Investment in Excellence<sup>®</sup>* addresses the very foundation of all change processes – the human mind. Promoting self-examination and reflection, IIE illuminates areas where we may be holding ourselves back. It provides easy-to-understand and easy-to-implement tools to change attitudes and beliefs, which immediately reflect in greater results and higher performance.

Participants gain real insights into areas of personal, professional and organizational growth opportunities through professionally facilitated study and discussion with others. The facilitation process is designed to reinforce curriculum concepts and to practice using the tools so critical to peak performance.

"I realized recently that in the midst of the chaos in Zimbabwe, my business is growing in absolute terms. I further realized that it is due to God's goodness and to my TPI training that taught me how to think beyond the present realities. I am grateful for TPI and am now applying the principles more diligently in my personal life and work."

Participant one year after TPI training

Solving People Issues At Their Root Cause

Seattle • London • Tokyo • Johannesburg • Perth • Shanghai • Nairobi

*Investment in Excellence*® goes to the very core of quality improvement, performance enhancement and employee engagement – effective human thinking skills. It assists in creating a constructive culture with a common language a creative environment, as well as a renewed sense of accountability and an interest in positive contribution, whether it is at home or at work. Processes already in place will be enhanced by effective thinking by the individual, which is reflected in attitudes and behaviors aligned with the results desired by the organization.

Africa has no lack of resources and its leaders have been educated at the finest institutions in the world. What is missing is a way of thinking that will remove the internal obstacles that have kept Africa performing far below its potential. That is where TPI can be most helpful.

*Investment in Excellence*® program, offered by The Pacific Institute (TPI) is one of the more effective leadership and personal development programs available in the world today. With offices in Seattle, London, Johannesburg, Tokyo, Perth, Shanghai and now Nairobi, TPI training has impacted leaders and companies the world over.

In 2005, Dr. Stanko introduced the *Investment in Excellence*® program in Zimbabwe with great success. To date 135 people have completed the training and 25 people have been trained to facilitate the program.

## **CONTINUOUS EDUCATION**

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*Investment in Excellence*® includes an independent-study audio program, presented by Lou Tice, and designed to augment the education presented on video. These 40 sessions can be spread over an eight week period, providing two additional months of education and reinforcement. This audio program delves deeper into the concepts and skills taught in the facilitated sessions, encouraging participants towards continuous growth.

The introductory tuition fee for this three-day event is KShs 60,000.00 per person (normal fee is KShs 75,000.00). It includes the seminar, materials, independent-study program, two teas and lunch each day, and a certificate. Space is limited and registration is on a first-come, first served basis.



## LEARNING UNITS

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- Unit 1 **Grow Into It** We don't let ourselves want what we don't believe we can cause.
- Unit 2 **Belief is the Key** We act in accordance with the truth as we perceive it to be.
- Unit 3 **How the Mind Works** Change the way you think, and you change the way you run your life.
- Unit 4 **Belief: The Root Cause** There seems to be a direct relationship between what I think about myself and the way my life goes.
- Unit 5 **Habits and Attitudes** Keep the goal, change the habits and attitudes
- Unit 6 **How Beliefs Are Formed** We act like the person we believe ourselves to be.
- Unit 7 **Disputing Negativity** We must control our self talk or it controls us.
- Unit 8 **Beliefs Regulate Effectiveness** Our beliefs set the limits on the use of our potential
- Unit 9 **Play Without Fear** We move toward what we think about
- Unit 10 **The Next Time...** Thoughts accumulate to build beliefs
- Unit 11 **Warranted Self Esteem** We draw to ourselves what we feel worthy of receiving
- Unit 12 **Out of Order Into Order** Humans are always working for order in their minds.
- Unit 13 **See Yourself Into It** As we visualize the new, we become dissatisfied with the old.
- Unit 14 **The Structured Process** If you want to improve your life, you will want to use the affirmation process.
- Unit 15 **Creating a New Normal** Words trigger pictures, which trigger emotions.
- Unit 16 **Creating Future Memories** Our present thoughts determine our future.
- Unit 17 **Grow Stronger, Cause More** When we grow stronger on the inside, change is easy.
- Unit 18 **Culture: The Invisible Force** People behave and act in accordance with the truth as they believe it to be.
- Unit 19 **Choices** When pushed, we push back.
- Unit 20 **The Captain of the World** Freedom from fear releases potential.
- Unit 21 **Switching Styles** Think in ideals.
- Unit 22 **Where is the Truth?** All meaningful and lasting change starts on the inside and works its way out.
- Unit 23 **The Answers Exist** Begin with the question, "what do I want?"
- Unit 24 **Successful and Significant** Measure yourself from where you are to the ideal you are working for.
- Unit 25 **Designing Your Life** There is no growth without discontent.
- Unit 26 **Goals: Hitting the Target** As we move towards our goals, feedback is essential.
- Unit 27 **Releasing Energy and Creativity** Energy is created depending on the size of the goal
- Unit 28 **Increasing Awareness** The goal comes first, then we perceive.
- Unit 29 **Expand the Container** Properly placed accountability is the key.
- Unit 30 **Environmental Comfort Zones** Goal setting is a familiarization process.
- Unit 31 **From The Inside Out** As we visualize the new, we become dissatisfied with the old.
- Unit 32 **Goal-Setting Through** Once we arrive at a goal, we lose our drive and energy.
- Unit 33 **Checklist for Goals** With balance, you are capable of achieving many things at the same time.
- Unit 34 **The Best Is Yet To Come** There is no growth without self-examination.

Dr. John Stanko is no stranger to Kenya, having been coming here since 1997. During that time, he has consulted and worked for such organizations as Nairobi Pentecostal Church, the Kenya Civil Aviation Authority, Catholic Relief Services, the Kenya Wildlife Service, and a host of other organizations. He had also coached and mentored many Kenyan leaders and officials during his many visits to Eastern Africa. His book, *So Many Leaders, So Little Leadership*, has appeared on the Kenyan best-selling list from time to time.



Now come join Dr. Stanko as he visits Kenya once again, this time to share important principles that will help you as a manager, leader or emerging leader come to grips both with your potential and that of those with whom you work. Trained as a TPI master facilitator, Dr. Stanko will draw heavily on his work with The Pacific Institute in Seattle, USA, and its world famous cognitive learning principles.

Visit [www.thepurposequest.com](http://www.thepurposequest.com) for more information on Dr. Stanko.

To register, contact:

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**REGISTRATION**

Today's date . . . . .

Registrant Name . . . . .

Organization Name . . . . .

Title/Position . . . . . Organization Address . . . . .

Daytime Phone . . . . . Daytime Fax . . . . .

Evening Phone . . . . . E-mail Address . . . . .

**PAYMENT INFORMATION**

Tuition: KShs 60,000.00 + VAT per person (Cheques should be made out to PurposeQuest Africa)

*Signature* . . . . .

*Fee includes three teas and lunch. Program materials include a Video Resource Guide, Audio Assimilation Journal, and eight (8) audio CDs in a zippered CD case, all contained in a zippered 3-ring leatherette binder. Written summaries are included in both video and audio texts.*