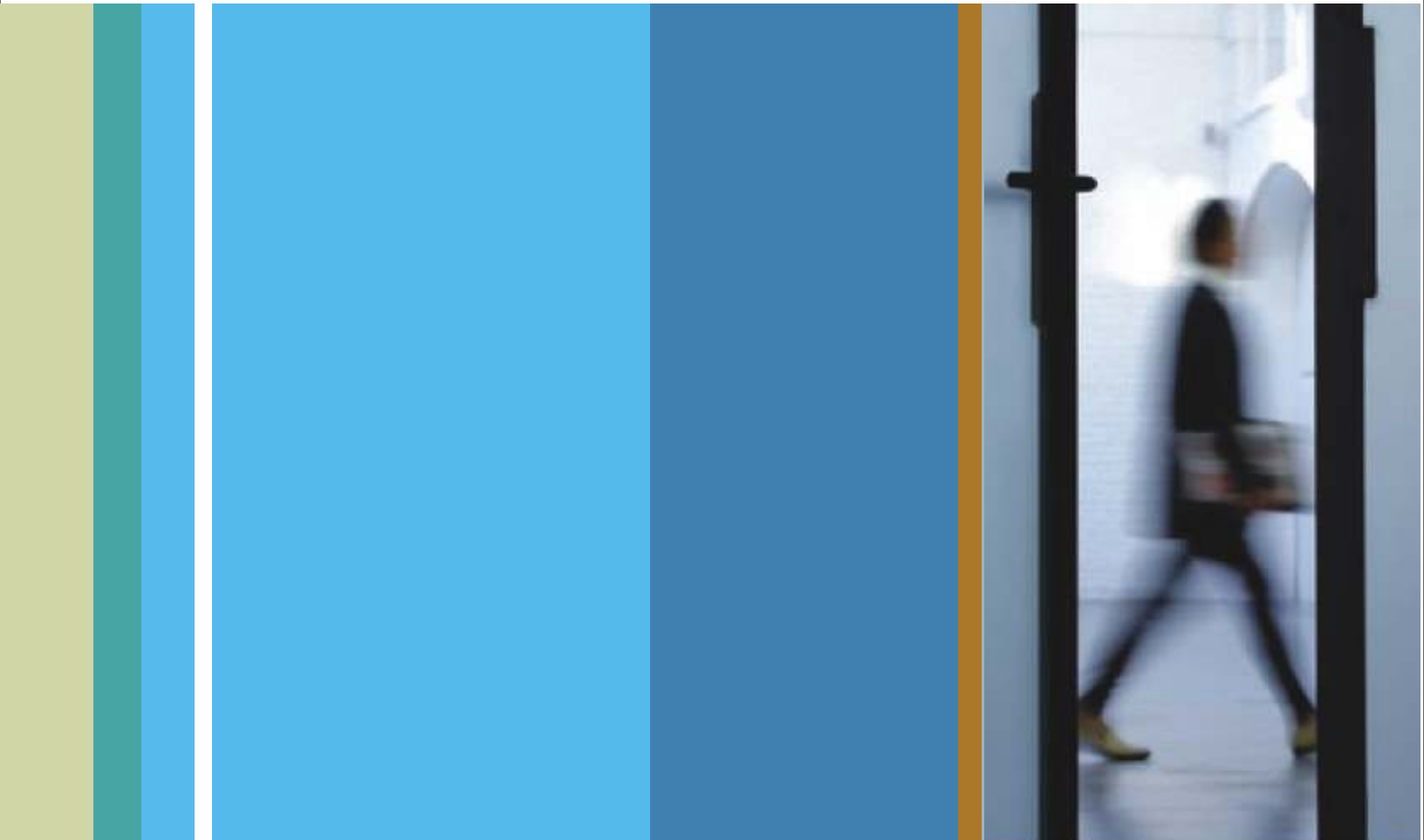




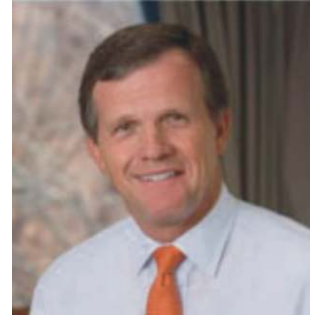
FranklinCovey®

www.franklincoveysouthasia.com



The Greatness Challenge

ACHIEVING ORGANIZATIONAL GREATNESS THROUGH GREAT LEADERS, EFFECTIVE INDIVIDUALS, AND FOCUSED EXECUTION.



THE CHALLENGE OF GREATNESS

“Good enough” is good enough for some.

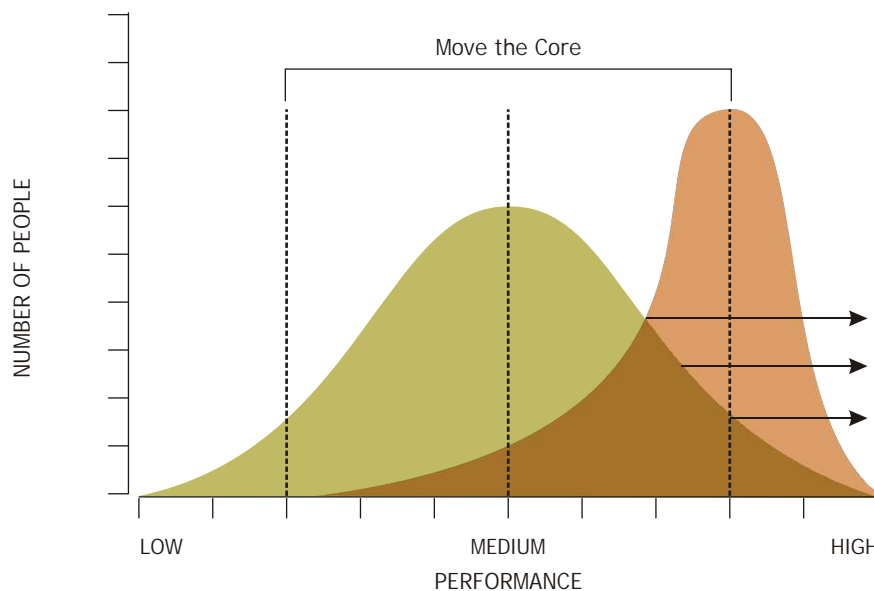
But most of us want more than that.

Something in us drives us to be better than good. We seek to be distinctive, to stand for excellence, to be the provider or employer or service of choice—in short, to become great.

At FranklinCovey, our passion and focus is on meeting this challenge of the ages: to achieve greatness. Many seek it. Yet most never achieve it. The attainment of organizational greatness has proven elusive because organizations don't know how to define it or measure it.

We have studied organizational greatness in unprecedented depth. We have been privileged to work with some 500 organizations striving to achieve it. We have gone deep inside their operations, examined data from more than 225,000 survey respondents and analyzed more than 2,000 work teams. We wanted to understand greatness—what it is; what gets in the way of it; what conditions are necessary for it; what is a leader's role in achieving it.

As a result, we have learned a lot about what organizational greatness is and how to get there. We've learned that it's as simple—and as challenging—moving the core performers toward the top.



Moving the Middle
Every company has top, middle, and low performers. By leading the “core” (middle 60 percent) of employees toward the top, companies can achieve great results.

Organizational Greatness

After years of working with most of the Fortune 500 companies, FranklinCovey has identified four basic outcomes of greatness. While many organizations show evidence of one or more of these outcomes, all of them are needed. Lacking even one of them, an organization's ability to grow and flourish is drastically diminished.



What is greatness?

Too often financial performance is the only “measure of greatness” people look at. But there is much more to it. FranklinCovey has concluded that great organizations always produce four key outcomes:

- **Sustained superior performance.** They succeed financially in both the short and long term—and not just on an absolute basis, but relative to their market potential.
- **Intensely loyal customers.** They earn not only the satisfaction of their customers but their true loyalty.
- **Highly engaged employees.** The people who work for them are more than satisfied—they are energized and passionate about what they do.
- **Distinctive contribution.** They do more than “business as usual”—they fulfill a unique mission that sets them apart from the crowd who are satisfied with “good enough.”

These four outcomes are unmistakable and measurable—and attainable by any organization.

The Rewards of Greatness

Why would an organization “go for greatness”? Why not settle for merely being good? What is the value of meeting the greatness challenge?

It turns out that the rewards of achieving this rare level of success are enormous. Great organizations:

- Are 50 percent more profitable than their peers.
- Grow more than twice as fast as their peers.
- Win the loyalty of all stakeholders, which makes it easier to continue to win in the future.

Beyond these rewards, there is something deeper and more meaningful: the reward that comes only to those who have truly paid the price to excel.

Bob Whitman
CEO, FranklinCovey

How do you achieve greatness?

GREAT LEADERS

1. Clarify Purpose
2. Align systems
3. Unleash talent
4. Inspire trust

EFFECTIVE INDIVIDUALS

1. Are focused and disciplined.
2. Are trustworthy.
3. Possess good business judgment.
4. Are proactive in attitude and actions.
5. Work well with others.
6. Are good listeners and communicators.

INSTITUTIONALIZED FOCUS AND EXECUTION

- | | | |
|----------------|---|------------------|
| 1. Purpose | } | FOCUS |
| 2. Strategy | | |
| 3. Priorities | | |
| 4. Processes | } | EXECUTION |
| 5. Disciplines | | |

To build a great organization, you need great leaders and effective people who execute with excellence the organization's mission.

- Great leaders who inspire trust are essential. Without them, there is no vision of where to go—nor strategy nor systems for getting there. But great leaders aren't enough.
- Effective individuals who are trustworthy are essential. Without effective people, the organization is destined for mediocrity or worse. But effective individuals aren't enough.
- Without a shared process for focusing on and executing the organization's mission, the most inspired and capable people fall short of greatness. But with such a process, great people can build something important and enduring.



**ORGANIZATIONAL
GREATNESS**

1. Sustained Superior Performance
2. Intensely Loyal Customers
3. Winning Culture
4. A Distinctive Contribution

TODAY'S CHALLENGES :

The Leadership Challenge

The Knowledge Worker Age needs great leaders who engage people's heads and hearts, not just their hands. But most leaders still use Industrial-Age management practices. Consider these leadership challenges:

- Succession crisis: By 2018, 60% of experienced U.S. leaders will leave the workforce.
- Underused talent: Over 50% of workers say they have "far more talent, intelligence, and creativity" than their jobs allow them to use.
- Weak management skills: The number one reason people leave their jobs is because of a poor relationship with their manager.



