





## Begin with the end in play – sales: course overview

**Begin with the end in play** is generally a short, intensive (2 hr) workshop for project / sales / management professionals, focused on the deeper mechanisms that underpin, enable and power our ability to create desired outcomes (e.g. sales targets and project outcomes).

The workshop introduces advanced quantum principles that enable stronger, more resilient focusing on, and realisation, of one's desired future reality.

Key insights into how possibilities are 'realised' into lived actuality are covered.

Workshop schedule includes:

- Overview of 'begin with the end in play'
- Beyond old habits and beliefs
- The Pro-Creative Cycle
  - Becoming the SMARTEST sales professional, using the **Begin with the end in play**® Creative Cycle
  - Pro-Creative process quotes and examples
  - Personal E's
  - Clients' E's
  - Exploring the Pro-Creative Cycle – Part I
    - Understanding and utilising the deeper nature of conscious and unconscious processes
    - Using head and heart, logic and intuition, conscious and unconscious
  - The power of belief – 'confident, relaxed expectedness'
  - The science of 'at-once' connections and relationships
  - Exploring the Pro-Creative Cycle – Part II
    - Utilising deeper connections, in time
    - Working with 'The Past Pushes, the Future Pulls'
    - 'Jumping the train-tracks' to realise what we want
- Completing the cycle: ending up where we began (with the end in place).

Notes:

1. Nick Herbert, *Quantum Reality: Beyond the New Physics*, Doubleday, New York, 1985, p 215.
2. David Deutsch, University of Oxford, citing the 'enormous experimental success' of quantum theory. [Paul Davies, J.R. Brown, *The Ghost in the Atom*, Cambridge University Press, Cambridge 1995, p 84.]

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