



# It's Time.

To turn your corporate challenges into **ACHIEVEMENTS**.  
Company goals into **REALITY**. Your employees' thinking into  
**RESULTS**.



A Sure System For  
*Corporate*  
leadership and peak performance.



If you want your company or division to  
**BREAK AWAY FROM THE PACK,**  
but aren't sure how . . .

If you know how to get more sales and  
**MUCH BETTER RESULTS,**  
but your team is stuck . . .

If your organization has a  
**SPECIFIC GOAL**  
that it hasn't been able to achieve . . .

**"It was very overwhelming to learn that your thoughts have been holding you back from the corporate growth you've been trying to experience. Bob helped us change the mindset to make a smooth transition from one plateau to the next. One equation was able to take us from just over million to just under 17 million in a matter of three years."**

- Christopher Guerriero, CEO and Founder of the national Metabolic & Longevity Research Center,  
CEO and Founder of Wisdom Book Publishing LLC

**"Thanks to Bob, my team went from ranking 163rd company-wide in commissions to #11 within the first year, and to #1 by the fifth year. This program is great because you can have Bob Proctor in your office every week—any time you want to just turn it on."**

- Paul Hutsey, Former VP of Sales, Prudential Life

**GROW MORE.**

**CREATE MORE.**

**SELL MORE.**

The realization of a goal is not a complicated process. In fact, it's a simple matter of cause and effect. As straightforward, consistent and reliable as  $2 + 2 = 4$ .

## The problem is, most companies approach goals in the wrong way.

They pass the appropriate sub-goals on to its executives and employees, expecting them to change their behaviors and habits in order to change results.

That approach seldom works.

If you want different results, you need to ignite change at the level where the results are created in the first place - in each member of the team's mind.

When you do that, achieving your goals becomes not merely "possible" or "probable" . . .

It Becomes *Inevitable*

**"Education does not mean teaching people what they do not know. It means teaching them to behave as they do not behave."**

- John Ruskin



**Thinking Into Results is a powerful comprehensive consultant-guided home study program designed to help organizations go from where they are to where they want to be - not just once, but over and over again.**

Created by Bob Proctor and Sandy Gallagher, this program is a paradigm-shifting, educational program that is based on over 75 years of intensive research into the science and mechanics of professional and personal success.

Unlike other corporate programs, Thinking Into Results addresses the root **cause of success** . . .

Most employees know what to do, but they hold themselves back because they don't believe in themselves. Thinking Into Results helps them become more productive, happier, inspired and aligned with company goals by **changing their paradigm** (beliefs and a multitude of behavioral habits and patterns).

The Thinking Into Results program includes:

- Access to a highly-skilled and experienced Proctor Gallagher Institute Consultant to guide and facilitate your team through the process
- A detailed and interactive curriculum that is proven to work for companies and teams of all size
- 12 highly motivating lessons for leaders and their teams
- A detailed participant's guide with thought-provoking worksheets that drive results

### IT TEACHES EACH MEMBER OF YOUR ORGANIZATION HOW TO:

- Set and achieve worthy goals—if you know how to reach the goal, then it probably isn't the right goal.
- Understand the difference between what you know and what you do—just knowing something doesn't get results; you must change the behavior to change results.
- Master the mind to promote quantum leaps in performance. Become more disciplined and bring out their leadership skills.
- Understand and adapt to the unprecedented rapid changes taking place in the corporate world.
- Identify and avoid toxic landmines that sabotage your thinking.
- The magic of attitude—you must give energy to get energy back. It starts with you.
- Stop others from controlling what you think—with tools to preprogram participants to think great thoughts about themselves, their family, their job and the company they work for.
- Work in harmony with each other, and become more efficient and effective as a team.
- Be more effective in meetings and properly mastermind as a team.



## HERE IS AN OVERVIEW OF EACH THINKING INTO RESULTS LESSON:

### Lesson 1: Worthy Ideal

**Business Principle:**  
Goal Setting and Achieving

**Benefits:** Explains how to set and achieve goals that promote quantum leaps. Teaches the process of setting and achieving team goals. Employees set goals that inspire them, which helps to move them forward. Employees are motivated and see themselves as a part of something bigger.

### Lesson 2: Knowing/ Doing Gap

**Business Principle:**  
Return on Investment

**Benefits:** Most training gives employees information on how to do their job, but it seldom results in better results because their paradigm keeps them from acting on what they know. *Thinking Into Results* helps employees implement what they already know and changes their behavior to close the gap between what they know and what they actually do.

### Lesson 3: Infinite Mind

**Business Principle:**  
Productivity and Efficiency

**Benefits:** Employees will turn their non-productive habits into productive habits, and become more efficient and productive in their job, which leads to an increase in the bottom line for the company, as well as a reduction in turnover and an increase in retention and performance.

### Lesson 4: The Secret Genie

**Business Principle:**  
Peak performance of employees

**Benefits:** Teaches how the mind works. Employees take a close look at their daily habitual action to see where they can become more productive. As a result, team performance is improved through increased productivity of each individual. Employees and teams can break from past results and habitual behaviors. Productivity and efficiency increase as employees and teams work better together.

