

Workbook

Engineered CLARITY

Psychology of PEOPLE (Recruiting ~ On-Boarding ~ Retention)

“LEVERAGING the DNA for PEOPLE ~ Personality Masteries.”

Version 1.00

Engineered CLARITY

The process of thinking differently that
brings satisfaction where you desire CLARITY.

PEOPLE • BUSINESS • LIFE

“Psychology of PEOPLE is really a disruptor in how we all look at people. When I went through LEVERAGE . . . The Course and Personality Masteries certification course, it was so foreign to anything I had ever experienced in even being a board member of BWM and the President of Rolls Royce.

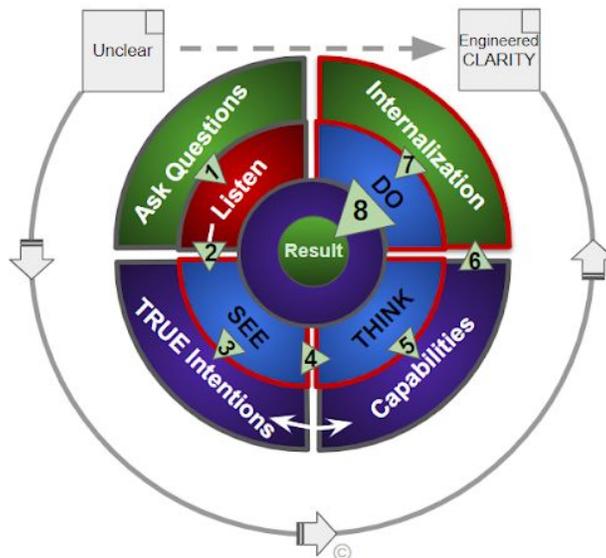


If you think you’ve seen something like this in the past, trust me you haven’t. If you are initially overwhelmed by it, it’s alright, I was as well. It’s not a bad overwhelm though, but a good one. At the foundation, the core, this course, the tools, systems, networks are built to simplify PEOPLE ~ BUSINESS and LIFE.

Trust me when I say, if you really commit to follow through and then do so, it will change your life has it did and has mine.”

Peter Miles

Engineered CLARITY



ARRT Mentor: _____

2 ARRT Buddies: _____ & _____

While it is not required to go through LEVERAGE . . . The Course and Personality Masteries, many top world thought leaders strongly recommend doing this. If you have already been through one or more of these courses, we will include aspects in this workbook which are more detailed in coverage in both of those courses.

Assignment #1 ~ Type Of Focus

Determine which type of focus you would like to have. If you are using **ActionVISION** your coaching team will help you build core systems which will work for any of the following with minimum modifications.

Please place a check mark in the boxes you would ideally like to build a Psychology of PEOPLE or POP and then put a #/number to the left of each of the box, starting with #1 for which is most important for you in with the Psychology of PEOPLE ~ Recruiting, On-Boarding, and Retention:

- | | | |
|--------------------------------------|-------------------------------------|--|
| <input type="checkbox"/> Employees | <input type="checkbox"/> Donors | <input type="checkbox"/> Friends . . . |
| <input type="checkbox"/> Contractors | <input type="checkbox"/> Volunteers | sure why not? |
| <input type="checkbox"/> Vendors | <input type="checkbox"/> Members | <input type="checkbox"/> Other: |
| <input type="checkbox"/> Clients | | <input type="checkbox"/> _____ |

Assignment #2 ~ Area Of Focus

Determine which of the three areas you would like to focus on from the above #1 area of focus.

- 1. Recruiting
- 2. On-Boarding
- 3. Retention

NOTE: One of the things that is so powerful about POP is that, in ways, it doesn't matter which Type or Area of focus you choose, as they are all built on what we call a BOS ~ Business Operating System.

A BOS ~ Business Operating System is the engine which runs our business / organization. We generate the profit / contributions we generate, work the hours we work, have the stress and life balance we do or do not have due to our engine.



