

**References:** IGS Group, AXA, France Loisirs, Robert Bosch, Total, Dimension Data France, Peugeot-Citroën, General Electric, Alstom, Bertelsmann Group, Veolia Environnement, Deloitte, French Ministry of Defence ...



**Founder/CEO  
La Taureau Corporation**

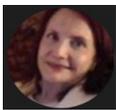


**Dr. Phippe Scotto**  
Received the Nobel Peace Prize  
2005 with the International  
Atomic Energy Agency (IAEA).

***“I consider the tools/methodology that you have developed are probably some of the most powerful tools that I have ever seen... What you have underlined is fundamental not only for each human being but also for our future.**”*



**Founder/CEO  
Genesis Consultants Inc.**



**Dr. Dorothy M. Neddermeyer**  
Internationally recognized  
authority on science and human  
potential, is also a Change  
Management Consultant.

***“Awesome tools and techniques. Yes, it really is that simple. Even if you have read all the books, taken workshops, counseling, Dan's program delivers profound and usable techniques and strategies like you've never heard before.”***



**Vice-President  
DATONIX**

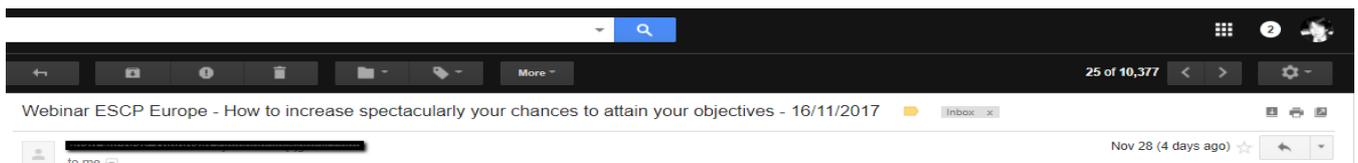


**Alexandre Kopriwa**  
Board of Directors. Advisor at  
innovation and fund companies.

***“I have known Dan since 2005 when he was Chief Coordinator of the Management Group at an international networking association of professionals and alumni of major business schools.***

***And as Vice-President of DATONIX, I can't but recommend Dan. He can move corporate mountains, open minds towards a brighter future and discover new horizons for investors, leaders and company personnel.”***

**The below email was sent by the Financial Director of a major French company who attended the 90-minute webinar hosted by the prestigious ESCP Europe Alumni, together with several other business school associations, including SCIENCES PO.**



Good evening Dan,

It has been almost 2 weeks since I attended the webinar and I think it is time to share comments about the benefits of the 4 tips you presented to us.

Frankly, when I registered to participate in that webinar, I did not think it would bring me so much. I did it because I really need to become more efficient, because I was looking for tools and tips to grow better, but I never believed in a magic rod that would change my behavior from one day to another. I believe that progress is made everyday, step by step.

Honestly, I was a bit surprised by what I heard : I was expecting a system, an organisation, etc. I only got 4 tips, very very simple tips. Maybe too simple ?

It looked so simple that I decided to practice all four tips from day #1 :

1/ [REDACTED]

One of my major problem is procrastination.

I think more easily to what is coming tomorrow and after tomorrow than to what is happening today.

I always thought that it was because I did not allow enough room in my brain for all the things I had to do. So I have been trying to pile them up, organise them and not forget any. But this method had exactly the opposite effect as expected : it filled my brain with plenty of things and prevented me to do any of them properly and in time.

In addition, I was often disconnected with reality, with a lack of presence and attention to the persons that surround me.

When I choose to "dance with Bob", it has the following impact :

– it deletes the "cache memory" in my brain (all the to do lists) and the question coming after the 30"-- observing real things is : "what is next ?". And it is much easier to step into action quickly

– in the end of the day, when I check the to do list, I am much prouder of the 60% to 70% done (even if sometimes not critical) than of the 30% to 40% left. It provides me a much more positive state of mind.

2/ [REDACTED]

I also built the organisation chart of my personal company : [REDACTED]

It did not take so much time (around one hour) and I must admit I had never seen my life from this point of view.

Of course it is not 100% perfect and it will be refined and completed in the future. But it is ok to start.

My great surprise was to see that I have :

- 6 red boxes (13%)
- 16 yellow boxes (34%)
- 25 green boxes (53%),
- total : 47

The red ones are indeed tricky and long term problems, but they usually take 80% of my thoughts and disponibility. Everything is not bad in those, but they are the kind of projects that can absorb much energy or concerns and not move forward at all.

The yellow ones are mostly things that I like to do but that I do not practice enough, or small problems that could be solved with a little more attention.

The green ones are ok but do not provide the satisfaction they should.

My problem is that I usually focus only on the 13% of boxes going wrong. They are indeed very important, but they generate a negative state of mind globally, and single focus brings unefficiency.

So I took the following decisions :

- Spend a little more time on yellow and green boxes. The first ones should turn green quickly, and the latter will generate a positive feeling
- Be more effective on the red ones : take action in WHAT I CAN DO and lean back from WHAT I CANNOT DO

And these two actions also contribute to a much more positive state of mind, and bring more results than the previous attitude.

I will soon make the asset exercise to identify areas of performance and areas of progress.

3/

This one is also really great : I am quite rational-minded and I generally do not trust my emotions.

I know -rationnally- that is not very smart, but it is so.

So, every morning I try to think to myself :

The word replacing the blank depends on the main objective or activity of the day, for example :

[REDACTED]

And IT WORKS !

- The presentation to the board goes smoothly
- I really get pleasure with the kids homework (even if they are too slow !)
- etc.

I believe that in the long term, this tip will help me trust my emotions and intuition more.

