

## **THE PSYCHOLOGY OF SUCCESS: SECRETS THE SUPERSTARS KNOW**

**What do the super-stars of success know that the rest of us do not? In this fast paced seminar, your practice will learn the six essential key ingredients to the science behind success. Why do some people just seem to rise to the top in their field? Why is it that some people have all the luck? You will learn how your E.Q. is more important than your I.Q. and how your attitude is more important than your latitude.**

### OVERVIEW:

Researchers used to look at the concept of intelligence strictly through the lens of academic performance and I.Q. Now we know that real intelligence goes way beyond how well we performed on tests in school. It has to do with how well we handle people, how we deal with set-backs and failures, how well we achieve our life goals, how we motivate ourselves, . . .and most of all. . .how well we manage our emotions.

In this seminar, the people in your practice will discover a blueprint for achieving success in their relationships, in their health, in their careers, and in your office. They will learn about a new dimension for success called: "Emotional Intelligence" or EQ. Your people will explore their own EQ and discover how well they can handle themselves, work with others, and manage their emotions. They will even have the opportunity to take an E.Q. test and find out their own EQ score.

### PARTICIPANTS IN THIS SEMINAR WILL:

- Discover the role of emotions in their personal and practice lives
- Learn how to transform their emotions into allies to help them achieve goals
- Explore the Five Factors of "Street Smarts for Success"
- Apply the skills everyone should know for getting along with self and teammates and patients
- Learn how to identify and achieve what they want personally and professionally
- Discover how to deal with setbacks
- Learn how to turn failures into stepping stones for success
- Learn how to "read" people more effectively and realize results in the practice
- Learn the essential ingredient to practice performance

- Know when to feel good and when to reward themselves for goals achieved
- Apply the Psychology of Success which the “Super-Stars” really know
- Realize what their own Emotional Quotient is and how they can raise it higher
- Activate strategies for dealing with the "Fearsome Foursome" Roadblocks to success
- Get a grip on Anger
- Reel in Anxiety
- Galvanize themselves against Guilt
- Make friends with Depression
- Uncover the thoughts which hinder them from being more effective
- Learn how to diffuse a patient who is explosive
- Motivate team members and patients with a bad attitude
- Learn how to deal with Constant Complainers
- Develop Self-leadership skills for practice productivity
- Learn how to communicate feelings effectively in the office
- Find out how to be more positive in negative circumstances

## OUTLINE FOR THE PROGRAM:

### ***Emotional Self-Awareness***

*Learn the anatomy of an emotion*

*Discover why we have emotions*

*Learn how the brain works*

*Understand emotional hijacking*

### ***Emotional Self-Management***

*Use your emotions as signals*

*Overcome irrational beliefs*

*Handle disruptive emotions*

*Learn how to share your feelings*

### ***Emotional Self-Motivation***

*Uncover your personal motivations*

*Train your brain*

*Develop impulse control*

*Achieve goals*

### ***Emotional Other's Awareness***

*Empathize with others*

*Understand emotional contagion*

*Learn the difference between*

*empathy and sympathy*

*Connect better with others*

*Become less critical and judgmental*

***Emotional Others-Motivation***

*Help others manage their emotions  
Understand your sphere of influence  
Recognize what you can and  
can not control  
Inspire optimism, confidence and  
hope in others*

***SESSION DESCRIPTION FOR PRINTED PROGRAM:***

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