



# THINKING • INTO RESULTS

## Program for Leaders



Proctor Gallagher  
INSTITUTE



BlueChipMINDS

Certified Proctor Gallagher Partner & Consultant



# THINKING INTO RESULTS



Thinking Into Results is a powerful Transformation Process that helps Individuals and teams go from where they are to where they want to be, not just once, but over and over again.

The Thinking Into Results Program for Leaders – **unlocking the true potential of executives, leaders and teams** is a 12 module program created by Bob Proctor & Sandy Gallagher.

Thinking Into Results is a powerful paradigm shifting, educational program of online lectures, self reflection & team worksheets, coaching and more. The program reveals how to lead yourself and others, master the mind and gain abundant professional and personal success.

The program makes a difference and produces results. Its interactive and proven curriculum includes modules like:

- Defining and achieving goals – if you know how to reach the goal, then it probably isn't the right goal
- Understanding 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.
- How to 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.
- How to stop those around you from controlling what you think – with tools to reprogram participants to think great thoughts about themselves, their family, their job and the company they work for.

## Skills Practiced



Cognitive Flexibility



Judgment & Decision Making



Critical Thinking



Emotional Intelligence



Self Awareness



Complex Problem Solving



People Management



Coordinating with Others



Leadership



Service Orientation



Negotiation



Creativity & Innovation



# Thinking Into Results Program Overview



Lesson	Overview
<p><b>1</b></p> <p>A Worthy Ideal</p>	<p><b>Business Principle:</b> Goal Setting &amp; Achieving</p> <p>The process of setting and achieving both individual and team goals as taught in this lesson allows participants to easily align themselves to the organisations vision. Participants are encouraged to think big and set both personal and professional goals that organically grow into bigger team goals that bring your organisations vision and strategy to life.</p>
<p><b>2</b></p> <p>The Knowing/Doing Gap</p>	<p><b>Business Principle:</b> Return on Investment</p> <p>Instead of giving participants information on how to do their job, this powerful lesson shows participants how to identify and change individual and team paradigms that prevent them from moving forward. They learn how to implement productive practices that will close the gap between what they already know and what they actually do.</p>
<p><b>3</b></p> <p>Your Infinite Mind</p>	<p><b>Business Principle:</b> Productivity &amp; Efficiency</p> <p>This lesson teaches participants how to change habits, and will have your team working together to replace negative group habits with productive ones.</p>
<p><b>4</b></p> <p>The Secret Genie</p>	<p><b>Business Principle:</b> Peak Performance of Employees</p> <p>This lesson teaches employees how their mind works, without this knowledge behavior changes will be temporary. Leaders are encouraged to take a close look at their daily habitual actions to see where they can become more productive. Leaders will gain valuable insights into how their team members operate at a subconscious level and how it affects overall results.</p>
<p><b>5</b></p> <p>Thinking Into Results</p>	<p><b>Business Principle:</b> Innovation &amp; Proactive Thinking</p> <p>Leaders are taught how to think and how to analyse their thinking. Most people think that they think when all they are doing is re-arranging existing memories and ideas creating mental activity in their mind. This lesson helps leaders better understand their mental faculties and how to strengthen them for better decision making, productivity and improved confidence.</p>
<p><b>6</b></p> <p>Environment is But Our Looking Glass</p>	<p><b>Business Principle:</b> Creating Powerful Teams</p> <p>Participants will understand that to be more efficient and confident they have to change the image they have of themselves and their team. Teams are strengthened through the emphasis of cooperation rather than competition.</p>
<p><b>7</b></p> <p>Trample the Terror Barrier</p>	<p><b>Business Principle:</b> Overcoming Barriers to Success</p> <p>This lesson teaches participants what happens when faced with change and how their thinking in times of change can limit themselves and the team. As leaders understand what happens when they are faced with change they learn to overcome the naturally occurring associated fear.</p>
<p><b>8</b></p> <p>The Power of Praxis</p>	<p><b>Business Principle:</b> Aligning to the Company Vision</p> <p>Learn the connection between beliefs and behavior. Underlying limiting beliefs are identified so that participants can change the root cause of results. Instead of focusing on behavior to create change, this lesson hones in on the underlying beliefs that are the root cause of behavior.</p>
<p><b>9</b></p> <p>The Magic Word</p>	<p><b>Business Principle :</b> The Attitude &amp; Mindset of High Performing Teams</p> <p>Participants are given a complete definition of attitude. This lesson explains what attitude is and how to improve it. This lesson teaches leaders how to focus on and change their mindset about situations in the organisation that aren't going well. They learn to have greater control over any situation reducing personal stress levels.</p>
<p><b>10</b></p> <p>The Most Valuable Person</p>	<p><b>Business Principle:</b> Effective Leadership</p> <p>This lesson helps participants develop qualities of leadership in addition to understanding what it means to be a good follower. Emphasis is on the creation of a positive environment where employees are appreciated for the work they do, promoting collaboration across divisions, departments and functions.</p>
<p><b>11</b></p> <p>Leaving Everyone with The Impression of Increase</p>	<p><b>Business Principle:</b> Profit Through Service</p> <p>Emphasis is on giving with no expectation of return, service to others. Leaders and their teams are encouraged to do more than they are paid for. This creates a culture of doing more than is expected and promotes positive working relationships.</p>
<p><b>12</b></p> <p>Magnifying the Mind</p>	<p><b>Business Principle;</b> Team Problem Solving</p> <p>This lesson lays out the steps for a quantum leap leading to a dramatic uplift in performance. It introduces guidelines to create teams of people who work with understanding and in harmony towards achieving a unified goal. This process helps create results in a magnified way free from struggle and confusion.</p>



