

# THE CORPORATE CODE

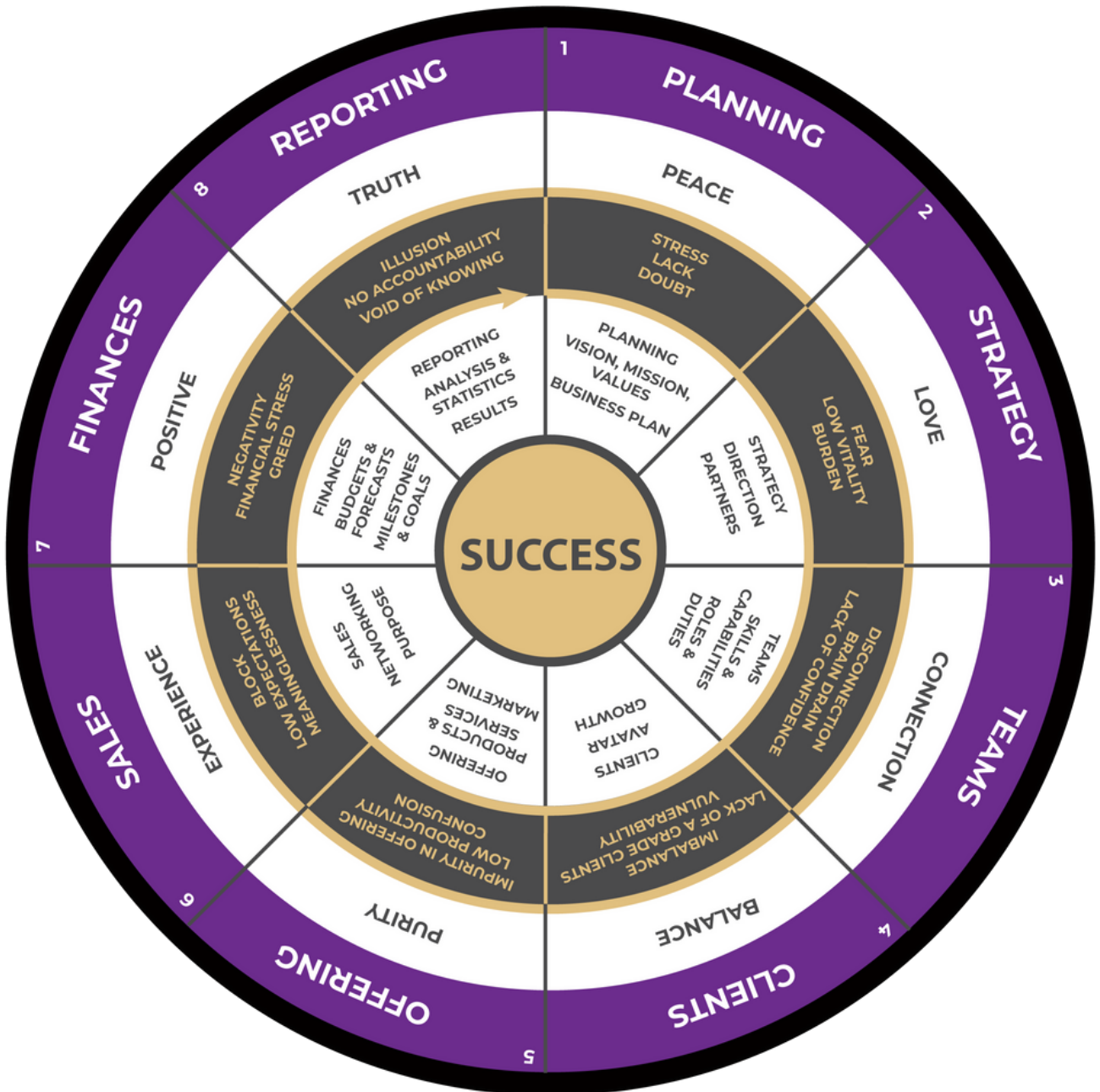
## LEADERS, MINDS & BUSINESSES

THE CORPORATE CODE  
12 STEP PROGRAM

PRACTITIONER MANUAL

MASTERS

# THE CORPORATE CODE WHEEL



# THE CORPORATE CODE WHEEL ORDER



## THE CORPORATE CODE WHEEL ORDER

Numbers		1	2	3	4	5	6	7	8	9
1	TCC Pillar	Planning	Strategy	Teams	Clients	Offering	Sales	Finances	Reporting	Progression
2	TPC Pillar	Peace	Love	Connection	Balance	Purity	Experience	Positive	Truth	NOW BE
3	Mind Contrast	Stress	Fear	Disconnection	Imbalance	Impurity in Offering	Block	Negativity	Illusion	Stuck in Problems
4	Body Contrast	Lack	Low Vitality	Brain Drain	Lack of A Grade Clients	Low Productivity	Low Expectations	Financial Stress	No Accountability	Fear or Failure
5	Soul Contrast	Doubt	Burden	Lack of Confidence	Vulnerability	Confusion	Meaninglessness	Greed	Void of Knowing	No Clear Path
6	Pillar Mind	Planning	Strategy	Teams	Clients	Offering	Sales	Finances	Reporting	Progression
7	Pillar Body	Vision, Mission, Values	Direction	Skills & Capabilities	Avatar	Products & Services	Networking	Budgets & Forecasts	Analysis & Statistics	Achievement
8	Pillar Soul	Business Plan	Partners	Roles & Duties	Growth	Marketing	Purpose	Milestones & Goals	Results	Success
9	AIM	Successful Planning	Successful Strategy	Successful Teams	Successful Clients	Successful Offering	Successful Sales	Successful Finances	Successful Reporting	Successful Progression