“Designing / Engineering a BOS is as much of an art as it is a science. What’s deceptive about a BOS is that it’s so easy that a child running a lemonade stand could do it and it’s so advanced that it will challenge a seasoned veteran world leader like myself.

I can’t put into words what the DNA for PEOPLE, has meant to me in both my personal and professional life. My only regret is that this was not available to me sooner in my career.

The DNA for BUSINESS, The 5/30 Grid . . . the first time I saw it, I realized it was the Holy Grail to Business.

The DNA for LIFE will save marriages, empower parents to invest connect at a deep level with their children and others. It’s over 500 Natural Laws which govern the world in which we live.

Honestly, this course should be taken by every employee in an organization / company as it will help people to learn how to DO what they need to DO to GET what they want to GET out of life and that’s just good business honestly. This is really what the Millennial generation and every generation is looking for in life. It will unit all generations together in a magical fashion.”

Tom Kunz

Past President of Largest Real Estate Franchise In The World

Through the **Engineered** CLARITY process, we will make this so easy, you will learn through each lesson, something to apply, to bring value to every area of your life.

As you share POP with those around you, as their lives are improved your life will be improved as well.

Visit the <https://clarity.dnaforsuccess.com> website for answers to PEOPLE ~ BUSINESS - LIFE.

Assignment #3 ~ Gain Clarity

List all uses you may use what you learn from going through this course,

List one thing you feel you are weak in recruiting, on-boarding and/or retention:

If you had CLARITY on this . . . how would that affect your business, organization and/or life?

. . . use your hard bound journal to flesh out the details of both of these questions.

Do you have clarity now? If you do not, it is very important that you have clarity as you go into the course. You may change your goals, revise what you want to gain out of this course, but as Stephen Covey shared in the book, "7 Habits of Highly Effective People" ~ Start With The End In Mind. The more clear your goal is the more positive pressure it will place on YOU, the SYSTEM and THOSE AROUND YOU to achieve success.

Assignment #4 ~ DRIVING FORCE

You will also feel much greater success and be laser focused if you develop what we call a DRIVING FORCE. A DRIVING FORCE is a very simple statement which is MEASURABLE & has a DUE DATE.

I _____ will achieve _____
by ___/___/____.

. . . or a group DRIVING FORCE can be written.

