




Positive
Intelligence®

Reach your Potential

Positive Intelligence Program

positiveintelligence.com



Only 20% of teams ever achieve 80% of their potential.

Is your team one of the 20% of High Performers, or one of the 80% that is settling for less?

If your team is struggling with:

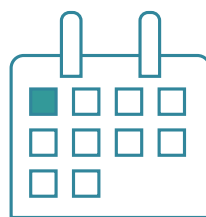
- Lack of trust.
- Lack of transparency and collaboration.
- Lack of buy-in on a cohesive purpose.
- Lack of engagement.
- Lack of focus of top priorities.
- Lack of accountability.

The source of these problems is NOT a lack of training or skills. It is a lack of “Mental Fitness,” the ability to respond to life’s challenges with a positive rather than a negative mindset. Most training creates short-lived positivity that fizzles soon after the event. However breakthroughs in neuroscience and behavior management have revealed a proven process for bringing out the best in people consistently and bringing that increased resilience to their teams and their work.

You CAN create a team culture with:

- Lower stress and higher fulfillment.
- Higher retention of the best people.
- Laser-like focus on the most important projects.
- Increased sales and client satisfaction.
- Improved relationships, trust, and collaboration.
- Increase employee engagement and enthusiasm.

By focusing just 2% of your time each week, you can build the Mental Fitness of your team, create the high performing culture you need, and get the results you want in a way that brings deep fulfillment.



Schedule a strategy session with a team development specialist to create a plan to dramatically increase the impact of YOUR team.

Business Outcomes of our clients

MetLife trained salespeople outsold the control group by 37%.

In a UK restaurant group, higher competency resulted in 34% greater profit growth

Motorola recorded improved productivity in 93% of trained employees

Sanofi-Aventis Pharmaceutical salespeople with improved competency sold \$55,200 more per month.

L’Oreal strength in these competencies resulted in \$91,370 increase per salesperson.



**By investing 2% of your time,
you can increase individual &
team performance by 10-50%.**

A high performing team needs to have the right foundation, otherwise they will keep doing the same thing expecting different results.

Every leader wants their team to produce better results.

We measure a team by the results they create - and the way they get those results. But finding what is really holding them back can be frustrating. **What impact is your team having?**

To produce results, teams need skills.

Teams must be able to function skillfully and effectively in a wide variety of situations. Organizations spend billions trying to train their way out of performance problems. **How does your team show up in key situations?**

Training people only once rarely works.

To get consistent results, leaders must continuously develop their people, hopefully getting a return on their investment. **How are you ensuring that your team is consistently growing?**

Teams only thrive in the right environment.

The right team culture inspires individuals to do their best, implement their skills fully, look out for each other and stakeholders, as well as do their work in a way that is fulfilling to them. **Does your team culture support the best well-being and performance of your people?**

A team is only as strong as its people.

For a team culture to be strong, the members of the team must be mentally fit and positive; able to bounce back quickly from difficulties and help others to do the same. **How are you bringing about growth at the deepest level in your people?**

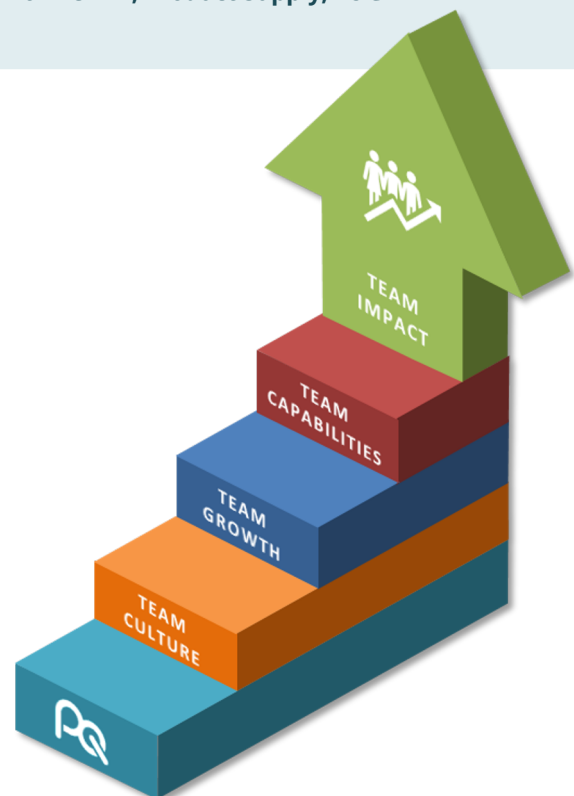
What leaders are saying

"The Positive Intelligence model is a brilliant breakthrough as it defines, measures, and improves your awareness of your own performance and happiness. It also helps solve the mystery of why so many smart people still fail to be successful."

**Jim Lanzone,
Chief Digital Officer, CBS**

"I have found this to be one of the very top experiences I've had in the past 34 years with my company. The impact on me personally has been profound, and the business impact is evident."

**Bonnie Curtis,
Former VP, Product Supply, P&G**





The greatest threat to your organization is “business as usual”.

Which Of These Symptoms Are You Seeing?

When triple-purpose is low

- This is just a job for me. My primary reason for being here is security and to pay my bills.
- We're each focused on our own selves. Each person's deeper aspirations for growth and self-actualization is up to them.
- We are just getting our tasks done. We are not looking to have an impact on others outside this team.

When triple-purpose is high

- I am clear and inspired by how my participation in this team contributes to my growth and self-actualization.
- We are inspired and committed to help each other grow in meaningful and lasting ways.
- We are clear and inspired to have a positive impact on others outside our team.