FRANKLINCOVEY SOLUTIONS :

ENGAGED LEADERS

LQ (Leadership Quotient)

A 360 assessment that measures how well leaders practice the four imperatives of great leaders: inspiring trust, clarifying purpose, aligning systems, and unleashing talent. LQ includes a pre and post assessment.

LEADERSHIP: Great Leaders, Great Teams, Great Results

Equips leaders and managers with the mind set, skill set, and tool set necessary to unleash the talent and capability of their teams to achieve their organization's highest priorities.

The 7 Habits for Managers

Use the 7 Habits to help new and experienced managers meet today's management challenges, including conflict resolution, performance management, accountability, trust, execution of goals and strategy, and collaboration.

Executive Leadership Week

Prepare executives to lead effectively in the Knowledge-Worker Age. This five-day retreat is FranklinCovey's premier senior- senior level leadership development program.

Leading at the Speed of Trust

The Personal Effectiveness Challenge

Jobs get cut. Resources are eliminated. But the work remains. Today's employees are expected to put more and more time in just to maintain acceptable productivity. It's more for less. Consider these challenges:

- Longer work days: U.S. workers work 3 weeks longer per year than 20 years ago
- Heavier work loads: 53% say they are "overwhelmed" at work and, because of technology, are never really "off the job."
- Information overload on the average worker: 75 billion e-mail messages are sent each day.



If more is to be done for less, today's workers must have refined productivity skills and effective interpersonal and communication skills.

EFFECTIVE INDIVIDUALS

The 7 Habits Benchmark Assessment

A 360° assessment that measures personal and interpersonal effectiveness. Includes a detailed action plan.

The 7 Habits signature Program

The foundation for professional effectiveness—increasing productivity, restoring balance, and developing greater maturity and responsibility.

The 7 Habits Maximizer

A workplace-focused renewal program for 7 Habits alumni.

The 7 Habits for associates

Teach the 7 Habits core concepts in a one-day format for hourly or front-line employees. Includes pre- and post-self assessments.

FOCUS

Help employees clarify, focus on and execute their highest priorities based on the FranklinCovey planning system. Includes the Focus pre and post self assessment.

FOCUS for Microsoft Outlook

Integrate the FranklinCovey planning process with Microsoft Outlook.

Championing Diversity

Leverage diverse contributions and experiences to maximize your workforce's creativity.

The Execution Challenge

Execution remains the great unaddressed issue in organizations today. Consider these execution challenges:

- Weak performance: On average, only 13% of public companies in the U.S. consistently meet yearly financial expectations.
- Failed strategies: 70% of strategic initiatives either fail or are abandoned.
- Lack of alignment: Only 19% of workers say they can effectively translate their work to the company's top goals.



SUPERIOR FOCUS & EXECUTION

xQ (Execution Quotient) Service

Gauges how well your organization focuses on key priorities and guides improvement at the individual, team and organizational levels.

What the CEO Wants You to Know: Building Business Acumen

Educates employees on financial concepts crucial to a successful organization.

The 4 Disciplines of Execution: Manager Certification

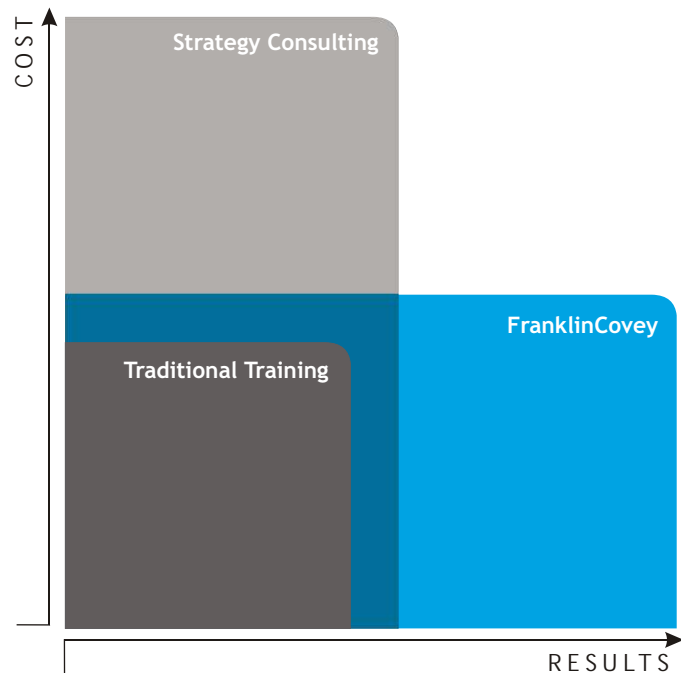
Helps leaders identify and execute their highest business priorities by focusing on "wildly important" goals, acting on the lead measures, keeping a compelling scoreboard, and creating a cadence of accountability.

4 Disciplines of Execution Teams Workshop

Help teams to create and execute meaningful goals aligned to the ??

Why FranklinCovey?

Typically, when organizations look for help to implement strategy, improve culture, or go for greatness, they hire strategy or management consulting firms or look to traditional training solutions. The problem is, not only is strategy consulting extremely costly, it typically only impacts upper management and seldom changes behavior in the rank and file of the organization. On the other hand, traditional training is much less expensive. However, it too often becomes yet another “program of the month” and makes no significant impact on results. FranklinCovey offers a third alternative—a unique blend of training and consulting that produces high impact results at a relatively low cost.



WHAT MAKES FRANKLINCOVEY DISTINCTIVE?

How is FranklinCovey different from Traditional Training?

- A superior training experience for participants that impacts the head and the heart.
- Solutions that are based on timeless, universal principles.
- The highest quality training materials in the world.
- Scalable solutions that make it easy for clients to implement themselves.
- A curriculum based on research and internationally best-selling business books.

How is FranklinCovey different from Strategy Consulting?

- An approach based on eventual “knowledge transfer” so solutions are more scalable and affordable.
- Broad adoption of solutions among the rank and file of the organization, not just upper management.
- A focus on implementing and executing strategy, working in a complementary way with strategy consultants who focus on developing strategy.
- World class, research-based thinking at a much lower cost.
- Primary focus on increasing capability of all employees.

Strengthen organizational results by focusing on the foundations of personal trustworthiness— character and competence—that drive a high trust culture towards greatness.

Sales Leadership Coaching

Prepare sales leaders to excel at their three roles Plan Leader, Deal Facilitator, and Talent Accelerator and help their sales force deliver sustained superior results.

Project Management

Employ a four-step decision-making process to improve focus and execution on projects.

Writing Advantage and Technical Writing Advantage

Teaches business writing standards that yield clear, well-crafted documents.

Presentation Advantage

Present with credibility, engage audiences and ensure delivery of your message.

Meeting Advantage

Hold high-focus meetings with increased accountability and productivity.

Helping Clients Succeed

Transform sales people into trusted business advisors maniacal about helping clients succeed and delivering lasting sales results.

organization’s most important priorities to produce breakthrough results.

4 Disciplines of Execution (For Individuals)

Use the principles and skills of the four disciplines to create goals and measures relevant to the organization’s priorities.

Sales Execution Consulting and Coaching

Develops disciplined and consistent sales execution at the organizational, leadership, and individual level to dramatically improve sales performance.

Our History

1989 The 7 Habits of Highly Effective People is published, and the Covey Leadership Center is founded

1990 International offices are set up by Franklin Quest and Covey Leadership Center.

1984 The Franklin Institute is founded to offer training and consulting services. The first Franklin Day planner is printed

1992 The Franklin Institute changes its name to Franklin Quest, files for initial public offering and is listed on the New York Stock Exchange

FranklinCovey (NYSE:FC) is a global leader in effectiveness training, productivity tools, and assessment services for organizations and individuals. FranklinCovey helps companies succeed by unleashing the power of their workforces to focus and execute on top business priorities. Clients include 90 percent of the Fortune 100, more than 75 percent of the Fortune 500, thousands of small and mid-sized businesses, as well as numerous government entities and educational institutions. Organizations and individuals access FranklinCovey products and services through corporate training, licensed client facilitators, one-on-one coaching, public workshops, catalogs, 89 retail stores and www.franklincovey.com. FranklinCovey has nearly 1,500 associates providing professional services and products in 36 offices in more than 139 countries.

FranklinCovey A global company



Global Capability

With direct offices and licensees representing virtually every major geographical region, franklincovey operates in more than 19 countries and conducts business in more than 30 languages. Our drive for greatness is universal.

1997 Franklin Quest and Covey Leadership Center merge, creating the FranklinCovey Company

2002 FranklinCovey enters its 100th country, making it the world's foremost global training and consulting firm.

2004 The 8th Habit; From Effectiveness to Greatness by Stephen R. Covey is published

2006 The 7 Habits of Highly Effective People reaches 275 weeks on The New York Times best seller list. The book has been translated into 36 languages and was voted the most influential business book of the 20th Century.

2003 FranklinCovey launches its Focus and Execution solution, including its xQ (Execution Quotient) assessment and The 4 Discipline of Execution.

2005 FranklinCovey opens its 11th office in India and its 4th office in China

2007 FranklinCovey launches its Leadership: Great Leaders, Great Teams, Great Results solution.

2007 More than five million people throughout the world use the FranklinCovey Planning System, either paper or electronic.

Our Mission

We enable greatness in people and organizations everywhere.

Our Vision

Our vision is to profoundly impact the way billions of people throughout the world live, work and achieve their own great purposes.

Our Values

1. Commitment to

Principles: We are passionate about our content, and strive to be models of the principles and practices we teach, and achieve their own great purposes.

2. Lasting Customer

Impact: We are relentless about delivering on our promise to our customers. Our success comes only with their success.

3. Respect for the Whole

Person : We value each other and treat each person with whom we work as true partners.

4. Profitable Growth :

We embrace profitability and growth as the lifeblood of our organization; they give us the freedom to fulfill our mission and vision.

