



Learning with Experience LLC

Mental Fitness & Resilience Programs

Results and Financial Impact

Our “Living/Working Above the Line” and “Mental Fitness & Resilience” programs incorporate a 6-week training program called “Positive Intelligence” (PQ). Delivering daily mental and emotional exercises through a mobile app, the program draws upon proven human change methodologies:

- Neuroscience
- Mindfulness and meditation
- Positive psychology
- Experiential learning
- Performance science
- Cognitive psychology

Benefits of the PQ program are seen in both brain scans and financial measurements.

Within 6-8 weeks of mental fitness training, MRI imaging reveals ¹

- **Increased grey matter** in the PQ Brain region, where the Sage lives
- **Decreased grey matter** in the Survivor Brain region, where the Saboteurs live

Improvements in these competencies have led to substantial returns on investment. ¹

- At MetLife, trained salespeople outsold the control group by 37%
- Motorola recorded improved productivity in 93% of trained employees
- In a UK restaurant group, higher competency resulted in 34% greater profit growth
- At Sanofi-Aventis Pharmaceutical, the average salesperson with improved competency sold \$55,200 more per month
- At L'Oréal, strengthened competencies resulted in \$91,370 increase per salesperson
- At CIBC, strength in these competencies account for 32% of booked sales and 71% of pipeline sales

Additional benefits of our Mental Fitness & Resilience programs:

1. Deliver muscle-building—not just insight. All of our experiential programs provide clients with “muscle memory”. This enables them to repeatedly apply concepts and insights in real-life circumstances, long after the program has ended.

2. Treat root cause rather than symptoms. We address the underlying emotions and thought processes that generate and fuel unproductive behaviors. Unlike skill-building band-aids, this enables clients to internalize changes that stick, and to apply them broadly.

3. Easy to remember. Widely applicable. Through extensive **factor analysis** research, PQ has identified 10 root-level negative factors (Saboteurs) & 5 primary powers (Sage). Whether managing time, conflicts or performance pressures, clients apply the **same core operating system**:

- Notice and Intercept Saboteurs
- Engage Self-Command (through 10-second PQ Reps)
- Mobilize the Sage (Empathize, Explore, Innovate, Navigate, Activate)

4. Personalized learning with a Master Certified Executive Coach and curated group.

This greatly enhances the self-study by increasing persistence, accountability & support, for a high-impact and rewarding learning experience.

¹ Source: <https://www.positiveintelligence.com/program/>