

Instructors Training Program

(Rev. 12/09)

“When considering whether to join the *Excellerated* Instructors’ Training Program, it is not what you will learn, or what you will give... but who you have to become...

If you strive to be any of the following:

- A Money & You® Instructor
- A Program Director (PD)
- A leader of change and growth in your own business
- A globally sought-after corporate Trainer and Developer
- A successful and powerful industry, community or political leader
- A model of fantastic and meaningful relationships in business, at home and at play
- A member of a powerful elite global community of “switched-on” leaders...

The Instructors’ Training Program (ITP) is the only available catalyst that can virtually guarantee the above.

This program is designed only for those who sense their desire to expand their leadership abilities beyond the norm. It comprises a ‘membership’ into a fraternity of individuals engaged in a rigorous on-going program of learning and study, in which you will examine, interpret and delve into the most inner reaches of your mind, your spirit and your ultimate potential. You will learn to become a top-flight teacher/leader and facilitator.

As a result, it is not for the feint of heart! And it could be the “greatest gift you ever give yourself.” Your membership to this forum will be a signal that you are ready to truly do what it takes to be a Global Leader.

Varies From – 2½ Day to 5-Day programs and other ongoing programs...

This is when the Instructors’ Training forum convenes, during which time all the members come together to study, practice and learn the inner most secrets of leadership and facilitating change in themselves, and in organizations. The process for doing this is by learning to teach the Money & You® program. You may not desire to actually teach the program itself, but you will learn the deep distinctions behind the principles of the program. During these days, you will do intensive studying on skills and specific pieces of M&Y; presenting, and other key lessons in expediting your progress.

You will achieve maximum success in your business and personal life by “Walking the Talk” of Money & You® and other *Excellerated* Programs

During this entire program, you will be put through rigors that test your mind and body. You will learn how to stretch your intellect, your consciousness and your spirit. You will learn the core ideals needed to succeed in every area of life. Then you’ll be given an opportunity to guide others, using these same principles.

You will become a master-coach and a teacher/leader. You will be schooled in a style of personal presentation and training that incorporates and expands upon the most advanced accelerated teaching methodology. Whether you are talking to a head-of-state, or addressing an audience of 10,000. You will know how to take command, rivet attention, and lead your audience where you want to go.

You will learn how to shift the culture of any organization to create truly high performance team standards. You will gain a complete understanding of shared leadership. You'll learn the principles, because you'll be required to live them. The beauty of the Instructors' Training Program is that you will be continually surrounded by other dynamic individuals who will push you, challenge you, and in some cases "ruthlessly support you", to truly embody and live the wealth building principles of Money & You® and Creating Wealth – sometimes in spite of your natural tendencies.

As a result, not only will you personally pick up speed, your business will also probably accomplish in one year what others take five years, or even a decade, to achieve. You'll be pushed to permanently remove the blocks that are standing in your way. Barriers that are keeping you from enjoying the greatest possible successes, for yourself, for your business, and within all your relationships. You'll come to view change as an opportunity rather than a threat. You'll rekindle the excitement and joyful spirit you had when you felt most fulfilled. And you will learn to impart this to others.

As the world changes at light speed, so must you!

The Instructors' Program is your hedge to stay ahead of the change and be the 'change-maker' in your field. Therefore, this program is designed to support its members over time and is on going. The sessions and content are different every time so as to keep up with the complexity and chaos of the times.

You'll also learn:

- The secrets to being a superb presenter and trainer (and Logistics Person) – for Money & You®, Business Schools, and other *Excellerated* Programs.
- How to gain the ability to touch the lives of people at a very deep and meaningful level
- How to invoke any change in any organization
- How to be a top corporate trainer
- How to become a change agent in any organization
- How to strengthen your ability to truly connect with friends and colleagues
- How to master the art of developing the kind of relationships you wish for those you care about
- How to enrich your personal relationships
- How to become a leader in your business and industry
- How to turn your passion into wealth
- The secrets of the great thinkers and 'doers' of our time, in the fields of economics, physics, human behavior, industry, and how to embody them. **And much, much more!**

As a member of the *Instructors' Training Program* you will:

Participate in invaluable meetings and forums...