# THE CORPORATE CODE 9 X 9 TABLE



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## THE CORPORATE CODE 9 X 9 MATRIX

NUMBERS	NAMES	1	2	3	4	5	6	7	8	9
1	STAGES	FOUNDATION	STABILISATION	ACTIVATION	EXPANSION	OWNERSHIP	MASTERY	SELF-AWARENESS	DISCOVERY	TRANSITION
2	TCC PILLARS	PLANNING	STRATEGY	TEAMS	CLIENTS	OFFERING	SALES	FINANCES	REPORTING	PROGRESSION
3	MIND CONTRASTS	STRESS	FEAR	DISCONNECTION	IMBALANCE	IMPURITY IN OFFERING	BLOCK	NEGATIVITY	ILLUSION	STUCK IN PROBLEMS
4	BODY PILLARS	VISION, MISSION, VALUES	DIRECTION	SKILLS & CAPABILITIES	AVATAR	PRODUCTS & SERVICES	NETWORKING	BUDGETS & FORECASTS	ANALYTICS & STATISTICS	ACHIEVEMENT
5	BODY CONTRASTS	LACK	LOW VITALITY	BRAIN DRAIN	LACK OF A GRADE CLIENTS	LOW PRODUCTIVITY	LOW EXPECTATIONS	FINANCIAL STRESS	NO ACCOUNTABILITY	FEAR OF FAILURE
6	SOUL PILLARS	BUSINESS PLAN	PARTNERS	ROLES & DUTIES	GROWTH	MARKETING	PURPOSE	MILESTONES & GOALS	RESULTS	SUCCESS
7	SOUL CONTRASTS	DOUBT	BURDEN	LACK OF CONFIDENCE	VULNERABILITY	CONFUSION	MEANINGLESS	GREED	VOID OF KNOWING	NO CLEAR PATH
8	CONDITIONS	HIDDEN ANGER	DESPAIR	DISCONNECT	VOID	FEAR	BLOCK	APATHY / ACCEPTANCE OF A NEG	ILLUSION OVER LOSS OF CONTROL	TURMOIL
9	CONTEXT/ AREAS OF LIFE	FOUNDATION	STABILISATION	ACTIVATION	EXPANSION	OWNERSHIP	MASTERY	SELF-AWARENESS	DISCOVERY	PROGRESSION



# THE CORPORATE CODE 12 STEP PROGRAM



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## 12 STEP APPOINTMENT SCHEDULE

DECODE YOUR BUSINESS		RECODE YOUR FUTURE
	REVIEW & REPAIR	RESET & BUSINESS TOOL
PAST - PRESENT		FUTURE - ACTIONS
SET UP	Initial Appointment (up to 1 hour)	Set up & Objectives
1	PREP One – Fix It List	
2	Pillar One – Stress to Planning	Vision, Mission, Values & Business Plan
3	Pillar Two - Fear to Strategy	Direction & Partners
4	Pillar Three - Disconnected to Teams	Skills, Capabilities & Roles, Duties
5	Pillar Four - Imbalance to Clients	Avatar & Growth
6	PREP Two - Fix It List & Progress Report	
7	Pillar Five - Impurity to Offering	Product, Services & Marketing
8	Pillar Six - Blocked to Sales	Networking & Purpose
9	Pillar Seven - Negative to Finances	Budgets, Forecasts & Milestones, Goals
10	Pillar Eight - Illusion to Reporting	Analysis, Statistics & Results
11	Pillar Nine - Past to Progression	Review, Repair, Reset & Next Step Tipping Point Awareness
12	PREP Three - Fix It List & Progress Report	
BONUS	Life / Business Happens	

Note:

- Each Step is four twenty-five-minute sessions (1. Past, 2. Present, 3. Future & 4. Actions) up to 2 hours
- The Expansion Code (Maintenance) programs are available at the completion of The Corporate Code 12 Step Program for continued support and growth of your Business.
- As a referral-based organisation, we greatly appreciate your referrals, reviews and testimonials so others can benefit from our programs.
- Ideal frequency of appointments:
  - The Corporate Code – every 2 weeks
  - The Expansion Code – every 4 weeks



# THE CORPORATE CODE BUSINESS PLAN & TOOLKIT CONTENTS



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## BUSINESS PLAN AND TOOLKIT CONTENTS

PILLAR		BUSINESS EXERCISES & TOOLS
1		Contract to Myself
2	Schedule & Contents	12 Step Appointment Schedule & Business Plan and Toolkit Contents
3	The Wheel of Success	The Corporate Code Wheel
4	<b>Overview</b>	Document Purpose, Term of the Document, Document Motto & Confidentiality
<b>Part A: Business Plan - Acceptance</b>		
<b>What is</b>		
5	Introduction	The Company General Information
6	Pillar 1 Planning Exercise	Vision, Mission, & Values
7	Pillar 1 Planning Exercise	SWOT
8	Pillar 1 Tool	Company Values and Marketing Headings
9	Pillar 1 Tool	Goals & Manifestation
10	Pillar 1 Tool	Insurance
11	Pillar 2 Strategy Exercise	Strategy, Direction, & Partners
12	Pillar 2 Tool	CEO Strategy Hour
13	Pillar 2 Tool	Risk Management
14	Pillar 2 Tool	Mind Sealing
15	Pillar 3 Teams Exercise	Team Roles & Duties
16	Pillar 3 Tool	Team Interview
17	Pillar 3 Tool	Workforce Development / Succession Planning
18	Pillar 4 Client Exercise	Your Avatar
19	Pillar 4 Tool	Client Follow Up Hour
20	Pillar 4 Tool	Body Sealing



# THE CORPORATE CODE BUSINESS PLAN & TOOLKIT CONTENTS



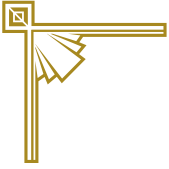
THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

