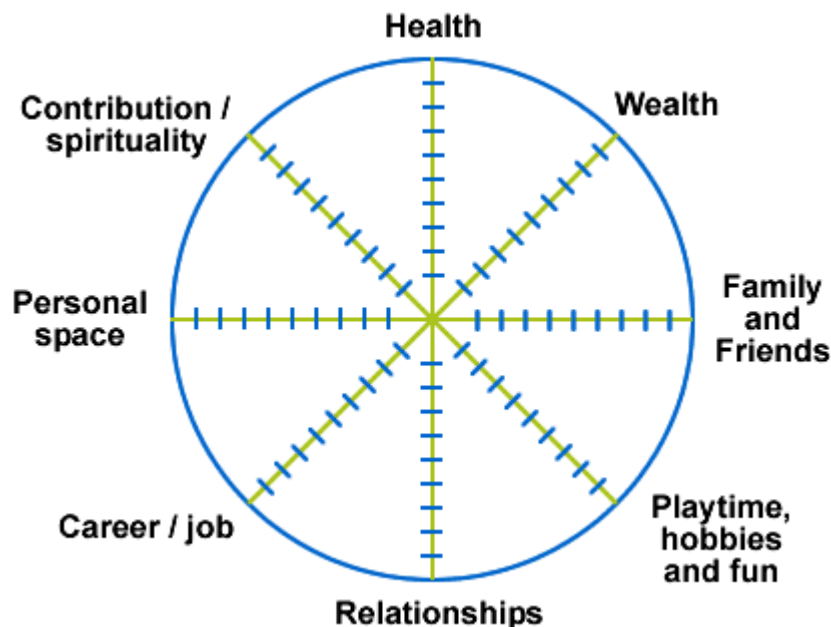


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Creating your life plan (source: Time of your Life by Tony Robbins)

Look at your personal life as if it had six areas that you have decided are critically important to constantly improve. Think of them like spikes in a wheel. If the centre of the circle represents 0% and the outside of the circle represents 100% of where you want to be in this area of your life, where are you currently in each area?



If this were a tire on your car called life, how would the car run? What if you were going 30 km/h? What if you were going 120 km/h?

You need to find a way to round off your “wheel” and create balance in your life so you are putting your time, energy, and focus into all the areas that matter most to you so that you can work at the highest level.

Create your individualized life plan for personal and professional life.

Examples for personal categories of improvement:

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I Susan Williamson

1. Family
2. Business
3. Friends
4. Community
5. Physical
6. Finance
7. Emotional
8. Spiritual

II Anthony Robbins

1. Physical Power: World-Class Health and Fitness
2. Emotional Juice
3. Outstanding Family Life
4. Extraordinary Friendships
5. Absolute Financial Freedom
6. Renaissance Man—CAN! of AJR
7. Creator of the Good Life
8. Extraordinary Community Leader and Contributor: Force for Good
9. Spirit & Soul: Force for God

III Jane Carter

1. Emotional Fitness
2. Family Heart & Soul
3. Physical Prowess
4. Forever Friendships
5. Home Sweet Home
6. Gracious Giver
7. Wealth Wizard

Create your personal categories (which you can always adapt later) – like in the examples, make use of exaggerated and amusing language:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

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Examples for professional categories:

I Jolie Jenkins

1. **MAXIMIZING CURRENT JOBS**—Acting roles
2. **OBTAINING NEW JOBS**—Auditions, etc.
3. **MANAGEMENT OF JOLIE, INC.**—Managing my managers & agents
4. **EVER-EXPANDING ACTING SKILLS**—Ongoing training of my voice, etc.
5. **NETWORKER EXTRAORDINAIRE**—Constantly expand my identity

II Rebecca Simms

1. **MAXIMIZE NEW SALES**—Direct contacts, mailings, etc.
2. **SUPPORT EXISTING CLIENTS**—Create raving fans
3. **MAXIMIZE MY LEADERSHIP AND SALES SKILLS**—Ongoing training
4. Create a totally **EMPOWERED TEAM**
5. **DEVELOP NEW SALES AND MARKETING SYSTEMS** for my team
6. **MANAGEMENT OF COSTS**—Efficiency in my department
7. Create **EXTRAORDINARY RELATIONSHIPS** WITH members of **EXECUTIVE TEAM**

III Anthony Robbins

1. Chairman of the **ANTHONY ROBBINS COMPANIES, Inc.**
2. Chairman of **TONY ROBBINS PRODUCTIONS**
3. **PARTNER AND BOARD MEMBER** of 4-Health/Irwin Naturals
4. World-Class Peak Performance and **TURN-AROUND EXPERT**
5. **ACQUISITION MONSTER**
6. International Number 1 **BEST-SELLING AUTHOR**
7. **MEDIA PERSONALITY**
8. **NETWORKER AND COMMUNICATOR** Extraordinaire
9. **CREATOR** of Life-Changing Products
10. Founder of the **ANTHONY ROBBINS FOUNDATION**
11. **CHAIRMAN AND FOUNDER** of RIM
12. **OWNER OF THE NAMALE RESORT** in the Fiji Islands

Your professional categories:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

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Creating Roles for your Life

What are the roles you play in those categories? Which words will energize this role? Make your role playful, fun and “juicy” so you really want to spend your time there. Here are some examples:

CATEGORIES / PERSONAL ROLES

1 Physical Strength, Energy, and Power

- Athlete, Adonis, peak performer, exemplar of physical vitality and strength

2 Emotional Juice

- An extraordinary example of the power and value of all that I teach • A playful outrageous kid who makes you smile • Entertainer, comedian, source of fun and inspiration

3 Outstanding Family Life

- Extraordinary husband, lover, best friend, and partner in life • Outstanding father to Jairek, Josh, Jolie, and Tyler, great dad, best friend, and coach • Outstanding son to my mom, and wonderful son to John and Jim

4 Extraordinary Friendships

- Buddy and coach to anyone who desires to learn, grow, and give • Source of support and inspiration

5 Absolute Financial Power / Freedom

- Outstanding investor • Financial genius, strategist, and marketer • Protector of the family assets • Creator of the good life • Creator of a fortune—billionaire in the making

6 Renaissance Man / CAN! of AJR

- Communication master • Master of social grace, refined world citizen • Entertainer extraordinaire • Emotional master • Business tycoon, leader, turn-around expert

7 Creator of the Good Life!

- Creator of the ultimate environments—homes of joy! • Vacation master • Surprise sorcerer • Fun phantom • Learning Magician • Wealth Creator and master

8 Community Leadership & Contribution

- Founder of young leaders program • San Diego citizen • World citizen • American businessman

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CATEGORIES / PROFESSIONAL ROLES

1

Staff Training

The Font of Knowledge • Career Builder • The Innovator • Guru of Guidance

2

Quality Assurance

All-Seeing, All-Knowing Resource • The Guardian of the Standard

3

Staff Support

Problem-Solving Perfectionist • The Facilitator • The Answer Woman • Coach • The Big Guns

4

Policy Development

Creative Force • Voice of Research and Clarity • Visionary • Champion of Fairness

5

Re-Organization

Mrs. Efficiency • The Innovator • The Problem Solver • The Consensus Builder

6

Management of Costs

Analyzer Guru • Master Manipulator of Money • Profit/Loss Master

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CATEGORIES / PROFESSIONAL ROLES

1

Executive Team Member

A leader and a friend • Part of the Fabric • Purpose Champion • Raving Fan of the Company

2

Sales Department Manager

The Vision • A Coach, Motivator, and Talent Development Master • Decisive and Fearless • In-Front of the Pack

Tough Lover

3

Revenue Manager

A Builder of a \$100,000,000 Company • Sales Master and Asset Protector • Company Identity Protector and Enhancer

Outcome King

4

Strategic Planner

High-Beams On! • Visionary Leader • The Voice • Research Specialist • Planner • Student of the Game

5

Systems Manager

Developer of the Master Sales and Marketing Systems • Process King • DataBases 'R' Us • Builder of the Machine

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Vision

Having a compelling vision is what gives us a sense of absolute fulfilment and joy, knowing that we are pursuing something greater than the current moment.

