



FALCON **3C** MASTERY
PRESENTS...

How to get Extraordinary RESULTS....



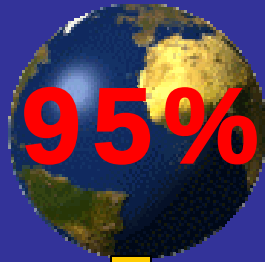
Terlochan Singh (Chan)

- **What is your VISION for your future, your iDEAL life?**
- **Is it written down?**
- **Do you review it and think about it often?**
- **Is your life organized around GOALS and objectives that will ensure your vision is reached?**

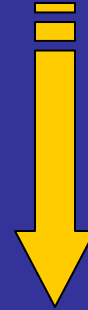
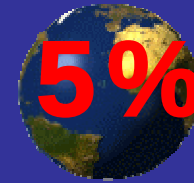
IT'S NOT TOO LATE YET...

- **If you have not planned the Blue Print of your OWN life, or perhaps, you do not even have that VISION yet,**
- **let our Blue Print 4 Life – GOALS Workshop help you begin with the First Step..**

6.45BILLION



-H
-H
-W
-S



+H
+H
+W
+S

R

Contents

Part 1 Goals / Dreams.

Part 2 Human Emotions and Behaviors.

Part 3 Wheel of LIFE.

Part 4 Financial Intelligence.



FALCON **3C** MASTERY
PRESENTS...

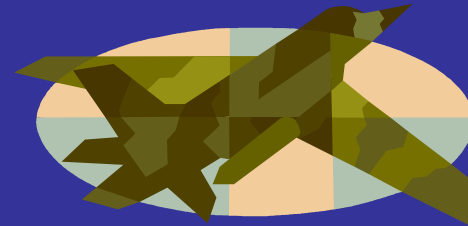
PART 1

GOALS / DREAMS

What are GOALS ?

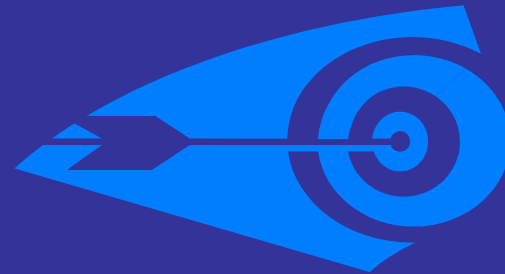
GOALS are.....

➤ **Destinations**



➤ **Vehicle**

➤ **Targets**



➤ **PLATFORM**



WHY ?

- **To decide our future & lifestyle**

Goals Vs Dream

Goals = A dream + dateline

Where do you want to go?



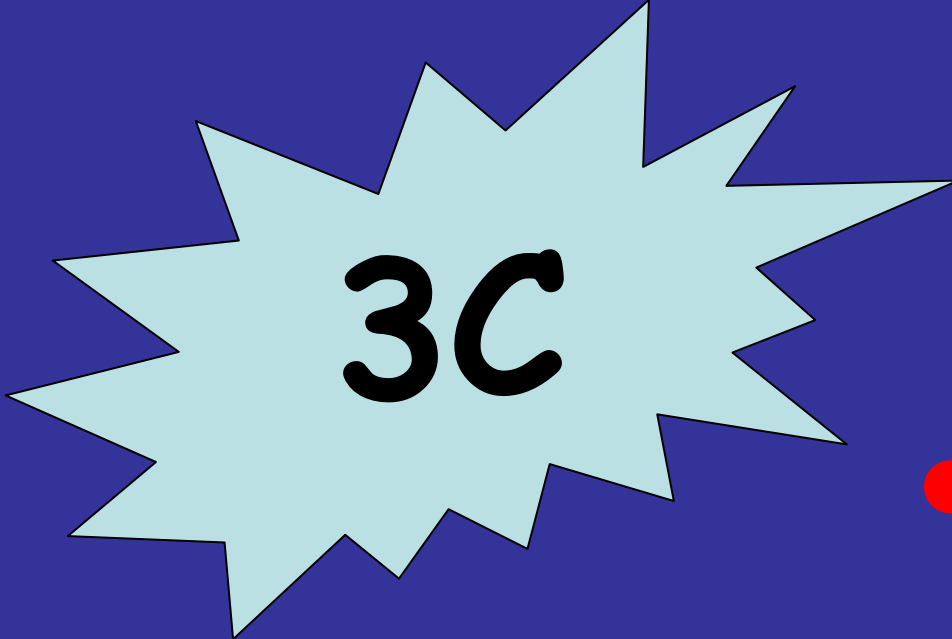
P.O.A.

- 1. Choices that you make.**
- 2. Books that you read.**
- 3. People that you meet.**
- 4. Actions that you take.**

The
BLUE PRINT
FOR
L.I.F.E.

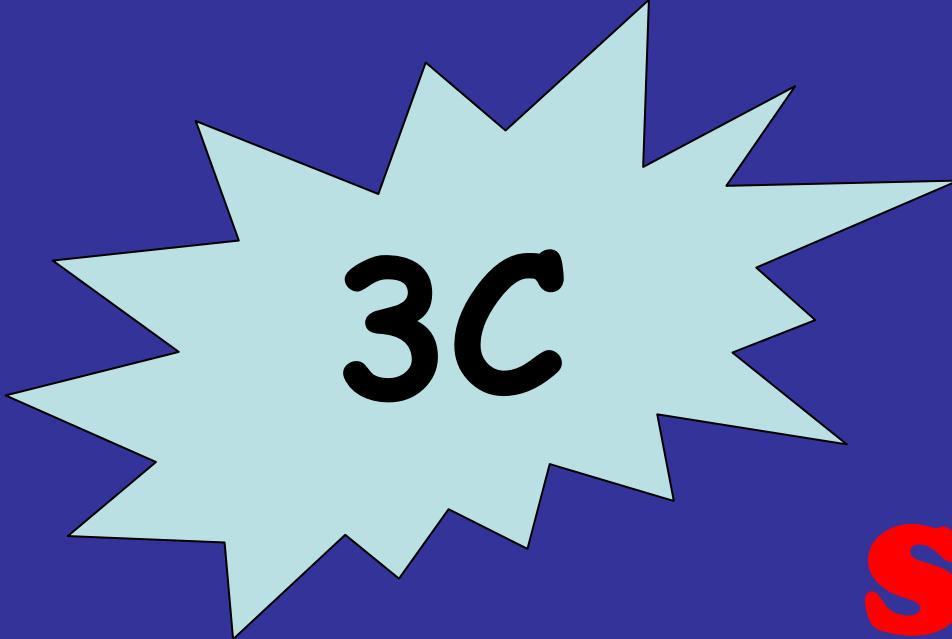
[BP4L]





3C

- **CHOOSE**
- **CLAIM**
- **CONNECT**



3C

Step #1

- **CHOOSE**

Areas of life

- **Spiritual Life**
- **Emotional Life (relationship)**
- **Physical Life (health)**
- **Career Life**
- **Family Life**
- **Financial (independence) Life**
- **Community / Social Life**

SELF-HELP

- 1. List five benefits you will enjoy as the results of attaining your goals.**
- 2. When are you going to accomplish your goals.**
- 3. List five obstacles you will have to overcome to accomplish your major goal.**
- 4. What knowledge will you have to acquire to accomplish your goal.**
- 5. Write your ten major goals**
- 6. Identify the people and organizations whose assistance you will need to attain your goal.**

PRIORITIZING G.O.A.L.S.

➤ **THE WHAT**

➤ **THE WHY**

➤ **THE HOW**

DPWS

N o	My Dream	Priority Assessment 1	Priority assessment 2	Outcome List	Actual Dream List
1	Aa				
2	Bb				
3	Cc				
4	Dd				
5	Ee				
6	Ff				
7	Gg				
8	Hh				
9	Ii				

DPWS

N	o	My Dream	Priority Assessment 1	Priority assessment 2	Outcome List	Actual Dream List
1		Aa				
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5		Ee				
6		Ff				
7		Gg				
8		Hh				
9		Ii				



DPWS

N	o	My Dream	Priority Assessment 1	Priority assessment 2	Outcome List	Actual Dream List
1		Aa		7		
2		Bb		10		
3		Cc		7		
4		Dd		6		
5		Ee		7		
6		Ff		11		
7		Gg				
8		Hh				
9		Ii				

DPWS

No	My Dream	Priority Assessment 1	Priority assessment 2	Outcome List	Actual Dream List
1	Aa		7	= 9	
2	Bb		10	10	
3	Cc		7	7	
4	Dd		6	6	
5	Ee		7	= 8	
6	Ff		11	11	
7	Gg				
8	Hh				
9	Ii				

DPWS

N	o	My Dream	Priority Assessment 1	Priority assessment 2	Outcome List	Actual Dream List
1		Aa		7	= 9	3
2		Bb		10	10	2
3		Cc		7	7	5
4		Dd		6	6	6
5		Ee		7	= 8	4
6		Ff		11	11	1
7		Gg				
8		Hh				
9						

How to write our GOALS ????

