

PROACTIVE TRAINING

Inspiring Excellence

A Power Packed Self Development Workshop Series

MasterSelf!

Giving Professionals that Effective Edge!

Led by

Fabian Fidelis MBA, CIT.

Certified NLP Practitioner (NFNLP) USA

Certified Neuro-Semantics Practitioner (ISNS) USA

Mastering Success begins with the Mastering of Self

MasterSelf! is aimed at the professional who wants to have the edge and succeed in this age of great competition. It is no more enough to just graduate with a degree and have working experience in the new world. The key drives are a keen sense of understanding self and the psychology of understanding people. This power-packed workshop challenges the head to think, engages the heart to experience pertinent concepts while moving the hands to use the techniques taught.

MasterSelf!

workshop series will cover core aspects of Understanding Personality, Interpersonal Management of People, Grooming, Team Working, Creativity and Making Presentations with more impact and purpose. This workshop is ideal for professionals who would like to seek leadership roles and propel themselves forward in the corporate world. It is also for those who seek to have tools to better understand themselves and the people whom they work with, or serve.

Methodology

Participants will learn by doing and will be taken on a 8 day workshop series journey to realize their true potential. Many concepts will be covered throughout the programme which is designed dynamically to gradually transform participants become competent marketers which is more effective and professional. The programme will also include a "*Friends Help Friends Succeed*"© evaluation system where the participants will learn by evaluating others as well as based on the "*MBTI*"© personality profiling model to understand their personality.

This Life Changing Workshop Series *is Result Driven* to unlock the *Secrets* show you how to be more *Effective* as a Professional. You will also be empowered with *Powerful Strategies* which can be applied and used the very *Next Day*, both in your *Professional and Personal life!*

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Workshop Series Agenda and Learning Outcome

Upon completion of the workshop, participants should be able to fulfill the following learning outcomes. The programme will cover various disciplines which need to be mastered by the participants in 8 one day sessions. These sessions can be done weekly, fortnightly or even monthly. Key areas are:

Session	Highlights / Key Learning Skills	Learning Outcomes
Session 1	Setting Starting Points, Targets and Goals	Self Mastery, Motivation To Learn, Understanding Change , Focus on The Outcome Presentation
Session 1	Grooming and Creating Professional Impressions	Grooming and Professional Presence
Session 2	Understanding Self using MBTI© Personality Profiling	Human Relations, Behavior, Human Relation Skills, Managing A Balanced Personality
Session 3	Interpersonal Skills Rapport Building	Effective Communication, Mastering Body Language, Power Posturing and Building Rapport
Session 4	Creative Thinking, Problem Solving & Decision Making	Self Mastery, Creative Thinking, Strategic Thinking, Decision Making, Making the Right Decision using NLP technologies.
Session 5	Creative Thinking, Problem Solving & Decision Making	Understanding and Using the 6 Problem Solving Tools and Out of the Box Thinking Strategies
Session 6	Power Presentation Skills	Basic Presentation Skills which would include Effective Construction and Delivery of t Presentation
Session 7	Power Presentation Skills	Presenting With Impact and Purpose and Create a Positive Impression Better Delivery of Ideas and Concepts.
Session 8	Effective Team Synergy	Understanding roles people play, team building, motivation, Creating win-win situations and Harness The Power Of Team Synergy.

Setting Starting Points and Targets and Goals

Participants will be exposed to the methodology of MINLP (Multiple Intelligence Neuro Linguistic Programming) based training and will establish a starting point for their training. The participants will also have to create and present a target sheet of where they will like to be after they complete the programme.

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Key Target:

- To allow participants to be comfortable with the training methodology
- To break the ice so that sharing of ideas can flow
- To better target and focus the training to suit the expectation of the participants.

Understanding Self using MBTI® Personality Profiling

Participants will be exposed to understanding preference and personality types as well as the objectives of the personality profiling. They will be guided to understand the key element of mastering personality management which is balance.

Key Target:

- To expose participants to the MBTI © Personality Profiling System
- To engage them to immerse their understanding of self and seek balance
- Major areas that will be covered – Extraversion and Introversion, Sensing and Perceiving, Thinking and Feeling, Judging and Perceiving

Grooming and Professional Impressions

Participants will be lead to understand the power of creating a powerful first impression and that it would make or break their efforts to build trust and show their competence and approachability. Participants will be given many ideas on how to improve their image and why they should always put their best foot forward.