You can change your actions, but if you don't think it's going to work, you won't take quality actions. You must change your beliefs by creating a powerful vision for your life.



Let's say you begin with great expectations. More than expectations—you believe with every fibre of your being that you will succeed.

Starting with that direct, clear communication of what you know to be true, how much of your potential will you use? Probably a good deal.

What kind of actions are you going to take this time? Are you going to drag yourself out and take a half-hearted shot at it? Of course not! You're excited, you're energized, you have great expectations of success. If you put out that sort of effort, what sort of results will be generated? Chances are they'll be pretty good. And what does that do to your belief in your ability to produce great results in the future? In this case, success feeds on success and generates more success, and each success creates more belief and momentum to succeed on an even higher scale."

Leaders must create their own vision.

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Here is an example:

1

CATEGORY:

CHAIRMAN OF THE ANTHONY ROBBINS COMPANIES

ROLE:

FATHER OF THE CLAN; VISIONARY; LEADER; FORCE FOR GOOD

VISION/MISSION:

To be a source of inspiration and resources to transform the quality of life for every soul and organization I have the privilege to touch. To be a Force for Good, A Force for God, an Outstanding Communicator, Leader, Friend, CANI! Innovator, Master Negotiator Extraordinaire, Outstanding Entrepreneur, and Marketing Genius. As chairman of the Anthony Robbins Companies, I am the Founder of Mastery University, Co-Founder of Fortune Practice Management, President of Anthony Robbins and Associates, Chairman of Tony Robbins Productions, Owner of Namale Plantation Resort, Owner of Robbins Research International, Inc., Founder of Financial Power Seminars, and Founder of The Anthony Robbins Foundation.

2

CATEGORY:

FOUNDER OF THE ANTHONY ROBBINS FOUNDATION

ROLE:

LOVER OF MANKIND; PHILANTHROPIST; FORCE FOR GOOD; FORCE FOR GOD

VISION/MISSION:

To provide the critical resources of caring, education, inspiration, and belief for those forgotten by society—the homeless, our children, those institutionalized in prison, and the elderly. We provide these individuals with hope and caring as well as the tools that can help them to create a compelling future and an identity that will help them realize that they are bigger than anything that could ever happen to them—*that the past does not equal the future!* Without promoting a specific religion, our goal is to help these individuals have a spiritual awakening to the fact that joy and fulfillment come from being a giver, not a taker—from growing and contributing to their fellow man in whatever ways they can; to remind them that they are here for a unique purpose and their creator has given them special gifts; to help them realize that their job is to uncover and share these gifts, and that they are responsible to life for something—that they are needed. It is my life's work to be a powerful, loving, passionate example of the unlimited joy God offers to all of those who commit their lives to sincere and loving service of His children. This is what I was made for—I will not fail to deliver on God's mission for my life.

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3 CATEGORY: CHAIRMAN OF TONY ROBBINS PRODUCTIONS
ROLE: INFOMERCIAL KING; WORLDWIDE DISTRIBUTOR OF LIFE-CHANGING PRODUCTS

VISION/MISSION: To transform the quality of millions of people's lives worldwide through the distribution of life-changing products and services inspired by our television infomercials and shows; to maximize the use of all forms of distribution: domestic and international television, QVC, HSN, retail outlets, direct mail, short form television, Internet access, etc.

4 CATEGORY: ACQUISITION MONSTER
ROLE: BRILLIANT LEADER; STRATEGIST; NEGOTIATOR; TURN-AROUND EXPERT

VISION/MISSION: To rapidly and intelligently evaluate and secure a significant ownership interest in institutions that would ideally enhance both my national identity as a leader who impacts the quality of people's lives, as well as powerfully leverage my time and resources to produce a quantum leap in my critical mass of capital through the multiplied effect of a public entity or corporation which can be built up and sold for a significant amount of multiple earnings. Such a company would clearly and massively benefit from the value of my training inspiration, marketing strategies, my international market identity (e.g. Charles Swab model), enterprise management, and turn-around skill. **I have the capacity to affect the largest asset within any corporation or organization—the effectiveness of the people. This asset does not show up on a balance sheet, yet it is the most important asset of any organization.** My understanding of the Six Human Needs and Peak Performance Technology, OPA Management, and my ability to create a vision and inspire make me an extraordinary asset for a company in the midst of turn-around or rapid growth. My four primary criteria for such an opportunity are: 1) **The company must have a product or service that can clearly change or affect the quality of people's lives;** 2) **the company must be in front of a trend—I don't want to be surfing on a puddle, nor do I want to fight the trend (the trend is your friend);** 3) **there must be an infinite upside—I don't want to play a limited game;** and 4) **I must like and respect the core leaders who I need to work with on a consistent basis—life is too short not to enjoy the people with whom you work**

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and associate. These acquisitions will provide me with another fourteen years of impact on American society while creating an economic base that will allow me to pursue my 2012 objective. In addition, it will allow me to build RRI through acquisitions. The targets are the training industry, education and job skills training, welfare to work endeavors, distance learning, sales training companies, temporary placement, and permanent placement businesses, etc.

5

CATEGORY:

ROLE:

TURN-AROUND EXPERT

RED ADAIRE OF SPORTS; THE LEADER CALLED UPON BY LEADERS; WORLD RENOWN EXPERT

VISION/MISSION:

To be the one man leaders worldwide know to call when they want absolute certainty that they can turn themselves around, or the performance of athletes, business executives, organizations, and communities. To refine, perfect, and leverage my systems for corporate turn-around and develop an impeccable reputation for its effectiveness in the world business community.

6

CATEGORY:

ROLE:

INTERNATIONAL BEST-SELLING AUTHOR

WORLDWIDE SENSE OF INSPIRATION, EDUCATION, AND EMPOWERMENT

VISION/MISSION:

To create internationally best-selling books which provide powerful and unique tools, strategies, and inspiration in a form that moves millions of people to take immediate action to transform the quality of their own lives as well as the lives of all those people they have the privilege to touch; to have fun, leave a legacy, touch the world, and refine my own thoughts and self like no other action.

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7

CATEGORY: CHAIRMAN AND FOUNDER OF RIM
ROLE: BUILDER OF LIFE-CHANGING INSTITUTIONS;
GLOBAL SOURCE OF INSPIRATION

VISION/MISSION: To transform the quality of life for millions of people worldwide; to effectively distribute outstanding health and fitness products, emotional strength, and educational and technological advances; to create an extraordinarily rewarding financial, emotional, and spiritual business opportunity for our new family of associates and distributors worldwide; to create a massive number of MMDs (Millionaires Making a Difference) with a corporation that has created enough added value to have a worth of over a billion dollars; to make a real and measurable difference in the world and reach my 2012 goal at 52 years of age.

8

CATEGORY: MEDIA PERSONALITY
ROLE: INTERNATIONAL SOURCE OF INSPIRATION; CREATOR OF LIFE-CHANGING PRODUCTS; INGENIOUS STRATEGIST; CREATOR OF OPA AND SIX HUMAN NEEDS PSYCHOLOGY

VISION/MISSION: To use all of my experience, resources, imagination, and God-given talents to consistently create cutting-edge products that people can easily utilize to immediately transform the quality of their lives physically, emotionally, financially, spiritually, and within their relationships and businesses; to accomplish this in a way that creates billion-dollar products because they change tens of millions of people's lives.

9

CATEGORY: OWNER OF THE NAMALE RESORT
ROLE: BOSSA LEVU; FUNNY, OUTRAGEOUS ADVENTUROUS KID AND OWNER

VISION/MISSION: To create, nurture, and build an environment where people from all over the world can come and experience immediate balance and bliss; to love, respect, support, and honor the Fijian people for the spiritual and giving people they are; to have fun and share the paradise on earth with my close friends as well as making it possible for as many of my associates to experience as well; to preserve the integrity of the land and the people and their customs.

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Identify your ultimate vision, purpose, resources, and goals.

- 1) With your categories of improvement in front of you, get into a peak state (with music or whatever helps you to raise your energy level).
- 2) For each category, close your eyes and visualize the six parts of the pyramid.
- 3) Immediately capture your vision by writing it down.

The 7 steps for unstoppable momentum:



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Here is an example for two areas of improvement:

PHYSICAL TONY ROBBINS

• ULTIMATE VISION •	• ULTIMATE PURPOSE •
Health and fitness are my identity and lifestyle. I am fabulously buff, muscular, flexible, and strong with extraordinary aerobic capacity and structural strength and balance. My physiology is "first" for me. I have regenerated my body with a greater sense of youth than ever before. I live a powerful and sporting lifestyle.	To give me the energy to burn that I need and deserve in order to deliver on my life's mission. To live life to the fullest and have an ever-expanding sense of capacity to give. To be an inspirational example for people for what level of energy, passion, and juice of life is available with consistent focus. To inspire people to raise their standards.
• ROLES •	• 3 TO THRIVE •
Kick-Butt Athlete Adonis Extraordinary Example of Health & Fitness Energy Dynamo Snowboarder Weight Lifter Runner Polo Master	Structural Strength Diet Exercise
• RESOURCES •	• 1-YEAR •
1. Pete Egoscue 2. Mark Lamb 3. Jack Trout 4. Stu Middleman 5. Deepak Chopra 6. My determination 7. My discipline	1. 250 lbs & 14% body fat 2. 2-week detox & liver cleanse 3. Polo Trip

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EMPOWERED EMPLOYEES

<p>• ULTIMATE VISION •</p> <p>To create a world class organization of outrageously empowered employees who are passionately committed to the mission of the company and whose lives personally, professionally, and financially are unbelievably empowered by the resources and rewards the company gives them. To create a magical environment that transforms the quality of our customers' and each other's lives, and that creates extraordinary drive and passion to excel in all that they do. To create a united family that is literally bursting at the seams to work each morning, and that helps fulfill our passionate social and economic mission.</p>	<p>• ULTIMATE PURPOSE •</p> <ul style="list-style-type: none"> • It will create an everlasting Force for Good • It will create a compelling future for every person here • It will create a team of people so committed, dedicated, and skilled that any dream is instantly turned into reality • It will create a reputation as the best in our field • It will reduce turnover • Because our employees deserve it • Work is play! • It will make a difference and build a legacy that lives on beyond us
<p>• ROLES •</p> <ul style="list-style-type: none"> • Inspirational visionary to the team • Heat seeking talent missile • World-class communicator • Heartbeat of the company • OPA babe 	<p>• 3 TO THRIVE •</p> <ul style="list-style-type: none"> • <u>Recruitment</u> of 'gold medal' employees • <u>World-class training</u>—psychology and skills • Create an <u>empowering environment</u> to ensure safety and security of employees, and compliance of regulatory agencies
<p>• RESOURCES •</p> <ol style="list-style-type: none"> 1. OPA product and software 2. Faith Gorski 3. Anthony Robbins' live events and products 4. Leadership team of our company 5. Incentive programs—modeling other companies 6. Books on creating outstanding organizations 7. '1001 Ways to Reward Employees' book 	<p>• 1-YEAR •</p> <ol style="list-style-type: none"> 1. To be a lean, mean OPA machine 2. To have a clear orientation and integration progress for all new employees 3. To eliminate sub-grouping company wide 4. To develop an HR department to monitor and manage the legal liability of the company 5. To recruit skilled, creative, mission-driven gold-medal employees with a maximum turnover of 10% 6. To develop a system for quarterly evaluation of our organization to ensure that we have solid 'gold & silver' employees

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Identify your ultimate vision, purpose, resources, and goals for all your personal and professional categories of improvement.

Follow these three steps:

- 1) With your categories of improvement in front of you, get into a peak state (with music or whatever helps you to raise your energy level).
- 2) For each category, close your eyes and visualize the six parts of the pyramid.
- 3) Immediately capture your vision by writing it down.

Ultimate Vision – fill it with emotions!	Ultimate Purpose – something which really moves you!
Roles	3 to thrive – areas to focus on
Ressources	1-year goal (as concrete and measurable as possible) 90-days goal

Please don't try to be perfect! Just do it as good as possible, you can still improve it later.

Does it inspire you? Does it show you all the resources? Does it give you clarity where to go in this area of your life?