SMART concept

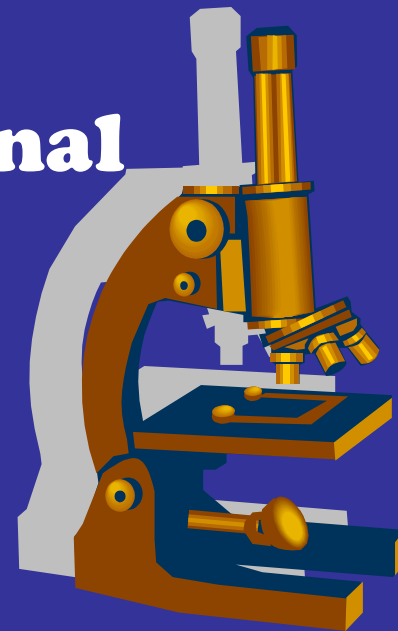
S – Specific

M – Measurable / Motivational

A – Actionable

R – Result Oriented

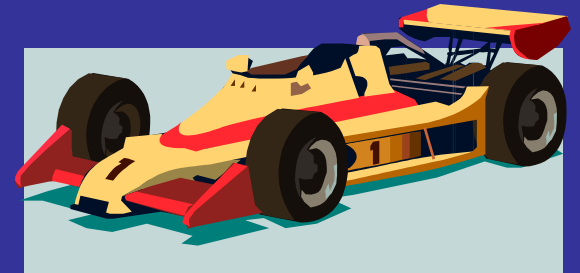
T – Time certain



How to write...????

Example.. New car or Lose weight

- **I am so happy and grateful now that I am driving my own F1 car yellow & red colour with cream interior, jbl sound sys and 17" sport rim by April 10th, 2007**



- **I am so happy and grateful now that I weigh kg by June 21, 2007 and looking good in an evening dress.**
- **I am so happy and grateful now that I earn USD xxxx and more per month by April 2007 by sharing and motivating others to achieve their goals.**



What are our excuses...???

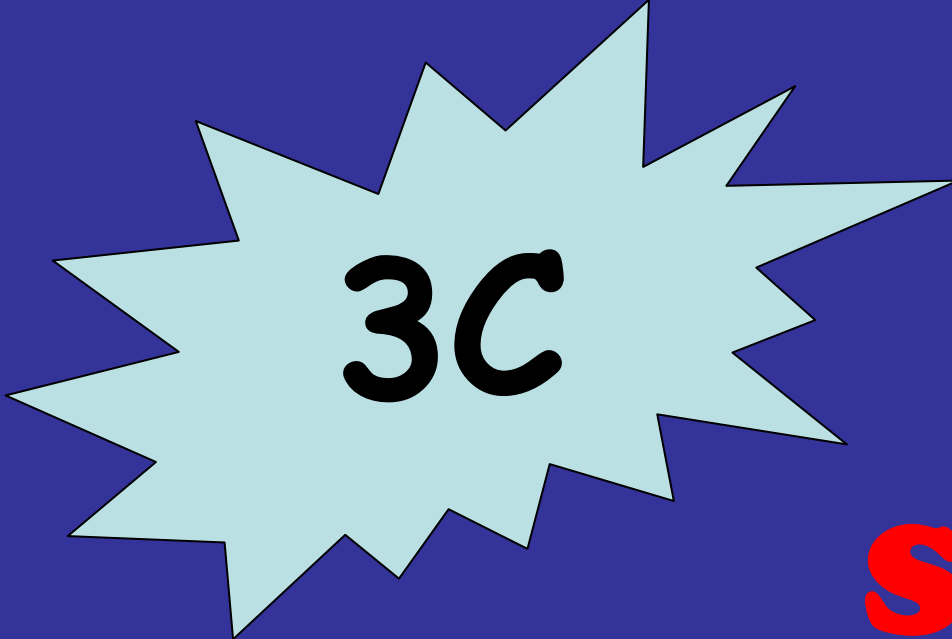
- **Work**
- **Family**
- **Friends**
- **Priorities**
- **Commitment**
- **Laziness / busyness**
- **Procrastination**
- **Etc....**

If it is so easy !!!!!!

Why people don't write GOALS

- **Don't realize the importance of it.**
- **Don't know HOW to write !!!!!**
- **Fear of failure.**
- **Fear of rejection.**
- **Don't **BELIEVE**.**



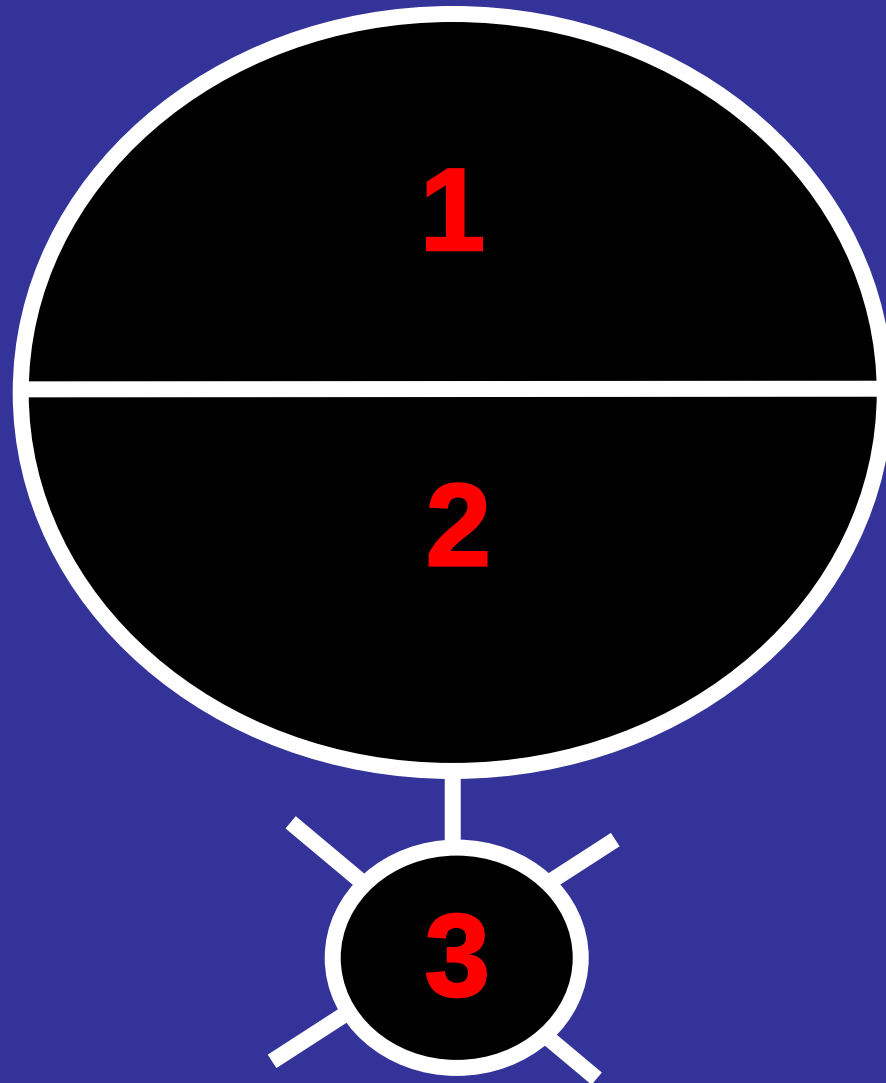


3C

Step # 2

- **CLAIM**

Mind has 2 parts



Part 1 :

Conscious Mind

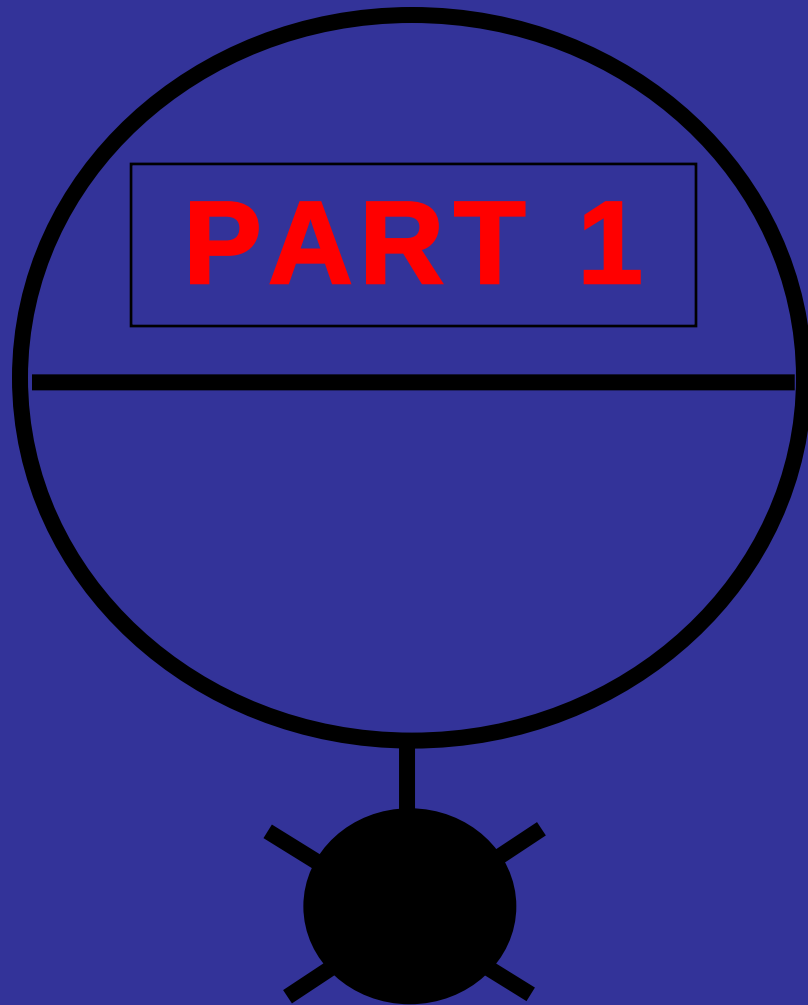
Part 2 :

UnConscious Mind

**Part 3
is the Body**

PART 1

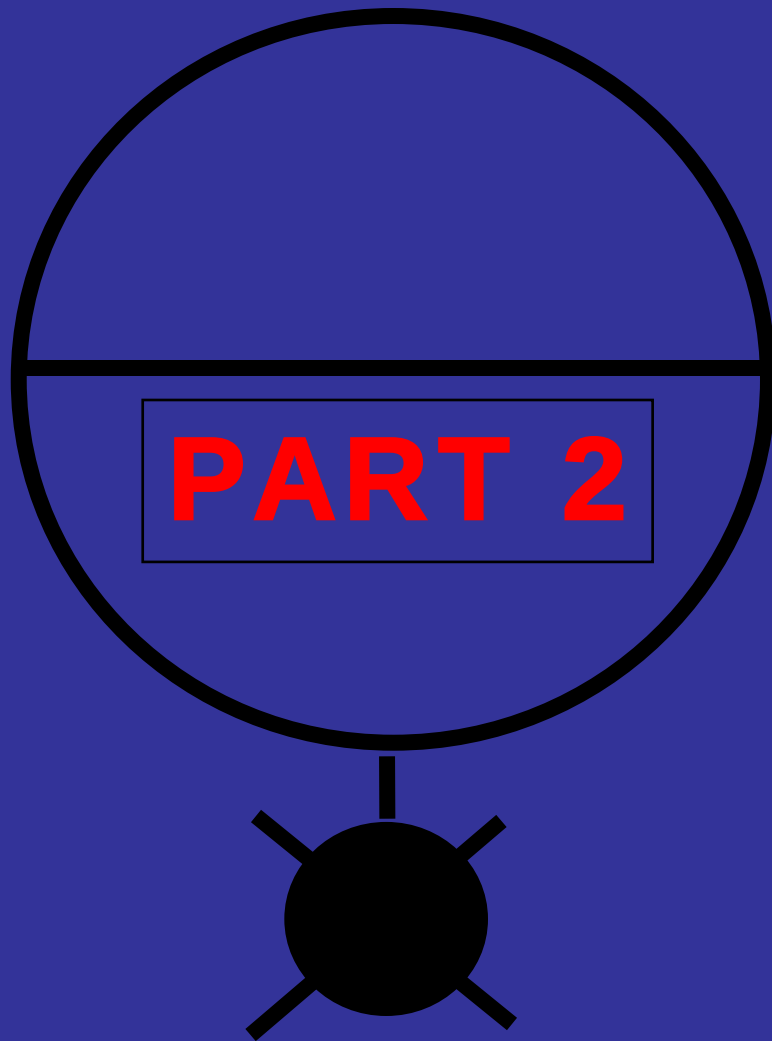
CONSCIOUS MIND



- **Thinks and Reasons**
 - **Free Will** lies here
- **Can Accept or Reject Idea**
- **No one can cause you to think ideas you do not choose**
- **Pain, Pleasure and Limitation**
- **When I think, I create THOUGHTS**
- **Thoughts determine Results in Life**

PART 2

UNCONSCIOUS MIND

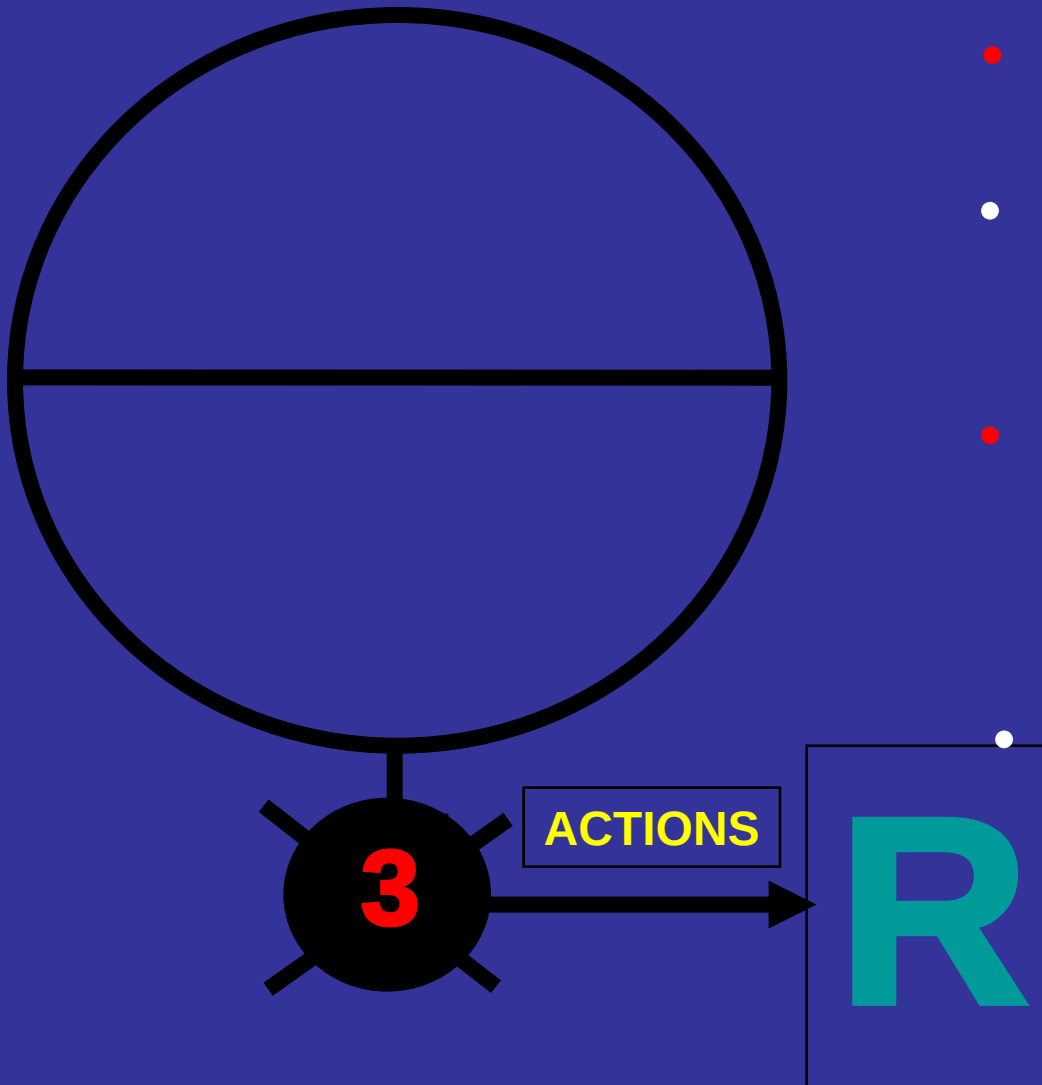


- **The Power Center**
- **Functions in every cell**
- **No free will to choose**
- **Must accept, no ability to Reject**
- **The UCM is subjective to the suggestions of the CM.**
- **Knows no limit**
- **Cannot differentiate what is real or imagined**
- **Expresses through you in feelings**
- **Fixed ideas referred to as habits**

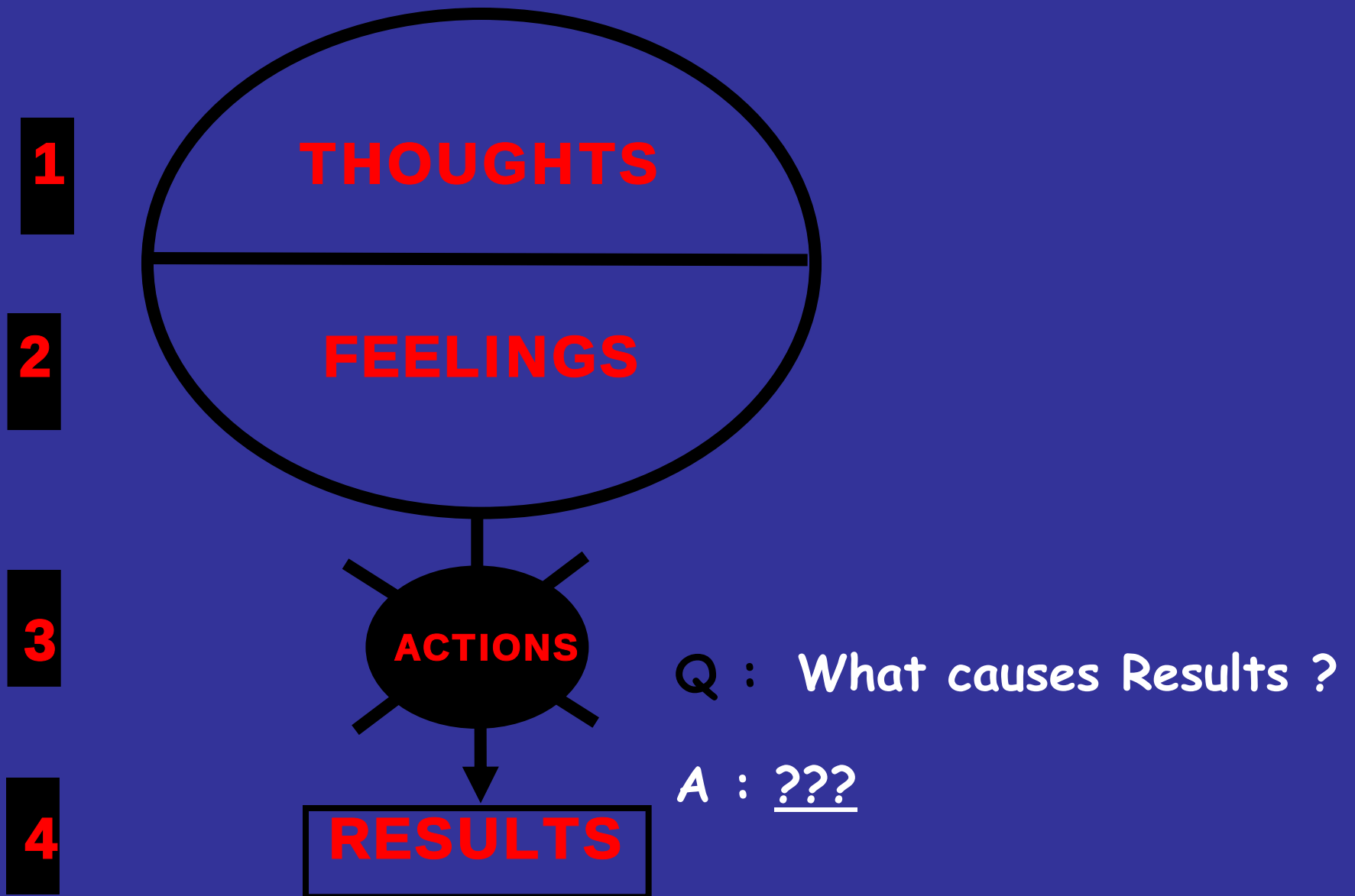
PART 3

BODY

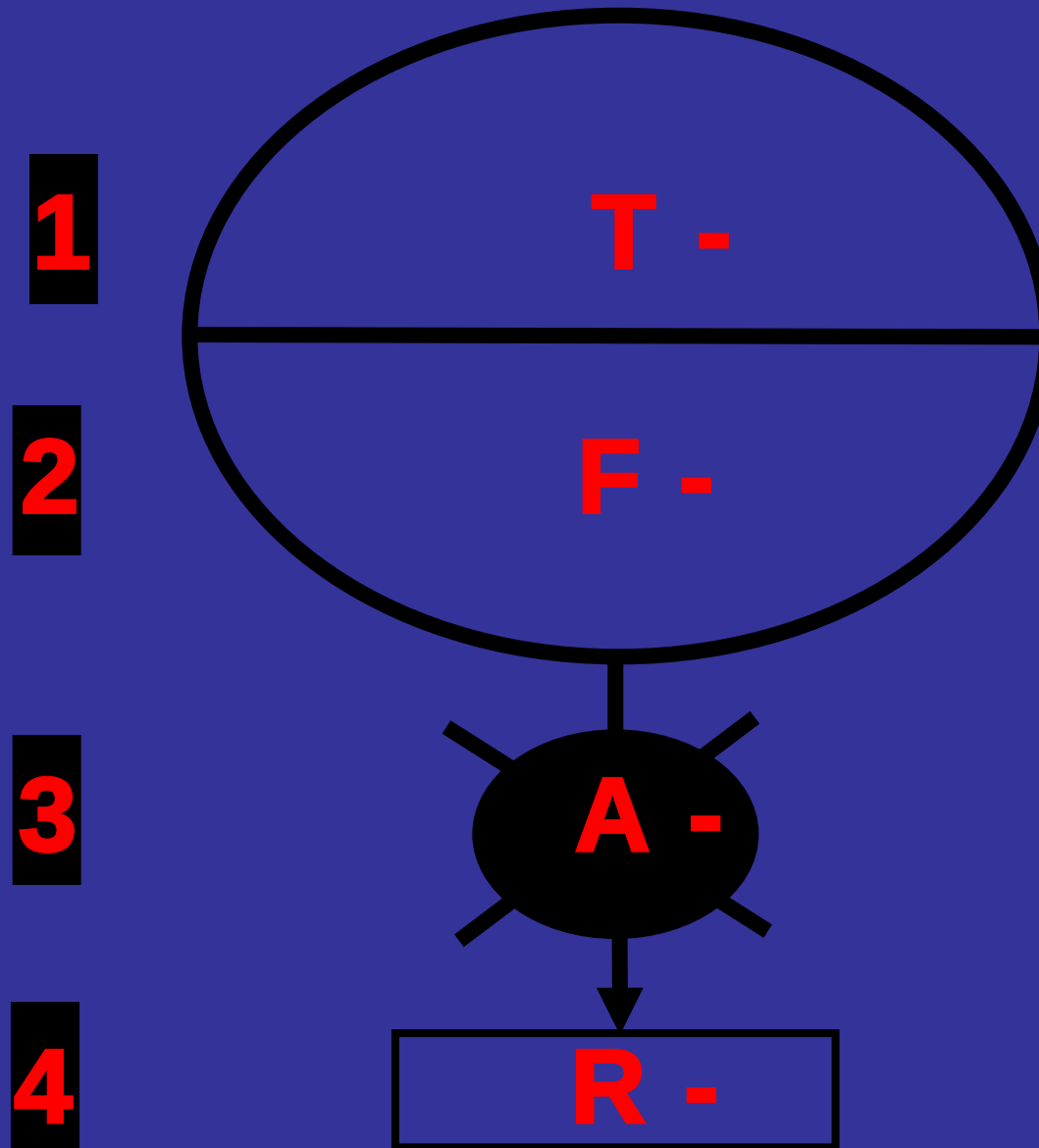
- **Obvious part of you**
 - **Material Medium**
- **Instrument of the Mind**
- **Moves into action as instructed by the Mind**
- **Here lies the medium to express your thoughts and feelings**
- **Actions determine Results**



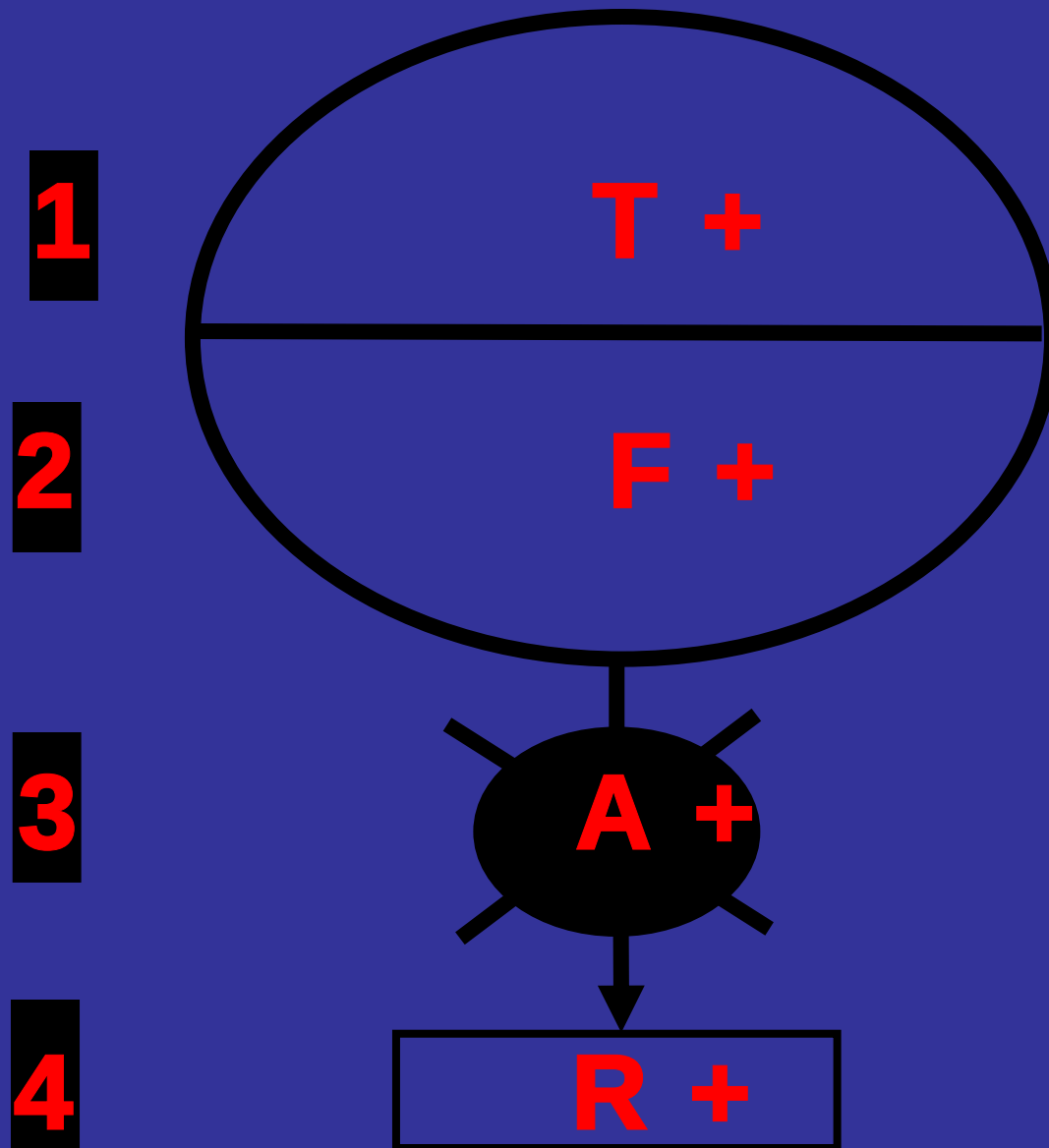
LANGUAGE OF THE MIND



1. HOW THE MIND WORKS



1. HOW THE MIND WORKS



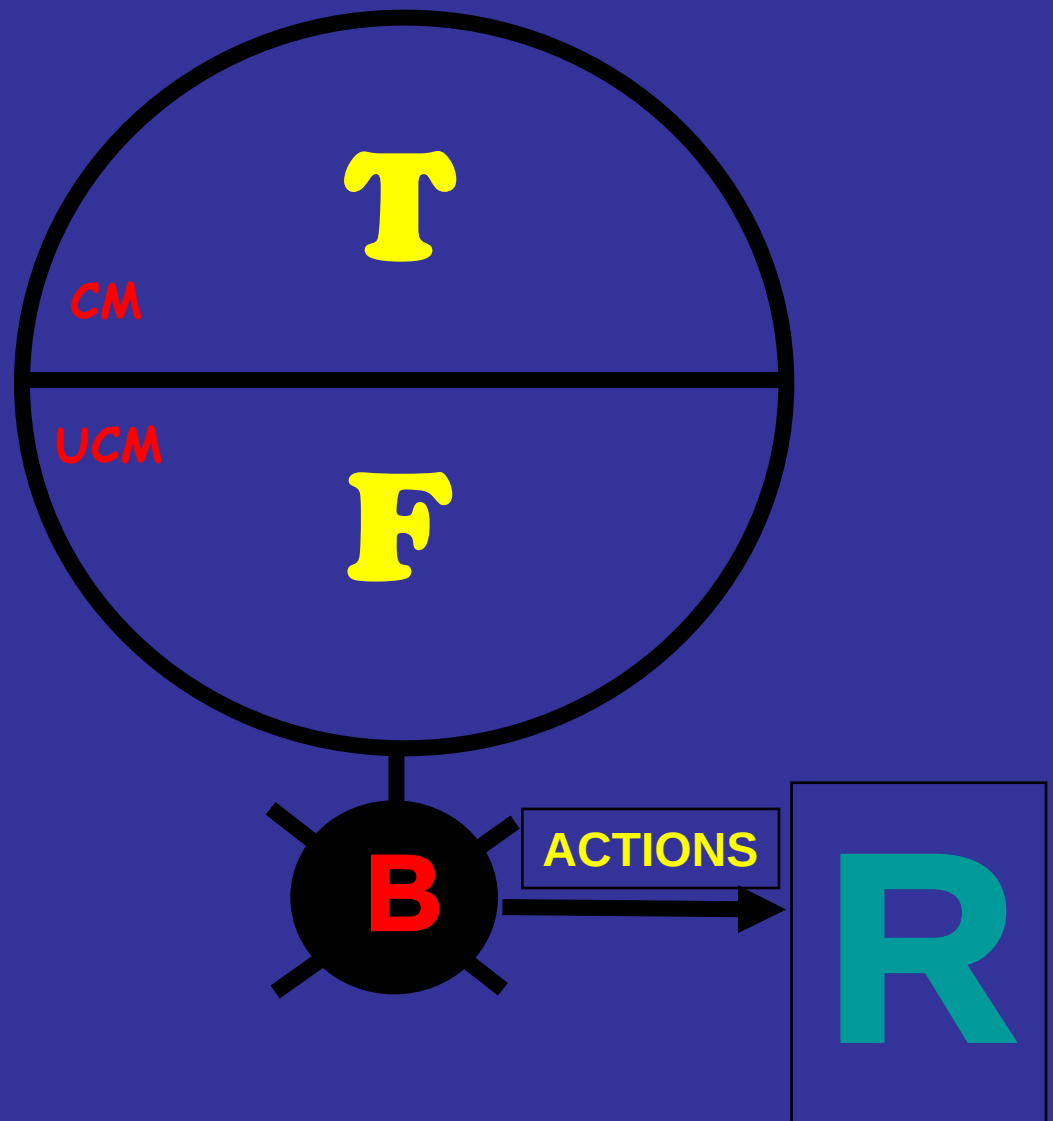
MIND EXERCISE

The MAGIC Of VISUALIZATION



3C

- **CHOOSE**
- **CLAIM**
- **CONNECT**





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PRESENTS...

