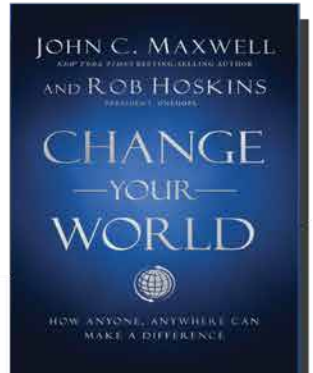
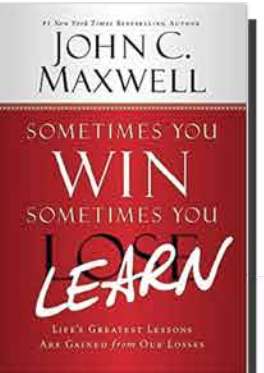
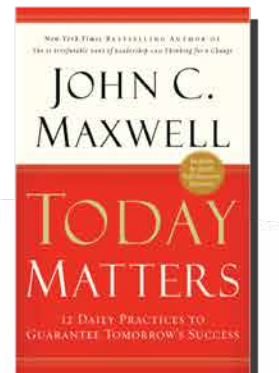
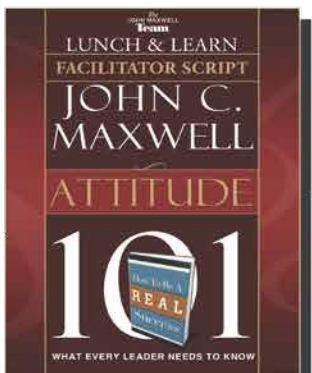
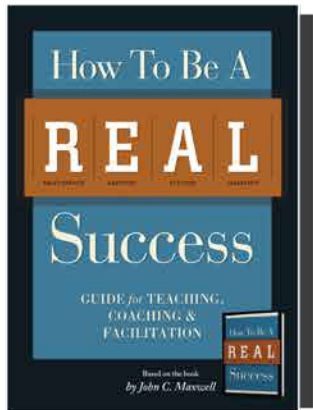
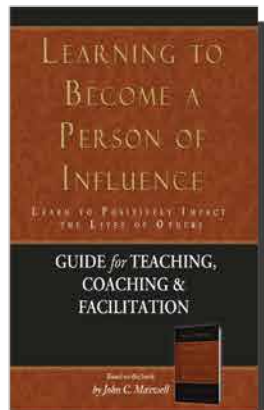
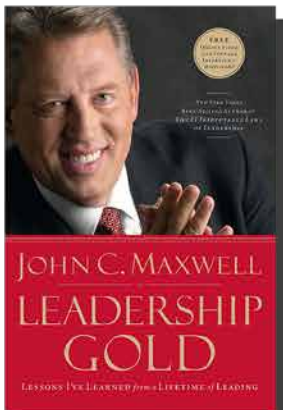
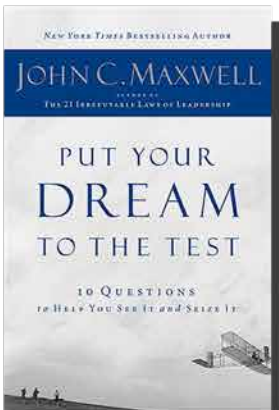
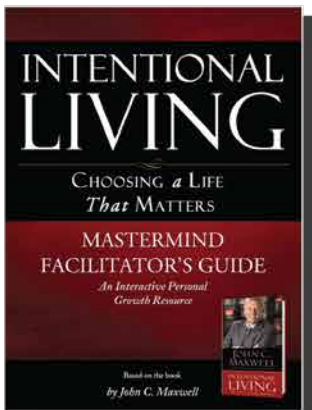
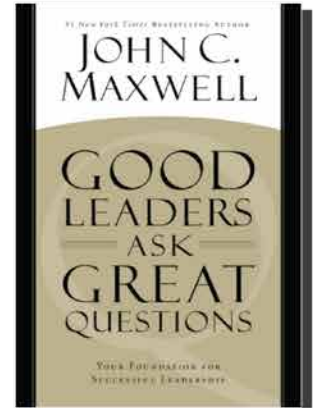
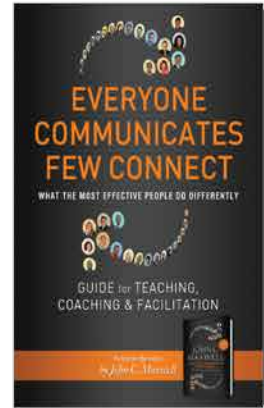
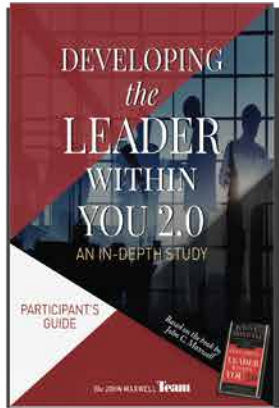
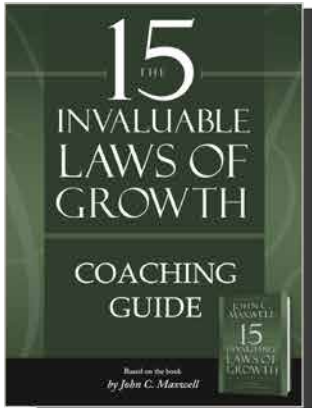
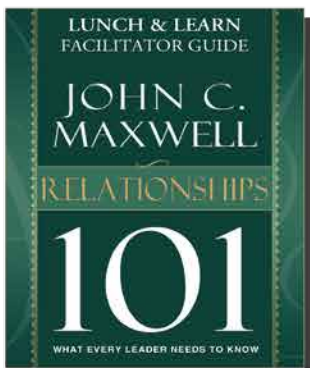
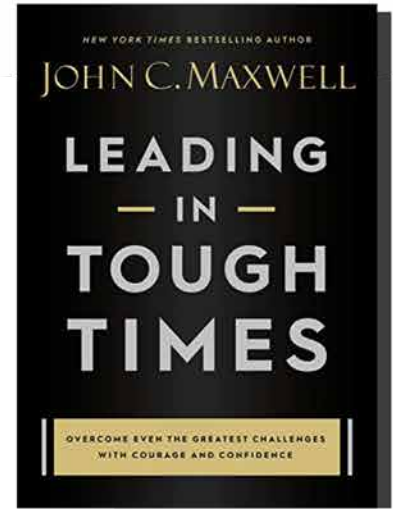
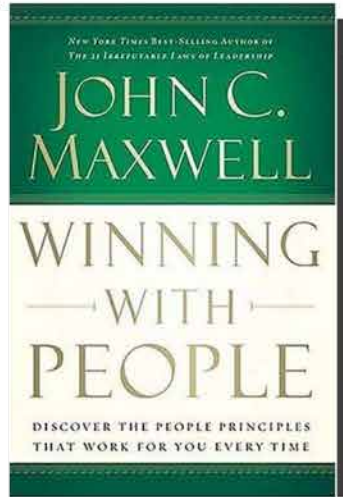
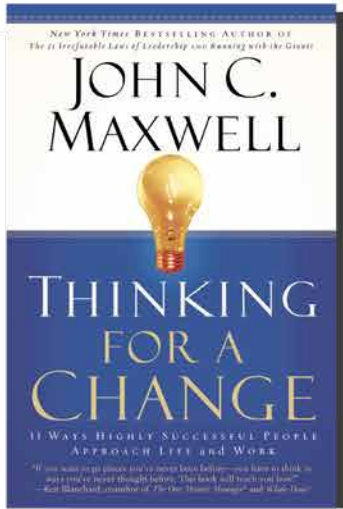




Leadership Courses Offered by TILTI, Taught by John Maxwell Team Certified Members





THE INTERNATIONAL  
LEADERSHIP  
TRAINING INSTITUTE

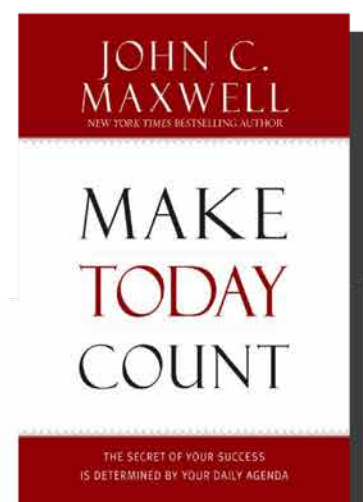
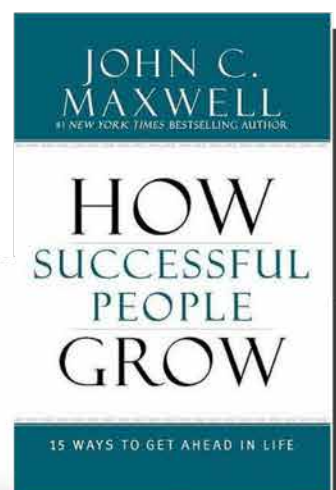
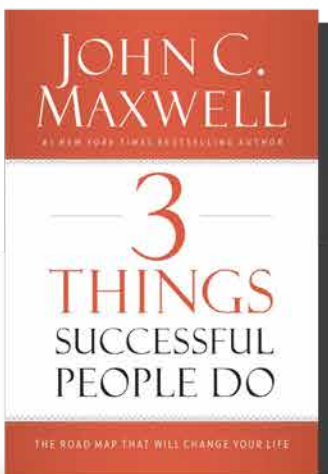
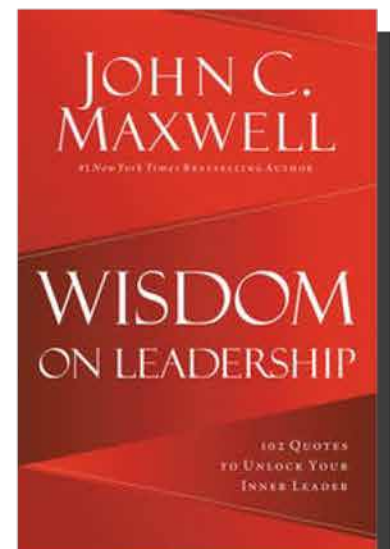
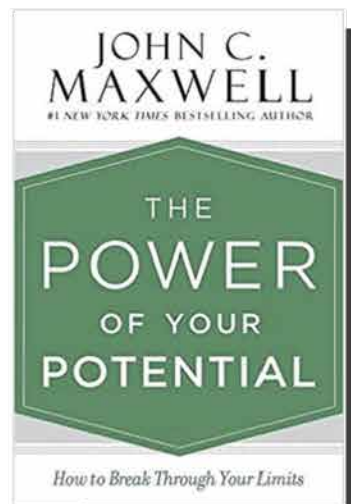
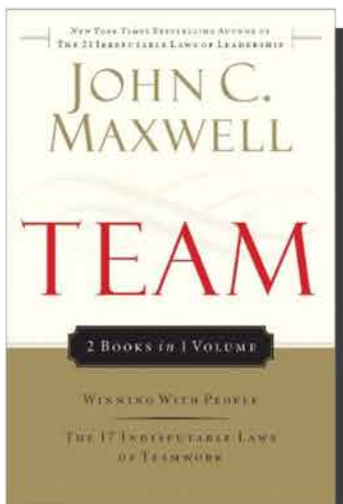
## Our Learning Philosophy

We have delivered employee training to top companies across Pakistan. When you work with TILTI for your employee training needs, you'll work in partnership with professional training consultants to develop a program that meets the unique needs of your business and your workforce.

Our goal is to assist businesses to expand in Pakistan and to provide quality training to the workforce.

Our instructors combine a high level of expertise in their respective fields with practical experience in business and industry. Employee training can occur at your company, at one of our conveniently located training setup, off-site, online or a hybrid of delivery methods. Our courses are globally proven & time tested and are the part of learning & development curriculum of Fortune 500 Companies.

Our Learning & Development methodology is based on discussion & interaction. We are rapidly expanding in Pakistan.



# ▶ LEADERSHIFT

*Leadershift #1 — **The Focus Shift** — Soloist to Conductor Great leaders used to be top producers. Tomorrow's leaders need to orchestrate groups.*

*Leadershift #2 — **The Personal Development Shift** — Goals to Growth Goals help you do better but growth lets you become better. Leaders are growth oriented.*

*Leadershift #3 — **The Cost Shift** — Perks to Price Great leaders don't think about what they can get. They're focused on what they can give.*

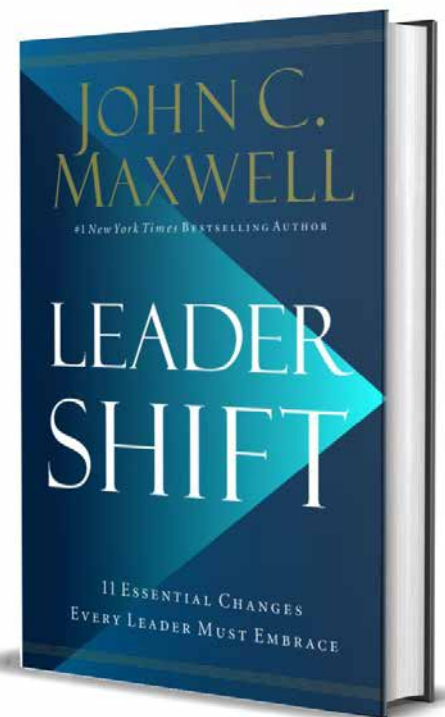
*Leadershift #4 — **The Relational Shift** — Pleasing people to Challenging people You cannot lead people if you need them. Great leaders challenge their teams to do better all the time.*

*Leadershift #5 — **The Abundance Shift** — Maintaining to Creating Have the mindset you want to move things forward rather than standing still. Be a creator.*

*Leadershift #6 — **The Reproduction Shift** — Ladder climbing to Ladder building Forget about ladder climbing. Help others build and ascend their own ladders. Be an equipper.*

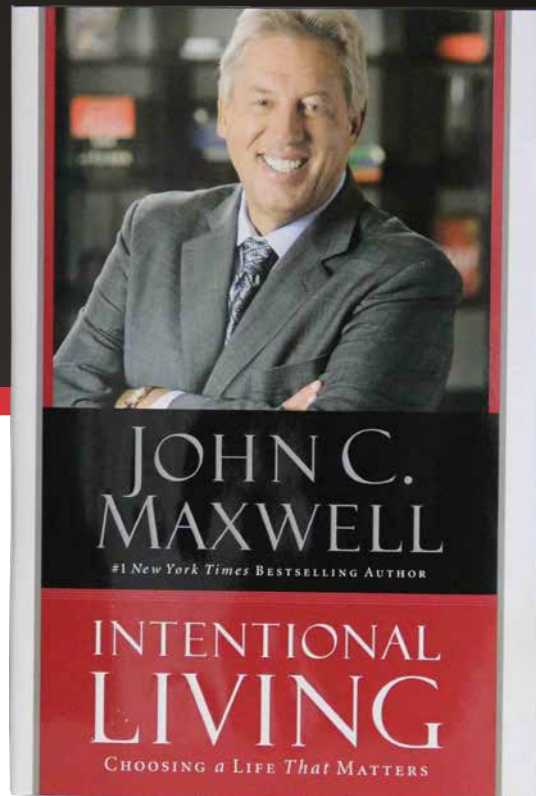
*Leadershift #7 — **The Communication Shift** — Directing to Connecting Great leaders don't order people around. They connect, influence and help people.*

*Leadershift #8 — **The Improvement Shift** — Team uniformity to Team diversity Great leaders value diversity highly. Do everything you can to bring people into your teams who are different.*



# INTENTIONAL LIVING

CHOOSING a LIFE THAT MATTERS



## **Course Content**

- 1. Your Life Can Be a Great Story**
- 2. Why Good Intentions Aren't Enough**
- 3. Start Small but Believe Big**
- 4. Search Until You Find Your Why**
- 5. Put Other People First**
- 6. Add Value to Others from Your Sweet Spot**
- 7. Connect with Like-Minded People**
- 8. Partner with Like-Valued People**
- 9. Live with a Sense of Anticipation**
- 10. Be Urgent about Seizing Significance Opportunities**

# LEADING THROUGH CRISIS

## 11 PERSPECTIVE PRINCIPLES ABOUT CRISIS



**Everything Worthwhile Is Uphill**

We are not given an overcoming life; we are given life as we overcome.



**There is Always an Answer**

The difference in successful people and unsuccessful people is how they think.



**Allow Adversity to Help You Discover Who You Are**

When your comfort zone is dismantled, you are forced to face who you really are.



**Develop a Positive Life-Stance**

Choose a consistent attitude that influences your behavior.



**Feed Your Faith and Starve Your Fears**

Positivity fuels faith; negativity fuels fear.



**Realize that Motions Influence Emotions**

Turn negative emotions into positive actions.



**Today Matters**

We must make today count..



**Reflect Instead of React to Adversity**

Be intentional about taking time to reflect first, then respond.



**Adversity Makes You Relatable to Others**

Adversity naturally closes the gap between people because everyone shares in the struggle.



**Always Look for the Big Picture**

The person who sees the big picture understands it is not just about him/her.



**Adversity Makes a Person Grow Strong (Mature)**

Challenging times can become the seedbed for personal growth.

These 11 Principles are an excerpt from the Leading Through Crisis Mastermind Group Study facilitated by a Certified Member of the John Maxwell Team.



# iChoose - iLead

- *Lesson 1: The Value of Choice – Gifts*
- *Lesson 2: The Value of Growth – Plants*
- *Lesson 3: The Value of Attitude – Paintbrush*
- *Lesson 4: The Value of Commitment – Finish Line*
- *Lesson 5: The Value of Relationships – Bridge*
- *Lesson 6: The Value of Character – Balloon*
- *Lesson 7: The Value of Forgiveness – Mosaic*
- *Lesson 8: The Value of Self-Worth – Price Tag*
- *Lesson 9: The Value of Responsibility – Mirror*
- *Lesson 10: The Value of Courage – Cornerstone*
- *Lesson 11: The Value of Initiative – Ripple*
- *Lesson 12: The Value of Priorities – Jar of Rocks*
- *Lesson 13: The Value of Teachability – Clay*
- *Lesson 14: The Value of Self-Discipline – Mountain Climbing*
- *Lesson 15: The Value of Resilience – Diamond*
- *Lesson 16: The Value of Influence – Candle*

# DISC PERSONALITY PROFILE ASSESSMENT & WORKSHOP

The  
MAXWELL  
**DISC**  
METHOD

## **THE LAW OF AWARENESS:**

*You must know yourself to grow yourself.*

### **Through the Maxwell DISC Profile workshop, you will explore ways to:**

Apply the Law of Awareness to recognize your strengths and limitations.

Overcome your shortcomings and clear the path for personal and professional growth.

Understand how others are different and how to work with each personality.

Build a stronger team that communicates, appreciates the style of others and works well together.

Learn effective strategies for handling conflict and personality clashes.

Develop yourself and others to be their best.

### **What if you could tap into your greatest motivations and dramatically improve your relationships and accelerate your results?**

Your individual personality affects every aspect of your life. That's why one of the best things you can do to grow yourself and others is to understand your personality and what naturally drives you. When you recognize your strengths and weaknesses, you are able to give your best as you work with people around you.

**D** Dominant ▪ Driver

**I** Influencing ▪ Inspiring

**S** Stable ▪ Steady

**C** Compliant ▪ Correct

### **Get along with anyone, even if you're not a "people person".**

Everyone you encounter is motivated differently, communicates differently, and views tasks and relationships differently. The Maxwell DISC Profile Workshop will help you achieve greater success when you learn to value your strengths as well as those of others.