## Program Facilitator & Creators



**Lead Facilitator: Georgia Ellis** - Georgia is the creator of Blue Chip Minds, Conscious Architects of Life, Life Reloaded & Rise Up Masterclasses and the "Ellis in Wonderland" Podcast and a certified Proctor Gallagher Consultant. She specialises in delivering high-impact, practical and integrated training and coaching. Georgia has taught individuals and teams in Asia, the UAE, UK, USA and Australia how to reprogram their mind for success.

Georgia is passionate about building self-awareness in organisations and individuals globally. She is well regarded for her ability to empower individuals and organisations to make their personal and professional goals a reality. Her workshops can be tailored to your specific needs to ensure you and your organisation moves from where you are to where you want to be.

Georgia believes that as an individual makes personal shifts, organisations also begin to shift, resulting in increased employee engagement, enhanced leadership capabilities, uplift in sales and a winning edge in the market place. She is on a mission to help organisations and individuals thrive and to be an integral part in building a world where more people experience exponential growth through self mastery. She sees self mastery as the cornerstone to peak performance and knows that through self awareness, people finally step up in life causing a positive ripple affect in their organisation, business, career, team, family, social circles, community and the world we all live in.

With her skills and expertise, Georgia provides an abundance of knowledge and experience to her clients and her mission is to help clients unleash their full potential and achieve their organisational and personal goals.



### **Program Creator – Bob Proctor (Chairman Proctor Gallagher Institute)**

**Bob Proctor** is widely regarded as one of the pioneer masters of human potential. 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 systemizing 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.



### **Program Creator – Sandy Gallagher (CEO Proctor Gallagher Institute)**

Sandy was a practicing corporate attorney with over 20 years of expertise handling billions of dollars in banking merger/acquisitions and capital-raising transactions. She 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.



## About Blue Chip Minds

**At Blue Chip Minds we teach organisations large and small how to unlock the hidden potential of their people helping them achieve personal mastery, group flow, and open the door to limitless possibilities.**

To make bold moves and leverage people in your organisation for exponential growth it's essential to understand mindset, it is after all the built in feature that creates optimal performance in individuals and teams.

It is mindset that determines the level of contribution people make to the bottom line, it not only affects how everyone responds to your vision and leadership, it is also influencing the culture, innovation, sales and employee engagement levels.

Blue Chip Minds specialises in developing optimal performance mindsets and increased self awareness. We have developed, and work within, our Peak Performance Framework to design and implement world class programs.

We will show you how to uncover and change outdated paradigms, glitches in thinking, unhealthy unconscious bias and limiting self talk within individuals and teams. Understanding, identifying and transforming these ingrained blocks significantly increases everyone's ability to experience exponential growth and peak performance.

Blue Chip Minds has worked around the world to help shift mindsets and move people from where there are now to where they REALLY want to be.

### Flow on effects from our programs include:

- **Authentic Leadership** – Leaders better understanding themselves and confidently encouraging team members to tap into their dormant potential.
- **Growth Mindsets** – Team members being open to and excited by the opportunity that change brings.
- **Can do Attitudes** – Increased confidence allowing team members and leaders to step out of their comfort zone.
- **Cohesive teams** – Team members choosing to work together instead of competing against each other.



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Peak Performance Framework