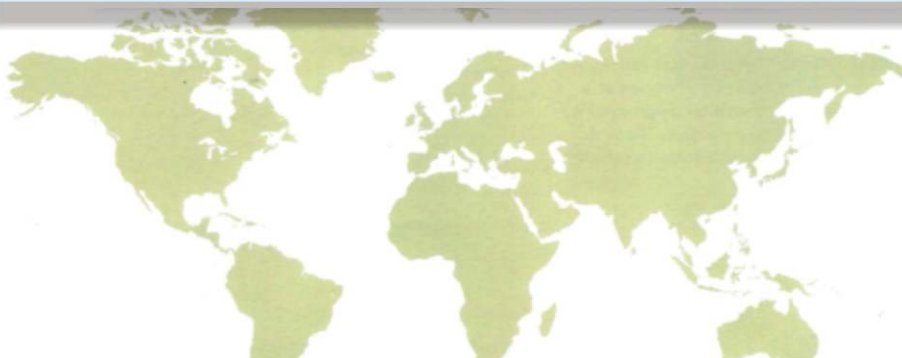
Our Foundational Beliefs

We believe :

1. People are inherently capable, aspire to greatness, and have the power to choose.
2. Principles are timeless and universal, and are the foundation for lasting effectiveness.

3. Leadership is a choice, built inside out on a foundation of character. Great leaders unleash the collective talent and passion of people toward the right goal.

4. Habits of effectiveness come only from the committed use of integrated processes and tools.
5. Sustained superior performance requires a focus on achieving results and on building capability.





"Leadership is communicating to people their worth and potential so clearly that they come to see it in themselves."

- Dr. Stephen R. Covey, *The 8th Habit*

THE LEADERSHIP CHALLENGE

Today's leaders are facing a fundamental shift in the nature of leadership.

We are in a transition from the Industrial Age when leaders were authoritarian, bureaucratic, and controlling, to the Knowledge Worker Age. Peter Drucker sums it up this way: "Until very recently, it was taken for granted that most people were subordinates who did as they were told. The advent of the knowledge worker is changing this, and fast. . . . And for this change, management is totally unprepared." Workers today see themselves as volunteers. They are better educated and have far more choices about where to invest their energies. The great leader is the one who can unleash rather than repress those energies.

BENEFITS

FranklinCovey Leadership Solutions

- Develop leaders who can unleash the talent of their teams against your organization's highest priorities.
- Build a solid foundation of competencies that will help your managers achieve unprecedented results.
- Create a culture of trust that will fuel profitability, growth, and productivity.
- Establish enduring systems that ensure success long after your leaders have moved on.

Four Chronic Problems of Industrial-Age Leadership

Can Industrial-Age leaders cope with challenges like these?

- **Trust in leaders at historic lows**—just when the payoff for trust was never higher, we have wary customers, hesitant partners, a cynical public, suspicious employees.
- **Strategic uncertainty.** Challenges that once took years to materialize now arise overnight: Competitive advantages vanish, governments vie for capital and talent; hyper-paced technological change means that someone on the other side of the world just turned your business on its head.
- **An ominous shortage of experienced leadership.** In some countries throngs of leaders are retiring; other rapidly growing countries lack qualified leaders. The result? Inconsistent execution, weak decisions, unfulfilled people, missed opportunities.
- **The war for talent.** Just when the right idea can change an industry, knowledge and creativity are at a premium—and totally mobile: People no longer satisfied with showing up want to make a difference. The best people hire their employers. The contribution motivates more than the paycheck.

Count the Cost of Industrial-Age Leadership

In the Industrial Age, leaders could get by with authoritarian, top-down approaches to getting things done. In today's Knowledge-Worker Age, such approaches are painfully inadequate. Knowledge workers need more. They want...

- To make a contribution that is valued
- To do work that is purposeful
- To work in synergy with others, creating new and better ways of doing things
- To unleash their potential to achieve

The Need for New Leadership

As the succession crisis in leadership worsens, as the challenges of growth stretch the capacity of business and government leaders everywhere, we can no longer afford Industrial-Age leadership.

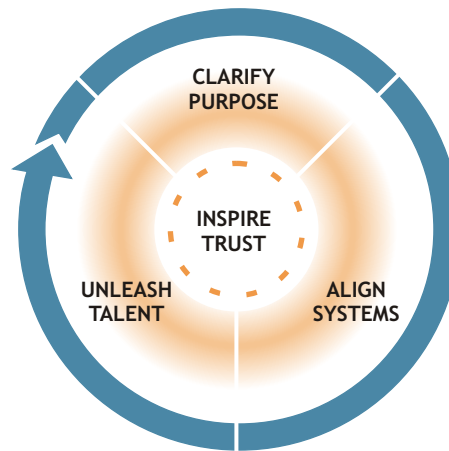
“ I’d rather be in front leading everyone with a banner,
than behind them driving them with a whip”

—John Wooden, winning basketball coach, UCLA 1948-1975 and author of *Wooden On Leadership*

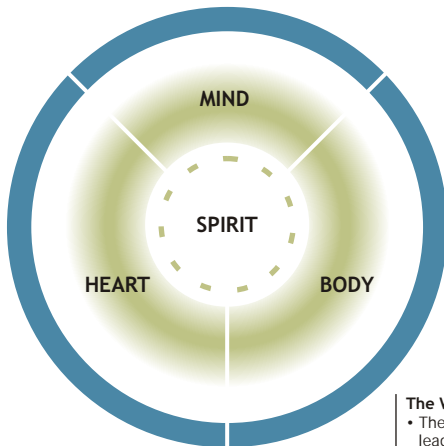
THE SOLUTION: LEADERSHIP FOR A KNOWLEDGE - WORKER AGE

Great Leadership starts with this principle: that people are capable of greatness, that they can make dramatic contributions, that they offer their best when leaders live by the four imperatives of leadership in the Knowledge-Worker Age:

1. Inspire Trust. Great Leaders create personal credibility and earn the legitimate trust of others.
2. Clarify Purpose. Great Leaders work effectively with others to create a clear and compelling purpose that is focused on customer needs, strategically aligned, and financially viable.
3. Align Systems. Great Leaders build the organization’s capability to consistently achieve its goals, attract and retain talent, improve work processes, and develop intense customer loyalty.
4. Unleash Talent. Great Leaders tap the full potential of the individual, respecting the following four dimensions of the whole person. If leaders neglect any of these four need areas, they turn people into objects that must be managed, not motivated—controlled, not unleashed.



The 4 Imperatives of great leaders
leaders who live by these 4 imperatives overcome the 4 chronic problems of industrial-Age leadership and engage the full talent of the people they lead.



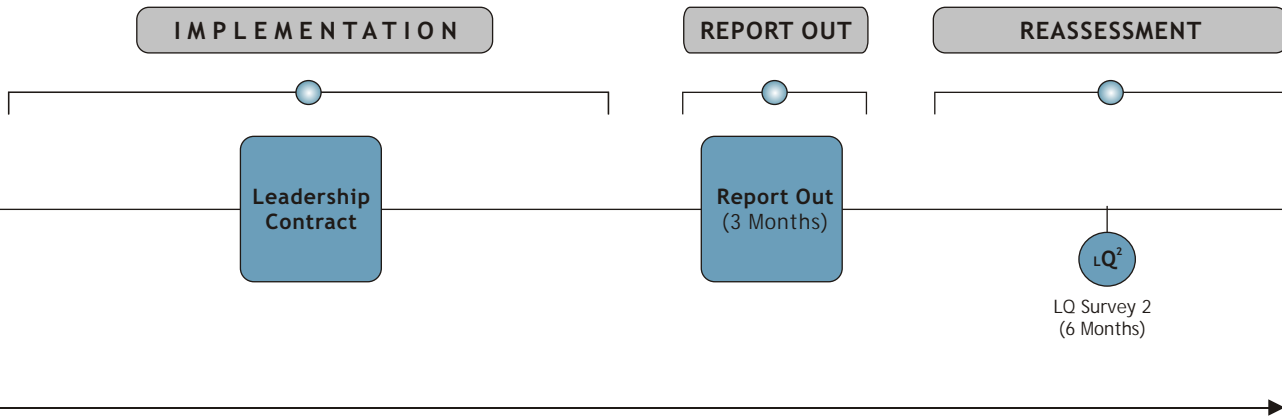
The Whole-Person Paradigm

- The Mind: Creative work that leads to personal growth.
- The Heart: Consideration and a sense of belonging.
- The Body: Adequate compensation and rewards.
- The spirit: A compelling purpose to serve.

Drawing from the World’s Best leadership experts FranklinCovey’s leadership offerings carry the very latest from our own research and thinking as well as the best from other outstanding authors in the field. Such thought-leaders include:

- Jack Welch, *Winning*
- Fred Reichheld, *The Ultimate Question*
- Clayton Christensen, *The Innovator’s Solution*
- Stephen Covey, *The 8th Habit*
- Stephen M.R. Covey, *The Speed of Trust*
- Ram Charan, *What the CEO Wants You to Know*





The 7 Habits for Managers

The 7 Habits for Managers workshop helps managers and leaders create a solid foundation of essential management competencies. Using the 7 Habits as a framework, this tools oriented program helps managers oriented develop the skills to solve the management challenges they face every day, including:

- Improving resourcefulness and encouraging associates to take initiative.
- Defining and making a contribution.
- Prioritizing work around the most important goals.
- Managing performance through Win-Win agreements.
- Giving constructive feedback to employees.
- Surfacing best ideas and solutions.
- Developing teams and individual employees.

Executive Leadership Week

In *Executive Leadership Week*, senior leaders focus in a retreat-like setting on how to build a great organization. Over 5 days, executives explore the definition of leadership greatness and gain new tools and insights into how to achieve it. Through networking activities, peer-to-peer discussions, and team-building exercises, participants work toward real solutions to the challenge of greatness. Facilitated by FranklinCovey's most senior consultants, Executive Leadership Week strikes the perfect balance between the practical and the aspirational, between reflection and roll-up-your-sleeves application.

Leadership Foundations

Leadership Foundations prepares new and future leaders to take on expanded roles and responsibilities. With an introduction to the 4 Imperatives of Great Leadership, high-potential, employees and newly-promoted leaders gain skills that will help them make a

greater contribution to the organization as they grow and mature. This one-day program is ideally suited for project leaders, team leaders, supervisors, and other front-line managers.

Leading at the Speed of Trust

Helps leaders achieve new levels of results by developing specific skills and behaviors that increase personal credibility and trust. This allows leaders to increase their speed of execution while reducing the tremendous costs of mistrust.

Sales Leadership Coaching

Sales leaders under constant pressure to deliver sustained, superior revenues learn to excel in three vital roles: Plan Leader, Deal Facilitator, and Talent Accelerator. FranklinCovey's distinctive Sales Performance Group helps you develop the right strategies, tactics, processes, and skills to help your clients succeed and your associates thrive—which in the end are the measures of your success, too.