### Lesson 5: Thinking Into Results

**Business Principle:**  
Innovation and proactive thinking

**Benefits:** Teaches people how to think and how to analyze their thinking. Helps them realize past results are a reflection of past thinking and to change what they are getting they have to change their thinking. Helps teams to develop creative, innovative solutions to problems. Employees see problems as opportunities to strengthen the team, the company, and create desired results, which can be measured in the increase of success.

### Lesson 6: Environment is but Our Looking Glass

**Business Principle:**  
Creating powerful teams

**Benefits:** Employees will understand that to be more productive they have to change their image of themselves. Teams become more productive as they improve their team image. Teams focus less on what the competition is doing and more on what they are capable of achieving as a team. Competition within the team is transformed to cooperation and working in harmony.

**Lesson 7:** Trample the Terror Barrier

**Business Principle:** Overcoming barriers to success

**Benefits:** Creates an open environment for people to talk about fears so they can replace them with positive thoughts and get support from other team members. As employees overcome personal fears they can create effective teams, and they can help other members of the team overcome their fears so that all team members are more productive and forward thinking, and better able to think of creative solutions to problems.

**Lesson 8:** The Power of Praxis

**Business Principle:** Aligning actions and results with company vision

**Benefits:** Employees can see the connection between their beliefs and behavior. When they change from non-productive to productive actions, their results can then match the company mission and goals. Employees are responsible for helping create a vision of a perfectly functioning team that is reaching its potential. They create the results they are capable of creating together.

**Lesson 9:** The Magic Word – The Magic of Attitude

**Business Principle:** The attitude and mindset of high-producing teams

**Benefits:** Gives a very complete definition of attitude. Other programs may talk about the importance of having a good attitude, but this lesson explains what it is and how to change it. The result is focused teams that have their thoughts, beliefs, and actions aligned so that they are more productive and efficient. They learn the way to create a positive attitude regardless of the situation.

**Lesson 10:** The Most Valuable Person

**Business Principle:** Effective Leadership

**Benefits:** Helps employees develop qualities of leadership in addition to being able to also be a good follower. Emphasizes the creation of a positive environment where employees are appreciated for the work they do. Creates cooperation among team members and a positive work environment. Allows team members to emerge in leadership roles, which strengthens the team overall.

**Lesson 11:** Leaving Everyone with the Impression of Increase

**Business Principle:** Profit through service

**Benefits:** Emphasizes giving with no expectation of return., service to others. Promotes a high standard of performance for all levels in the company—leaders and employees are encouraged to do more and give more than expected. As a result of this lesson, teams will look for ways to make customers and other team members feel valued and appreciated.

**Lesson 12:** Magnifying the Mind

**Business Principle:** Team Problem Solving

**Benefits:** Other programs show how to make incremental changes. This program lays out the steps for a quantum leap, leading to dramatic results in performance. Employees are shown ways to sustain success so they keep getting better and better at what they are doing. Magnifying the Mind results in employees and teams that are focused and empowered with unprecedented increases in performance you will be able to measure.



BOB PROCTOR



SANDY GALLAGHER

## OVERALL BENEFITS:

Thinking Into Results creates a culture that promotes employee growth in a positive environment where they feel supported and like they are a major contributor to the organization - no matter what position they hold. It allows your organization to create desired results without competing against others in your industry.

### About BOB PROCTOR

Bob Proctor is widely regarded as one of the pioneer masters of the Law of Attraction. He has brilliantly unleashed the true potential of people's minds since the early 1960s. Founder of Proctor Gallagher Institute, Bob authored the best-selling book *You Were Born Rich* and is a direct protégé of Earl Nightingale, the undisputed master of changing lives by changing how you think. When it comes to systematizing life, no one else can touch him. He is simply the best. Bob Proctor is one of the world's leading experts in teaching individuals to push past their comfort zone toward unimaginable success.

### About SANDY GALLAGHER

Sandy Gallagher was a practicing corporate attorney with over 20 years of expertise handling billions of dollars in regularly advised corporate boards and high-ranking executives.

Sandy joined Bob Proctor to create Thinking Into Results, the most powerful business transformational program of its kind. As President and CEO of Proctor Gallagher Institute (PGI), Sandy brings the impact of Bob's strategies into both large and small business leadership training programs and is dedicated to teaching organizations how to unleash the full potential of their people.

Building on principles established by legendary founder Bob Proctor, PGI offers a variety of training programs and products to assist companies with achieving extraordinary performance and sales growth - ranging from speaking at company events, leading on-site training sessions, to providing businesses with company-wide training products and in-house training certifications. PGI's programs are tailored to the specific needs of individual companies, large and small.

Proctor Gallagher Institute has been widely recognized for its exemplary work with executives and sales teams from Fortune 500 companies, such as General Foods, Re/Max Real Estate, Prudential, IBM, AT&T, General Motors, Merrill Lynch, Verizon, American Express, Lockheed Martin, Anheuser-Busch, and Malaysia Airlines.

**Does your organization have a big goal it would like to reach?  
Would you like to bring out the best in each executive and employee?**

To find out more about this process and how Thinking Into Results can help  
you achieve your corporate goals, call now:

