

The Power of the Principles In Business (TPPIB)

A 4-Day Master Class for Coaches, Consultants and Business Leaders



This unique, comprehensive, in depth program is for you if:

- You are a coach, consultant or business leader seeking to deepen your impact with clients/teams in a business or organizational setting.
- You have a good grounding in the 3 principles as articulated by Sydney Banks and you have seen change in your own life.
- You have an ongoing practice or business.
- You already have expertise in people transformation and see how a deeper understanding of the principles greatly enhances your work and its sustainability.
- You want to be part of a small group of professionals on the vanguard of revolutionizing businesses and organizations through an understanding of the principles.
- You learn easily and would like to benefit from experienced consultants with a lengthy track record of success in business.
- You have already participated in the 3-day Invisible Power: The Next Paradigm program, witnessing how we share the principles with our business clients in an online format.

What's on Offer

This program is designed for you so that your personal and specific educational needs are met.

- We spend time upfront getting to know you and to understand your unique story and goals. We take time to orient you to how the program works so that you get the most out of it.
- You will be part of an invitation-only small group where we will delve deeper into an understanding of the principles and the sharing of the understanding in a business setting.
- Finally, you will receive 3 months of 1:1 mentoring to guide your growth and assist you in your ongoing client/team work.



Additional Features

- You will make deep connections in the program with your cohort and later with a network of prior participants for partnering and co-support opportunities.
- You will have an opportunity to work intimately with Robin Charbit and Ken Manning to guide you with your real time clients/teams and their challenges.
- You will have access to our monthly Master-classes covering a wide range of subjects regarding bringing an understanding of the principles to business and organizations.
- You will have access to a video of one of our basic 3-day trainings.
- You will receive 30 International Coaching Federation (ICF) - Continuing Coach Education Units.

More Details on the Training's Content

- The Power of the Principles in Business is modeled on how we work with businesses. You will experience our approach for yourself from beginning to end.
- You will learn a simple, practical, and profound way to articulate the principles and their implications.
- A clear framework will emerge of the competencies and skills required to effectively share an understanding of the principles in business or organizations while in parallel, delivering a significant business result.
- You will experience and learn to run exercises to use with clients/teams.
- You will learn a step-by-step process for engaging any size group, covering:
 - New Client/Team Engagement
 - Setting up the work so that it is “principles-friendly”
 - Contracting
 - Managing key stakeholders
 - Delivery and follow up to ensure the understanding of the principles is embedded in leaders, teams, and company cultures
- You will get a psychological view of the challenges inherent in bringing the principles understanding into organizations of any size.
- You will get a consulting orientation to the tactical, cultural, and pragmatic perspectives you need to take into account.



- We will expose the most common dangers and pitfalls in business engagements and how to best avoid them or handle them.
- You will see and experience how we run a program entirely online.

Your Program Leaders

Ken Manning and Robin Charbit, founders of Insight Principles, Inc., have been experimenting and innovating to bring an understanding of the principles into large and small companies and organizations for the last 24 years.

Insight Principles, Inc., is a consulting group dedicated to helping companies achieve outstanding business results through an understanding of the principles. Large and small businesses and organizations have generated significant, sustainable results as well as leadership and culture transformation. See <http://www.insightprinciples.com/results.php> for the results our clients have generated.

Ken is a Ph.D. psychologist with decades of experience as a psychotherapist, consultant, and entrepreneur.

Robin also has decades of experience as an executive at Exxon and as a global business consulting practice leader.

Along with co-author Sandra Krot, they have written *Invisible Power: Insight Principles at Work*, an articulation of what they have learned and developed. *Invisible Power* is a manual for introducing the principles to people at all levels of any organization.

Fees

The fees for this training are \$5,750 USD and include:

- Preparatory and follow up individual meetings with Ken and/or Robin
- The 4-day online retreat.
- The other features (webinars, follow-up, etc., mentioned above).

Next Steps

1. Dates

From 15th April to 18th April 2024 8 am – 2 pm EST / 1 – 7 pm GMT

We may suggest participants getting together outside the program hours to get to know each other even better.



2. Pre-requisite

To get the most out of this training, we request that you take our basic training just before the program, Invisible Power: The Next Paradigm (<https://insightprinciplesinstitute.com/invisible-power-the-new-paradigm/>) (April 11th – April 13th 7am – 1 pm EST / 12 - 6pm GMT). Everyone says it was invaluable. We appreciate that it is an additional time commitment but we feel so strongly about the benefit, that we offer it for free along with this program. During Invisible Power, you will experience how we teach the principles in business, learn to articulate the principles to others more clearly for yourself, and experience a number of the exercises we have developed and use. You will also deepen your grounding, which will further accelerate what you see. This combination will enable you to hit the ground running in further developing your coaching, educating and consulting skills with the principles.

3. Should you be in or not?

If you're interested, contact us so we can connect live to mutually assess whether this program is right for you or whether something else would be better.

Our commitment is to seeing what is best for you.

4. Register and Start Prep Work

If it is looking good from all sides, we will:

- a. Request a deposit (\$1,500)
- b. Provide you with a book if you don't have one
- c. Have you fill out an information sheet that will give us more information about you and what you want the program to do for you
- d. Schedule your prep call.

5. Insight Principles Mentorship Program

Many participants of TPPIB go on to take our individually designed and hands-on mentorship program. It enables you to partner with us to further expand their work, deepen their skills, and knowledge, and increase your impact.



TPPIB is a prerequisite to be eligible for mentorship with us.

Looking forward to hearing from you.

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