



# THE PRINCIPLES OF SELF-MANAGEMENT

"THE #1 COMPETENCY OF SUCCESSFUL PEOPLE"

## CREATING AN INDIVIDUAL SELF-MANAGEMENT SYSTEM

### OVERVIEW

The Principles of Self-Management training helps people become even more effective self-managers of their careers, family, health, professional and personal relationships. Based on the book, "Principles of Self-Management", written by SMG founders, Bob McHardy and John Marshall, Ph.D. this program will help participants to recognize the self-managing strategies behind their best achievements and offers practical methods that will help them use these strategies more consistently.

### BENEFITS

- Improved individual performance and increased results
- Enhanced levels of self confidence
- Improvements in attitudes and morale
- Individuals who are fully accountable and responsible for making and keeping commitments
- Development of high effort performers within a strong performance culture

### OUTCOMES

- Develop a day-to-day system for sales self-management
- Avoid slumps
- Learn techniques for the maintenance and development of self confidence
- Learn to make and keep self-commitments
- Develop a psychological time management system
- Learn how to make decisions and build the habits that lead to success
- Learn to self-evaluate and self-coach
- Maximize the Return On Investment (ROI) of commitment/energy
- Enhance professional and personal well being

One of the major outcomes of this program is to create maintenance free individuals: as one participant stated: "I enjoy self managers. They motivate each other; they're basically optimistic positive thinkers. They are maintenance free individuals: employees I don't have to worry about day after day. We need and must have that kind of employee."

### PRE COURSE RECOMMENDATIONS

- Complete "Career Management Pro" or "Management Pro" profile and read "Principles of Self Management" book

### AVAILABLE

- Available in 3 formats: facilitated workshops, train the trainer, and ½, 1, and 2 day programs

Interested in working with us? Call or email our office to schedule a free consultation at no cost to you. Call 416-746-0444 Ex.234 and ask for Bob McHardy.

**SELFMANAGEMENT**  
**PLUS**  
SELECT | DEVELOP | RETAIN | TOP PERFORMERS

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