“The experience in the *Leadership* program goes beyond words— it is exciting, moving and thought provoking and, above all, a definite process that will assist us as we move forward.”

—Albert A. Lizarraga,
Learning and Organizational Development Manager
Pinal County (Arizona) Government



“At a time when organizations desperately need to energize people and produce leaders at all levels, FranklinCovey provides an empowering philosophy for life that is also the best guarantee of success in business... a perfect blend of wisdom, compassion, and practical experience.”

—Rosabeth Moss Kanter, editor, Harvard Business Review; author, When Giants Learn to Dance

THE EFFECTIVENESS CHALLENGE

We have entered a time of unprecedented change in how people work.

Never has individual effectiveness been more important. Workers must do more with less; organizations are flattening; virtual teams are now commonplace. In short, the nature of work has shifted.

The challenge now is to help people with the potential for greatness to realize that potential—to step up to a new era of entrepreneurialism and global competition—and make the great contribution they are capable of making.

BENEFITS FranklinCovey Individual Effectiveness Solutions

- Leverage over 20 years of FranklinCovey’s expertise in helping millions of individuals improve their effectiveness.
- Equip your workers with the foundational capabilities they need in order to be effective in today’s world.
- Achieve success through individuals who are personally disciplined and focused on achieving your top objectives.
- Build individual effectiveness through timeless principles and practical tools.
- Improve your company as employees improve their capabilities.

Why Individual Effectiveness Matters

FranklinCovey recently surveyed a representative sampling of more than 12,000 workers in North America to find out if people perceive an “effectiveness gap” in their organizations. Here are a few of the survey questions and some telling results:

In my organization... Percentage who agree

- | | |
|---|-----|
| • People take the initiative to get the job done. | 54% |
| • We discuss tough issues candidly. | 46% |
| • We do not undermine each other. | 37% |
| • People avoid blaming others when things go wrong. | 30% |

In my own work... Percentage who agree

- | | |
|--|-----|
| • My work goals are written down. | 33% |
| • I take time each work day to identify and schedule activities around our most important goals. | 36% |
| • I plan activities that allow me to continuously improve my performance. | 34% |
| • Percentage of [work] time I spend on the most important Goals of my unit. | 60% |

Count the Cost of Ineffectiveness

Consider the price paid by an organization when—

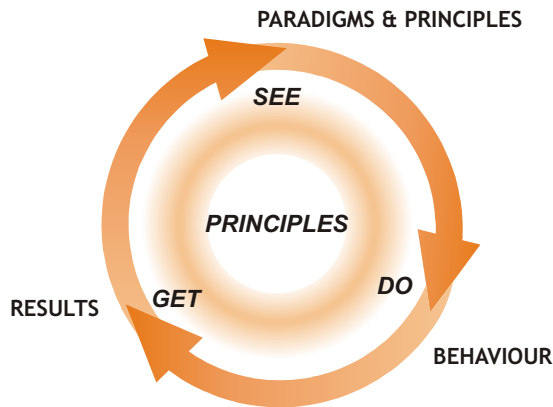
- Only half the people show initiative.
- Fewer than half feel they can talk candidly about tough issues.
- Only a third of the people have individual work goals.
- Only a third plan how to use their time.
- Only a third are thinking about how to improve their performance.
- People spend two of every five hours on unimportant matters—other people’s issues, internal bureaucracies, hidden agendas, politics, or departmental and interpersonal.

THE SOLUTION: HIGHLY EFFECTIVE PEOPLE

For 25 years, FranklinCovey has helped millions to become more effective in their work and in their lives. Our approach is simple: We help people change from the inside out, not from the outside in.

We base our solution on timeless, proven principles—like focus, trust, integrity, initiative, resourcefulness. As people change their paradigms in light of these principles, they become highly effective...

- They are focused and disciplined.
- They are trustworthy.
- They possess good business judgment
- They are proactive in attitude and action.
- They work well with others and are team players.
- They are good listeners and communicators.



Paradigms and Principles

The results you get come from what you do. In turn, what you do is based on how you see the world around you—your “paradigm.” When your paradigms are in line with correct principles, you behave differently and get better results.

Becoming Effective

Effective individuals win two victories in life: a PRIVATE VICTORY when they learn self-mastery and self-discipline, and a PUBLIC VICTORY when they build deep and enduring relationships with others.

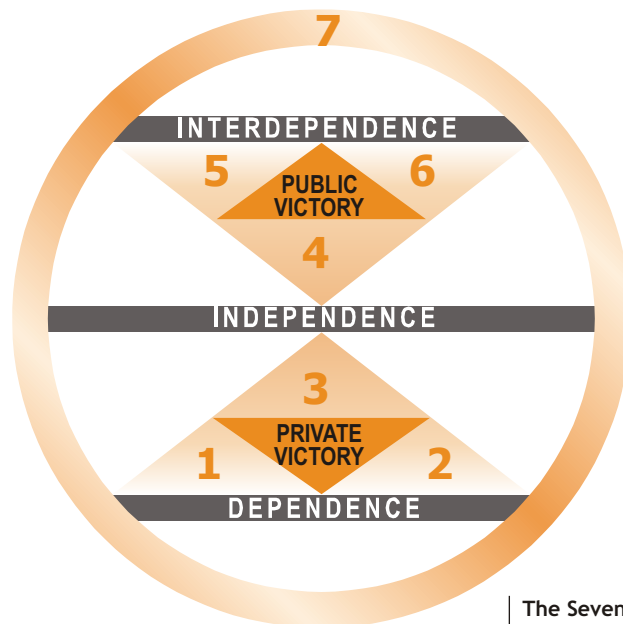
As they practice the 7 Habits of Highly Effective People, they move from being dependent on others to independence and finally to interdependence, when they reap the rewards of superb cooperation and collaboration.

	URGENT	NOT URGENT
IMPORTANT	I <ul style="list-style-type: none"> • Crises • Pressing Problems • Deadline-driven Projects, meetings, preparations 	II <ul style="list-style-type: none"> • Preparation • Prevention • Values clarification • Planning • Relationship building • True re-creation • Empowerment
NOT IMPORTANT	III <ul style="list-style-type: none"> • Interruptions, some phone calls • Some mail, some reports • Some meetings • Many proximate, pressing matters • Many popular activities 	IV <ul style="list-style-type: none"> • Trivia, busywork • Some phone calls • Time wasters • “Escape” activities • Irrelevant mail • Excessive TV

The Time Matrix

Effective people are deeply aware of how they invest their time:

- I. The Quadrant of Necessity. Tasks that must be done now.
- II. The Quadrant of Effectiveness. Tasks at the heart of effective personal management.
- III. The Quadrant of Deception. Urgent tasks that appear to be important but are not—and are hard to say “no” to.
- IV. The Quadrant of Waste and Excess. Activities that do not refresh or renew but simply waste time.



The Seven Habits of Highly Effective People

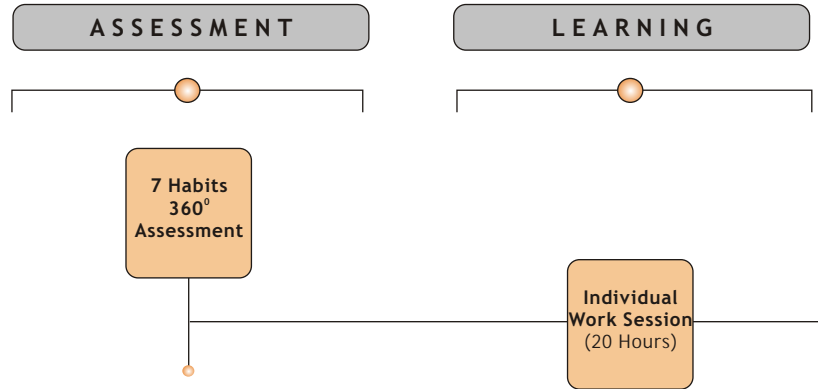
1. Be Proactive
2. Begin with the End in Mind
3. Put First Things First
4. Think Win-Win
5. Seek First to Understand, Then to Be Understood
6. Synergize
7. Sharpen the Saw



Developing Individuals



THE 7 HABITS SIGNATURE PROCESS



INDIVIDUAL EFFECTIVE PRODUCTS & SOLUTIONS

The 7 Habits Benchmark Assessment
The 7 Habits Benchmark is a 360° assessment tool that measure individual effectiveness and provides an action-oriented approach to personal development.

- Individuals seek 360° feedback from managers, peers, and direct reports. Indicating top strengths as well as areas for improvement.
- A Re-Benchmark is available for respondents to rate the participant's effectiveness as perceived "Before" and "After" the workshop.

The 7 Habits Signature Program

The timeless principles taught in this three-day program transform participants with profound lessons in personal change that help them attain their full potential at work and in life. Attendees learn to:

- Take initiative.
- Define mission, vision and values.

- Balance key priorities.
- Build productive relationships.
- Improve interpersonal communication.
- Leverage creative collaboration.
- Achieve life balance.

The 7 Habits for Associates

The concepts taught in this one-day introductory workshop allow your organization to develop a common framework for improving character and capacity of your workforce by:

- Increasing retention rates.
- Improving teamwork.
- Increasing alignment between work activities and mission and goals.
- Increasing productivity.

The 7 Habits Maximizer

This renewal workshop is a one-day experience for past participants of other 7 Habits workshops. This

workshop encourages participants to:

- Increase impact in their current role.
- Gain greater influence over important projects and initiatives.
- Strengthen relationships at work.
- Achieve healthy work/life balance.

FOCUS

This one-day time management course teaches productivity skills integrated with a powerful planning system. It helps employees clarify, focus on, and execute their highest priorities—personally and professionally. Individuals learn how to:

- Apply a goal-setting process that gets results.
- Focus daily with a reliable planning system.
- Achieve balance and renewal to avoid burnout.
- Gain control of competing demands.
- Reduce stress by eliminating low-priority activities and distractions.