	PILLAR	BUSINESS EXERCISES & TOOLS
21	Pillar 5 Offering Exercise	Offering
22	Pillar 5 Tool	Schedule of Products, Services and Fees
23	Pillar 5 Tool	Marketing Options
24	Pillar 6 Sales Exercise	Purpose Part 1 - Sales
25	Pillar 6 Sales Exercise	Purpose Part 2 – Mind, Body & Soul
26	Pillar 6 Tool	Networking
27	Pillar 6 Tool	Soul Sealing
28	Pillar 7 Finances Exercise	Financial Self-Awareness
29	Pillar 7 Tool	Financial Goals & Milestones
30	Pillar 8 Reporting Exercise	Reporting
31	Pillar 8 Tool	Results
32	Pillar 8 Tool	Release & Allow Sealing
33	Pillar 9 Progression Exercise	Capturing Successes
34	Pillar 9 Tool	Review, Repair, Reset
35	Pillar 9 Tool	Tipping Point
<b>Part B: Business Plan - Awareness To do</b>		
36	Tick of Approval	Checklist and Action Points
37	PREPs	Magic Gifts
<b>Part C: Attachments - Gratitude It's done</b>		

Note:

- Exercise = A once of exercise with your Practitioner at the time of your Business Plan & Toolkit update
- Tool = A tool that you can use at any point throughout the year to support your business





# Contract to Myself

# My Business

I hereby commit to giving my journey of discovery as a Pillar Practitioner my all. I commit to having Acceptance, Awareness and Gratitude for my training, treatments, The Pillar Code, clients, fellow practitioners and all opportunities that come to me.

By signing below, I am making a commitment to positively follow and action the training, acknowledge the authorship of The Pillar Code, respect the purity of the treatments, and have gratitude for the opportunities presented to me. I am excited about being a valued part of the expansion of The Pillar Code. I give myself time and patience to learn, with calmness, control and confidence. I am kind and compassionate to myself and others supporting me along my journey.

I understand that when I focus on my life and business and 'show up' I move toward the life I choose, and that excites me.

With PJ's signature below, I know that PJ and The Pillar Code team are encouraging and supporting me to move forward in confidence, to live and deliver 'A Journey of Healing' to all who choose. I have added my signature to the contract, to give myself the same commitment I deserve to give myself.

I matter and my life and business matter.

\_\_\_\_\_

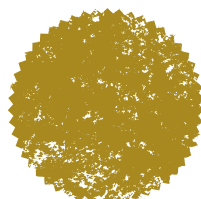
Corporate Coder

Date \_\_\_\_\_

*PJ Ashley*

**PATTI-JANE (PJ) ASHLEY**

CEO & FOUNDER  
THE PILLAR CODE



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## *PEACE*

*"Without your mind knowledge but with your knowing, when experiencing this Peace you are also receiving your greatest gifts of healing in your body where it is required and in your soul. Your mind is not receiving healing in this state because this state is with-out mind."*

## *PURPOSE*

*"Everyone's ultimate Purpose is to connect, to connect themselves and to connect others. This is always done in a way that ultimately gives JOY. For to connect is with JOY; for a life of Purpose must sit with JOY."*

## *PROSPERITY*

*"To sit with Prosperity, you must align it to Purpose and to achieve Purpose, you must sit in Peace. Peace moves you into the understanding of Purpose, and Purpose aligns you into receiving Prosperity, in all forms, in all ways. in all means."*

*By GEORGE*



# 1. OVERVIEW

## THE PILLAR PRACTICE HISTORY

On the 24th of January 2012, PJ received Universally Channelled information for the first time, from Source or group consciousness, what is affectionately known as GEORGE - Globally Enlightened; Origin Restoring; Governing Energy.

The Source information stated that PJ and her former business partner, or 'The Partnership' as GEORGE called them, would receive, develop, deliver, and then teach a new complete healing system that was eventually named - The Pillar Practice. GEORGE said that PJ would write books about the journey and share GEORGE's universal messages with groups of people. PJ's first book, 'It's About Time by George' was released in January 2019. Then PJ co-authored two more books, 'Fast Forward to Success' released on 2nd February 2022, and 'Navigating the Clickety Clack Vol 4' released on 17th February 2023. All three books are Amazon No. 1 Best Sellers in multiple categories.

