

TONY ROBBINS

# BUSINESS RESULTS TRAINING

---

## TRAINING OVERVIEW

### Module 1 - 60-minute training

---

#### **Geometric Growth: Learn & Implement Tony's Cornerstone Opt & Max Process to Increase your Sales Funnel & Revenue**

- We'll walk your team through YOUR numbers and breakdown Tony's Opt & Max system for geometrically boosting revenue.
- This will serve as a brainstorm session for you and your team to strategize effective ways to increase leads, conversion rates, transaction value, and more.

### Module 2 - 60-minute training

---

#### **Develop the Masters Mindset: 3 Keys to Psychological & Emotional Mastery**

- We'll walk you and your team through Tony's core content: Strategy, Story and State. This process will push your team to truly align with the desired outcomes in order to identify the strategies and the decisions that will lead to success.
- Employing this strategy will teach you and your team to tap into the unique hunger and drive within and propel forward to lasting growth.

### Module 3 - 60-minute training

---

#### **The Power of Influence: 7 Steps to Effective Leadership**

- You and your team will learn Tony's 7-step process to eliminate the limiting beliefs that hold people back from reaching their full potential. This process is incredibly powerful when used internally as well as when working with clients who may have objections or concerns.
- This 7-step process will help you and your team increase conversion rates and cut down objections that hinder achievement.

### Module 4 - 60-minute training

---

#### **Increase Productivity: 3 Principles to Effective & Productive Time Mastery**

- Through Tony's time management system, you and your team will learn how to set outcomes, create executable action plans, and most importantly develop an understanding of what it will take to meet any and all outcomes.
- Implementing this process will align your team around an outcome-focused mentality allowing them to look for solutions instead of getting caught up by problems and roadblocks.

### Module 5 - 60-minute training

---

#### **Maximize Your Communication: Create a World-Class Team & Culture**

- We'll take you and your team through the DISC profile. DISC will teach them to understand how their own personality profile works, how they can better interact with others, how to engage clients based on their profiles, and how to work more cohesively with their fellow employees.
- With DISC operating as a universal language in the office, you will experience more efficient communication, whether in meetings, emails or the general day-to-day.

### Module 6 - 60-minute training

---

#### **Value Chain: The Proven System to Eliminate Chokeholds & Guarantee Results**

- We'll walk you and your team through Tony's Value Chain process and provide real life examples of where breakdowns may occur. Your team will know how the Value Chain works and how they can put it into practice through the "Clarify and Verify" method.
- This process allows you to find the chokeholds in your business by identifying the key areas where you are losing money.