Key Targets:

- The importance of creating a powerful first impression via appearance
- Top to toe scanning techniques to fit in to the professional image
- Project professionalism in their grooming thus making an impact on their work.

Interpersonal Interaction and Rapport Building

Participant will undergo training to better read people and thus managing their interaction with them better. They will also gain techniques on how to build rapport and to influence people.

Key Targets:

- Power greeting techniques on how to create a powerful first impression to anyone they meet
- Positive posturing techniques to help them influence and read people better
- Neuro Linguistic Programme Techniques to sharpen their people handling and rapport building skills.

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Creative Thinking and Problem Solving

Participants will enjoy the mental challenge to nurture themselves to think more creative and generate out of the box ideas. They will also be challenged to resolve problems effectively and creatively. NOTE: real life issues will be raised during this session and solutions derived from using the techniques during the programme can be used to effectively resolve real problems.

Key Target:

- Participant will be exposed to the technologies of why they think the way they do and how to effectively enhance this.
- 6 creativity tools (Brainstorming©, Six Thinking Hats©, Mindmapping©, Directed Creativity, Forced New Connections – Random Word, Breaking The Rules) will be focused on and participants will undergo practical session on the use of each tool

Effective Team Synergy

Effective team work is a driving force for any organization. Through fun indoor team building activities, the participants will learn the essence of team and the benefits of working together for the benefit of all.

- Participant will learn about the various stages of team formation which is Forming , Storming, Norming and Performing in a series of games
- They will be exposed to why teams fail and how communication with each other is vital
- They will be driven to understand the TOM formula consisting of Trust, Objectives and Mutual Benefits.

Power Presentation Skills

If you can't tell it, you can't sell it. This is true for every professional that if they cannot present their ideas with impact and purpose, they will not be able to convince the audience to consider their products, services or ideas. Skills to speak to a large audience are different to speaking one-to-one.

- Participant will be guided to understand the basis of an effective speech or presentation
- They will be given speaking opportunity and to develop their thinking, listening and effective speaking skills
- They will be peer access by the "Friends Helping Friends Succeed"© system and should be transformed to be better and more effective speakers.

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Participants In Action!



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Praise & Accolades for Fabian!

A cross section of the hundreds of accolades written by participants.

Dear Fabian,

ig so much A giving me to creat more colourful of my R life and more appreciate for my family and career.

[Signature]
002461@maxis.com (03-5000109)

13/1/06 .

Dear Fabian,

It has been a pleasure to have known you ... (as a wonderful trainer and above your positive thinking in life!!) you have inspired me in a way that I should not be 'FEAR' of circumstances.. We barely know each other but I hope we'll keep in touch sometimes!

Warmest Regards,
BETTY ZABIR
Bettyz@mni.com.my

Dear Fabian,

This training has taught me to be a better person. It has ^{also} opened up my mind on many issues in life, and with all the advices and tips you've have given, it will definitely be helpful to me in the future.

YOU'RE SIMPLY EXCELLENT!

-Jee Chia

Dear Fabian

This class is definately change my life. This really an eye opener.

The way the you carried out the concepts are simple & easy to absorb.

This really 'Beyond' my expectations!

[Signature]

Thanks

Dear Fabian,

Being able to come for this 3 day course was one of the best decisions I ever made. This is what I mean by fate. Was I meant to be here, or was it just plain luck? But, I wish to ~~THANK~~ you so very much for the difference you have made to my life. So funny, insightful, articulate, eloquent and wonderful! Do take care!

Lawrenc@sunway.com.my *[Signature]*

Dear Fabian,

A great job well done you have shown me things that I couldn't know off even though I've done many presentations before.

Overall its a great class & I feel fortunate attending it

Thanks,
[Signature]

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ABOUT THE PROGRAM LEADER

Fabian Fidelis MBA, CIT
Certified NLP Practitioner (NFNLP) USA
Certified Neuro-Semantics Practitioner (ISNS) USA

Fabian Fidelis is the **CEO** and **Principal Trainer** of ProActive Training and **Author** of the **Worldwide Distributed book** entitled *The Tao of Talking: The Speakers Tenets Towards Charisma*. He is a **Certified Trainer** with PSMB has over 13 years experience as a **senior manager** in the Hospitality Industry specializing in Management, Customers Service, Marketing, Management and Creative Thinking and Problems Solving. He has been a Hospitality **Management Lecturer** with Sunway University College from 1998 to 2005 and has made an impact on thousands of students since the start of his academic career.