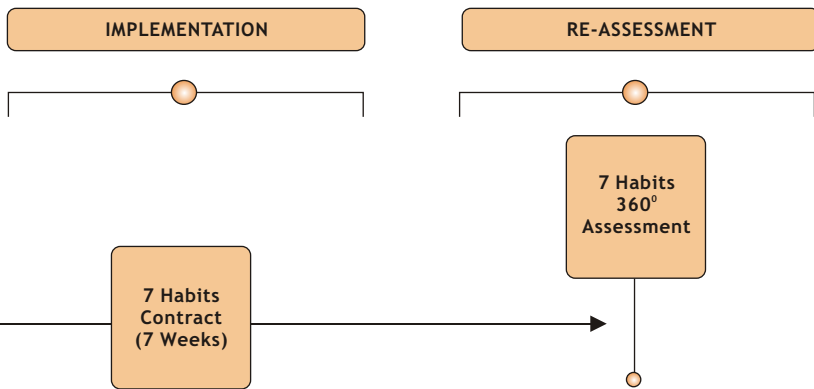
FOCUS for Microsoft® Outlook®

This practical, how-to workshop shows attendees how to implement FranklinCovey's proven productivity skills integrated with Microsoft Outlook.

Championing Diversity

This workshop helps participants go Beyond tolerance to actively seek out

Habit 1 : Be Proactive	Direct Report	Peer	Boss	Self Others	Strongly Disagree	Disagree	Slightly Disagree	Slightly Agree	Agree	Strongly Agree	
					10	20	30	40	50	60	70
TOTALS	80	73	78	60	[Bar chart showing scores]						
				76	[Bar chart showing scores]						
ITEMS	Direct Report	Peer	Boss	Self Others	Strongly Disagree	Disagree	Slightly Disagree	Slightly Agree	Agree	Strongly Agree	
15 Takes initiatives to get things done (Habit 1)	87	73	60	80	[Bar chart showing scores]						
				77	[Bar chart showing scores]						



“ By implementing the principles of the 7 Habits and FOCUS with the individuals throughout our organization, we’ve not only significantly improved our internal culture, but the guest experience as a whole.”

—Joe O’Callahan
Assistant to the President
Colonial Williamsburg Company

and leverage differences in order to achieve better, sustained results. This one-day program builds the capability of your employees to work together in new and productive ways by:

- Increasing creativity.
- Improving innovation.
- Strengthening collaboration.
- Building deeper trust.
- Increasing understanding.

Project Management

During this one-day training attendees learn to keep projects on time, on budget, and within scope. Participants acquire the skills to:

- Implement a project management process.
- Create clear vision statements that reflect key stakeholder buy-in.
- Break projects into small pieces to create a plan and a timeline.
- Coordinate project workload with weekly and daily schedules.
- Evaluate success and identify future improvements.

Meeting Advantage

This skills-based workshop helps workers plan meetings effectively and productively, ending with clear action steps. Participants learn to:

- Apply front loading techniques to ensure clear objectives.

- Keep a meeting focused and moving.
- Use practical follow-through skills for building a pattern of accountability.

Presentation Advantage

Business today is strongly influenced by presentations. From internal employee presentations to high profile sales deals, successful presenters must connect with their audience, power-fully make their points, and motivate listeners to action. Participants learn to:

- Design brilliant presentations and deliver them with confidence.
- Understand nonverbal communication to increase participation.
- Create powerful visuals to reinforce main points.

Writing Advantage

Many professionals spend hours struggling to communicate important information in writing. Unfortunately, most business writing today suffers from poor structure and muddy language. Attendees learn to:

- Implement a four-step process to create writing that cuts through clutter.
- Write faster with more clarity.
- Revise and fine-tune documents.
- Implement a four-step process to create writing that cuts through clutter.
- Write faster with more clarity.
- Revise and fine-tune documents.

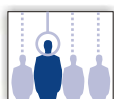
Technical Writing Advantage

This workshop helps individuals reduce the errors of poorly crafted documents and increase their impact. From white pages to websites to annual reports, participants come away knowing how to:

- Reduce expensive rewrites.
- Comply with the 10 standards of design.
- Transform complex concepts into clear sentences and paragraphs.
- Correct grammar, punctuation, and spelling.

Helping Clients Succeed

FranklinCovey’s Sales Performance Group provides common-sense, principle-based consultative sales training focused on client success. In this dynamic program, sales professionals learn how to create understanding and trust and meet client needs with exactness. Key skills: Initiating, Qualifying, and Converting New Opportunities; Negotiations; and Sales Presentations.



“ The #1 reason leaders fail: 70 percent of strategic failures are due to poor execution of leadership. It’s rarely for lack of smarts or vision.”

—Ram Charan, Execution: The Discipline of Getting Things Done

THE EXECUTION CHALLENGE

Executing strategic goals is arguably the greatest challenge facing any organization. It is even more important than having a great strategy in the first place. Too many good leaders fall short of their most cherished goals for lack of an institutionalized execution process that brings results. Now imagine the power of an organization where everyone knows the goal and how to achieve it with excellence!

BENEFITS

FranklinCovey Focus and Execution Solutions

1. Every person, top to bottom, understands what they need to do to accomplish the company's most important goals.
2. Each team identifies and acts on the critical activities that will predict goal achievement.
3. Every leader commands a simple, proven system for driving accountability.
4. Every person's performance becomes transparent, and therefore can be rewarded and/or improved.

WHY EXECUTION BREAKS DOWN

Execution breaks down for four reasons:

1. **People don't know the goal.** Our research shows that only 15 percent of employees actually know their organization's most important goals. There are either no goals or too many goals—or people aren't sure which goals matter most.
2. **People don't know what to do about the goals.** It's one thing to know a goal—it's quite another to know what to do to achieve it. Too many people are excited about the strategy, wanting to contribute, but unsure what role to play.

3. **People don't know "the score."** Most workers don't know what the key measures of success are. Although mired in data, they can't tell if they are winning or not—nor what they must do differently from day to day to win in the end.
4. **People aren't accountable for the goals.** Fewer than 12 percent of workers meet with a manager even monthly to talk about progress on key goals. Accountability falters and people are left wondering what to do.

As a result of these breakdowns in execution, people are caught up in a whirlwind of "busy-ness," trying hard to make a difference, to contribute something that someone will care about—while the most important organizational priorities get lost in a storm of demands that ultimately count for little.

FRANKLINCOVEY SOLUTIONS

Institutionalized Focus and Execution

Four foundational disciplines are essential to overcoming the four breakdowns and to institutionalizing a culture of execution. At all levels, excellence demands teams who practice these four disciplines:

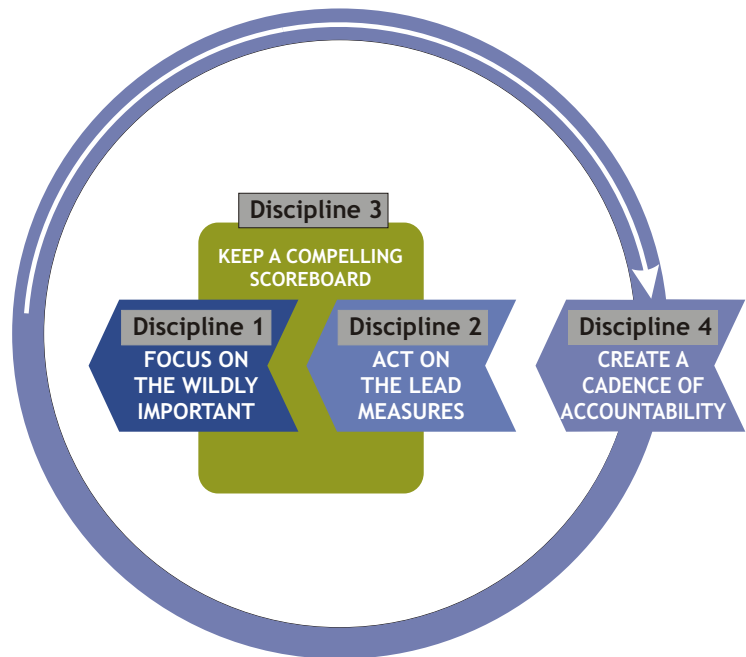
1. **Focus on the Wildly Important:** Everyone on the team is crystal clear about and committed to the few absolute top priorities that define success. The “Wildly Important Goal” (WIG) is the one that must be achieved or not much else matters.
2. **Act on the Lead Measures:** Everyone knows and commits to a few “20/30” activities that will have the most impact; then they use “lead measures” to track those activities relentlessly.
3. **Keep a Compelling Scoreboard:** Everyone knows the measures of success and, at every moment, if they are winning or not. The compelling scoreboard motivates people to win.
4. **Create a Cadence of Accountability:** Everyone accounts frequently and regularly for progress toward the goals. Every team engages in a simple weekly “WIG session” to track successes, analyze failures, and “course-correct” as necessary.

These four disciplines add up to the ultimate performance management system.



WIG Session Process

In the weekly Wig session, team members account for the prior week, review the scoreboard to see where they stand, and plan the upcoming week—all in order to move the “Wildly important goals” forward.



The 4 Disciplines of Execution Process

Discipline 1, is about what to do; discipline 2, how to do it; discipline 3, what success means; and discipline 4, which circles the others, a repeated cycle of accountability that drives success.

Our Approach

You can affect your organizations execution capability three ways:



1 **Skill Building:** build individual competency to identify and execute critical work goals.



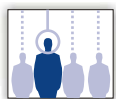
2 **Team Results:** embed an execution operating system within a team(s) that must achieve a critical strategic objective.



3 **Real Organizational Impact:** create a culture of greatness by transforming managers into execution experts who consistently deliver results.

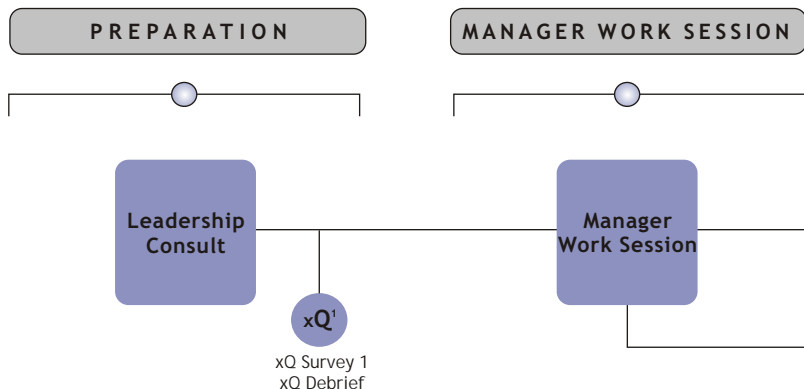
“ Many people regard execution as detail work that’s beneath the dignity of a business leader. That’s wrong...it’s a leader’s most important job.”

—Larry Bossidy and Ram Charan



THE 4 DISCIPLINES OF EXECUTION MANAGER CERTIFICATION PROCESS

The 4 Disciplines of Execution



PRODUCTS & SOLUTIONS

What is xQ?