PART 2

HUMAN EMOTIONS AND BEHAVIORS

THE THREE PATTERNS
THAT SHAPE
ALL HUMAN
EMOTIONS AND BEHAVIORS

THE THREE PATTERNS

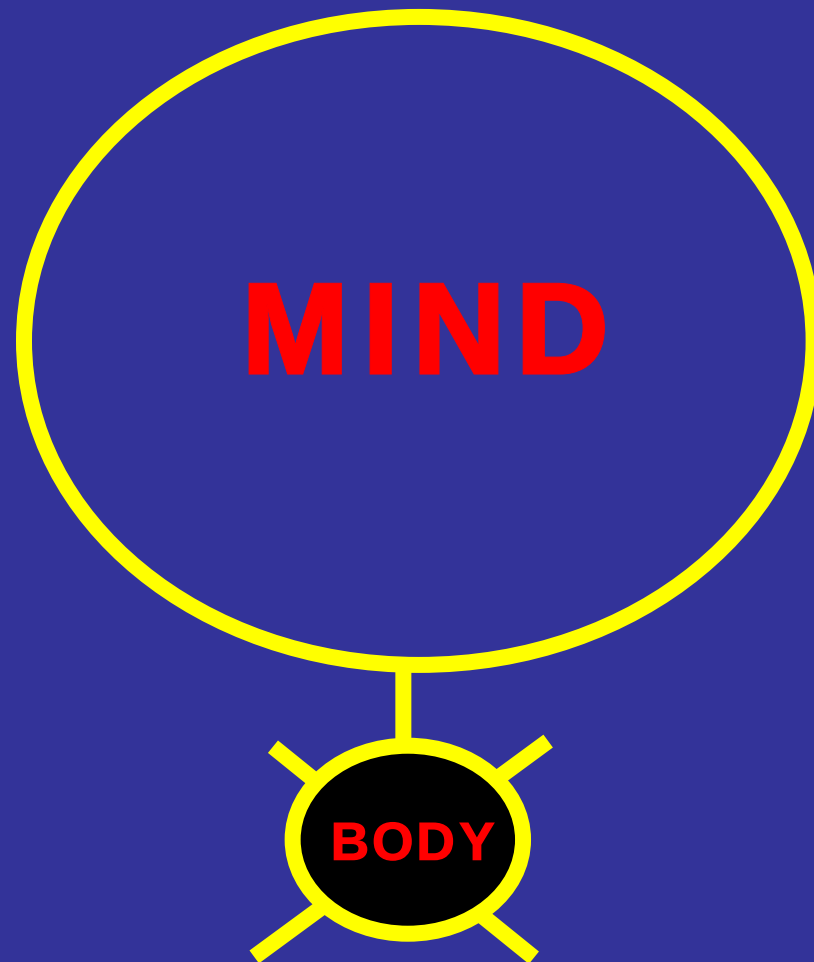
➤ **PHYSIOLOGY**

– **BODY LANGUAGE**

➤ **FOCUS / BELIEFS**

➤ **LANGUAGE**

SO WHAT IS OUR DIET for THE MIND



LANGUAGE

- Can control someone's mind.
- Every word will effect someone mind.
- Visual . Auditory . Kinesthetic (V.A.K)
- Mind exercise

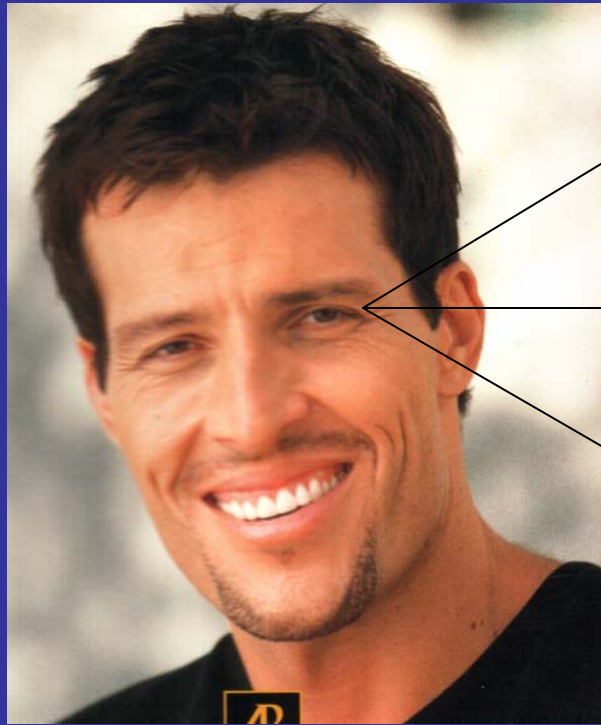
TMCRAN - The Mind Cannot Represent A Negative *Common Language Used (negative)*

- I / We have not cheated.....
- Don't Worry

Positive Language.

- I am not going to tell you, that I am one of the best speaker in town.
- I am not saying this is the best product in the world.

V.A.K - Visual, Auditory, Kinesthetic



- Visual
- Auditory
- Kinesthetic

Visual

- Can you **show** me?
- I **see** what u mean
- Can you **picture** that
- That's **looks** great
- **Imagine** what would happen if...

Kinesthetic

- Here's how I **feel** about
- How does that **grab** you?
- The idea **rubs** me wrongly
- I can **handle** that

Auditory

- **Sounds** good to me
- Many people **say** that
- **Tell** me how I can
- Does this **ring a bell** to you?
- May I **ask** about...?

WHY USE V.A.K

RAPPORT

- 80 / 20 rules - price, product, company, teacher / student ?????
- Comfortable feeling
- High Closing Ratio

HOW

- Key point - **SIMILARITY** - same mind set
- Body language - Mirroring and Matching
 - first 27 sec.

People like each other when they are like each other

WHEN TO USE V.A.K

- VAK Rapport building.
- VAK Reframes.
- VAK Prospecting.
- VAK Presentation.
- VAK Handling objections.
- VAK Close.

