

# The Making of a *Winner*

Develop the Desire, Habits, Confidence  
& Attitude of a Winner

A One or Two Day Seminar

## Learn the **SECRETS** to **Building a Successful Life & Career**

Success is not the result of luck or random chance. Success never just “happens” to the fortunate few. Instead, achievers make their own luck. Accomplishments and lasting success are made possible by powerful motivation. High performers have the desire that drives them to greatness, that causes them to be dedicated to reaching the top of the ladder to success. Desire propels winners toward the top and keeps them there.

### **Determination**

A characteristic of a winner

### **Potential**

Winners separate themselves from the ordinary by using more of their potential for greatness

### **Attitude**

A positive attitude is essential to reaching your goals and fulfilling your dreams

❖Winners are individuals who become all that they are capable of becoming.

This powerful new workshop will show you how to develop the motivation needed to reach the goals you desire. It identifies the qualities you need to transform yourself into an individual mentally and physically equipped for high achievement.



## **Workshop** *Agenda*

**DESIRE:**  
WHERE MOTIVATION BEGINS

**POTENTIAL:**  
REALIZING YOUR ABILITIES

**PERSONAL GOALS:**  
GIVING DIRECTION TO YOUR DREAMS

**DEDICATION:**  
PAYING THE PRICE

**DETERMINATION:**  
THE REFUSAL TO QUIT

**COURAGE:**  
FACING CHALLENGES WITH CONFIDENCE

**POSITIVE ATTITUDE:**  
DOING YOUR BEST

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## What you will Learn:

### **DESIRE:** **WHERE MOTIVATION BEGINS**

The Roots of Motivation  
Desire  
Conquer Self-Doubt  
Overcome Obstacles  
Count the Cost  
You Can Develop Desire

### **POTENTIAL:** **REALIZING YOUR ABILITIES**

Tap Your Potential  
Uncovering Hidden Potential  
You Are Never Too Young or Too Old  
Wake the Sleeping Giant Within You  
Key Points About Potential

### **PERSONAL GOALS:** **GIVING DIRECTION TO YOUR DREAMS**

What Are Goals?  
Goals and Dreams  
Types of Goals  
How High Should Your Goals Be?  
Set Your Own Goals  
Visualize Your Goals  
Keep Sight of Your Major Goals at All Times

### **DEDICATION:** **PAYING THE PRICE**

What Dedication Means  
Winners Are Dedicated  
Steps Toward Complete Dedication  
Overcoming Adversity  
Putting Dedication into Practice

### **DETERMINATION:** **THE REFUSAL TO QUIT**

Never Give In!  
Everybody Meets Setbacks  
Demonstrate Determination  
Developing Determination

### **COURAGE:** **FACING CHALLENGES WITH CONFIDENCE**

Courage Is the Mark of a Winner  
Confidence Is Believing in Yourself!  
Putting Your Confidence into Action  
Positive Thinking Develops Confidence  
Practice Provides Confidence  
Adversity Builds Confidence and Courage  
Transform Your Fears into Courage  
Keys to Courage

### **POSITIVE ATTITUDE:** **DOING YOUR BEST**

Master Your Mind!  
Focus on Your Goals  
Be Teachable  
Become a Team Player  
Reflects Self-Worth  
Activate Your Power to Succeed  
Break the "Can't Do" Barrier!

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## What is this Program About?

### DESIRE

High performers have the desire that drives them to greatness, that causes them to be dedicated to reaching the top rings of the ladder of success. Desire propels you toward the top and keeps you there.

### POTENTIAL

Everyone has potential. Winners separate themselves from the ordinary by using their potential for greatness. All high achievers were once at the same stage of development that you are now. They succeeded by tapping their unused potential, and with practice and dedication, so can you.

### PERSONAL GOALS

Goals identify the achievements you want to reach. Your goals direct your efforts and show you how far you have come and how far is left to go. Goals exert an almost magnetic pull on you, and they keep you from wandering off your planned course. They give direction to your dreams!

### DEDICATION

When you can clearly visualize the achievements you will enjoy from your hard work, the hours and effort become a labor of love, a game, a fascinating adventure. When you set challenging goals and discipline yourself to work toward them, you can accomplish anything you desire.

### DETERMINATION

Determination is a characteristic of all winners. Setbacks and obstacles are inevitable - they happen to everybody. All winners possess a bulldog determination that separates them from those who give in to the temptation to quit in despair. Determination helps you overcome inevitable obstacles.

### COURAGE

Courage is the mark of a winner in any area of interest or endeavor. Courage keeps you from being intimidated by the prospect of failure. Courage gives you the confidence to do what, to others, seems superhuman. Confidence is believing in yourself.

## Tradition of Excellence

Dr. Alex Garcia and Leadership Dynamics has built a strong reputation for affordable, practical, and convenient business training for professionals everywhere, in every industry and sector.

With more than 1,000,000 satisfied customers, we continue to provide superior training you come to expect with Dr. Alex Garcia. Our blended learning approach is designed to offer various training options to meet the individual needs of your employees and your organization. Choose from many quality courses that can satisfy your organization's needs any time, anywhere and in any format.

- On-Site Training
- Keynote Speaking
- Public Seminars
- Audio, Video Resources