Fabian's vast industrial experience on the other hand has enabled him to make an impact in his corporate workshops for the managers and staff of numerous multinationals, local companies as well as government departments. Among them are **IBM, Maxis Communications Berhad, UMW Toyota Motor Sdn Bhd, Panasonic Malaysia Sdn, Bhd. Kuala Lumpur Convention Centre, Shangri-La Hotel, Honeywell Aerospace, Sunway Group, Golden Hope Berhad, SBB Mutual Berhad, MOL.com Berhad, Ministry of Education, Radio Television Malaysia and many SMEs**. He has been appointed to be an **Assessor for the Doctors** and Medical Officers in the area of **Teambuilding** for the **Ministry of Health** and regularly runs programmes for them. He also was appointed as Managing Change Trainer to conduct Executive Development Programmes for the executives and managers of **Maybank Fortis** currently undergoing merger process. He also **lectures to Hotel General Managers** and Senior Hospitality Managers taking their **MBA** with the **Tourism Institute of Australia**.

Prior to being an academician, Fabian held the position of Assistant General Manager at a Royal Family owned hotel in Brunei Darussalam. During his 7-year tenure at the hotel as a pioneer senior manager, he was responsible for the setting up of the Rooms Division and Hotel and Marketing operations and the establishment of standard procedures for the hotel. He was also the service trainer for a host of international staff. His notable work in rendering exceptional service has gain acclaimed from members of the Royal Family, Ministers and Foreign Dignitaries and Ambassadors.

Fabian holds a Masters Degree in Business Administration from Ecole Superieure de Gestion, Paris (Paris Graduate School of Management) a renowned business school in France. He is also a **Certified Practitioner of Neuro-Semantics** from the International Society of Neuro-Semantics, USA (ISNS) and **Certified Practitioner of NLP** by the National Federation of Neurolinguistic Programming, USA (NFNLP)

Fabian was the Vice President of Education and later the **President** of the Sunway **Toastmasters Club**. He has earned the Competent Toastmasters Award (CTM), the Advanced Toastmasters Bronze award, (ATM-B) and the Advance Toastmasters Silver award (ATM-S) as well as the Competent Leader (CL) award conferred by Toastmasters International, the leading organization in effective communication. He is a proficient speaker and has won numerous speech competitions.

Fabian's passion for public speaking as well as his love for training has driven him to take up training as a profession. He has been called upon on many occasions to be Master of Ceremony for events and annual dinners both locally and abroad. To date, as many as **20000 participants** have benefited from his lectures, talks and workshops.

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PROGRAM INFORMATION

Program Title:	<i>MasterSelf!</i> Giving Professionals the Effective Edge
Training Dates:	To be confirmed by client
Timings:	9am – 5pm per session for a total 8 sessions.
Venue:	To be provided by client
No. of Participants:	Not to Exceed 24 participants per program
Program Fee:	RM3000 per day. Fee is inclusive of: <ul style="list-style-type: none">* Full instruction and facilitation by program leader* Complimentary Copy of “The Tao of Talking” Book* Program Manuals* 3 months off site support* Free Newsletter and other support material* Certificate of Achievement
Surcharge:	RM250 per participant per day, over and above 24 participants
Validity:	The above offer is valid for 3 months from the date of submission of this proposal. ProActive Training reserves the right the amend the rates after the validity.
Payment Terms:	50% upon Confirmation 50% Payable immediately upon completion of program Payments are to be made in favor of “ProActive Training”
Venue & Facilities:	Training venue and AV facilities to be provided and all related cost thereof to be borne by the client
Airfare & Hotel:	Program leader’s expenses to be borne by the client should the program be held out of the Klang Valley, Malaysia
Proposal Dated:	23 August 2007
Confirmation:	On or before 10 September 2007
Contact:	Fabian Fidelis CEO and Principal Trainer ProActive Training Tel: +6012 6560662 Fax: +603 61577694 Email: fabfidel@proactivetraining.cjb.net