



INSTINX ADAPTIVITY COACHING & WORKSHOPS

*The quicker you can adapt to things,
or adapt things to you, the more you
will achieve. Adaptivity is the engine
that powers all performance.*

— Gus Griffin

For more information, please contact:

or visit: www.instinx.com

What people at the top of their profession say about *Instinx*®

“It has made my output and concentration in work a thousand times better and completely rejuvenated my career.”

“Originally I only did it as research for an interview, I didn’t expect it to change my life (cliché I know, but nothing else seems to describe adequately the effect this coaching has and continues to have). After all the inspirational stories I’ve heard and all the approaches to enhancing human performance and well-being I’ve undertaken and researched, THIS is the only one that has made a lasting and lifting impression!”

Verity James

TV & Radio Celebrity; highly popular talk show host, TV news presenter and public speaker

“This is the most productive and beneficial executive training course I have utilised in my 25 years in senior management positions. In producing significant and permanent improvements in each executive’s individual performance, it surpasses anything I saw come out of Harvard, Cambridge or the other leading sources of corporate training.”

Thomas Black

IKEA Franchise Owner; former manager of 7,000 staff in UK (Lex Group) and 3,500 staff in Saudi Arabia (Toyota)

“This coaching has at least doubled what I’ve been able to achieve in my national and international tours and competitions over the last seven years. Also assisting my business to grow from 4 to 14 staff, with turnover increasing by more than 15 times in the last couple of years. I’m now gaining world recognition.”

Paul McClurg

Aussie Hairdressing Legend; 3-peat winner of Australian Hairdresser of the Year

“Before this coaching I wasn’t really leading in the way I knew things could be done. I was constantly trouble-shooting. Now I’m living a new life. It’s shocking me how well people respond to me. I’m hugely more effective, growing a much bigger international business and now I have received a prestigious award for setting an example of leadership excellence.”

Angelyn Toth

Canada’s Leading Distributor of cutting-edge natural wellness products

“In my career I’ve let my results speak for me. I have always brought projects in (even billion dollar ones) under budget and ahead of deadline, but this was no longer getting me the cooperation I wanted from my Board. Since Instinx coaching, I’m naturally marketing our achievements more. I’m much more adventurous and spontaneous. Whenever I need something, I simply ring the Chairman up if necessary and get it. My career is on a whole new trajectory now.”

R.S. – Division Head & Senior Engineer of Multinational Mining Corporation

“Before this coaching, an unexpectedly high bill would send me into wallowing on the futility of trying to run a business. I let the pressure I felt make me cut all sorts of corners.

Thanks to Instinx, now nothing phases me—it is what it is—and I do mean nothing. Amongst other things, I’ve been jailed for tax evasion, paid back every cent, opened new restaurants afterwards, which are now some of the most successful in the country.

No brooding for me anymore; I’m less serious, happier and healthier. I play it straight (no more shortcuts!) and nothing gets in the way of indulging in my own well-being.”

N.C. – Owner of National Restaurant Chain

“I used to be too caught up in my business, not getting above it like I needed to. I was procrastinating, constantly stressed, poorly organised, utilised time badly, didn’t communicate & delegate properly and avoided dealing with problem staff.

Since Instinx, I’m definitely operating from a different place. I’ve moved the worst troublemakers on and quarantined those I can’t get rid of. I don’t dwell on things, so stress is down and implementation is higher (delegation still needs work). I read people better and so I’m communicating more effectively.”

M.C. – CEO of National Recruitment Network

Please note: all testimonials describe transformative results demonstrated in real-world performance, not mere impressions of internal change.

Instinx® Adaptivity Coaching & Workshops

- ✚ ***improves any skillset, any attitude***
- ✚ ***immediate results; no homework or practice required***
- ✚ ***no wasted time; always finds and raises performance level***
- ✚ ***skyrockets use of prior learning***
- ✚ ***reduces difficulties while increasing strengths***
- ✚ ***best possible resilience training***
- ✚ ***works at the instinctive level***
- ✚ ***succeeds where other methods fail***
- ✚ ***easy to do; no other education required (from 12yo upwards)***
- ✚ ***permanent results; gains never fade away***
- ✚ ***guarantees outcomes from other training courses***
- ✚ ***purely educational; doesn't invade privacy, not counselling***
- ✚ ***rigorously researched over 25 years on 3 continents***
- ✚ ***individually-scheduled personal coaching programs or half-day workshops for up to 12 students***

Former clients include:

Alcoa (Mgmt)
Australian Broadcasting Corporation
Australian Institute of Sport
(Olympic athletes)
Australian Tax Office (Senior Mgmt)
Bankwest (Board level & Senior Mgmt)
Drake International (Senior Mgmt)
Ernst & Young (Mgmt)
Fremantle AFL Club
Hilton Hotels (Mgmt)
IKEA (Mgmt)
*International-profile Actors, Artists,
Entertainers, Hairdressers, Models*
Jones Lang Wootton (Mgmt)
LJ Hooker (Agents)
Mantra Group Hotels
Marketforce (Senior Mgmt)
Murdoch University (Faculty)
Murdoch College (Faculty & Students)

*Nationally & Internationally-competitive
coaches, athletes & trainers in Football,
Golf, Hockey, Motorsport, Rowing, Rugby,
Swimming, Triathlon, Turf, Yachting, etc*
Prudential Insurance (Mgmt)
San Francisco 49ers NFL Club
Sicilian Restaurants (Mgmt)
Staff Australia (Senior Mgmt)
State Enterprise Centre WA (Senior Mgmt)
Telstra (Mgmt)
The Professionals (Agents)
TVW Channel 7 (Senior Mgmt)
Univera Inc (Senior Mgmt & Distributors)
University of WA (Electronic Engineering
Faculty & Students)
Western Mining Corp (Senior Mgmt)
Westpac Banking Corporation (Mgmt)
West Australian Newspapers (Senior Mgmt)

... and many others

Adapt and Do Even Better

by Gus Griffin

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*Raise performance permanently ... overcome difficulties faster ... strengthen resilience ... implement prior learning more effectively ... all by developing one vital underlying competence—your **ability to adapt.***

Humans are by far the most adaptable of creatures. Whenever we try to do something and it isn't working out, we naturally seek to change our approach.

The instinctive human response is to try a different way—and keep

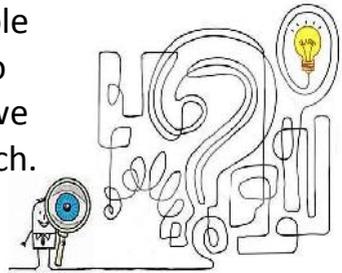
on trying until we find out how to get what we want or at least get the best result that seems possible under the circumstances. We do this as babies lying in our cribs ... and we keep on doing it for the rest of our lives.

We take our ability to change in this way completely for granted, but other animals don't find it nearly so easy. Even

chimpanzees, our closest genetic cousins, have only a limited inclination to "try another way". For most animals, their instincts give them one way to do things and if that doesn't get them what

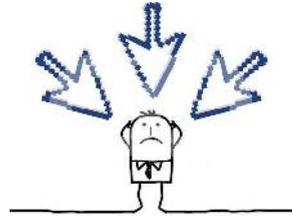
they want, then they go without.

The especially adaptive nature of humans is what sets us apart from all other living species and has led to all our knowhow, skills and accomplishments.



Limits

However, our natural adaptivity is not fail-safe. Humans have an “adaptive tolerance threshold” that is sometimes exceeded, at which point our adaptive instincts jam up.



We then blindly persist in trying to get what we want in one way even when that approach is not working and is possibly even making things worse. This fixed approach always results in difficulty and disappointment.



To turn it around, whenever you find yourself experiencing difficulty or disappointment, it is because your mind is failing to adapt. For some reason, your usual instinctive adaptivity has deserted you.

Performance Ceiling

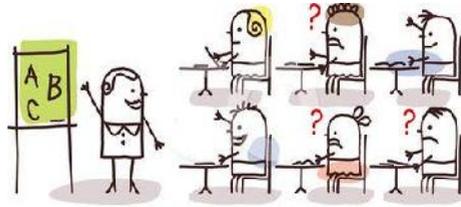
When a person finds it difficult to improve their performance—at anything—such an “adaptive blockage” is the real underlying cause. Yet this is overlooked by most managers and trainers.



All practical education is designed to show a person a better way of going about things. So the very act of advising or instructing someone is naturally aimed toward adaptation. However, it is not enough to think the job is done when the learner has merely understood what you want them to know.

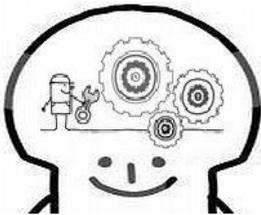
This only results in *improvements in performance* when the learner's adaptive faculty is running smoothly—he or she instinctively embraces new approaches and tries them out. When the mind is *resisting* adaptation, however, learning another approach does *not* improve performance —no matter how well it is understood.

All successful learning is built upon the bedrock of our instinctive inclination to adapt. So when this adaptivity is blocked, learning and practice fail to resolve our difficulties and improve performance.



Restoring Adaptivity

The real solution to persisting difficulties & disappointments is to restore natural adaptation—to find out what is being resisted in the mind and *unblock* its instinctive inclination to vary its approach. When this is achieved, at the very moment adaptivity is rejuvenated, all past learning about that aspect of life becomes available again *in practice*—immediately boosting performance.

