



**PERFORMANCE  
IN MOTION**

# The Mastery Program

Performance in Motion **Mastery Program** is an ongoing, in-depth, and personal and professional development program that explores strategies to increase performance using the elements of motion.

Business owners, sales teams, management, team leaders, and other individuals seeking to make a difference in themselves and others work with a performance coach and each other on a continual basis to understand and experience the building blocks of peak performance. You will learn how to increase and sustain performance.

The awareness learned through guided self-discovery and interaction with others allows for breakthrough thinking. It is a powerful way for you to develop as a leader.

## Outcomes

In the Mastery Series participants will;

- Deepen their understanding of how to coach themselves and others for better performance
- Learn strategies to enhance oneself
- Understand that breakdowns can be an opportunity for breakthroughs
- Use peer group learning to set new performance goals
- Apply the principles of awareness education through movement to increase performance

## Program Structure

The program has two basic parts:

1. Nine roundtable meetings, each include open discussions around business and life using the elements of golf and other sport activities.
2. Three interactive experiences.

Each session, whether in the studio or on the course, revolves around five developmental themes:

- Awareness
- Possibilities
- Intention
- Commitment
- Enjoyment

## Program Topics

Although the direction of the sessions will vary with each group, the core topics are listed below:

- Core values
- Creating a vision
- Setting goals
- Identifying strengths
- Dealing with interference
- Mind mapping
- The magic of believing
- Visualizing
- Coaching self and others
- Increasing energy
- Staying committed
- Focusing intentions
- Releasing natural ability
- Playing your own game

### Case Study 1:

Mark

Business: 18 years reporter with Kare11

Life: Wife would like to spend more time with family and not have to work as much

Golf: Struggling, not having fun, lack of target

After reporting about this business on the Kare11 Extra and hearing the results that people had when I was interviewing them I decided to join the program to challenge some of my own beliefs. I loved my job but I knew it

was time to make some changes. The coaching I received from both Dan and the group helped me imagine the possibilities.

#### Results

Business: Doubled Income, enjoying new career using creative inner resources to enhance the business

Life: Wife reduced working hours; balanced family

Golf: Enjoys the game, playing with new sense of creativity and learning about self through the game

#### **Case Study 2:**

Dave

Business: Struggling working for Schwab Institutional on District team

Golf: Trying to connect swing mechanics and no target

“When I first came into the program I was looking forward to learn about myself and improve my golf game. The coaching concepts have helped me become a leader. I have personally succeeded by being promoted with the help of breakthrough concepts such as being totally committed to the outcome while staying unattached to the process, The program has helped me see new possibilities as I went from working for a division of the company to now managing the regional team.”

#### Results

Business: Promoted to regional manager, lead my team to record success over the past couple of years and enjoying leadership role.

Golf: Game has become more pleasurable to play, enjoy the people and surrounds while learning to be less connected to score and swing mechanics.

#### **Case Study 3**

Bonnie

Business: Business owner having tough time letting go of control

Life: Happily married with wonderful family but not always aware of living life to its fullest

Golf: Didn't golf much, unaware of potential, never knew she could learn about herself through the game.

“I have experienced many breakthroughs in business, life and golf through the group coaching process. The mastery program has helped me and my company become more aware of how to empower others as well as myself. I have been able to see the struggles that I have through the motion ( Golf) when I lose my focus. This has been a great way to deal with my staff when they have similar struggles at work. The techniques I have learned from Dan and Performance In Motion have been long lasting. My husband and I continue to enjoy learning about ourselves on the golf course. For this I have been extremely grateful.”

#### Results

Business: After being in business 20+ years increased revenue 900% after 2 ½ years. Let go of control and empowered others to do their job.

Life: Is now enjoying a balanced life

Golf: Has become a golfer, continues to improve performance using golf as a vehicle to learn about self

### **Annual Dues: \$6800**

#### **Investment includes:**

- **9 round table board meetings**
- **6 - 2 hour coaching sessions**
- **3 interactive coaching experiences**
- **Performance tracking**

- **Phone coaching**
- **Workbook materials**
- **Peer mentoring and coaching**

Program:

Cost:

Start Date:

End date:

Collage Date:

Letter Date:

On-course Play Date:

I have read and understand the information that has been provided by PIM with respect to the program that I am entering. I recognize that the results of the program will depend in large part on my commitment and dedication to the content of the program. I hereby agree to pay the total charges listed above for the chosen program in full at the commencement of the first session. I understand that it is my responsibility to reschedule missed coaching sessions within the parameters of my program dates. I also understand and agree that no deductions will be made in the charges for absence, withdrawal, or dismissal for any reason whatsoever.

Signature: