



Introduction to The Irreverent Sales Girl's Master Plan for Wild Success

The Irreverent Sales Girl's Master Plan is a practical program designed to produce results in the lives of goal-oriented people. We don't go into all the research, psychology and theory behind the exercises and the homework with the participants because it fundamentally makes no difference to do so. Sharing all that may produce many insights, but there are plenty of insight junkies out there who float from program to program and have no solid results to show for it. We are not interested in insights, we are interested in results. What actions, practices, and conversations make a real impact in the experience of life for the participants? What habits and practices support them to experience high levels of productivity and performance in a sustainable fashion? It is a tenet of the Master Plan that self-care is an access to sustainable high productivity, creativity, and performance. The reason the Master Plan is a 12-session program is to ensure it makes a difference. Weekend programs are fine, but they amount to turning on a fire hose of information, spraying it at people and hoping some of it sticks. This is rarely, if ever, effective.

We walk the participants through 3 distinct spaces, each building upon the work of the one before. These developmental spaces should not be confused with the personal spaces we ask the participants to be accountable for in the program: Their own physical space at work and at home, mental space - a clear mind over time, their emotional space and their spiritual space or needs. If you look at your personal spaces as a garden and apply the adage "you reap what you sow", one begins to see how bringing order and peace to one's personal spaces makes a difference in the quality of life, wellness and one's capacity to perform.

The 3 Major Spaces of the Irreverent Sales Girl's Master Plan: Clearing, New Foundations, Perfect the Process

These are the Primary Spaces one goes through during the 12-session Master Plan Program.

1) Clearing - *Clear Your Mind, Clear the Path*

Disappear Barriers to Success

- Create and engage in using your plan
- Clear out what is in the way of your successes
- Complete dangling, nagging tasks
- Communicate powerfully with the people you have not seen or talked to in too long
- Gain clarity about the right actions to take and when to take them
- Commit to Consistent, Nurturing, Wellness Practices

In the first month we focus on clearing out what is in the way of being productive and creative and managing your well-being for high performance. We then focus on managing the noise or deluge of information we are bombarded with on a daily basis through a TV and News fast, practices to manage the impact of unsupportive relationships and conversations, and setting up a clean orderly physical environment that calls for peace of mind. You complete annoying dangling tasks that bother you. You outsource or give away tasks that weigh you down and upgrade your wellness practices. By implementing simple systems to maintain the integrity of your spaces you are mentally freed up to focus on what is important to you and what you want to accomplish.

2) New Foundations - *Set Yourself Up to Win*

- Create new Systems and Structures
- Develop new habits that will drive your success automatically,
- Serve Yourself First
- Gather Support
- Refine your Well Being Practices

In the second month, we focus on expanding your capacity to produce results now that we've cleared the space in your head, home and hearts. We train you to create powerful contexts for the areas of life that are important to you and have you write an Invented Future for the next year, which gives form to your plan and your projects. As you continue to use the practices and systems you invented, you experience having more energy and more time to devote to what you want. Synchronicity begins to show up, you begin attracting new opportunities and creating new practices in business that allows for an expansion of results. You feel better as a result of your new and consistently applied wellness practices.

3) Perfect the Process - *Expand Your Practices and Ingrain the Process*

- Evaluate and adjust systems and Structures
- Create a Plan for Emergencies and Vacations
- Expand your Capacities: Pick a specific goal
- Express your Intentions
- Execute Completely and Consistently
- Enjoy your Expanded Productivity and Fulfillment

The third and final stage of the program is devoted to establishing a new level of performance, confidence, and execution. Through the creation of a project, you push yourself to open up new levels of performance and capacities to produce results. You engage in a self-valuation exercise in which you get responsible for the value you bring to the table in all your relationships from work to family to friends. You create getting support in the areas you are weakest, and alter your perception of yourself and your value. Often people carry themselves and care for themselves differently after this exercise.

“Too many people over value what they are not, and undervalue what they are.”

~ Malcolm Forbes

We engage in several inquiries regarding power, charisma, intentionality, measures, mastery, and inspecting versus expecting. We explore the cycle of sustainable training and development and you create what is next for you in your own training.

The Impact of The Irreverent Sales Girl's Master Plan for Wild Success

Impact on individuals:

This program has produced major results in people's work. On several occasions, we have had people earn more money in the 3 months of the program than they had the ENTIRE YEAR PREVIOUS. People have achieved every goal set out for the next 12 months with in the 12 sessions of the program. Some have landed promotions or new jobs with expanded income potential. All have experienced the peace of mind that comes from having a plan and taking the right actions to get what they say they want and have a new sense of self due to their wellness practices and how they treat themselves.

Impact on organizations:

When members of a team participate in the Master Plan together, we see the true value and magic of the program come to life. When the Master Plan is used as a management tool, it provides an atmosphere of accountability and certainty while allowing all involved more autonomy. The effectiveness of the program is increased exponentially. For Managers who are participating, they are clear on what is working and what is not working at any given time due to the updated plans they receive. Interruptions due to uncertainty are minimized. A manager can effectively manage in minutes what may have taken hours to inspect and make happen in the past. Employees are clear on the priorities and time allocated for each task and can use their discretion to work on items at different times. There is a centrifugal force generated by the group and their productivity makes a major leap. They all participate in holding each other to account for their wellness practices and it becomes a game for them. Job satisfaction rises with the tide.