



“Personal Development” Curriculum

Week	Series	Trainer	Selected Episode	Length	Date Completed
	Trac 1- High Performers-	Don Hutson –	<u>Success Through Intense Customer Focus-</u> Ep.2	(26:45)	_____
	Trac 2- Every Word Matters-	George Walther-	<u>Building Cooperation-</u> Ep.7	(29:00)	_____
	Trac 3- Communicate with Confidence-	Dianna Booher –	<u>Resolving Conflict-</u> Ep.1	(21:30)	_____
	Trac 4- The Purpose of Selling-	Jim Cathcart-	<u>Upserving for Greater Sales-</u> Ep.5	(21:29)	_____
	Trac 5- People IQ-	Tony Alessandra-	<u>Conflict Resolution-</u> Ep.12	(21:25)	_____
	Trac 6- People IQ-	Tony Alessandra–	<u>High Touch Marketing-</u> Ep.13	(21:30)	_____
	Trac 1- High Performers-	Don Hutson –	<u>Attitude & Motivation Make the Difference-</u> Ep.1	(28:30)	_____
	Trac 2- True Performance-	Zig Ziglar-	<u>Attitude-</u> Ep.2	(21:30)	_____
	Trac 3- The Winner’s Edge-	Dr. Denis Waitley –	<u>The Winner’s Edge-</u> Ep.10	(25:00)	_____
	Trac 4- Paradigm Shift-	Bob Proctor-	<u>Breaking Free from Negativity-</u> Ep.7	(28:24)	_____
	Trac 5- People IQ-	Tony Alessandra-	<u>Incorporating 5 Positive Versatility Traits -</u> Ep.9	(21:30)	_____
	Trac 6- Your True Potential-	Dan Lier –	<u>The Power of Winning Attitude -</u> Ep.2	(21:30)	_____
	Trac 7- The Chris Widener Show-	Chris Widener –	<u>Attitude-</u> Ep. 4	(26:29)	_____