



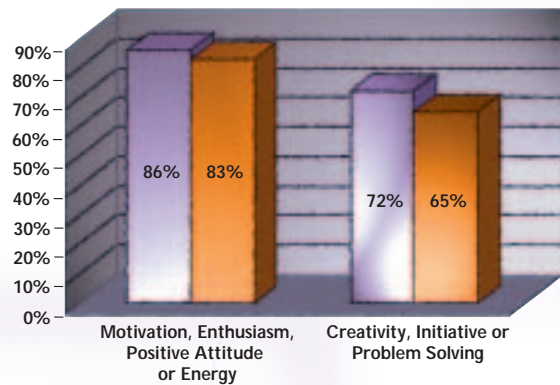
New Impetus® - Delegate Survey

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.

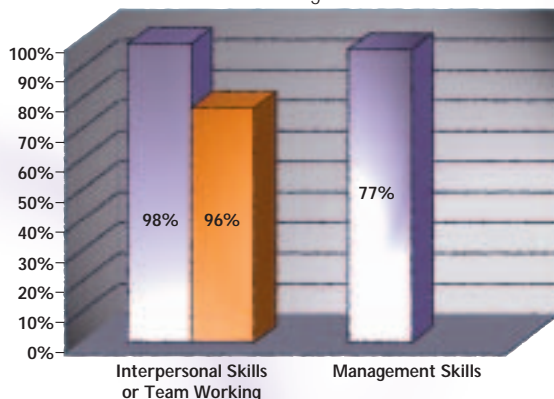
89% reported a broad range of significant or greater improvements, comprising on average 26 individual life-skills each - after up to 15 months.

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:

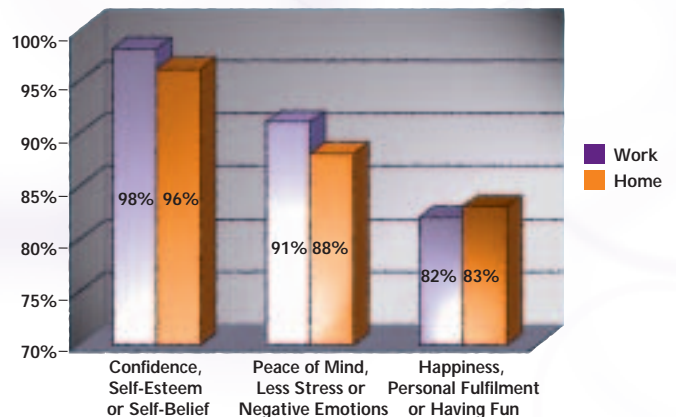
• Personal Effectiveness •



• Relating to Others •



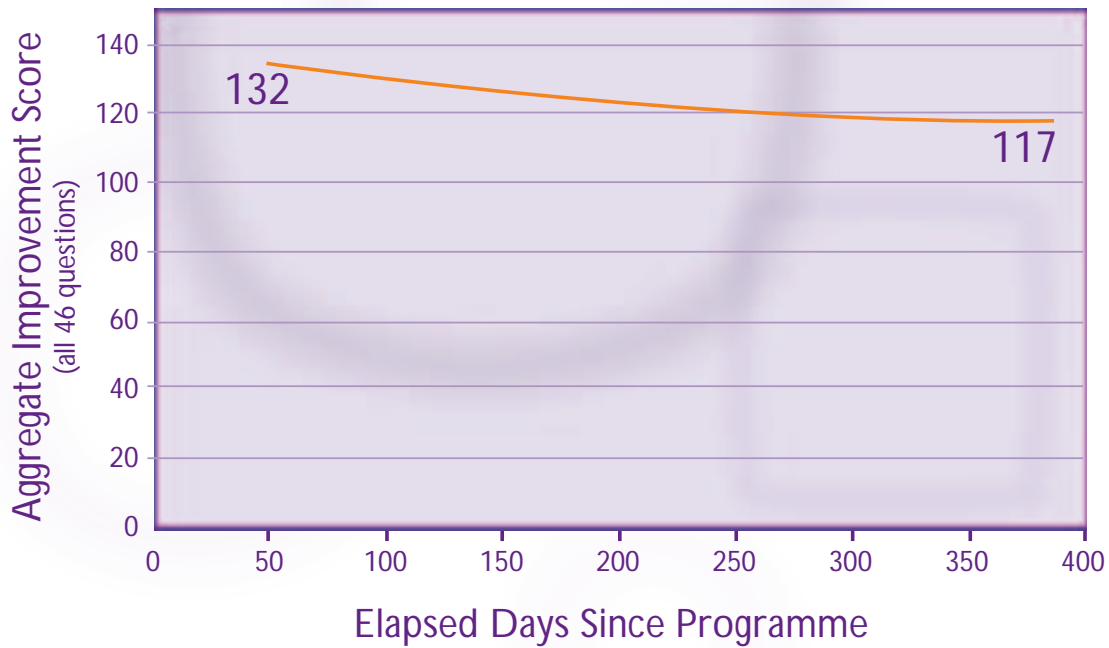
• Quality of Life •



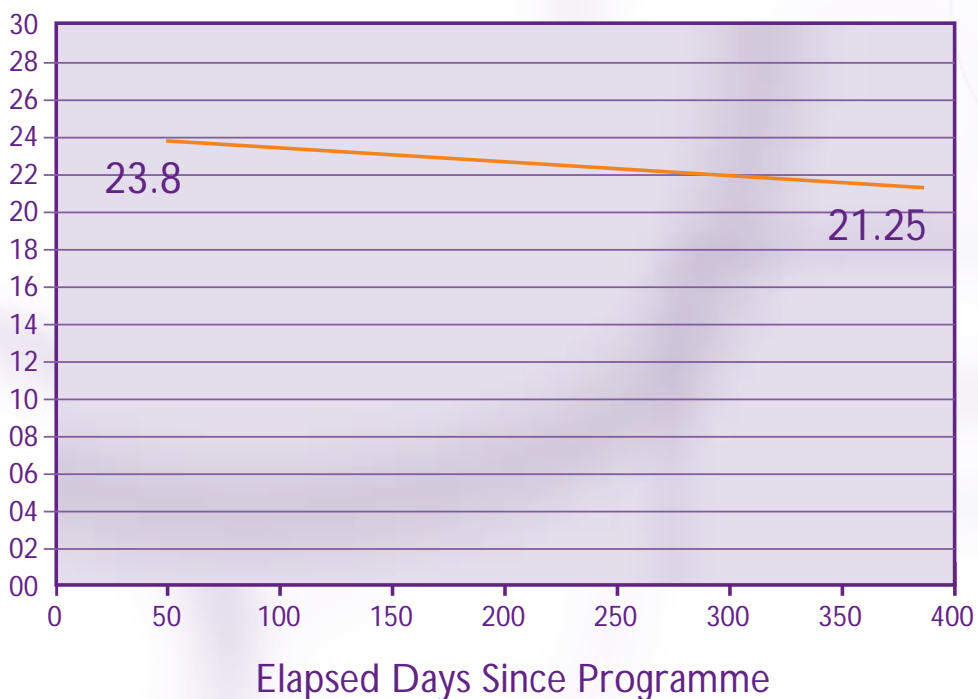
We were able to compare the overall improvement described by those of our delegates who had just completed the programme to those who attended up to fifteen months ago.

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.



2004 Delegate Survey

To extend our 2002 survey, in March 2004 we asked all our delegates to score how our programmes had enabled them to make *positive changes* as an individual to their attitudes, performance and behaviours. Results were:

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Attitude, Performance or Behaviour	Significant or Better	Substantial or Life-Changing
1 Positive Attitude	98%	85%
2 Level of Motivation	98%	83%
3 Confidence/Self Belief	98%	81%
4 Results/Effectiveness	96%	79%
5 Work-Life Balance	90%	63%
6 How you feel	98%	88%
7 Management/Leadership/Coaching	96%	65%

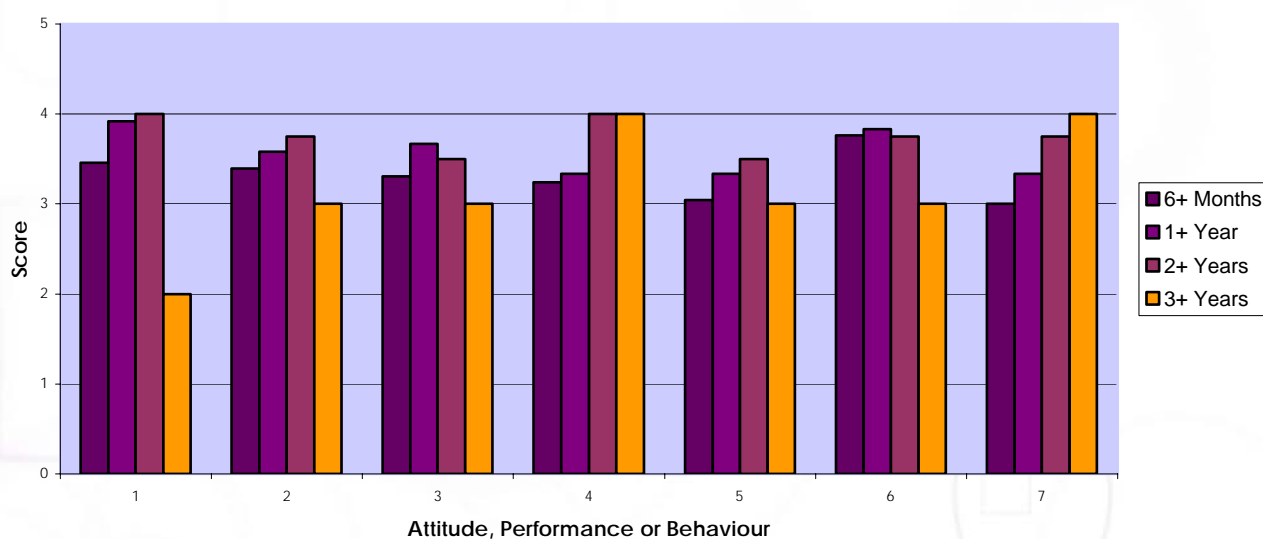
Sustainability

All those who had attended the programme 1 or more years previous to the survey found that the programme still had a **Substantial** or better impact on all aspects of their attitude, performance and behaviour.

All those who had attended the programme 2 or more years previous to the survey found that the programme still had a **Very Substantial** impact on all aspects of their attitude, performance and behaviour.

Please see below for all the results relating to Sustainability.

(Attitude, Performance or Behaviour: numbers relate to table above. Scores are shown against time since delegates attended the programme).



Scores 0 = No Change, 1 = Minimal Change, 2 = Significant Change, 3 = Substantial Change, 4 = Very Substantial Change, 5 = Life-Changing