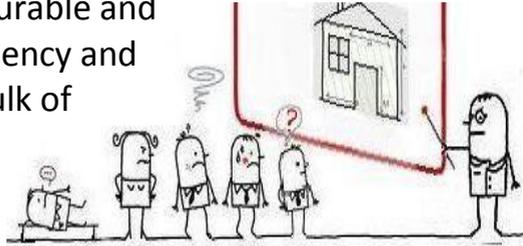


These results often appear magical—and do not fade away as time goes on. In fact, a person's performance *continues to improve* because their instinctive ability to learn how to get what he or she wants (in a particular part of life) has been rehabilitated.



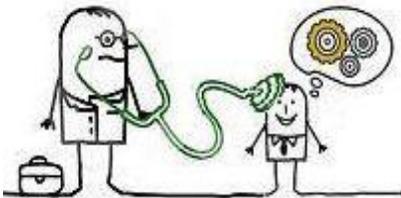
Bottom Line

Every year, billions of dollars are invested in staff training programs and on-the-job instruction. Some of this is well spent, resulting in measurable and lasting increases in efficiency and performance. But the bulk of it is wasted on teaching things that are never used, for the reasons given above. You know yourself that today you are using only a fraction of what you've been taught (at great expense) in the past.



Training outcomes no longer need be this uncertain. A person's adaptivity with regard to any activity can be

measured—which reveals if anything is preventing them from learning how to do better. If so, this can then be unblocked before any further training is



wasted, thus ensuring you get exactly the out-comes you want.

It's like taking out employee insurance. By managing the adaptivity of your staff (and yourself), you ensure the maximum return for your payroll & training dollars.



TWO MINUTES TO GREATER EFFECTIVENESS

There are so many ways you could do even better with **Instinx** Adaptivity Coaching, but which would make the **biggest difference** in your life? Which would benefit you the most right now? Answer this quick survey to find out.

1. Select each activity below that you would like to improve on. (Tick as many as you like.)

- | PEOPLE SKILLS | WORK & BUSINESS | PERSONAL |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> Inspiring Leadership
<input type="checkbox"/> Effective Team Management
<input type="checkbox"/> Astute Delegation
<input type="checkbox"/> Handling difficult people
<input type="checkbox"/> Resolving Conflict
<input type="checkbox"/> Crystal-clear Communication
<input type="checkbox"/> Powerful Presenting
<input type="checkbox"/> Exciting Motivation
<input type="checkbox"/> Genuine Bonding
<input type="checkbox"/> Empowering Others
<input type="checkbox"/> Disciplined Supervision
<input type="checkbox"/> Intelligent Training
<input type="checkbox"/> Smoothly Assertive
<input type="checkbox"/> Mastering the Media | <input type="checkbox"/> Job Satisfaction
<input type="checkbox"/> Meaningful Ethical Career
<input type="checkbox"/> Being Highly Organised
<input type="checkbox"/> Ideally Utilizing Time
<input type="checkbox"/> Peak Personal Productivity
<input type="checkbox"/> Masterful Negotiation
<input type="checkbox"/> Boosting Team Productivity
<input type="checkbox"/> Wise Staff Hiring
<input type="checkbox"/> Creative Painless Firing
<input type="checkbox"/> Flawless Customer Service
<input type="checkbox"/> Shrewd Financial Management
<input type="checkbox"/> Irresistible Promoting
<input type="checkbox"/> Sizzling Sales
<input type="checkbox"/> Magic Team Morale | <input type="checkbox"/> Balancing Work & Life
<input type="checkbox"/> Stress-free Spirit
<input type="checkbox"/> Accumulating Wealth
<input type="checkbox"/> Motivated Determination
<input type="checkbox"/> Super Self-confidence
<input type="checkbox"/> Great at Making Friends
<input type="checkbox"/> Creating a Happy Relationship
<input type="checkbox"/> Loving & Wise Parenting
<input type="checkbox"/> Gifted at Connecting Intimately
<input type="checkbox"/> Boundless Creativity
<input type="checkbox"/> More Time for Myself
<input type="checkbox"/> Meaningful Social Life
<input type="checkbox"/> Top Sporting Performance
<input type="checkbox"/> Self-discipline (no addictions) |
| <input type="checkbox"/> Other? | | |

2. Review the items you have ticked and underline the one (only one!) that is most important to you.
3. Share this answer with us (see contact details provided) and we'll **demonstrate** exactly how clearing an 'adaptive block' will **permanently** boost your performance in that area. You will find this learning experience (it's not counselling) easy, rewarding and it won't invade your privacy at all.

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This survey is also available online at: <http://instinx.com/instinx-survey.php>