



The MINDSET of VICTORY

Background

Opportunities are everywhere. Success is there for the taking by anyone... if they are focused on looking for the right things and responding in the right way. This is determined by the way they perceive events and process information – their filters. These filters operate according to their conditioned thinking – their Mindset.

Tim Wade's V9 Profile outlines 4 mindsets: The Victor, The Victim, The Martyr and The Mercenary. Our goal is to shift people to and keep people thinking with the mindset of The Victor. To do this we look at the 9 characters that people can play. Each character is linked to one or more mindsets. Depending on the way people behave in their various roles in life, we can determine their underlying mindset.

The number one reason why people fail to produce exceptional results is a lack of clarity as to why the results are important to them. This uncertainty leads people to gain more certainty by doing the things that give them short term pleasure to avoid the discomfort of their uncertainty. This is the source of procrastination. This leads to poor results.

Some people then engage their ego defence mechanisms to explain why they are not a fault and thus justify their procrastination and slip into the mindset of the Victim or the Martyr. They blame others or work hard on unproductive and unprofitable activities. Others who become very self-centred and egotistical shift to the mindset of the Mercenary.

Without the correct mindset, all knowledge, inspiration and experience is processed unproductively. When our people cultivate their mindset of Victory, they are positioned to achieve positive, profitable and productive results. Victory!



Keynote Outline:

The keynote focuses on engaging, entertaining and informing, to motivate and energise participants.

- **Engaging:** Tim Wade has audience members actively participating in the session. This aids learning.
- **Entertaining:** Tim uses humour to ensure attention and effectively deliver the message. This aids concentration.
- **Informative:** Tim delivers a combination of time-tested wisdom with new concepts. This builds knowledge.
- **Insightful:** Tim delivers information in a creative way that sparks insights. This empowers decisions.
- **Inspiring:** Tim shares stories and examples that inspire. This engages emotion and aids retention.
- **Action-oriented:** Tim asks for commitment, participation and demands action. This returns results.





Keynote: **The MINDSET of VICTORY**

Featured Content & Activities:

- Engagement: audience members on stage! Attention, rapport, control.
- The 100m Olympic Sprint: Victory requires Goal Clarity and Big Goals – Tim has audience members race across the room to illustrate a point
- Overcoming Fear & Procrastination: from Caveman days to Today – Tim explains the reason for fear and our responsibility to lead ourselves
- The fear of rejection and the 6 laws of influence
- 3 Awareness Tests: fun experiences of how Awareness works in our Brains
- The Mindset of Victory: 4 key default Mindsets of V9 and being The Victor
- Character Development: the 9 key V9 Characters we play and how to shift
- “Yes We Can”: rehearsing the Positive Possibility Mindset
- A standing ovation... for everyone!



Outcomes Include:

- Attendee engagement, choosing to Participate, to raise their standards, to improve results.
- Attendee excitement, about what’s possible and about what’s coming.
- Attendee energy: Give me big Goals! Yes We Can! Yes I Can! I Think: Victory.
- Attendee execution: choosing to take action, being profitably productive, adopting the characters of The Seeker, The Leader, The Developer and The Giver. Being a Victor!
- Attendees decide: I can do it! They decide to deliver, to shift their focus and raise their awareness, looking for what is possible.



Follow-up Programs: the Profitable Productivity Series

- Profitable Productivity: 8 steps to Increase Productivity
- Leading Productivity: improving team productivity
- Sales Productivity: the 6 Laws of Influence
- Productivity Coaching

In 2011 the Singapore Government is supporting Productivity initiatives in businesses through tax and cash incentives of 250% of program costs. For every dollar spent on Productivity initiatives and training (up to \$300,000 per year), the government will give 250% (up to \$750,000) in tax incentives to profitable organisations, and 250% (up to \$750,000) in cash incentives to unprofitable organisations.

This means these Productivity programs end up costing you nothing, saving you money, increasing your productivity, and increasing your profitability!

Because of this, Tim Wade is being engaged throughout the year. Secure him for your organisation. Take Action. Get results.

www.timwade.com



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