4/

This one is really powerful as well.

When you meet someone, you sometimes do not know how to behave : say something, say nothing, be warm, be cold ? Is he in a good mind ? does he like me ?

When I practice the [REDACTED] :

- everything is much simpler and smoother, when I start a discussion at work, at home, with friends,
- I have more pleasure to talk to everybody, even the people that I think boring or aggressive.

As a conclusion, I can confirm that the four tips are very easy to use, and bring immediate benefits.

Let us see how it will make me grow more efficient on the long term.

Thank you again for this webinar.

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**A webinar organized by WINNERS INNER CIRCLE brought the below email messages and posts on the WIC Forum. They were posted by attendees on the very first three weekly 90-minute sessions. My sincere thanks to Marc Walton, Founder of WIC and to those who participated, for this wonderful opportunity to share.**

\_\_\_ I really WANT to master this stuff, which by the way is **awesome!**

\_\_\_ I had **many aha moments!** One of the biggest take-aways for me was when you said about "without the pressure to succeed you will move forward towards success much faster" – paraphrase! This was massive for me as I am hugely into analysis and stats to the point of being too anally-retentive sometimes!! By letting my business flow naturally and allowing it to grow as it needs to, when it needs to, without me stressing about how fast it is, or isn't, growing is going to be **huge for me.**

\_\_\_ Started straight away last night by doing the defragmentation exercise – wow! To arrive at my desk this morning with a list of things to do in order of importance has **made an enormous difference.** One and a half hours and I have just finished my imperative tasks! I now feel that I can enjoy the rest of the day without any anxiety about what I do or don't get finished.

\_\_\_ Great first session and looking forward to the rest. Some **great tools** to consider this week.

\_\_\_ One of my first thoughts was, after hearing that part about money management, how much time I have personally lost on things that don't really matter much. **I just wish I had known** that when I was younger.

\_\_\_ After attending the first seminar I am really looking forward for the next one.

\_\_\_ Very **powerful** and **thought provoking.** In week 2 I'm beginning to use the *weeweenoo* and defragmentation, and actually it is helping me with my confidence. Already I have had a few people commenting re my **confidence rising** as the pressures of work are disappearing.

\_\_\_ *Rolling with the Pigs* is **giving me great results** and as ever once I get the horrible

jobs out of the way I wonder why I wasted 10 X the energy in NOT doing them.

\_\_\_ Wow! What a powerful article. Really explains it superbly.

\_\_\_ Wow !!!! that article is loaded, I have read it over and over again, I think I finally understand the concept of turning my head to the right... guys you gotta read the article to understand this if you haven't. We can all get out of "the dark room". **I'm reenergized**, time to dump the excess baggage and keep moving.

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///// It's been more than a year since I participated in Dan Low's seminar, and the main teachings of his course are still vivid in me. The objectives I assigned to myself were **largely attained and surpassed**. I think I became more in charge of my destiny. I also gained considerably in terms of being more open and listening to others, became more available, more receptive and more efficient.

— Philippe I. - Project Manager

///// I want to express my many thanks to you for the seminar four years ago. This seminar opened my eyes and brought me back to reality. I was profoundly depressed at the time. I had lost my bearings. And a lot of other things ... I've had the pleasure to put into application the concepts that you so finely explained. And **it works** ... I recovered my health and the joy of living. And since March of this year, I'm again head of a company.

— Jean C. - Chief Executive

///// I recommend this seminar with its pragmatic approach to all company personnel. And to all companies who want to see their **potential and profits increase**.

— Michel M. - Managing Director

///// I am sometimes asked how I manage to **preserve my vision, my strength, my energy**. My responses are found in those allies the seminar enabled me to rediscover, identify and develop. Relativizing, distancing oneself, managing and mastering time, gaining a higher perspective, turning stress into energy ... These are not mere objectives, but paths on which each situation encountered provides an **opportunity to better one's life**, one's relations, oneself.

— Dominique A. - Human Resources Consultant

**CATERPILLAR®**

« For the implementation of the new organization of the Customer Service at Caterpillar Finance France we called in Dan Low, international consultant and

corporate trainer, in order to accompany the team in the management of this strategic change for the company.

The concepts of this training in Advanced Managerial Development given by Dan Low during the three half-day sessions at the beginning of the year, enabled the team members to reach our key objective: to be the best customer and legal service department in Europe.

In terms of tangible results, we achieved highly significant results, which have been measured. In terms of intangible results, we were able to solve more problems and come up with more innovative ideas than ever before. This contributed to reinforcing team spirit and communication. All these factors triggered a better ambiance and real motivation. We have now set a new objective: to be the best customer and legal service department in the world »

**Marie-Christine Caradopoulos – Customer Service Manager**



« The major strength of this method is its simplicity and ease of application. »

**Alain Delacroix – Director of Communication**



« How to make our sales team more punchy, more strategic, and more positive. That is the mission we entrusted Dan Low with. Dan has set up a unique methodology, which permits to multiply one's potential tenfold.

Through simple examples backed by effective memory recall techniques, he teaches us the keys to a successful career, balanced with a fulfilling personal life. Multiplying the potential of his collaborators is for sure the objective of any manager. Dan shows the way – which received an enthusiastic response from all our team members. »

**Eric Martin – Sales Director France**



« Apart from reminding us of the essentials of management principles, this seminar reveals a truly operational philosophy in which all the concepts presented can be experienced. It is almost a revelation. Professionally, the gains are numerous and important: a greater clarity, more lucidity in our points of view. Once we have participated in this seminar and acted on the counsel given, there is a 'before' and 'after'. »

**Rémi Notter – Executive Director / Institut de Gestion Sociale**

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