When earned trust is low

- We don't admit to our own mistakes and failures and blame others or circumstances.
- We're suspicious of each other's intentions, worried they might be serving their own interests against ours.
- Our interactions with each other is just transactional, limited only to our job roles.

When earned trust is high

- We acknowledge our own shortcomings and imperfections and ask each other for help.
- We assume everyone has the best of intentions and work to gain clarity and understanding when an issue arises.
- We know and care about each other as human beings, above and beyond our job roles.

When healthy conflict is low

- We play it safe and withhold what we truly think or believe in order to avoid conflict.
- We gossip regarding our conflicts behind each other's backs.
- In debate or conflict, we attack the person, resulting in judgement, defensiveness, or blame.

When healthy conflict is high

- We face conflicts openly in the team. We don't hold back in expressing our disagreements or truths.
- We air all conflicts with each other inside the team.
- In debate or conflict, we attack the problem while doing our best to support the person.

When mutual accountability is low

- We expect the team leader to hold members accountable for results.
- We expect the team leader to hold members accountable for how they conduct themselves.
- Team members are primarily concerned about their own results, not each other's.

When mutual accountability is high

- Within our team, we hold each other accountable for promised results.
- Within our team, we hold each other accountable for how we conduct ourselves.
- Team members show as much passion and concern for each others' achievements, as their own.

Building a Mentally Fit Culture Will Take Commitment, But It's Worth It.

How to level up your team

1

Positive Intelligence Program with the leadership team.

2

High Powered PQ Teams Workshop with leadership.

3

Positive Intelligence Program for the employees.

4

Support modules for leadership team and employees as needed.

What leaders are saying

"Lasting and transformative impact on me and others in my organization."

**Lisa Stevens, Region President
Wells Fargo Bank**

"A must for any individual or team serious about unleashing peak performance."

**Dean Morton, Former COO
Hewlett-Packard**

"Positive Intelligence can change your life and transform your business. A real game changer."

**James D. White, President & CEO
Jamba Juice**

What's included in your program and annual subscription

1: Leadership Team Mental Fitness Program

- Our flagship app-guided program *Positive Intelligence*. Includes weekly one-hour video sessions, daily Mental Fitness reminders.
- Seven facilitated accountability-sessions with your Certified PQ Coach.
- Audio and PDF versions of NYT bestselling book *Positive Intelligence*.

2: High Powered PQ Teams Module for the Executive Team

- Executive team kick-off session.
- Four Pillars of High Powered PQ Teams modules:
 - *Triple-Purpose, Earned Trust, Mutual Accountability, Healthy Conflict.*
- Additional High Powered PQ Team skill modules.

3: Employee Mental Fitness Program

- Flagship six-week app-guided PQ program for all employees.
- All employees can invite immediate family members to participate in the six-week PQ program.

4: PQ Application Modules

- PQ application modules focused on high impact topics such as: conflict management, relationship building, stress management, parenting, creativity, and many more.

Support

- Quarterly C-Level Meetings with PQ Founder Shirzad Chamine to discuss real-time examples of applying PQ within organizations.
- Your dedicated Customer Success Manager.



**For more information, contact your Certified Positive Intelligence Coach
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More praise for Positive Intelligence.

“Most of the trainings I’ve done fizzle out very quickly. I started this program a year ago and its impact on me keeps growing. It has been life changing on so many levels. I’m so much more effective and have so much less stress in every area of my life — from blowing past revenue targets at work, to far more fulfilling relationships at home.”

Bruce Zali
VP of Sales & Marketing
Promise Technology

“This is the best ‘training’ I’ve done in my 37 years here... I personally have experienced a new sense of energy, engagement and possibility both at work and at home — and I am actually getting full nights of sleep!”

Gale Beckett
Former VP, Quality Assurance
P&G

“This workshop changed my life. I’m working half as hard and generating twice the results. It’s amazing what’s possible when you use these powerful tools.”

Brad Fisher
Executive Director
Featherstone Holdings

“This has been the most impactful training I ever experienced. You develop powerful mental muscles to deal with challenges with much less stress and greater clarity, creativity, and resilience. Every sales professional would benefit greatly from this.”

Adam McGraw
Sales VP & GM,
American Express

“I am much calmer and have a greater sense of happiness than I have felt in years. I feel physically lighter, and my energy is higher. Sage is now present all of the time. I sleep better, eat better, exercise better.”

Sandi Sandiland
Head of Global Sales P&D
Amazon

“This has been an extraordinary gift for my team. The concepts are phenomenal -- a true revelation in the way to think and handle work and life’s challenges. Besides the lasting impact on myself, I’ve loved hearing how many people this has touched in my company.”

Jessica Herrin
CEO
Stella & Dot

“What is new and life changing is the ‘mind control,’ the ability to ‘let go’ when any negative feelings take over. This program has given me the ability to be in the driver seat of my life.”

Nathalie Brys
General Counsel
Philips

“All my life I thought my high achievements were impossible without feeling constant stress. I’ve now learned to achieve even more with a calm and clear mind. I’m now enjoying every day, not just the final accomplishments. At the end of the quarter, I don’t feel the need for a long vacation anymore.”

Sharon Pinedo
Head of Sales (Workplace)
Facebook

“This has been a profound growth experience. I now consistently feel joy and calm in the middle of handling the many challenges of running my company. Almost a feeling of ‘Throw it at me... I can handle it’ - like I want more challenges now, as if nothing is too much.”

Becky Sharpe
CEO
Collegiate Sports Data



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