



**Rich Hart Seminars**

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# SUPER EXCELLENCE

## People with SUPER EXCELLENCE build it from the inside out

From his earliest experiences as the youngest member of corporate America's executive teams, through his entrepreneurial successes, Rich Hart has set himself apart by consistently keeping the end in mind and achieving personal excellence.

### Who Should Attend?

- Office Managers
- Senior Executives
- Salespeople
- Education Planners
- Training Professionals
- Business Owners
- Educators
- Administrators and Staff
- Group Leaders
- Brokers
- Agents

### What is Super Excellence™?

The outstanding qualities of **attitude** and **performance** which enable superior business professionals to lead in their market and prevail as an industry leader through **end-in-mind planning, habits and performance.**

### What problem does Super Excellence™ solve?

In today's business environment, the true value of the business relationship is frequently diminished in the perception of the customer, because the value actually delivered is reduced to a business transaction instead of a hands-on, long-term relationship.

### How does Super Excellence™ solve this problem?

**Super Excellence** deliver exceptional value—**real** and **perceived**—by establishing long-term plans, nourishing productive habits and executing flawless professionalism, in order to continually create clients for life.

### Concrete Results

- Tap hidden talents to solve the real problems impacting your bottom line.
- See the "entire picture" to make profitable decisions and broaden your focus.
- Maximize personal and professional decisions that drive desired outcomes.
- Reduce the costs and unintended consequences of success.
- Direct and focus actions on long-term financial and life results.

### Session Highlights

#### End-in-Mind Planning

- *Balance Recalculation* - evaluating physical, mental, emotional and spiritual appearance of life's balance that is often masked by perception deception.
- *Balance Planning* - implementing a focused success process on personal ownership by creating personal action to fuel growth and maximize results.

#### End-in-Mind Habits

- *Personal Choice* - ability to direct intentional habits towards achieving positive desired outcomes.
- *Personal Habits* - promotion of Personal Super Excellence through Determination, Enthusiasm, Perseverance, Organization and Transformation.

#### End-in-Mind Performance

- *Professional Choice* - re-directing wants and needs in order to maximize true potential through personal and professional opportunities.
- *Professional Performance* - new avenues for Personal Solution Management that enables us to take control of locating our true potential, talents and advantages.

**Rich Hart Seminars**  
**888-917-1515/770-917-1515**

P.O. Box 1199, Kennesaw, GA 30156  
Rich@RichHart.com



**Rich Hart Global**

Moving the World One Person At A Time