The term xQ™ stands for Execution Quotient. The xQ score is a vital health measure of an organization's ability to execute its most important priorities. The xQ service is a tool that helps managers improve the consistency of their execution and performance by measuring and addressing factors aligned with the following 6 principles of execution:

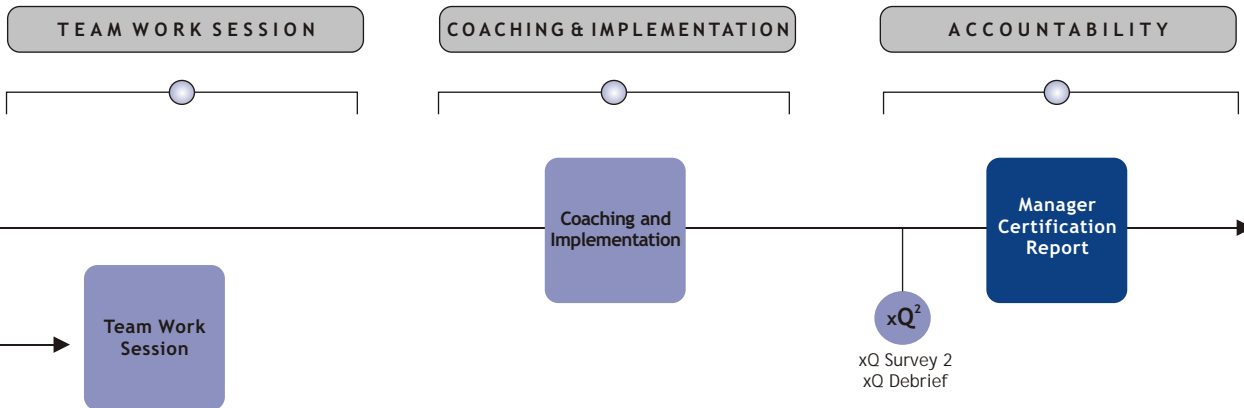
- Clarity of goals
- Commitment to goals
- Translation of goals into action
- Enabling performance by removing barriers
- Synergy of trust, collaboration, communication, and processes
- Accountability to management and each other for achieving results

When to use xQ?

As an overall execution health assessment, the xQ should be used as a diagnostic tool to define the level of existing capability, addressing issues such as:

- 1. General Organizational/Team Health Assessment:** xQ was specifically designed as a management action tool. Each question is defined by a series of standard actions that, if identified as being low, can be strengthened to improve the level of execution and, in turn, positively impact results.
- 2. Leadership Change Baseline:** Answers a new leader's desire for an unbiased anonymous assessment of existing capability including strengths and areas for improvement. This process provides the means to engage the new management team at all levels around the most critical factors for realigned success.
- 3. Implementation Failure Gap Closure:** An unimplemented strategy, a missed goal. The process provides the means to uncover the reasons for these failures and take corrective actions.
- 4. Readiness to Implement a New Approach:** xQ™ is a predictor of future success. Minimize your risk in setting a critical objective or embarking on a new strategic direction by assessing the capability of your workers' ability to execute beforehand.

	xQ1	xQ2		xQ1	xQ2	
Clarity Do we know the goals?	56	75		50	70	Organizational Level Are we aligned to execute organizational goals?
Commitment Do we buy in to the goals?	51	70				
Translation Into Action Do we know what to do to achieve the goals?	56	71				
Enabling Do we take down barriers?	51	66	Your Overall xQ Score xQ1 : 50 xQ2 : 70	46	71	Team Level How well do we execute on unit or work group objective?
Synergy Do we work together to arrive of better ways to achieve our goals?	42	65		55	68	Individual Level How well do individual workers practice the disciplines needed for good execution?
Accountability Do we account to each other for our commitments?	45	75				



What the CEO Wants You to Know: Building Business Acumen

Understanding the five essential elements of business helps employees align their efforts more closely with the organization's overall business goals.

Cash: How it's generated and why it's critical.

Margin: The importance of making money and being profitable.

Velocity: The process through which you turn inventory or capital.

Growth: What creates growth and why.

Customers: The simple reasons they buy from some businesses and not from others.



4 Disciplines of Execution: Manager Certification

Helps managers improve consistency in execution by giving team members a process by which they can align their efforts with the most critical objectives of the organization.

• **Bronze Certification:** Demonstrated adherence to *The 4 Disciplines of Execution* process.

• **Silver Certification:** Continued adherence to the process and verification that measures are on target and influencing the objective.

• **Gold Certification:** Continued adherence to the process and demonstration of achievement of a critical objective.



4 Disciplines of Execution: Team Results

Embeds an execution process within a work team to achieve a critical result. Teams identify the most important goal, the measures of success, and create an action plan and accountability for achieving the goal with excellence.



4 Disciplines of Execution: Skills Building

Individuals learn the principles and skills associated with each discipline and create their own goals and measures relevant to the organization's priorities.

Sales Execution Consulting and Coaching

Increasing sales is job #1 for any company. The Sales Performance Group at FranklinCovey helps clients master their sales execution by putting your strategies, plans, processes, and skills into action—for dramatic sales improvements and lasting sales growth.

“FranklinCovey’s 4 Disciplines of Execution is the most powerful methodology available today for translating business strategy into laser-focused action. The gains in productivity, alignment, and personal engagement are simply outstanding.”

Jim Huling: CEO, MATRIX Resources, Inc.



“ FranklinCovey stayed on target managing our project well and delivered on all the commitments that were made.”

—Brian Cooksey, Manager of Corporate Operations Training for Shaw Industries, Inc.

THE CHALLENGE OF MEETING YOUR UNIQUE NEEDS

Your needs are unique. The solution should be, too.

Off-the-shelf training programs and tools are great as long as your problems fit neatly into the solution. But what you really want is a solution thoughtfully designed to fit your problems—not just the issues faced by organizations like yours, but the unique challenges facing your company.

BENEFITS

FranklinCovey Custom Client Solutions

- Creates solutions that focus on your specific training problems or opportunities.
- Enhances learning by creating customized solutions that are unique to specific audiences, industries, skill sets, and environments.
- Improves learning retention and skills application by incorporating your own customized case studies, exercises, co-branding and graphics.
- Uses adult learning principles to create excitement and *ensure* the learning sticks.
- Creates solutions that change behavior, resulting in consistent achievement of desired results.

Leverage the power of people and proven processes to deliver meaningful improvement.

Custom Client Solutions group’s resource team represents experience in every aspect of corporate learning. Our years of in-depth partnering with *Fortune* 1000 companies, Federal agencies, and national associations have resulted in unparalleled resources.

Whether you need a program customized or require a new product developed for your organization, Custom Client Solutions has the proven engagement process to build the perfect

solution. Our proven 4DL process guides development from the initial diagnostic phase through to design, development, and delivery of a high quality learning experience. The 4DL process ensures that programs are developed on time and on budget with maximum learning results.

“ In addition to unsurpassed instructional design capabilities, I really felt like they took the time to understand our needs and combine our best thinking with their best thinking to come up with a powerful, relevant training experience.”

—Kathy Jones, Training Manager for Baylor Health Systems

CUSTOM SOLUTIONS

Custom Client Solutions offers customization of FranklinCovey content at the following levels :



Level 1 Customization— Customize FranklinCovey curriculum to reflect your brand.

- Add your company logo (co-brand), name, and corporate colors.
- Make slight modifications to select examples or case studies.
- Add your mission, vision and values.
- Make slight modifications to the timing of the program.



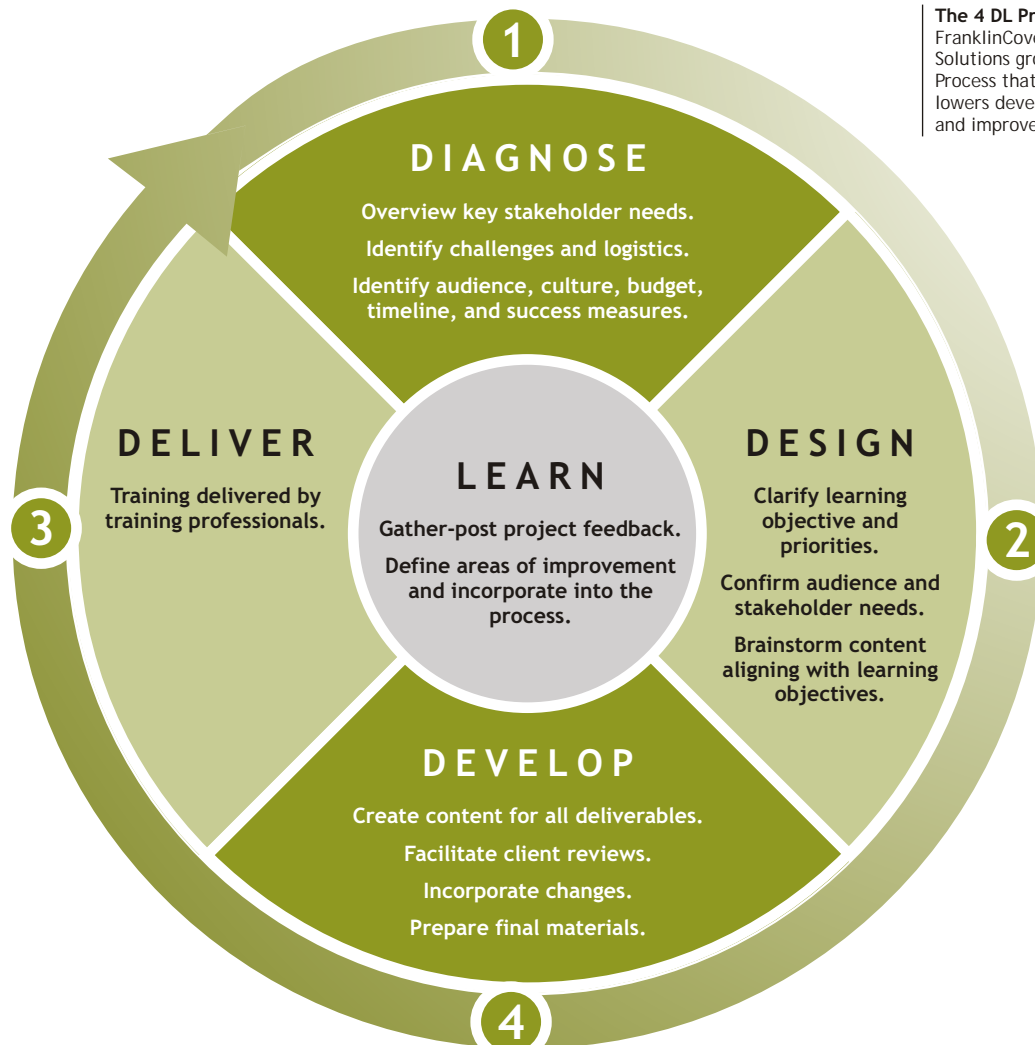
Level 2 Customization— enhance the relevance of the materials to your learners.

