



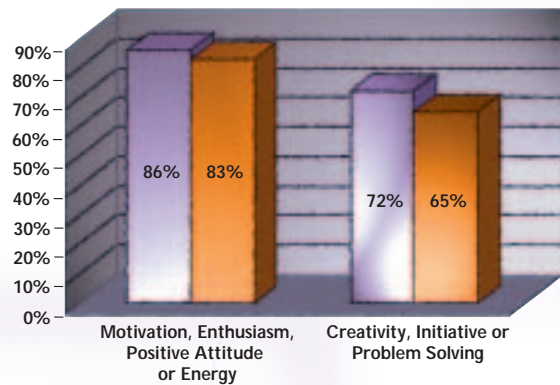
## New Impetus® - Delegate Survey

We surveyed everyone who had attended New Impetus® or a related programme between June 2000 and August 2001. Delegates were asked to grade the impact they had experienced in 46 areas of their home and working lives.

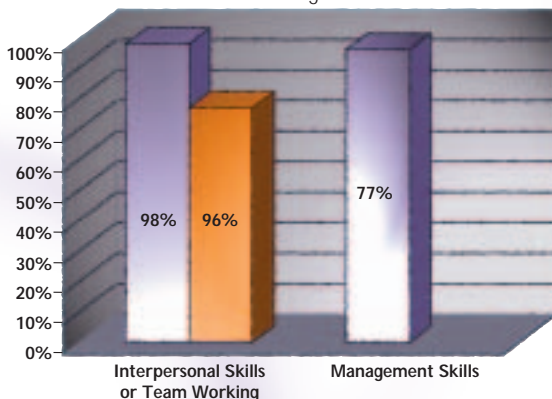
**89% reported a broad range of significant or greater improvements, comprising on average 26 individual life-skills each - after up to 15 months.**

The graphics below show the percentages of delegates reporting significant, substantial or transformational benefits in Personal Effectiveness, Relating to Others, and Quality of Life, and show home and work life separately:

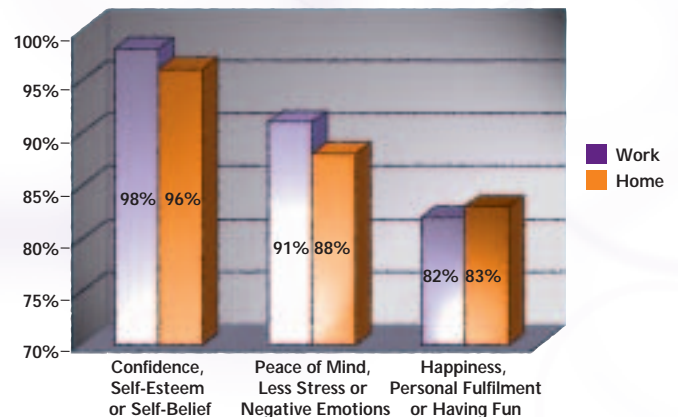
• Personal Effectiveness •



• Relating to Others •



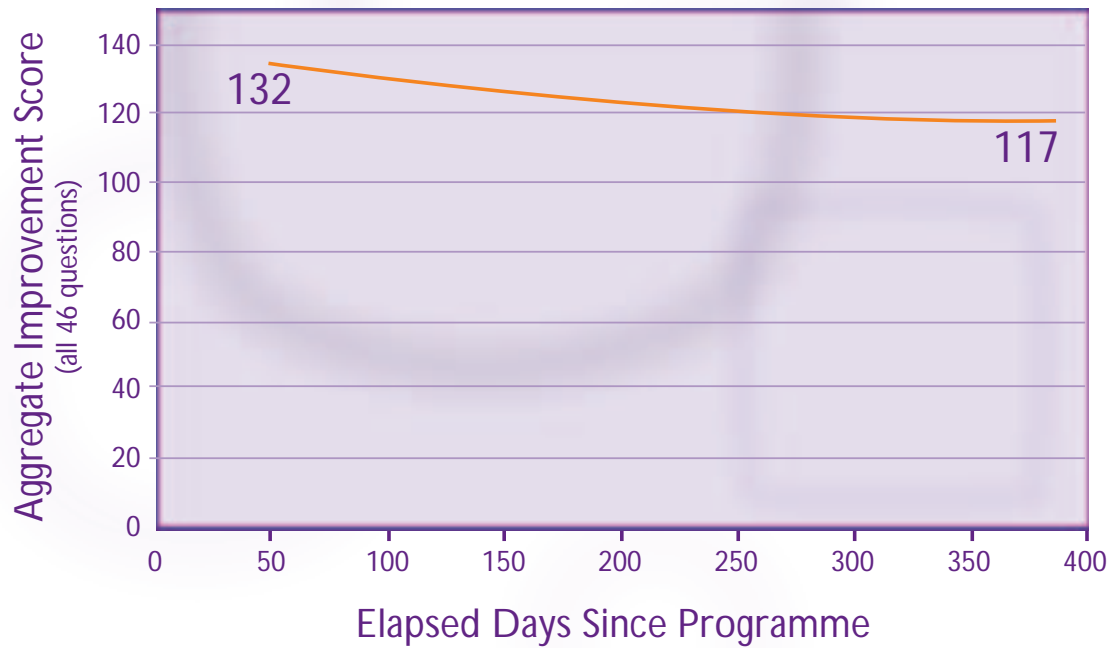
• Quality of Life •



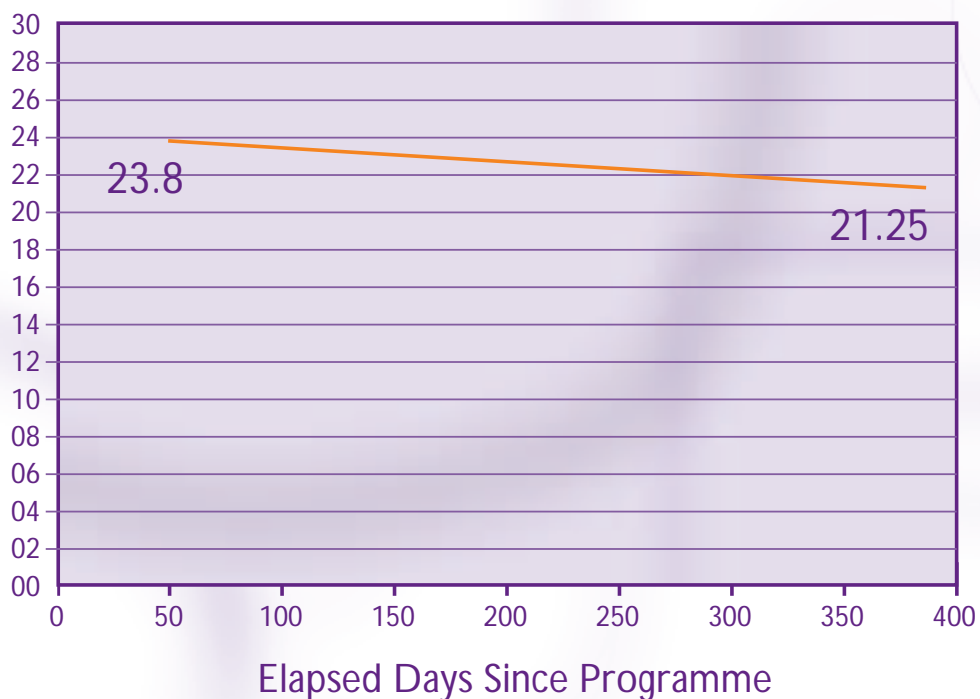
We were able to compare the overall improvement described by those of our delegates who had just completed the programme to those who attended up to fifteen months ago.

The results showed that after twelve months delegates retained 89% of the initial benefits they experienced.

## Sustainability 1 - Aggregate Improvement



## Sustainability 2 - Aggregate Motivation/Attitude



## Most Frequent Performance Improvements

Looking at the areas where improvement was reported most often for each of work and home life, two areas appeared in the top four for both aspects of life: **self-motivation and self-belief**.

Top-five lists in order of commonest first were:

### Work-life

1. Self-Motivation
2. Increased self-belief
3. Personal happiness
4. Motivating others
5. Genuinely positive attitude

### Home-life

1. Personal fulfilment
2. Peace of mind
3. Increased self-belief
4. Reduced negative emotions
5. Self-Motivation

## Achieving Goals

Of those people who set goals in the areas shown, the following percentages achieved them:

### Goal

- Assertiveness
- Financial Goals
- Losing Weight (average sustained weight loss: 10.8 lbs)
- Sporting and recreational goals

### % Achieved

- 91%
- 73%
- 100%
- 68%

In addition, 56% of those who set a goal to win promotion at work had already achieved it, on average within 213 days.