**IF OUR DIET FOR THE
MIND IS RIGHT, THAN
NOTHING
CAN STOP YOU FROM
SUCCESS**

**What you think most of the
time is what you **BECOME****

**It is in your moments
of DECISIONS
that your destiny is
shaped!**

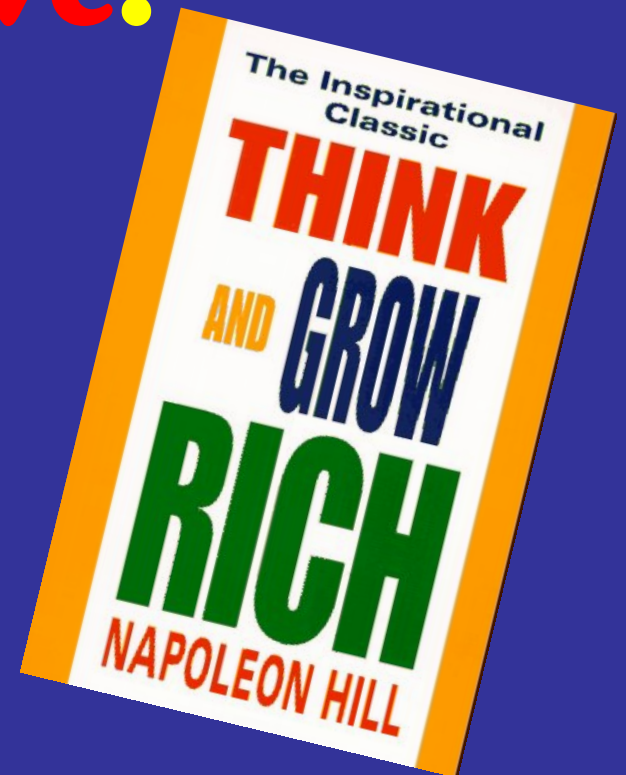


Anthony Robbins

**What ever the mind
can Conceive and Believe,
it can Achieve.**

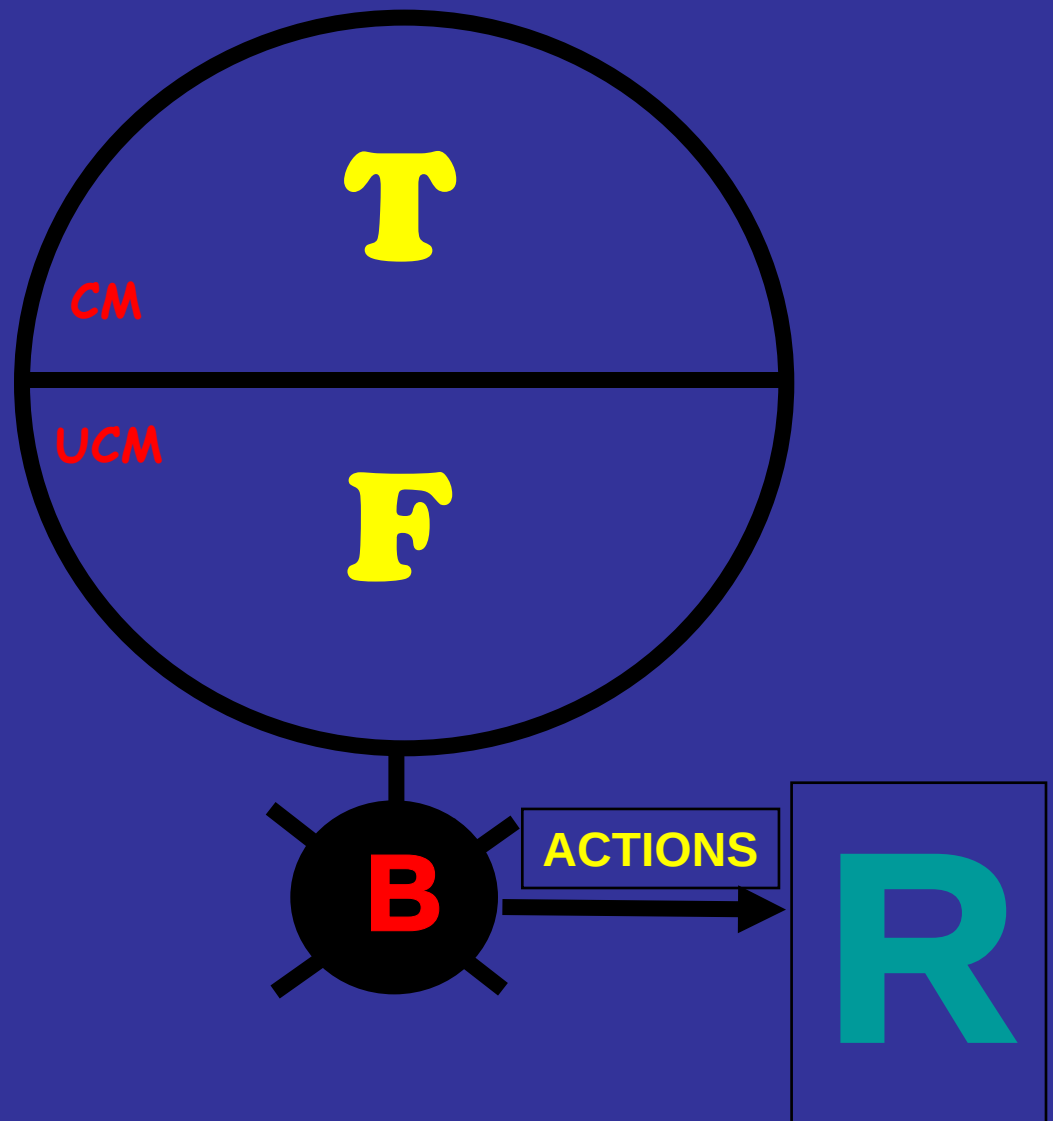


Napoleon Hill



3C

- **CHOOSE**
- **CLAIM**
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MAN JEE-TAI JAG JEET



HE WHO HAS CONTROLLED HIS
MIND, HAS CONQUERED THE
WORLD

Guru Nanak Dev Ji

BELIEVING

**MANN-AI SURAT HOVAI MAN BUDH,
MANN-AI SAGAL BHAVAN KI SUDH.**

**Believing, one attains consciousness and straight
thinking,**

Believing, one acquires knowledge of the worlds.

GURU NANAK DEV JI - (JAPJI SAHIB)



What is stopping you...???

- Its only takes 10-15 min to prepare the
BLUE PRINT 4 LIFE



**TAKE YOUR LIFE BACK.
DEDICATE ONE HOUR
OUT OF 24 HOURS
AND YOU GET
23 HOURS BACK
IN YOUR CONTROL**

- In The Sphere of Silence -

So be a role MODEL

- **Set good example.**
- **Walk the talk.**
- **Live your best today.**
- **Add **VALUES** to yourself and to others.**

WHY.....

- **To achieve an outcome.**
- **To live a better lifestyle.**
- **To achieve extra ordinary results.**

**A GOAL well
define is half the
battle won.**

Achievement

**Be an achiever by meeting
deadlines and making things
happen by setting GOALS.**

Practice

Perfect practice makes perfect.

The more hours you put into it

The better you are at it.

Thoughts

**I am what I am today, because of
the choice**

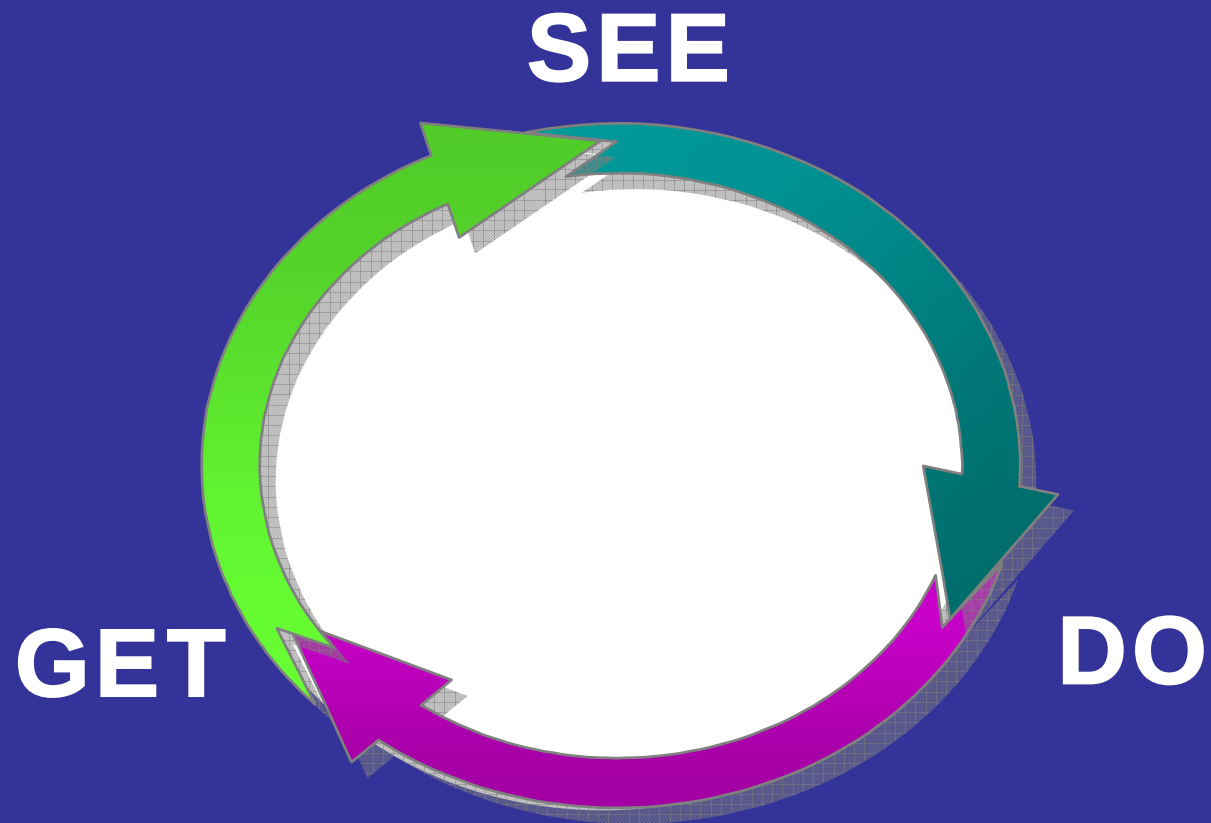
I made yesterday

Proactive

**The problem is not out there,
lets look within**

**Begin with the
end in mind**

Basic Change Model



The MAGIC Of AFFIRMATIONS



AFFIRMATIONS

- **I AM A GENIUS AND I APPLY MY WISDOM.**
- **I AM THE BEST DRUMMER IN THE WORLD.**
- **THE UNIVERSE IS MY PLAYGROUND AND THE WORLD IS MY HOME.**
- **I AM A MALTA MILLIONAIRE MONEY MACHINE, WHATEVER I TOUCH TURN INTO CASH.**
- **MY BIZ GOES UP EVERYTIME I INCREASE MY SAVING TO MYSELF.**
- **I MANAGE MY MONEY WISELY AND MORE MONEY COMES TO ME TO MANAGE.**

Power of the dream

Deep Within Each Heart
There Lies A Magic Spark
That Lights The Fire
Of Our Imagination
And Since The Dawn Of Man,
The Strength Of Just "I Can"
Has Brought Together
People Of All Nations
There's Nothing Ordinary
In The Living Of Each Day
There's A Special Part
Everyone Of Us Will Play

Feel The Flame Forever Burn
Teaching Lessons We Must Learn
To Bring Us Closer
To The Power Of The Dream
As The World Gives Us Its Best
To Stand Apart From All The Rest
It Is The Power Of The Dream
That Brings Us Here

Your Mind Will Take You Far
The Rest Is Just Your Heart
You'll Find Your Fate
Is All Your Own Creation
And Every Boy And Girl
As They Come Into This World
They Bring The Gift Of
Hope And Inspiration

Feel The Flame Forever Burn,
Teaching Lessons We Must Learn
To Bring Us Closer
To The Power Of The Dream
The World Unites In Hope And Peace,
We Pray That It Will Always Be
It Is The Power Of The Dream
That Brings Us Here

There's So Much Strength
In All Of Us
Every Woman, Child And Man

It's The Moment
That You Think You Can
You'll Discover That You Can

Feel The Flame Forever Burn,
Teaching Lessons We Must Learn
To Bring Us Closer
To The Power Of The Dream
The World Unites In Hope And Peace,
We Pray That It Will Always Be
It Is The Power Of The Dream
That Brings Us Here

The Power Of The Dream;
Flame That Brings Us Here
Burn Us Through
And Break Your Fear
No Matter Where You Are
Peace For Yourself.....
To Realize
The Power Of The Dream.....