- In addition to the level 1 customization:
- Modify exercises, examples, case studies, and application materials.
 - Add graphics.
 - Create additional instructions in the facilitator guide to match changes to participant materials.
 - Create and modify PowerPoint slides to match changes to participant materials.



Level 3 Customization— Add learning segments unique to your organization and culture.

- In addition to levels 1 and customization:
- Create new content.
 - Combine content from several FranklinCovey courses into one program.
 - Combine FranklinCovey content with your corporate training content.
 - Research and collect new data and content to create up-to-the minute training.



The 4 DL Process

FranklinCovey's Custom Client Solutions group uses a 5 Step Process that deliver results, lowers development costs, and improved ROI.

How We Work With You.

We deliver results in the following ways:



Onsite Consulting, Training, and keynotes

Based all over the world, our consultants represent diverse, global industry experience and tailor their delivery to your precise needs—whether consulting, training, or customized keynotes. Our consultants deliver results at any level, from the C-suite to a team or department.



Client-Facilitator Certification

For organizations seeking cost-effective ways to implement solutions involving large populations of managers and frontline workers, FranklinCovey certifies on-site client facilitators to teach our material and adapt it to your organization's needs. We have certified more than 25,000 client facilitators worldwide.



Open-Enrollment Public Programs

For organizations needing professional development for a dispersed workforce or education for individuals, FranklinCovey offers open-enrollment programs to the public in 15 cities in India & 10 cities across South Asia. Also similar programs are offered throughout the world by our regional and local offices.



Retail Stores, Online and Catalog

To provide tools that support FranklinCovey solutions, we have an extensive retail channel including more than 90 stores, a nationally distributed direct-mail catalog, and the Web site franklincovey.com.



Custom Solutions

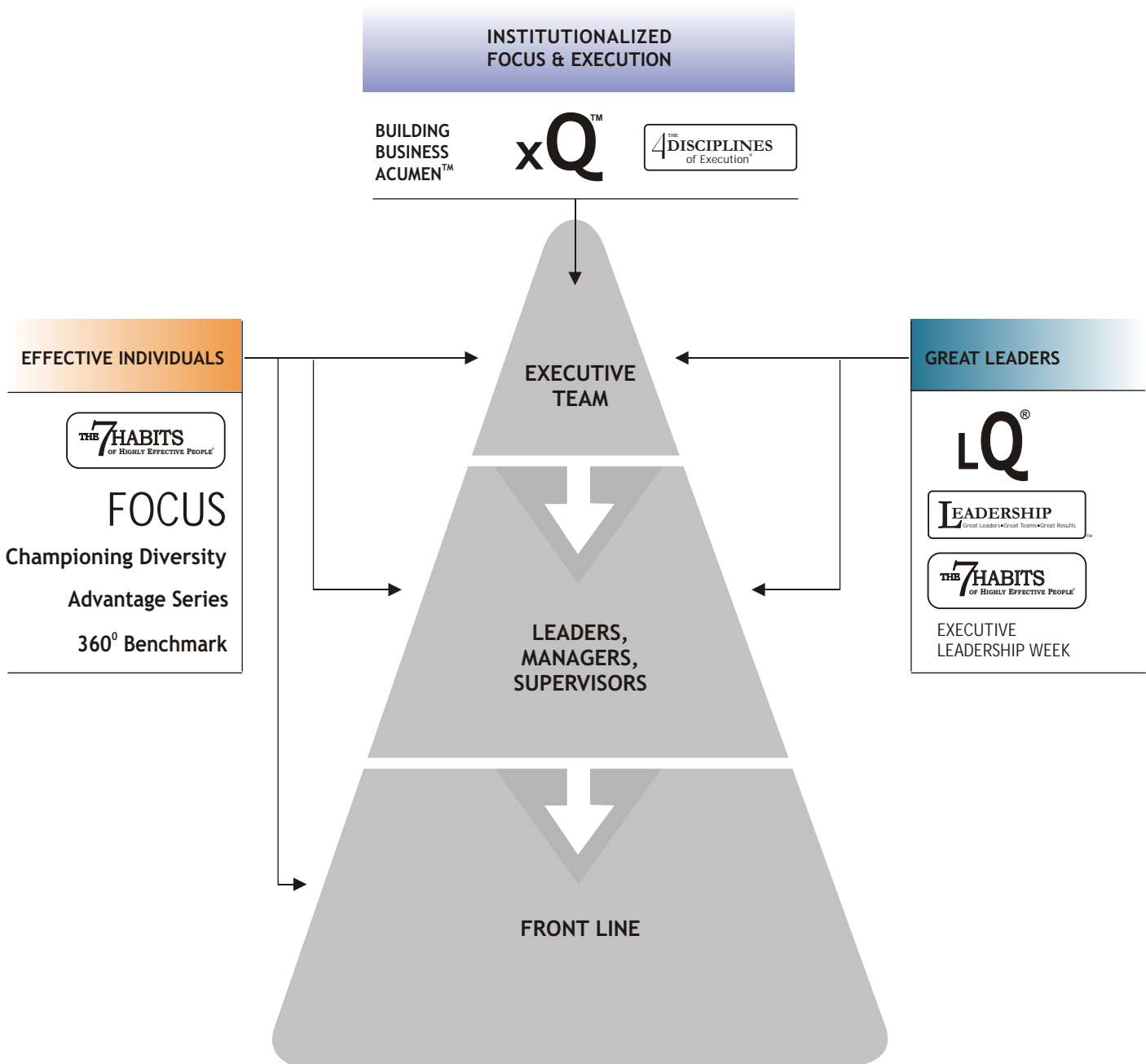
When clients have a unique learning or delivery need, FranklinCovey can customize its solutions. We can provide:

- Tailored FranklinCovey training programs
- Customized planners, binders
- Specific tools, guides and other implementation aids
- Simulations, games, case studies and other unique learning approaches

For more information visit us at
www.franklincoveysouthasia.com or
contact at **0124 - 4782222**

Meeting the challenge of greatness can start anywhere

- Senior leaders can cascade solutions through mid-level management to the front line.
- Managers at any level can create great work teams that produce superior results consistently.
- Front-line workers can learn the mindsets and skill sets needed to bring top-level strategy to fruition.



HELPING CLIENTS SUCCEED

A Course Description

Training, and for that matter any solution, only provides value if it solves a problem you're currently facing, or creates results that you'd like to see in the future. *Helping Clients Succeed* will only make sense if you think you can do better. There are a lot of questions you need to answer before you can help a client succeed. Getting those answers, or even knowing what to ask in the first place, can be challenging. *Helping Clients Succeed* teaches you what to ask, when, and how so you can get the critical information you need, including:

- What are the client's key needs and real issues?
- Who are the decision-makers and what is their process?
- How do I discuss pricing and budget sensitively?
- Who else are they considering and how do I position my solution?
- How do I make a strong business case for my solution?
- How do I present my solution in a compelling way?



This program is specifically designed for professionals who have business development and sales responsibilities. *Helping Clients Succeed* not only delivers concepts that give a strong theoretical foundation for sales and consulting, it provides the critical thinking (IQ) and communication skills (EQ) required to do it in real life. Most sales training teaches you how to get around or avoid the dysfunctionality of the selling-buying process. The problem is that those techniques are dysfunctional themselves and lead to their own sets of problems. This course deals with the dysfunction head on and teaches how to address the dysfunction in relationship building and performance improving ways.

Helping Clients Succeed is sophisticated while remaining simple. Without sacrificing the realities of solid business thinking and a desire to build capacity for short as well as long term success, *Helping Clients Succeed* holds it's own for delivering the strategies and skills for delivering high sales performance. Below is a general day by day "breakdown" of the course.

Introduction

The objectives for the *Helping Clients Succeed* are:

- Increased Revenues
- Increased Margins
- Increased Leverage on Business Development Time
- Increased Client Satisfaction
- Increased Repeat Business
- Increased New Opportunities

To reach these objectives as consultants we want to create a solution that exactly meets our client's needs. Anything less is likely to be of no value to our client, and therefore of no value to us.

We can approach the task in one of four ways:

1. **Tell** the client what they need
2. **Accept** without question what they say they need
3. **Guess** at what the client needs
4. **Apply** our experience and intellect and Mutually Explore to develop what they need

Helping Clients Succeed develops the rationale and skills to consistently create Mutual Exploration.

Foundational Principles

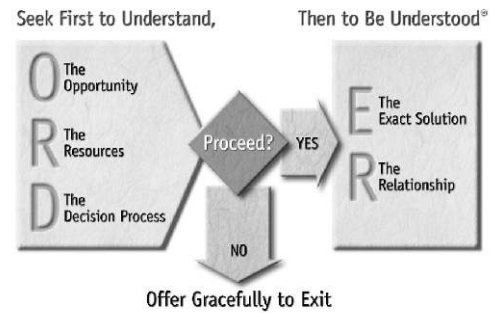
The business development dialogue is a balance between inquiry and advocacy. It requires exceptional critical thinking and communication skills. The better job we do of inquiry the more powerfully we can advocate. The Foundational Principles of the course help build the core competencies of asking effective questions to understand clients needs. The Foundational Principles are:

1. Intent Counts More Than Technique
2. No Guessing!
3. Questioning and Listening are Two Sides of the Same Coin
4. Peel the Onion
5. Structure the Conversation
6. Slow Down for Yellow Lights
7. Check Your Ego at the Door

These principles introduce the paradigm shifts, concepts, and practical skills that build the foundation of skills that will be applied to the business development process- ORDER.

O- The Opportunity

You can't help someone succeed who has no perceived need. Consultants learn how to collaborate with clients to develop a compelling business case around a particular solution, or to agree that a strong business case doesn't exist. This analysis permits both consultant and client to allocate resources to high probability situations and exit gracefully from low probability activities.