In which we discuss current issues, spot the trends, obtain on-the-spot coaching and expertise and learn the latest techniques in bringing your business to the pinnacle of success.

You will also be invited to gather at all of the *Excellerated* events in your region, to study the inner workings and distinctions of the programs as they are being taught. During special moments, you will learn from the Program Instructor the why's and how's and insights to the key principles of the programs. Most importantly, you will learn how to immediately apply the principles in an intimate and precise fashion. You will also learn the idiosyncrasies of the amazing teaching methodology and how to apply them by observing and analyzing them on the spot.

Some of the subjects you will learn:

- Fruit bowl Theory of Business
- Comprehending Leverage
- Predicting the Future
- Removing life's blocks to Success and Happiness
- Self Mastery
- Precession
- Mastering Mistakes
- Distinctions
- Emotional Intelligence
- Leading an aligned Team
- Logistics and Production
- And much, much more

This program is designed to teach you to Become a Money & You® Instructor

The creator of Money & You®, once said that learning to teach this program would be “the greatest gift that you could ever give yourself.” Years later, many of us have learned what he really meant by those words.

You will truly “own” the essence of Mastery. If you want to remove mediocrity from your life, this is possibly the only opportunity you will have to study with, and about, the masters. You'll surround yourself with men and women who will demand more from you than you demand of yourself. You'll develop compassion for yourself, so that you can try new things, innovate and be a pioneer, without the fear of making mistakes. And when you do make a mistake, you'll have mastered the technique of how to recover quickly, turn the situation into an advantage and gain the competitive edge. Most of all, you will learn who you really are and how to unleash the full power inside yourself.

Follow in the footsteps of others who have achieved enormous personal success...

Founder and CEO of the largest Australian owned office product company Complete Office Supplies (COS). The company focuses on distribution of consumables to corporate and government client throughout Australia. Employing over 275 people with distribution centres in Sydney, Melbourne, Brisbane, Adelaide, Perth, Canberra, Newcastle and Darwin. Revenues exceeding \$ 100 million dollars positions COS as the number 3 in the Australian market. Over 75% of sales are transacted on the internet, making "COSNET" the award winning Web site one of Australia's top trading sites.

Dominique has been facilitating **Money & You®** programs since 1992, and took on the master Instructor position of the **Excellerated Business School®** in 1999. Dominique's style is engaging, entertaining, sometimes confronting, and with a particular ability of getting to the core of the issue. One of the most fulfilling parts of Dominique's life is not cashing his company's huge checks... it comes from teaching Money & You®, leading Business Schools for Entrepreneurs, Creating Wealth

and other Excelerated Programs. He shares his success, his insights, his beliefs as your **Lead Instructor for Creating Wealth**, and will provide the context, the teachings and tools on how to integrate the materials learned into a plan for your financial independence; and you will have an opportunity to look at your **current financial situation to highlight where your biggest opportunities are. You will learn how to increase profitability to your business and cash flow by creating a step-by-step plan that has been proven.**

Dominique says, “Until I attended Money & You[®], the business was a comfortable little niche, the Excelerated Business School[®] curriculum enabled me to understand generalised principles such as Adding Value and Leverage.”

Committing to living his life by the principles taught at Money & You[®] has propelled the business beyond his dreams. He also says, " I decided to become an instructor to enhance my comprehension of the principles taught, never in my wildest dreams would I have predicted the success I achieved by practising these principles daily ."

What makes Dominique Lyone (and other Excelerated Instructors) unique in the entrepreneurial education field, is that he lives in the real world of business everyday. He is a very inspiring instructor teaching business from experience rather than from theory. For more information about his company: [http:// www.cos.net.au](http://www.cos.net.au)

Kerry Zurier has vast experience facilitating programs in leadership, management, and business development for thousands of individuals, groups, and businesses. Her focus is on the content of people’s projects in synergy with the championing of their context as a human being, a framework that she studied, learned and experienced through her 15–year association with Excelerated, as well as her ontological training. She was the first female Money & You[®] Instructor in 1994, since the inception of the organization in 1978. Kerry began her career in the non–profit sector. At the age of 22, she co-founded the Telluride Chamber of Commerce. She then went on act as Director for MEND. In addition to consulting, Kerry has raised over US\$22 Million for various non–profit organizations. It is the impact that this program had in her life that inspired her to lead others to becoming Money & You[®] Instructors by heading the Instructors’ Training Program – in addition, she is a Master Coach and Management Consultant.

Willson Lin, the first Chinese-Language Instructor, is not only one of the most successful public speakers and trainers in Asia; he is also a very successful businessman from Taiwan with business in a variety of fields. Though he has trained many entrepreneurs, business people and professionals throughout Asia, it wasn’t until he attended Money & You[®], that he realized that this work could bring a whole other dimension to his teaching abilities and, precessionally, has a greater impact on his business. He loves the learning process of teaching Money & You[®], and the effects it has on his whole life.

Brendan Nichols as spent three decades researching personal development, wealth creation and financial strategies along with being a highly successful businessman. He has studied over 50 business and personal development modalities. Thousands of people and major corporations have attended his seminars on how to achieve personal success along with attaining greater levels of money, wealth and business success in their lives. He teaches Trainers how to successfully present their materials and much more. He has owned highly successful companies where every sales person was in the top 1% of producers in the country. International companies have paid him up to \$2,200 an hour and he has been interviewed by the media over 100 times. He is a best selling author and ABC television did a documentary on him. Brendan attended all of the Excelerated Programs and he was one of the first Instructors in M&Y in the late ‘80’s to have a deep balance between business/money and “heart”.

John Cook currently owns and operates his own consulting company, where he works with healthcare and information technology clients, helping them with their strategic plans, technological assessments and team leadership. He and his wife, Betty, have also been active real estate investors for more than twenty years. His management experience, creating and growing three companies, adds many real-world examples to his teaching, and can be attributed to not only having been part of the Instructors' Training Program but also applying the principles learned in the *Excellerated* Programs.

Past Money & You® Instructors:

Money & You® has been presented since October 1978. We have had some magnificent Instructors that have gone on to create magnificent results in their spheres of influence and have created positive impacts in the world:

Robert Kiyosaki started as a small manufacturer of nylon wallets. Using the insights and techniques he mastered in this program, he became a multi-millionaire and a world-renowned investor and teacher of investment strategies and mindsets. He is a best selling author and a player in the world financial market. Robert has developed the "Cash flow Game" and has now published the best selling book series: Rich Dad/Poor Dad. Teaching Money & You®, leading the Business School for Entrepreneurs, developing the Creating Wealth Program with DC Cordova, leading the Instructors' Training Program and other *Excellerated* Programs was the vehicle for his meteoric and financial growth.

Formerly a computer salesperson, **Blair Singer** took the principles of Money & You® and built one of the largest airfreight trucking networks in North America so that he could truly understand the material enough to teach the program!!! He has since moved on to be an internationally renowned speaker and trainer, who have enthralled over 125,000 people in over 17 countries. Companies worldwide each pay him US\$100,000 per year to train their staffs and their executives. He currently has published *Sales Dogs* a book as an Advisor to the Rich Dad Series. He and his wife and two sons live in the beautiful mountains of Lake Tahoe, living the life they planned at Money & You®. If you ask him, he will tell you that he has never left the Instructor' Training Program and that teaching Money & You® has been the key to his success.