THE WEEKLY PLANNING PROCESS

THE HOUR OF POWER:

CREATING A CYCLE OF FULFILLMENT WITH EXTRAORDINARY REWARDS

CONNECT TO YOUR DRIVING FORCE

- The Power of Your True Identity
- Your Ultimate Vision
- Your Ultimate Purpose
- Your Values
- Your Virtues

SET YOURSELF UP TO WIN

- #1 Schedule your profound 'musts' first— i.e. block time for your top 5 outcomes (your 3+2). This will determine the level of fulfillment you achieve.
- #2 Anticipate the likely challenges and barriers and resolve your strategy for success.

A LIFE OF
FULFILLMENT:
HAPPY & DRIVEN,
ALL 6 HUMAN NEEDS
ARE MET

OWN YOUR ROLES, GOALS & RESOURCES

<u>Categories & Roles</u>	<u>Goals</u>
Family	1-Year
Business	90-Day
Friends	
Community	
Physical	
Financial	
Spirituality	

CREATE AN OPA MASTER PLAN FOR AN OUTSTANDING WEEK

1. *Learn from the past:* Review last week's roles, goals, and results.
 - A. Brainstorm the top 10-12 accomplishments of last week.
 - B. Brainstorm the most important things that needed to get done but didn't.
2. *Review your projects* to determine which actions must be taken this week.
3. *Create your 5-step Master Plan for an outstanding week:*
 - A. Capture
 - B. Create your OPA Plan
 - C. Commit time and resources
 - D. Schedule it
 - E. Measure, manage, and celebrate
4. *Select and highlight your top 5 outcomes—your 3+2 (3 for professional and 2 for personal life) that are the most important to focus on this week.*

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- 1 **Identify your Driving Force.** Put on some background music, get into a peak state of anticipation, and write a paragraph that describes your ultimate vision and your ultimate purpose. (You may want to use the tape or CD for this session as a guide.)

Ultimate vision questions:

- Who do I want to be?
- What do I want my life to stand for?
- What do I want from my life?
- What do I want to accomplish?
- Where do I want to go?
- What do I want to give?
- What do I want to create?

Ultimate purpose questions:

- Why do I want to do this?
- What's the purpose of my life?
- What's my mission?
- Why was I put here?
- Why do I want to be this kind of person?
- What will it give me?

Ultimate vision:

Who do I want to be?

What do I want my life to stand for?

What do I want from my life?

What do I want to accomplish?

Where do I want to go?

What do I want to give?

What do I want to create?

Ultimate purpose:

Why do I want to do this?

What is the purpose of my life?

What is my mission?

Why was I put here?

Why do I want to be this kind of person?

What will it give me?

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Follow the four-stage process outlined in this session and plan a week.

You will use this process whenever you plan your week—usually Friday or Sunday afternoon before the week begins! This is the opportunity for you to create your “Hour of Power” and focus on what’s most important to you so you know what outcomes you’ve committed to producing next week.

Brainstorm all the outcomes, actions, projects, calls and communications that need to happen this week.

- 1.
- 2.

Categories (personal):

-

Categories (professional):

-

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What are the most important outcomes/results I must produce for this week to be both successful and fulfilling?

Master Plan for the week of: _____

A master plan must be outcome focused & purpose driven.

Category/Role: _____ Outcome Nr.: _____ Accountable: _____ Date: _____

LEV	DUR	PRI	ACTION	OUTCOME	PURPOSE
			-		
			-		
			-		
Total est. time: _____ Total must time: _____ Actual time: _____					

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Weekly Timeline (Schedule it / Measure, manage, master & celebrate)

For week of: _____

Role	Outcome / Action	Mon	Tue	Wed	Thu	Fri	Sat	Sun
	1 Infomercial	2h			1h			
	2 Progress Body	1h	1h	1h	1h	1h	1h	1h
Total daily time:								

Monday: Outcome Nr. 1 and 2...

- Select and highlight your top 5 outcomes – your 3 professional and 2 personal outcomes that are the most important to focus on this week.
- Schedule your profound “must 5” first into your week.
- Anticipate the likely challenges and barriers and resolve your strategy for success.

Examples: <https://www.tonyrobbins.com/pdfs/Workbook-Time-of-your-Life.pdf>