After working full-time as an executive in the corporate space and spending as much of her spare time working with GEORGE, PJ was encouraged to leave her successful corporate career behind finally, in mid-2013, to give her full attention to the partnership and its incredible work. On 14th November 2013, The Pillar Practice Pty Ltd was born.

The partnership worked from PJ's then-business partners Chiropractic clinic. Those days of receiving, developing and delivering the new program of care were very exciting as the partnership could see the incredible change and results occurring for their clients. Every day was exciting and different as they began to understand the potential of the new healing system. PJ tuned into each client and gave whatever information was required at the time to her business partner and between them, they delivered treatments to their clients.

PJ was told by GEORGE that we would create a 'clinic without walls', and a University. Now known as The Pillar Code Online Universe'ity.

We had also begun to train other people in the new treatments in 2014 and taught four eager trainees. The training was long, complex and challenging and took almost two years to complete. Two of those trainees excelled and progressed into being the senior practitioners and trainers for the newly evolved modality - Locky and Ashlee.

# 1. OVERVIEW

## THE PILLAR PRACTICE HISTORY

The Partnership was under extreme and growing stress in 2016 with a confusing strategy, a failing training program due to its complexity, financial burdens due to overspending in the wrong areas and the new business requiring more support than it had to develop its foundations.

On 14th July 2017, PJ's partner sadly decided to leave the business and walk away from everything they had worked so hard to build. The business went through a very difficult time following this announcement, and PJ, determined to follow through with the dream of having a simple, recognised, and transformational modality, continued on. She also had the task of legally securing the channeled information already received and was determined to honour GEORGE's work. On 4th October 2017, PJ became the sole owner of The Pillar Practice Pty Ltd.

PJ and her two senior practitioners, Locky Gould and Ashlee Innes re-structured and simplified the program and changed the name of the program from The Pillar Practice to The Pillar Code. Twelve months of hard work and support from staff, clients and friends, The Pillar Code received formal recognition as an approved modality and was accepted as an accredited Premium Training Provider through the International Institute for Complementary Therapists (IICT).

The company has grown its strategy to teach The Pillar Code as its primary focus and commenced Practitioner Training in November 2018. Clients come from all over Australia and now reaching the USA, Canada, NZ, the UK, Germany, the Middle East, and Asia and growing, supporting the goal to be a global organisation delivering transformational healing to all who choose to live a better life.

During this time PJ had been developing and delivering The Corporate Code 12 Step program to Leaders, Businesses and Organisations. 19th July 2021 saw the Inaugural Group of Corporate Code Practitioners commence their training. A very exciting time for all who have been on this journey and for those who are just embarking upon it.

# 1. OVERVIEW

## THE PILLAR PRACTICE PTY LTD

The Pillar Practice Pty Ltd (The Company), trading as The Pillar Code, is a personal and professional development training and well-being organisation. Taking individuals and organisations on 'A Journey of Healing', we transform the stresses of Lives, Minds and Businesses by shifting and aligning consciousness to a world of Peace, Purpose and Prosperity.

- **Why are we in business:** There is an epidemic of people suffering from stress, mental health issues, and pain and existing in a fear-based, disconnected walking dead state. We are passionate about supporting people to transform as they wake up and live the life they truly choose, with Peace, Purpose and with Prosperity.
- **Vision:** Impacting A Million Lives
- **Mission:** To provide life-changing & unique training, programs & events that are proven to transform Lives, Minds & Businesses.
- **Corporate Values:** Integrity, Professionalism, Respect, Compassion, and Gratitude
- **The Company's key performance target is 'APE':** To acknowledge the Authorship; maintain the Purity and exponentially Expand the work to the world.

