



### **Mastery of Success™**

Selling to, and winning people over is not rocket science – we are all constantly selling ourselves in our conversations and actions. A positive perception of selling is essential to your success in life, in business and in wealth creation. Mastery of Success will change your attitude to Self-promotion and enable you to be massively success in all areas of your life.

Throughout the programme, you will practice thinking and being out-the-box, have a lot of fun and begin to uncover the Conscious Salesperson in you.

Mastery of Success is not just for salespeople; it's for anyone who wants to apply Consciousness Coaching® principles to achieve higher levels of success in business and in life. If you are not yet creating financial abundance, Mastery of Success will support you in healing your relationship with money and enabling you to be the most effective salesperson you can be.

#### **Mastery of Success™ empowers you with:**

- A new relationship to getting Out of your Box, out of your comfort zone
- A self-determined, Conscious relationship to money
- The skills to make convincing, effective and professional sales calls
- The power to make Time and Timing work with you
- The ability to shorten your selling cycles
- The power to over-achieve your sales targets

### **Course Content**

#### **Day 1 – Executive Coaching and Leadership Principles**

Here, we create awareness around leadership principles and communicating with executives:

- Establishing rapport with executives / leadership personalities
- Knowing when to stick and when to quit
- Time and timing – the power of chryros
- Efficiency and effectiveness
- Managing priorities

### Days 2-3 – Sales Mastery

These 2 days are devoted to Consciousness Coaching's brilliant sales course, which focuses on developing authentic sales competences confirmed by outstanding and fulfilling success. As with the earlier courses, learning happens largely through experiential processes, including video presentations and feedback.

- Transform your attitude to 'Selling'
- The first 30 seconds determine 80% of your success
- How to win your first 20 clients
- Mastery in the art of sales
- Handling objections the old and the new way
- Self expression: the four spices
- Winning investors and attracting money

### Day 4 – Success Mastery – The Foundations

Here, we focus on entrepreneurial skills. Whether you develop and use them to start your own business, to accelerate your career or simply to lead a successful, self-sourced life, you need to master the two core competencies of selling yourself and winning others for your goals, visions and missions. With those two skills in place, you're bound to succeed.

- Building a business – core principles of entrepreneurship
- Marketing / Networks / PR / Internet and email marketing
- Branding your Self
- Fees, money and you – transform your relationship to money
- Developing and presenting your business or life plan and getting feedback (you are invited to bring along your own mission, vision and business/life plans to work with)

Sign up for the next Mastery of Success and come and create an inspiring vision for your life and your work



**Creative**  
**Consciousness**  
South Africa

**Entry requirements**

- Master I – A New State of Consciousness (The Awareness Process I)

**Course Components**

- Creative Consciousness workbook

**Course Delivery modality**

- Classroom-based
- Experiential, interactive and group-based interaction
- Consciousness Coaching methodology and philosophy

**Course Duration**

- Classroom component
  - 4 days
  - 41 hours