**"Knowing how to get along with people"  
requires... Understanding People**



# 15 LAWS OF GROWTH

## 1. The Law of Intentionality



*Growth doesn't just happen.*

## 2. The Law of Awareness



*Know yourself to grow yourself.*

## 3. The Law of the Mirror



*See value in yourself to grow yourself.*

## 4. The Law of Reflection



*Pause to let growth catch up.*

## 5. The Law of Consistency



*Consistency keeps you growing.*

## 6. The Law of Environment



*You need a conducive space to grow.*

## 7. The Law of Design



*Maximize growth with strategies.*

## 8. The Law of Pain



*Setbacks are growth opportunities.*

## 9. The Law of the Ladder



*Character drives personal growth.*

## 10. The Law of the Rubber Band



*Growth stops if you stop stretching.*

## 11. The Law of Trade-Offs



*Give up to grow further.*

## 12. The Law of Curiosity



*Stimulate growth by asking "why".*

## 13. The Law of Modeling



*Great mentors speed up your growth.*

## 14. The Law of Expansion



*As you grow, so will your capacity.*

## 15. The Law of Contribution

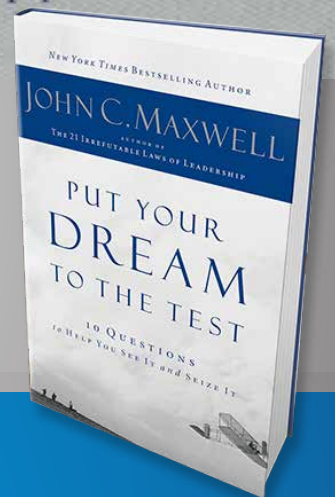


*As you grow, you can grow others.*

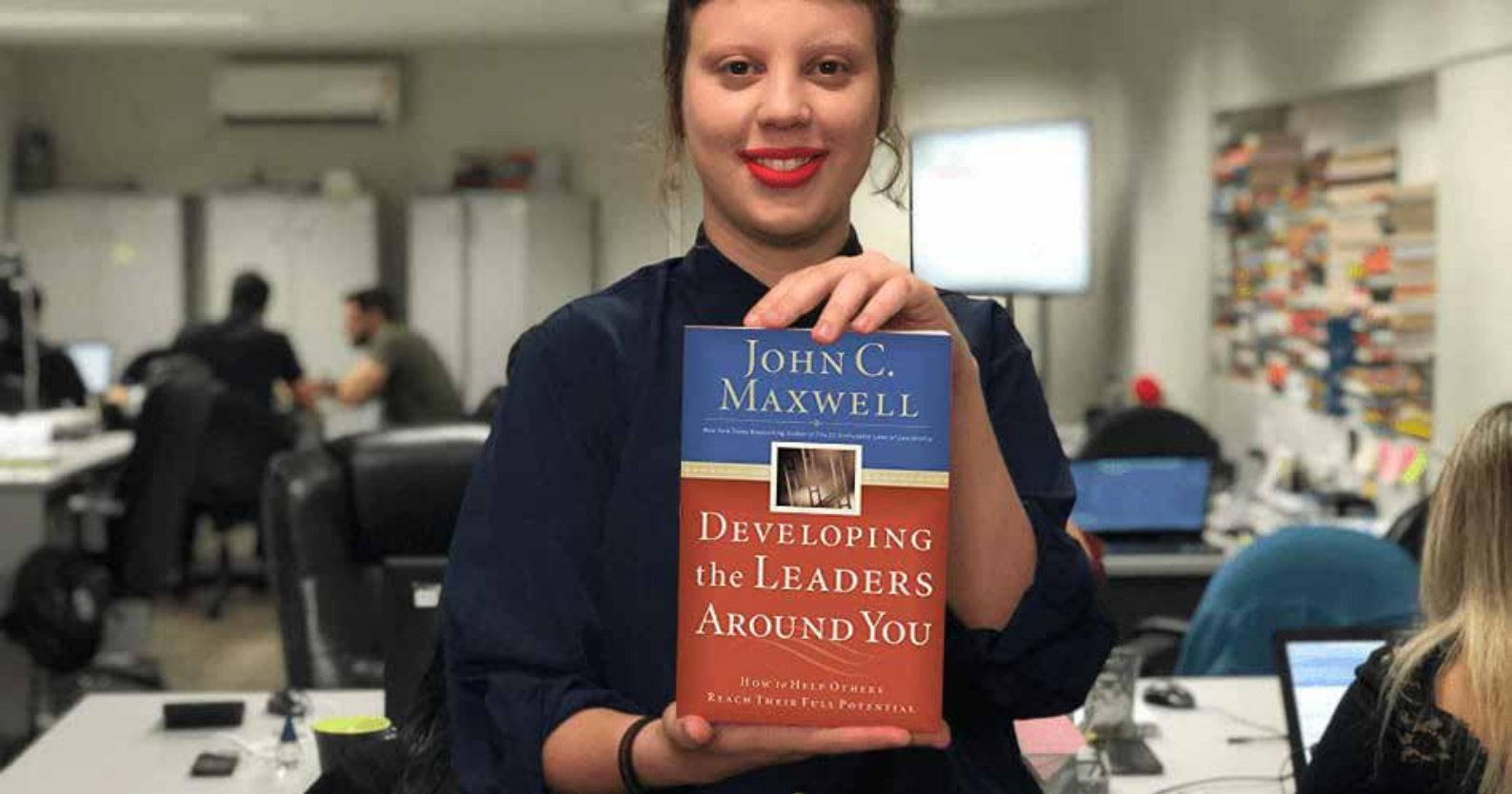
# PUT YOUR DREAM TO THE TEST

10 QUESTIONS  
to HELP YOU SEE IT *and* SEIZE IT

"It's one thing to have a dream.  
It's another to do the things needed  
to achieve it." John Maxwell



1. The Ownership Question: Is My Dream Really My Dream?
2. The Clarity Question: Do I Clearly See My Dream?
3. The Reality Question: Am I Depending on Factors Within My Control to Achieve My Dream?
4. The Passion Question: Does My Dream Compel Me to Follow It?
5. The Pathway Question: Do I Have a Strategy to Reach My Dream?
6. The People Question: Have I Included the People I Need to Realize My Dream?
7. The Cost Question: Am I Willing to Pay the Price for My Dream?
8. The Tenacity Question: Am I Moving Closer to My Dream?
9. The Fulfillment Question: Does Working Toward My Dream Bring Satisfaction?
10. The Significance Question: Does My Dream Benefit Others?



*IF YOU REALLY WANT TO BE A SUCCESSFUL LEADER, YOU MUST DEVELOP OTHER LEADERS AROUND YOU. YOU MUST ESTABLISH A TEAM.*

### *Course Content*

*Chapter 1 – Am I Raising Up Potential Leaders?*

*Chapter 2 – Creating a Climate for Potential Leaders*

*Chapter 3 – Identifying Potential Leaders*

*Chapter 4 – Nurturing Potential Leaders*

*Chapter 5 – Equipping Potential Leaders*

*Chapter 6 – Developing Potential Leaders*

*Chapter 7 – Forming a Dream Team of Leaders*

*Chapter 8 – Coaching a Dream Team of Leaders*

*Chapter 9 – Realizing Value to and from Leaders*

*Chapter 10 – Reproducing Generations of Leaders*



# DEVELOPING THE LEADER WITHIN YOU

*YOU CAN'T LEAD ANYONE ELSE FURTHER THAN  
YOU HAVE GONE YOURSELF.*

## **Course Content**

- The Definition of Leadership: Influence*
- The Key to Leadership: Priorities*
- The Foundation of Leadership: Character*
- The Ultimate Test of Leadership: Creating Positive Change*
- The Quickest Way to Gain Leadership: Problem Solving*
- The Extra Plus in Leadership: Attitude*
- The Heart of Leadership: Serving People*
- The Indispensable Quality of Leadership: Vision*
- The Price Tag of Leadership: Self-Discipline*
- The Expansion of Leadership: Personal Growth*

A close-up photograph of two hands holding two interlocking puzzle pieces against a warm, orange-toned background. The puzzle pieces are light orange and have a classic interlocking shape. The hands are positioned as if they are about to connect the pieces.

# EVERYONE COMMUNICATES FEW CONNECT

The most effective leaders know how to connect with people. It's not about power or popularity, but about making the people around you feel heard, comfortable, and understood.

- *Connecting Increases Your Influence in Every Situation*
- *Connecting is All About Others*
- *Connecting Goes Beyond Words*
- *Connecting Always Requires Energy*
- *Connecting is More Skill than Natural Talent*
- *Connectors Connect on Common Ground*
- *Connectors Do the Difficult Work of Keeping It Simple*
- *Connectors Create an Experience Everyone Enjoys*
- *Connectors Inspire People*
- *Connectors Live What They Communicate*

# HOW SUCCESSFUL PEOPLE THINK

Pocket Guide to Thinking  
*11 Types of Thinking That Will Change Your Life*

Seeing the Wisdom of Big-Picture **Thinking**  
Unleashing the Potential of Focused **Thinking**  
Discovering the Joy of Creative **Thinking**  
Recognizing the Importance of Realistic **Thinking**  
Releasing the Power of Strategic **Thinking**  
Feeling the Energy of Possibility **Thinking**  
Embracing the Lessons of Reflective **Thinking**  
Questioning the Acceptance of Popular **Thinking**  
Encouraging the Participation of Shared **Thinking**  
Experiencing the Satisfaction of Unselfish **Thinking**  
Enjoying the Return of Bottom-Line **Thinking**



# BECOMING A PERSON OF INFLUENCE

## *Course Content*

- A Person of Influence Has Integrity with People*
- A Person of Influence Nurtures Other people*
- A Person of Influence Has Faith in People*
- A Person of Influence Listens to People*
- A Person of Influence Understands People*
- A Person of Influence Enlarges People*
- A Person of Influence Navigates for Other People*
- A Person of Influence Connects with People*
- A Person of Influence Empowers People*
- A Person of Influence Reproduces Other Influencers*



# THE 21 IRREFUTABLE LAWS OF LEADERSHIP

*Highly recommended course for top leadership*

*To lead yourself, use your head;  
to lead others, use your heart.*

1. *The Law of the Lid: Leadership Ability Determines a Person's Level of Effectiveness*
2. *The Law of Influence: The True Measure of Leadership Is Influence – Nothing More, Nothing Less*
3. *The Law of Process: Leadership Develops Daily, Not in a Day*
4. *The Law of Navigation: Anyone Can Steer the Ship, But It Takes a Leader to Chart the Course*
5. *The Law of E.F. Hutton: When the Real Leader Speaks, People Listen*
6. *The Law of Solid Ground: Trust Is the Foundation of Leadership*
7. *The Law of Respect: People Naturally Follow Leaders Stronger Than Themselves*
8. *The Law of Intuition: Leaders Evaluate Everything with a Leadership Bias*
9. *The Law of Magnetism: Who You Are Is Who You Attract*
10. *The Law of Connection: Leaders Touch a Heart Before They Ask for a Hand*
11. *The Law of the Inner Circle: A Leader's Potential Is Determined by Those Closest*
12. *The Law of Empowerment: Only Secure Leaders Give Power to Others*
13. *The Law of Reproduction: It Takes a Leader to Raise Up a Leader*
14. *The Law of Buy-In: People Buy into the Leader, then the vision*
15. *The Law of Victory: Leaders Find a Way for the Team to Win*
16. *The Law of the Big Mo: Momentum Is a Leader's Best Friend*
17. *The Law of Priorities: Leaders Understand That Activity Is Not Necessarily Accomplishment*
18. *The Law of Sacrifice: A Leader Must Give Up to Go Up*
19. *The Law of Timing: When to Lead Is as Important as What to Do and Where to Go*
20. *The Law of Explosive Growth: To Add Growth, Lead Followers – To Multiply, Lead Leaders*
21. *The Law of Legacy: A Leader's Lasting Value Is Measured by Succession*



SOMETIMES YOU  
**WIN**  
SOMETIMES YOU  
**LOSE**  
**LEARN**



**WINNERS MAY NOT BE THE  
BRIGHTEST PEOPLE IN THE  
CROWD, BUT THEY ARE EAGER  
AND TENACIOUS.**

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<i>Chapter Twelve .....</i>	<i>Maturity – The Value of Learning</i>
<i>Chapter Thirteen .....</i>	<i>Winning Isn't Everything, But Learning Is</i>

# 5 THE LEVELS OF LEADERSHIP

## 5 PINNACLE

Respect

People follow because of who you are and what you represent.



## 4 PEOPLE DEVELOPMENT

Reproduction

People follow because of what you have done for them.



## 3 PRODUCTION

Results

People follow because of what you have done for the organization.



## 2 PERMISSION

Relationship

People follow because they want to.



## 1 POSITION

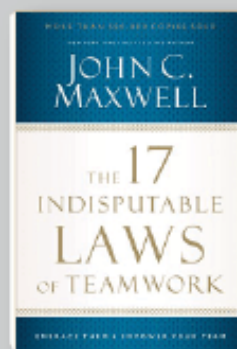
Rights

People follow because they have to.



# “ The 17 Indisputable Laws of Teamwork

- John C. Maxwell



## COURSE CONTENT

- 1 THE LAW OF SIGNIFICANCE - One Is Too Small a Number to Achieve Greatness
- 2 THE LAW OF THE BIG PICTURE - The Goal Is More Important Than the Role
- 3 THE LAW OF THE NICHE - All Players Have a Place Where They Add the Most Value
- 4 THE LAW OF MOUNT EVEREST - As the Challenge Escalates, the Need for Teamwork Elevates
- 5 THE LAW OF THE CHAIN - The Strength of the Team Is Impacted by Its Weakest Link
- 6 THE LAW OF THE CATALYST - Winning Teams Have Players Who Make Things Happen
- 7 THE LAW OF THE COMPASS - Vision Gives Team Members Direction and Confidence
- 8 THE LAW OF THE BAD APPLE - Rotten Attitudes Ruin a Team
- 9 THE LAW OF COUNTABILITY - Teammates Must Be Able to Count on Each Other When It Counts
- 10 THE LAW OF THE PRICE TAG - The Team Fails to Reach Its Potential When It Fails to Pay the Price
- 11 THE LAW OF THE SCOREBOARD - The Team Can Make Adjustments When It Knows Where It Stands
- 12 THE LAW OF THE BENCH - Great Teams Have Great Depth
- 13 THE LAW OF IDENTITY - Shared Values Define the Team
- 14 THE LAW OF COMMUNICATION - Interaction Fuels Action
- 15 THE LAW OF THE EDGE - The Difference Between Two Equally Talented Teams Is Leadership
- 16 THE LAW OF HIGH MORALE - When You're Winning, Nothing Hurts
- 17 THE LAW OF DIVIDENDS - Investing in the Team Compounds Over Time



Brother James the founder of The International Leadership Training Institute is also one of the Executive Directors of John Maxwell Team. Till December 2020, brother James traveled 76 countries and taught on Leadership and other related subjects to more than 2000 different events. He is a successful businessman and involved in many national and international organizations. Learning and Teaching is his passion. He loves to see people's lives changed and go to the next level in every area of their lives. Brother James loves challenging environments and new things daily. Faces and places are his favorite. Brother James is a Licenced Consultant, Trainer, Coach and also a Transformational Speaker.

## OUR PARTNERS IN LEARNING



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