Consultants will learn to avoid premature discussion of solutions, and move instead to exploring the underlying business problems the solution is intended to solve and/or the desired results the solution is intended to produce. Problems and results can be examined for evidence; evidence can be developed into economic consequences and impact, thus creating a sound business case for adopting a solution.

R- The Resources

You can't help someone succeed with insufficient resources. Consultants will learn how to qualify an opportunity in terms of time, money, and people. A distinction is made between price justification ("Are we getting the best price?") and value justification ("Is this solution worth the investment?") Particular emphasis is given to establishing a realistic expectation on the part of the client on what is required financially to solve the problem or achieve the desired results. Consultants will role-play predictable client responses to the question, "Have you established a budget for this project?"

D- The Decision Process

You can't help someone succeed who can't make a decision. Consultants will learn to decipher:

Steps	Decision	When	Who	How
What are all of the steps?	What decision gets made in each step?	When will they decide?	Who is involved in each step?	How will each decision maker decide?

Since often the criteria for making the decision are tactic and implicit, consultants will learn how to make them conscious and explicit. Once consultants learn whom they must see, they learn how to get access to those they must see to develop a compelling rationale that is in the client's best interest. Consultants will also learn advanced questioning techniques that keep the focus on the issues and not on the solution, how to deal with tough questions from the client, and how to answer the real question or concern.

E- The Exact Solution

Proposals don't sell, people do. Consultants will learn how to present the evidence and impact of a solution, within the resources allocated, and matches the expectations and needs of decision makers. Consultants will learn to gain agreement and present a "What If..." oral presentation. They learn to position the written proposal as a confirming rather than a persuasive document. When the solution is presented, consultants learn to surface and resolve clients concerns (price and non-price) and to obtain a yes or no decision, rather than an indefinite "maybe". Consultants will learn to close the business.

R- The Relationship

Consultants learn what to do when the client says "yes", "no", or "maybe" to ensure there is a productive, ongoing relationship.

Account Development

Consultants learn how to initiate new business with current clients and prospective clients.

Communication Tools

Consultants learn how to listen to the structure as well as the content of client statements and then ask questions that create greater clarity and mutual understanding.

Planning System Bundles

Stay focused on your highest priorities and on track for greater personal and professional success with FranklinCovey planning tools.



Leadership Planning System



Leadership Planning System Kit

Embodies the clarity and vision of the effective leader.

One-year Leadership planner master pack, accessories pack and storage binder with slip case,



7 Habits Planning System

7 Habits Planning System Kit

Weave the 7 Habits into every working day

One-year 7 Habits planner master pack, accessories pack and storage binder with slip case



Original Planning System

Original Planning System Kit

Achieve your highest Priorities

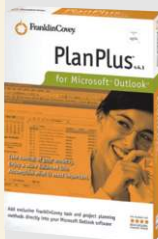
One-year Original design planner, starter kit, accessories pack, and storage binder with slip case.



SOFTWARE FOR PLANNING AND FOCUS



IDEAL FOR ENHANCING MICROSOFT OUTLOOK



PlanPlus™ v.4 for Microsoft® Outlook® new features:

Project Manager

Click once to assign priority, rank, ownership, categories, and timelines

View project tasks, notes, and progress on one screen

Palm® and Windows® Mobile Applications

- Projects
- Task List/Master Task List
- Daily Notes

Additional Palm Applications

- Mission/Values
- Goals
- Compass

PlanPlus V.4 for Microsoft Outlook Upgrade is compatible with any older version

IDEAL FOR WINDOWS USERS WHO WANT FranklinCovey PLANNING PAGES ON THEIR COMPUTER

PlanPlus™ v.5 for Windows® XP new features:

Reoccurring Task Support

Set tasks to reoccur on a daily, weekly, monthly, or interval basis

Enhanced Note Management

- Add objects or flags to text or ink
- Support for Drawing, HTML, and PDF documents

Palm Applications

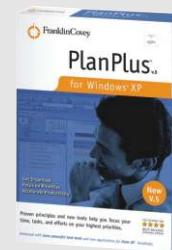
- Mission/Values
- Goals
- Weekly Compass®
- Roles Builder

Includes major components from Franklin Planning Software

- Mission/Values
- Goals
- Weekly Compass®
- Roles Builder

Includes major components from Franklin Planning Software

Compatibility information available online



NOW THAT'S ENHANCING EFFECTIVENESS

Take Microsoft® Outlook® to a new level of performance by adding FranklinCovey's planning tools to the program. With a redesigned look and feel, this new version of PlanPlus™ offers improved navigation, one-click functionality for managing projects, and more detailed task management. **Features new Project Manager, new Palm® applications, and Windows® Mobile 5.0 support.**

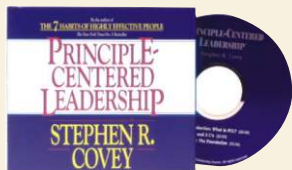
NEW PLANPLUS™ v.4 FOR MICROSOFT® OUTLOOK®

BIG PLANS ON THE SMALL SCREEN

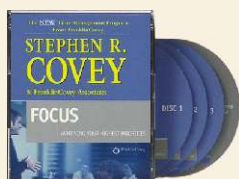
Just because you aren't a paper user doesn't mean you can't enjoy FranklinCovey's planning principles. PlanPlus™ for Windows® XP software transforms the features of our paper Planning System into an electronic version for quicker and easier organization. **Features include enhanced note management, recurring task support, and new Palm® applications**

NEW PLANPLUS™ v.5 FOR WINDOWS® XP.

Audio CD's



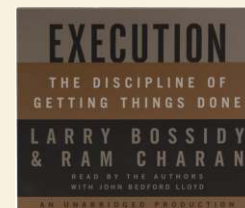
Principle Centered Leadership - (3 CD Set Audio)



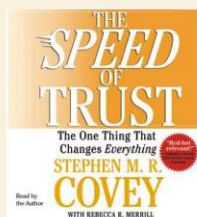
FOCUS: Achieving Your Highest Priorities - (4 CD Set)



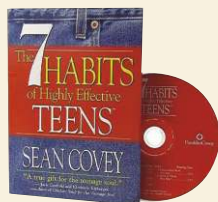
First Things First Audio - (3CD Set Audio)



Execution Audio



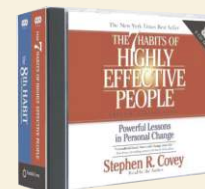
Speed of Trust Audio



The 7 Habits of Highly Effective Teens - (2 CD Set Audio)



The 6 Most Important Decisions You will ever made Audio

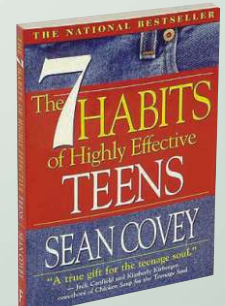
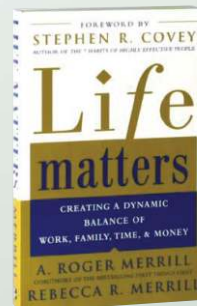
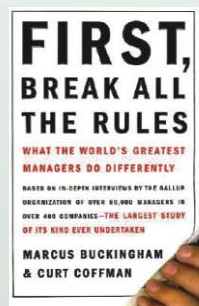
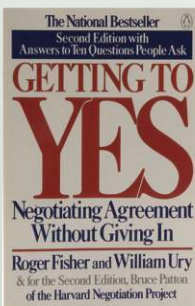
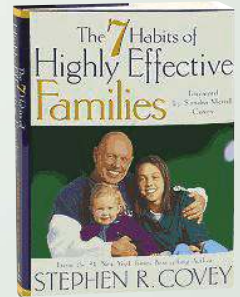
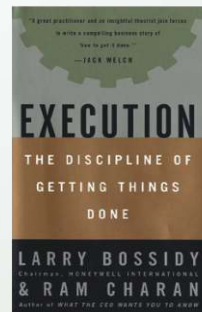
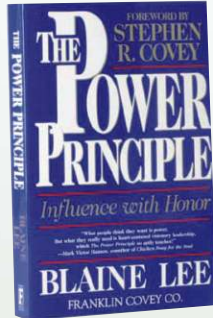
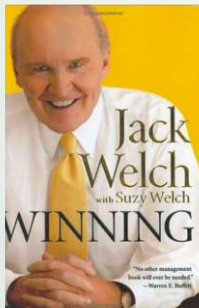
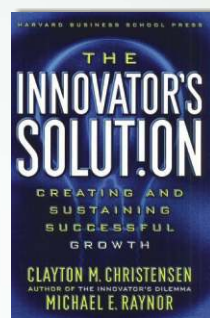
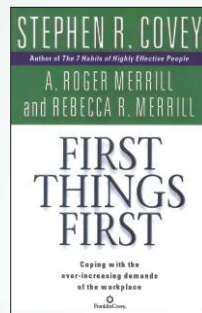
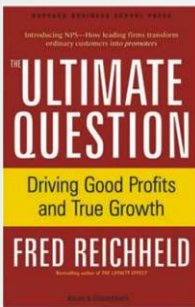
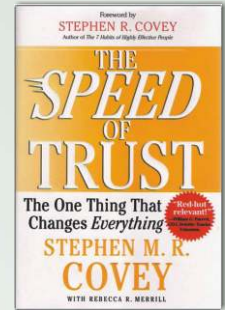
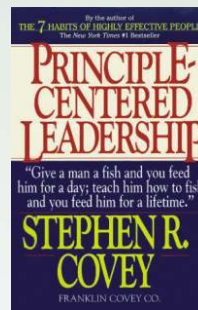
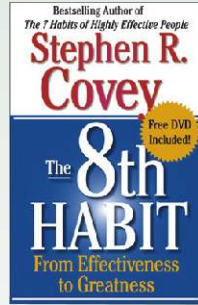
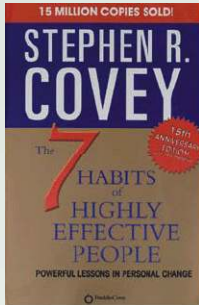


The 7 Habits & The 8th Habit (6 CD Set Audio)



Books

An essential selection of texts and resources to accompany you on your journey towards personal and professional greatness.



Binders

From the finest leathers to tough fabrics, there is a quality FranklinCovey binder to suit your preferred style



Classic SpaceMaker
Glove Binder - Tan



Simulated Leather
Zipper Binder



Midtown Leather Zipper
Binder

Bags and Briefcases



Tyson Laptop Case -
Brown



Jason Business Case



Braxton Wheeled Leather Business Bag



The Greatness Challenge

connect@franklincoveysouthasia.com