If you ask **Dale Richardson** what he does for a living, he'll tell you he is a Chiropractor. Yet most people around the world know Dale as an Instructor of the Money & You® Program. Since Dale took ITP, his practice has soared. He built a multi-disciplined sports clinic that is now the focal point of world-class athletes from around the world. His revenue has increased proportionately. Dale's greatest benefit from the program is the right he earned to teach it to others.

Previously a real estate salesman, **Wayne Morgan** now operates the largest real estate school in Texas in the United States. He and his wife Lyn were mostly retired, supported by their investments, and out of his experience and ability to spot niches, Wayne has developed a business in the telephone communications field that is allowing him to constantly practice and reap the benefits of leverage. Because of his leadership abilities, he has been instrumental in launching thousands of people into careers in real estate and telephone communications. If you ask Wayne to what does he attribute his success, he'll tell you it's having enrolled in, and mastered, the techniques of this program. He will proudly tell you how much teaching Money & You® contributed to his success.

Tony Fogarty, Anjou McPherson and other past M&Y Instructors and many others who have been part of the *Excellerated* Instructors' Program over the decades, have become very clear, strong and powerful business people and leaders, and have gone on to lead their own programs or run their own organizations, using this program as their base for learning and growing.

Money & You® Graduates who have attended ITP:

Jason Zeck Lee, Ken Plourde, Wendy Kwek, Datuk Maznah Hamid, A. John Harrison, Mukes Okan, Jac Chong, Terence Tan, Jerome Tan, Reza Ali, Ken Chee, Muheeth Khan, Carol Dysart, Dr Annie Lim, Lin Mei Khuan, Mohd Izam Yusof, Maher Shamieh, Ng Su Ying, Gary Wee, Alvin Wee, Roger Konopasek, Victor Lim, Joyce Tay, Eva Majilis, Kev Yeow, Alan Eiew, Murphy Lum, PS Lim, Dr. Yap, Allan See, Sachi Rahnajoothy, Ivy Lim, Jeannie Chong Yok Moi, Kelly Tan, P. Vellaiappan, Rita Ong, Jon Tan, Cheng Kui, KB Chew, Ashraf Daniel Sinclair, Chew Ban Sing, Kwan Loong, Ong Kuan Liang, Ang Bank Kion, Morgan Tan, Jack Cheong, Yanni Hwang, Lee Kwan Long, tong Mun Kit, Alexander Taslim, Jake B. Chuang, Jackson Ng, Thaddeus Chan, Adaleen Griffith, Jack Griffith, Lim Yok Lian, Ben Bardas, Osvena Osman, Norbani Hassan, Nash Bhullar, Jimmy Harvey and others...

Then there are **the Program Directors** (formerly Professional Logistics Persons) such as Lee-Ann Carson, Dina Bonke, Debra Taylor, Jaime Danforth, Pauline Abel, Krystyna Spicer, Peggy Baker, Flo DalGLISH, and Dwight O'Neill, each of whom, through years of commitment and support of the Money & You® and Excellerated Programs, have been pivotal in the success of this work – and they will attest to the power of ITP – the personal growth and transformation in their lives which allows them to accelerate their success, joy and fulfillment in life; and several of these members have gone on to create their own businesses around seminar production and presenting seminars.

If you feel you have a message to impart to others, this is the program that will show you the path to accomplish this goal.

The ITP will have an enormous impact on your heart, mind and behavior. And, as an Instructor, you will be the vehicle of change for hundreds of others, impacting their lives and ensuring their success in all of their endeavors.

This program is certainly not for everyone. It is only for those who heed a certain call to serve and facilitate change.

This program requires a unique comprehension of the principles taught at Money & You® and other *Excellerated* Programs.

This program is also available for those who wish to be Program Directors and develop the logistical and technical area of the programs, and work closely with the Instructors, Logistics Staff, and *Excellerated* Partners and Associates. Their participation, growth and accelerated progress are equal to those learning to be Instructors.

This Program is by Application Only!

Obviously, a program with this much personal involvement can only accommodate a limited number of people – and the participants have to be willing to play by the rules, participate fully and create their own results. Personal responsibility is the name of the game...