We, as a group, will achieve _____ by
___/___/____.

~~~~~

WHY do you want to achieve the above? HOW will it help you in all areas of your life? HOW does it connect back into the fulfillment of your Life Vision . . . why you were put on this planet?

## **Assignment #5 ~ Actions**

Once we have a Driving Force then we need to determine what actions are needed to achieve our Driving Force. If we develop a plan which includes the four things and then do those things with intention and precision we will achieve our Driving Force.

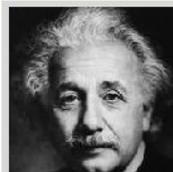
- Right actions
- Done in the right way
- Over the right period of time
- With the right people

A great tool / system / process which will help us to do the above four things is **ActionVISION**. **ActionVISION** measures both ACTIONS and RESULTS each month which gives you the ability to know when one of the four things are not in proper alignment so changes can quickly be made.

### **Foundation**

The first thing to gain CLARITY on . . . is an understanding . . . that any problem we have, in any area, is connected to how we think. If we were to learn to Think Differently . . . then would it be possible to gain CLARITY of anything, in any area of recruiting?

#### **Albert Einstein**



*"You can never solve a problem on the level on which it was created."  
Albert Einstein*

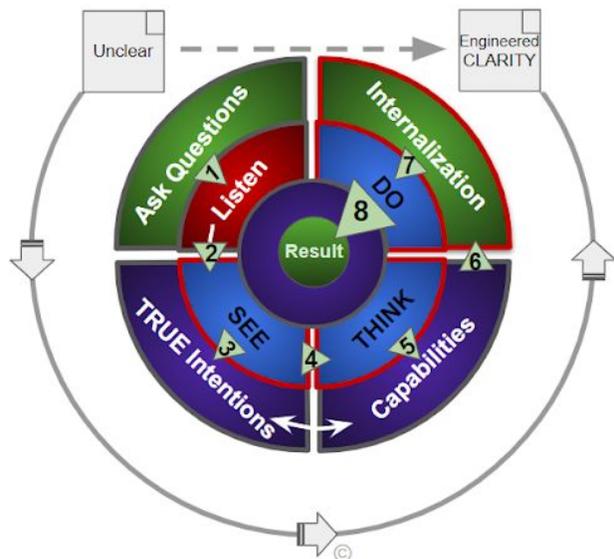
**Engineered** CLARITY is a precise process which takes participants out of the "Habit World" into the "Creative World" to gain power and insights. To learn to Think Differently and do so quickly.

**Engineered** CLARITY has taken decades to discover and develop and many worldwide thought leaders have devoted much of their lives to personally gain CLARITY. There is an amazing group of women and men who have collaborated to design **Engineered** CLARITY.

In most situations it's NOT that we don't have the right answers to discovering CLARITY; it's that we don't ask the right **questions**.

Even when we do ask the right questions, we often are not practicing deep **listening**, which prevents us from hearing what we need to hear. In order to learn to Think Differently, our hearing is the first step to CLARITY.

# Engineered CLARITY



## Assignment #6-1 ~ Mindset

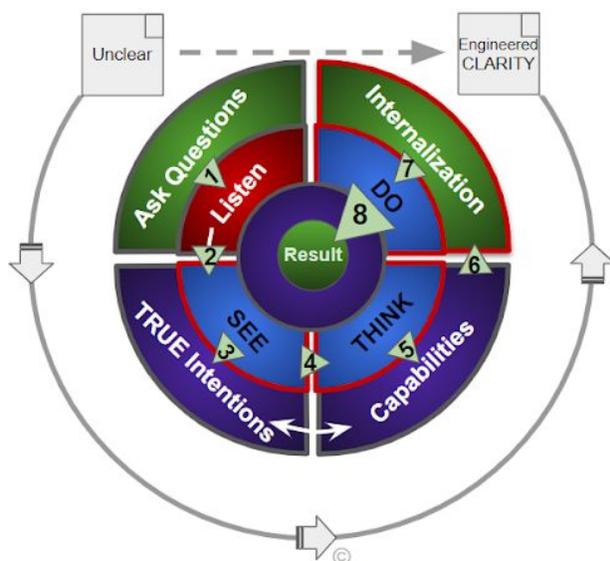
**Step Up:** Get in the head and the heart of the type of person you are seeking to **Recruit, On-Board** and/or build **Retention** with. To do this effectively, ideally select a few of your best individuals you already have or would like to have and then interview them. If you don't have those individuals in live form, then you need to pretend you do and get deep inside the thinking.

**Step 1: Questions** ~ Ask them and record what they say to the question “\_\_\_\_\_, what do you love about \_\_\_\_\_ with \_\_\_\_\_?”

NOTE: See question 1 in Q&A to discover the origin of this precise process.

