

The Personal Plan For Success 2022 Version Presenters Introductory Notes

The most important word in the name is **PERSONAL**. The objective is for the member to develop their own plan to complete their first path. As the presenter, your role is as a guide through the plan, rather than giving a plan to the member.

People trust their own data. One of the biggest insights that I had as a business life coach was that a client was more likely to follow a plan they had developed (albeit with my help), than a plan that I developed and presented to them. This program is based on that premise.

The presentation (assuming one to one) will take between 15 and 30 minutes, depending on the person you are presenting to. If you are presenting to two or more as a group, or the member takes longer on the Worksheets, you will need a bit more time. The presentation can either be in person or via zoom – whatever works best for the members and the presenter.

This presentation is introduced to the member either by their club VP Education or their mentor, when the member is ready for it. Some won't be interested, others will find it valuable, it depends on the member and the judgement of the VP Education / mentor. A usual time to present this is either close to, or at the end of Level One. It is designed as a one-to-one or one to a few presentation.

Who should lead the programme? Ideally the presenter should have a good knowledge and experience of Pathways. Preferably at least having completed Level 3.

The Second part of the presentation is the journey to Distinguished Toastmaster. Some members will be very interested, and others won't at this stage. The information is briefly provided at the end of the presentation and workbook, for the member to use when they are ready for it.

RESOURCES REQUIRED All available as downloads from the D112 Website

- The PowerPoint presentation.
- The Participant's workbook. They need to have this during your presentation. It is in word, so that they can fill in the worksheets and update items.
- These notes for the presenters.
- On the PowerPoint there are notes for the presenter. I suggest that you print the pages with notes to assist you through the presentation.

As part of your presentation for this, you might want to work through the workbook yourself.

Different people process information differently. There are four general thinking patterns, we all have the four, but in each person one or two will be predominant. (Warning: the member that you are working with may have [*probably does have*] a preference for a different style to you). Because of these differences the presentation is designed to cover all four. The four are:

- **Visual Learning.** They think in pictures and often remember things visually. The PowerPoint presentation to be shown to the participant, supports this preference. The handouts that they fill out and keep will be a visual representation of their plan.
- **Auditory Learning.** They think in sounds. Often they are good listeners and like to talk. Often the presentation will become an interactive conversation. This is where the presenter's note supporting each slide are valuable.
- **Feelings.** This includes attitudes and beliefs. The early work in the program about visualising a future success is key here. It is possible that some beliefs or feelings may be a barrier to success, and these are addressed later in the program.
- **Experiential Learning.** This is hands on learning. The handouts support this style.

The Personal Plan For Success 2022 Version was developed from a presentation in 1999 by Glen Murphy DTM PDG. I have updated it for the Pathways Education program.

Murray Coutts DTM PDDG. November 2022