

STEPS®

The Guide to Self-Sufficiency



Because your participant's success is your reputation and performance...

Why STEPS?

The term "Hard Skills" has typically been used to identify concrete material or technical types of training, yet S.T.E.P.S.' success can be credited in the development of the "Difficult Skills." These "difficult" skills are the skills employers demand: great attitude, timeliness, dependability, honesty, willingness and cooperation.

First developed in 1985, S.T.E.P.S. has assisted job-training professionals to move hundreds of thousands of chronically unemployed individuals to meaningful work.

This latest, revised edition of S.T.E.P.S., includes a powerful job search component to complement the backbone of The Pacific Institute's scientifically-based, tested and proven cognitive education.

S.T.E.P.S. produces results! Lou Tice and The Pacific Institute have been able to put 32 years of experience into this package. Its engaging scientific methodology causes participants to examine their behaviors with specific emphasis on career and employment goals. Then, they learn a structured process to choose and change behaviors. The results are powerful internal motivation, perseverance in the face of obstacles, inoculation against negative stress and depression, and a tenacious desire to succeed.

Technical Components

STEPS to Economic & Personal Success (S.T.E.P.S.) is a multi-media educational platform which features Lou Tice, internationally renowned author, educator and Chairman of The Pacific Institute.

The core of the S.T.E.P.S. education is contained in 15 video units, complemented by participant manuals and an extensive, independent-study audio follow-through program — a complete guide to self-sufficiency.

The Pacific Institute's world-renown facilitator education will allow your staff to train your participants with ease and consistency, within a 16-hour period of time, which allows your delivery system to be self-sufficient.



**THE
PACIFIC
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Solving People Issues at Their Root Cause

SEATTLE • LONDON • TOKYO • JOHANNESBURG • PERTH • SHANGHAI

Learning Units

- Unit 1 Introduction: My Potential** • The influence of blind spots on your behavior • The way you think of yourself can limit your life • The importance of skepticism • How the mind works • The power of belief
- Unit 2 How Beliefs are Built** • About self-talk and its effect on your day • About the subconscious mind • We act in accordance with the truth as we believe it to be
- Unit 3 Who Is Accountable?** • How your present thoughts determine your future • The importance of taking charge of your life • More on the power of belief • How to break through “Scotomas”
- Unit 4 How the Mind Works** • The roles of the conscious, subconscious and creative subconscious levels of the mind • How to make important decisions that lead to success and happiness • How we have made decisions up until now • How to break free of limiting past performances • When we change the way think, we change the way we act
- Unit 5 Who Am I?** • How self-talk helps you to understand stored beliefs • The role of the subconscious in developing beliefs • How you develop a self-image • The role of beliefs in developing self-image
- Unit 6 Valuing Myself** • The importance of telling yourself what you want things to be like • The importance of not giving sanction to things you don’t want • The value of acknowledging, accepting and believing compliments
- Unit 7 Positive Coaching** • Why low self-esteem people tend to belittle others • Self-talk’s impact on self-esteem • Self-esteem and its impact on performance • How to develop favorable self-talk to elevate self-esteem
- Unit 8 Attitudes** • How you developed your attitudes • Negative attitudes cause you to avoid doing what you may want to do • Your attitudes are learned, so they may be unlearned • The important relationship between attitudes and goals
- Unit 9 Understanding Comfort Zones** • What a comfort zone is and how it regulates behavior • Why we stay in familiar environments • How and why we sometimes choke off information and performance • How to make the uncomfortable comfortable
- Unit 10 Expanding Comfort Zones** • The importance of visualization • How to practice future performance in the present moment • How comfort zones prevent us from being better and how they prevent us from being worse than we have come to know ourselves to be
- Unit 11 Goal-Set for Self-Sufficiency** • How thinking and talking about the past and present limit your future • We move toward and become like that which we think about • How goal-setting controls what we allow ourselves to dwell on
- Unit 12 Creating Future Memories** • How to avoid getting down on yourself • Avoiding negative affirmations • Importance of short and long range goal-setting • How to make goal-setting fun • The power of goal-setting everyday
- Unit 13 Motivation** • Coercive and restrictive motivation and creative avoidance • Living life on a “want to” basis • Goal-setting on a “like it, love it, it’s my idea” basis
- Unit 14 Affirmations: The Key to Change** • Imprinting on the subconscious • The importance of repetition • The power of emotions and how to trigger the preferred ones • Changing your memory so that you can change your mind
- Unit 15 Affirmation Workshop** • Constructing the future you want now • Step-by-step techniques • How to check the reliability of the process

*If you are not completely satisfied with your performance
or reputation contact The Pacific Institute...*