**Step 2: Listen** ~ Since your time with them is recorded, you don't have to listen to the words they are saying, but listen to the energy in which they share.

# Engineered CLARITY



## **Assignment #6-2 ~ Mindset Interviews**

I met with \_\_\_\_\_ interviewed them on  
\_\_\_\_ / \_\_\_\_ / \_\_\_\_\_ at \_\_\_\_\_:

**Step 3: SEE** ~ We often think when we Listen that we hear and see what is being said but we miss the energy of what is shared. This energy is hard to explain, hard to hear and see. It's almost magical / mystical in nature as it goes deep into the very being of the individual when done properly. When we do this properly, at the deepest levels we see people's TRUE Intentions.

**Step 4: THINK** ~ We often rush into judgement or thought as we race through the listen / see steps which causes us to not have the ability to do Quantum Thinking which is required for **Recruiting, On-Boarding** and/or **Retention** in whatever area of focus we are zeroed in on.

**Step 5: Capabilities** ~ When we have completed the first four steps properly we have new capabilities to **Recruit, On-Board** and/or build **Retention** in a way we have never even dreamed possible. With Quantum Thinking, there are new worlds, new dimensions which will change everything for everyone.

**Step 6: Internalization** ~ In the Q&AS we'll go into this as it's a separate model in and of itself. Crazy cool when we see the science of things.

**Step 7: DO** ~ Seems simple . . . but it's not. More in the Q&A.

**Step 8: Results** ~ Also seems simple . . . but it's not. More in the Q&A.

## **Questions & Answers**

### **Question #01 ~ Where does all this come from?**

Answer: Great question and one that's a bit complex. We will give you the short version. Tom Kunz, past President of the largest real estate franchise in the world brought in a psychologist and share the secrets of how the brain works.

The **Engineered** CLARITY came from LEVERAGE . . . The Course “The Magical Arts of **POSITIVE** Motivation & Manipulation.” When we learn to LEVERAGE what is called the 7 T’s to Great Stewardship, for the mutual benefit of everyone, we will attract and **recruit** more of the right people, we will **on-board** good people or often even people who are not a good fit, in the most amazing way. When we do the first two properly, it makes **retention** a great deal easier and less costly.

> Information On LEVERAGE ~ <https://leverage.dnaforsuccess.com/welcome>

The core behind the entire system is something called **BOS ~ Business Operating System** which consists of three elements, which when brought together through a system called **ActionVISION** produces **Engineered** CLARITY for the mutual benefit of all.

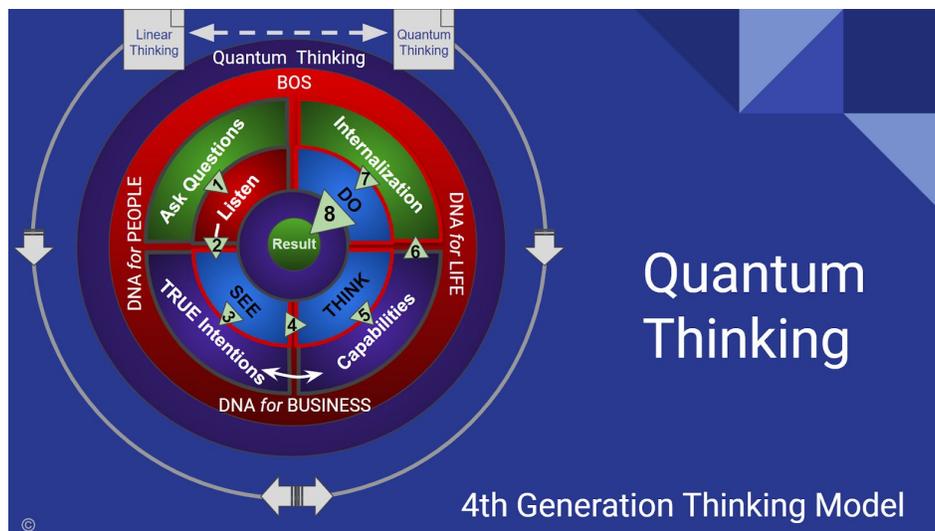
