

THINKING INTO RESULTS

CLIENT TESTIMONIALS

"Thanks to Bob, my team went from ranking 163rd company- wide in commissions to #11 within the first year, and to #1 by the fifth year. This program is great because you can have Bob Proctor in your office every week – any time you want to just turn it on.

– Paul Hutsey, *Former VP of Sales, Prudential Life*

"I have been in Corporate America for over 20 years and never have I come across a program that inspires and equips people to be and do their best in all aspects of their life. This program is a must for teams and individuals to achieve big goals."

– Brandon Dangerfield, *VP of Sales Operations, Fortune 500 Company*

"What has occurred in just the 75 days the group has been proceeding through the program is that they are a more collaborative team, focused on patient care and improvement for the good of the whole practice. Where I perceived there to be a division of front office admin vs. back office technical delivery, is now appearing more harmonious. Additionally the staff is finding a new level of courage to speak up, let their opinion be heard and ask for what they need rather than stewing and complaining. These changes have also brought about some unintended changes in employment (a person leaving and a wonderful replacement new hire)."

– Dory Willer, PCC, SPHR, *2003 International Coach of the Year*

I highly recommend the Thinking into Results program created by Bob Proctor and Sandy Gallagher to anyone interested in growing personally or growing their business. If you are willing to commit at least 12 weeks to changing your life, you will literally be astounded by what you accomplish. This program is not the typical motivational hype that comes around every year or two. This program is the result of Bob Proctor's lifetime quest to learn more about the mind. Until we understand how our mind operates and we take the time to really think about our future, things will never change. Using the principles of this program I have accomplished goals in 2009 that I wouldn't have dreamed possible prior to the

completion of this program. Sign up for this program and be prepared for a life altering experience!

– Dan Vick, *Broker/Owner, RE/MAX of Kansas City*

I met Bob Proctor at a seminar in the mid-nineties. At the time I was in real estate and not doing well. I had used every dime I had to attend that program. To put it simply: I was broke.

During the course of the program, Bob said something that got my attention and caused me a LOT of discomfort. He said, "Gilbert, wake up. If you don't change your thinking, you'll never change your results." As harsh as that was to hear at the time, it had such an emotional impact on my life that it changed me, forever.

Armed with some of the most powerful information on the mind that I'd ever been exposed to, I left that program and climbed ranks to one of the top realtors in Canada. I then entered the network marketing industry and within a year rose to the #1 position in the country with no prior network marketing experience.

I'm currently involved in a new network marketing company and am on track to record breaking results that would make the numbers I achieved in the previous company pale by comparison. Close to 800 people in my organization have enrolled in the Thinking into Results program, at their own cost, and the results are unprecedented. We are on track to double our production from last month and may even surpass that.

If you're thinking about using Thinking into Results as a training tool, stop thinking about it and take action. It will be one of the safest and surest investments you will ever make.

- Gilbert Anderson, *Entrepreneur*

What would happen if companies allowed their people to dream, perform far above what they thought possible, and achieve economic security? Your program, *Thinking into Results*, has the potential to redefine the economic landscape for the world, provided people have an open mind.

Thinking into Results has greatly expanded my possibility space and I know my consulting practice will grow quickly because I see it growing in my mind. I have introduced this program to one of my premiere clients and though the "experiment" has just started, they will be a different company. The executive team has already changed and is thinking much bigger thoughts with much higher aspirations.

And to think this all started with my short unintended and unexpected meeting with Bob Proctor. I have never felt more alive and I suspect my client feels the same way.

- Gary McQuarrie, *Grayrock & Associates, LLC*

As I was writing this, I decided to ramble a bit with thoughts that were coming into my head about companies, cultures and this program. These perspectives are mine based on having failed at changing cultures, even though my financial results for the companies that I have lead have shown as real turnarounds. My perspectives are also from that of a turnaround since I have been working with turnaround situations since 1992. Most turnaround people are actually self-taught and all of us have different motives for what we do. I am now at a point in my life where I want to build a company into something that will long outlast me and my executive team.

One of the biggest challenges that any company has is to change its culture and many attempts fail. I believe that this program is ideal for companies that are in a turnaround mode, especially if the turnaround is focused on long-term enterprise building and not a quick "paper turnaround". Most every company will find themselves in a turnaround mode eventually because they do not have a long-term sustainable program such as Thinking into Results. The companies that develop a vision for the future can survive and thrive.

First of all, I love the program. I have been a student of self-help ever since I left college in the early '80's. The big issue I have had, and I suspect many others have had, is personal sustainability of any particular idea or program since it required my personal fortitude to keep it going. I would use some of the ideas, but when things hit crunch time, I generally migrated back to my old habits.

This is the first program that I have been a part of that is a complete package that peels back the professional and personal layers of the participants to get at the heart of change. I also believe that this is a foundation from which any company can move forward in a cohesive and sustainable

way. It also gets at the heart of developing a true team of employees as it requires that people think and act in a cohesive way. There are no hiding places in this program if the leader and team members are honest and observant throughout the process.

- Mark Thomas, *HEI Inc.*