If you have a tendency to complain, want to change other people's systems and to do things your own way, this program may not be for you. We are going to request of you that you completely follow our Rules of the Game, Policies and Requirements. Please do not apply if are not willing to participate 100% in this manner.

Requirements:

- Graduated from the 3 1/2 Days Money & You® Program
- Commit to attend the 2 ½-day ITP on May 24-26, 2010 and 5-day October / November, 2010
- Attend the next Excellerated Business School® for Entrepreneurs.
- Create own M&Y Program and other Instructor's Manuals, as guided in the Program.
- Sign Confidentiality Agreement and Non-use of M&Y and other *Excellerated* games/handouts and materials without explicit written permission.
- Assist with *Excellerated* events as logistics; number of events to be specified.
- Train to and lead special events, Money & You® Previews, BSE Previews, mini-programs, etc.
- Immediately sign up to an e-mail service for fast and speedy communications.
- Support and generate M&Y enrollments.
- Be willing to support and get along with *Excellerated* Partners and staff and resolve any issues that may get in the way of a peaceful and harmonious relationship.
- Apply the principles in your business/organization or profession.
- Be a leader in your company, community or organization.
- Create and conduct special training sessions.
- Participate in public speaking engagements.
- Study books and subjects on Recommended Book list.
- Strive for personal wealth and financial freedom.

Tuition Fee/Other Costs:

RM15,000 to attend in Malaysia. Call the Excellerated Team (Malaysia) to register.

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The fee includes the one 2 1/2 days program and one 5-day intensive program, with refreshments; instructors training during the Money & You® Program. Participants pay for own travel, rooming accommodations and meals to Training Programs and M&Y's.

Final Notes:

You are being invited to this program if you are willing to commit and participate fully. All Applicants will be interviewed and screened. There are no assurances that successful applicants will lead *Excellerated* Programs.

This program is not for anyone. Only apply if you want quantum leaps in your business, life and results. We estimate that (provided all assignments are fully completed) it may take one to two years to be up and running as a Professional Instructor.

If your application is not accepted, your Yearly Membership will be refunded in full. If your application is accepted, you will begin training immediately, including participation at next Money & You® Program as an Instructor-in-Training.

Once you have committed to the program your fee is NON-REFUNDABLE.

Please direct any questions via e-mail to Jacy Wee at: +6016-227 0365 / jacylyn@globesl.com

With much appreciation,

D.C. Cordova/CEO and Kerry Zurier /ITP Director and the Excellerated Team

<p style="text-align: center;">EXCELLERATED INSTRUCTORS' TRAINING PROGRAM APPLICATION FORM</p>

Please respond concisely to each of the following **on separate pages**, and limit the entire application to no more than ten pages.

- 1) List five reasons why you want to become an *Excellerated* Program Instructor/Program Director, or an Instructor of your own programs and using this technology.
- 2) How would being an *Excellerated* Instructor support your life's purpose?
- 3) If you have a personal message to deliver to others, what is it?
- 4) List and briefly describe the two biggest learning experiences that you have experienced in your business life.
- 5) List and briefly describe the two biggest learning experiences that you have experienced in your personal life.
- 6) List the two biggest "wins" in both your business and personal lives.
- 7) Who have been your mentors over the years and why?
- 8) What would you consider to be your personal "Achilles Heel"?
- 9) What do you consider to be your greatest personal strength and why?
- 10) If you never "had" to work again and you were to engage in a "dream project" that would be of inspiration to you and to others, what would it be?
- 11) Outline your:
 - Education background
 - Business background
- 12) Describe your current professional status and your 3-year plan.

Hand or e-mail this information to jacylyn@globesl.com, along with a recent photograph and your tuition which can be paid directly to (see www.excellerated.com) for addresses, if needed:

- Globe Success Learning Sdn Bhd in Malaysia

Thank YOU – DC Cordova, Kerry Zurier and Excellerated Team