The 3 elements, PEOPLE ~ BUSINESS and LIFE help us to apply over 500 Natural Laws which govern all success in every area of life personally and professionally.



Within each of the 3 elements, there are sub elements which are shown below. When we bring all these elements together we achieve the **recruiting** desire and through great discipline we will **on-board** people in the right way which turns **retention** into a science we perfect through an **ActionVISION** custom plan.



Imagine . . . having everyone on your team, in your group, in your community, membership or whatever you are seeking to **recruit**, **on-board** and **retain!** Good news. . . through the 4th Generation Quantum Thinking Model we can have a system which will do this for all that we desire.



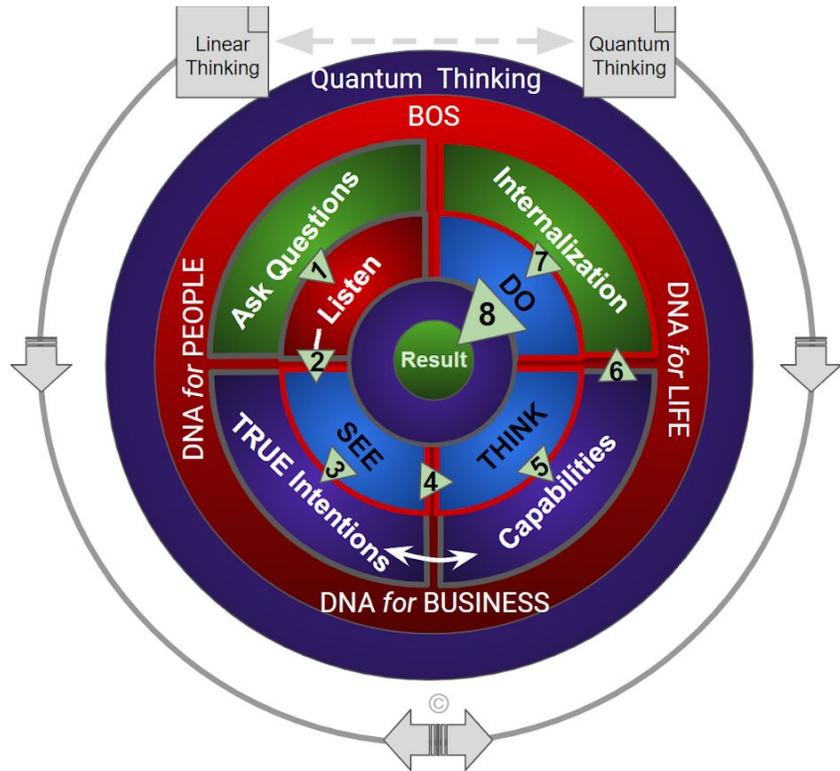
While the Quantum Thinking 4th Generation Model may look complex, it's really not when we break it down into small pieces.

It's usually best to think of **recruit**, **on-board** and **retention** as a pipeline and determine which one of the three are you losing the most productivity from.

If you're not sure it's best to complete a 30

minute GIFT Strategy Session from Life Masteries Institute & Legacy Partners. Both are non profit organizations devoted to helping businesses and community based organizations / groups to come together for the mutual benefit of everyone. Once we identify which of the three areas we want to focus on first, we then apply the **Engineered CLARITY** model and strengthen that specific area. Much of the systems, infrastructure, tools, and processes which are used to build and/or strengthen that first area will be used to build and strengthen the other two areas.

1 to 10, with 10 being the best, how would you rate each of the three areas?



## Area Rating

## List One Way To Improve Area

- 1. Recruit ~ \_\_\_\_\_

- 2. On-board ~ \_\_\_\_\_

- 3. Retention ~ \_\_\_\_\_

## **Question #02 ~ WOW, this is a lot. Is there a book on this?**

Answer: There is an ebook that is being developed. If you would like to pre-order this book and get a whole list of additional benefits please email [info@lifemasteries.org](mailto:info@lifemasteries.org).

Share that you are reading the white paper, what you liked about the white paper and one suggestion you would have to make it better. Please provide your full contact information so we can inform you on where to order it online and provide it to you as soon as it is available.

NEXT STEP . . . Complete a series of simple yet powerful questions which will provide us insight. Once you complete questions we will reach out to you and schedule your 16-minute Engineered Strategy Session.

~ <https://solutions.dnaforsuccess.com/the-action-card> ~

~ **For Additional Information On Engineered CLARITY** ~  
<https://clarity.dnaforsuccess.com>