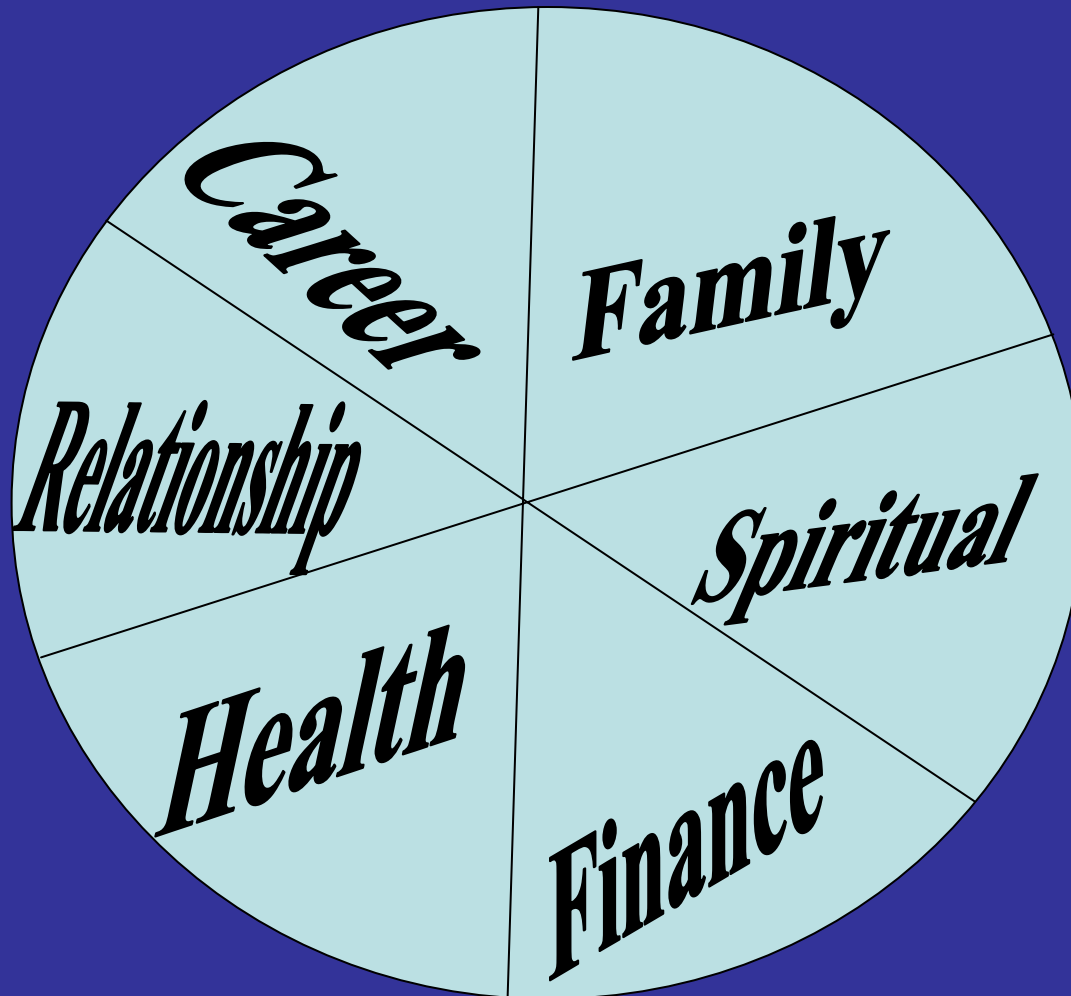
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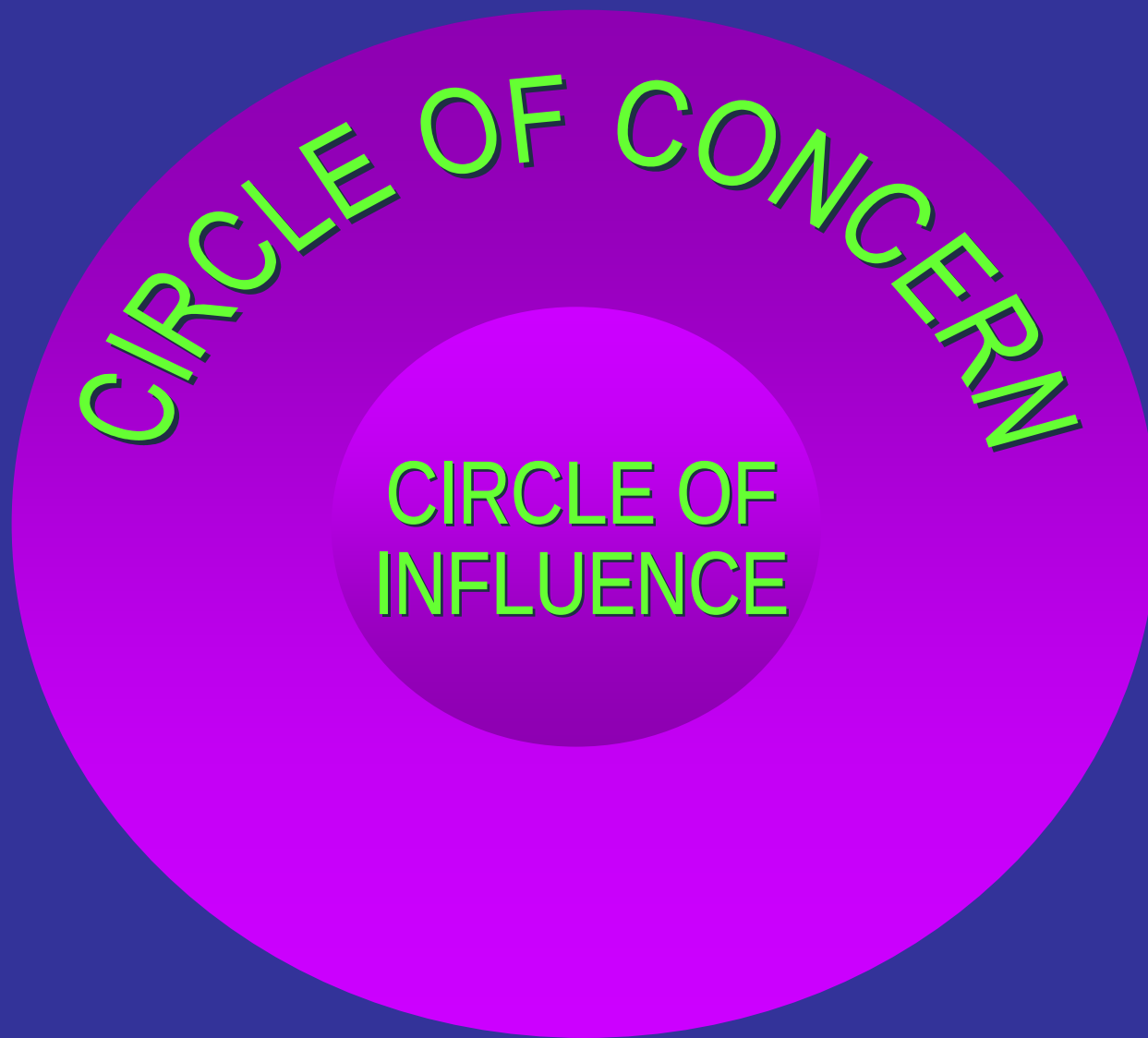
PART 3

THE WHEEL OF LIFE

THE WHEEL OF LIFE

Wheel of life.....







HAVE

DO

BE

EXERCISE

- **24 hrs**
- **Mirror.**



*What's deeply
important to me*

*The way I
spend my time*

**END
OF
SESSION**

TQ for
allowing me
to serve
YOU

How to achieve extra
ordinary results

Service is the rent we pay to
occupy this space on earth