The CEO and Founder, Patti-Jane (PJ) Ashley, has been responsible for receiving, collating, developing and delivering to clients; and training practitioners; what we now know as 'The Pillar Code' signature program for individuals and 'The Corporate Code' advanced program for organisations, and their related programs.

The Company delivers 'The Pillar Code' (TPC) 12 Step Program and The Corporate Code (TCC) and its related programs such as The Connection Code and The Expansion Code. The Company trains practitioners to deliver the programs, and run workshops and retreats with the aim to lift and consciously connect people to the life and business that they are choosing.

The Pillar Code is recognised as an approved modality and accredited training organisation through the International Institute for Complementary Therapists (IICT) in 39 countries. This modality is recognised for professional membership and insurance in the AU / NZ; US; EU; UK; SA; and CA regions.

The company strategy is to teach The Pillar Code and The Corporate Code, to practitioners who then deliver the programs around the world; and connect to Consciously Energised Organisations (CEOs) for greater impact. The Corporate Code's inaugural training group commenced on 19th July 2021.

The Company's Head Office is based in NSW just outside of Canberra, Australia, and has clients from across the world. Supporting the goal to be a global organisation delivering transformational healing to all who choose to live a better life.

## THE FOUNDER



Patti-Jane (PJ) Ashley, the Founder and CEO started the company in 2013 after a successful career in the corporate world. With senior roles including heading the Government and Defence Portfolio of a top 50 ASX company, senior Australian Manager of a German Defence organisation, sitting on various Boards, committees, advisory and voluntary roles, including six years on the Board of Lifeline Canberra, PJ was inspired to make the dramatic sea change back to her original passion - the art of healing.

Along PJ's journey, she has qualified as a Holistic Therapist, Reiki Master and Teacher, and Energetic Healer and has developed very clear Medium and Channel gifts. On the 24th of January 2012, PJ received Universally Channelled information for the first time from 'Source' or 'Group Consciousness', what is affectionately known as GEORGE - Globally Enlightened; Origin Restoring; Governing Energy.

The Source information stated that PJ would receive, develop, deliver, and then teach a new complete healing system that has since been named - The Pillar Code.

GEORGE said that PJ would write books about the journey and share GEORGE's universal messages with groups of people. The full story of the history of The Pillar Practice is in PJ's first book - *'It's About Time by GEORGE.'*

The first nine years of PJ's journey were to establish The Pillar Code 12 Step Program for individuals, 'Lives, Minds & Businesses', including Pillar Practitioner Training. The next stage is to establish The Corporate Code 12 Step Program for organisations, 'Leaders, Minds & Businesses'. The two programs, The Pillar Code and The Corporate Code support and feed into each other, which in turn assists in supporting the growth of each program.

PJ has been assisted by many people on this journey including Master Practitioner, Locky Gould, who has assisted in restructuring and training The Pillar Code Program, creating a powerful modality that is transforming the Lives, Minds and Businesses of many people around the world.

# THE PILLAR CODE EXPLAINED

*Patti-Jane (PJ) Ashley has been key in delivering and developing a new and unique technique, The Pillar Code ™, that is proving very successful in all areas of health care; wellness and lifestyle improvements.*

*The technique is a blend between what we currently know as a Western understanding of diseases, disorders and conditions, both physical and emotional; and combines this with an Eastern and spiritual understanding of energy and healing - Bridging that gap between Newtonian physics and Quantum physics.*

*The technique is non-invasive and treats without the use of medications.*

*The technique is a journey to experience, leaving recipients with a clear understanding of peace, health and the blocks that occur from time to time in our lives and the messages these blocks bring to us.*

*The technique and tools release these blocks, allowing for full and sustained healing on all levels of Life, Mind and Body.*

*Recipients have experienced relief from pain, trauma, anxiety, depression, addiction, and disorders, both known to be treatable and those perceived as un-treatable.*

*Recipients have also experienced significant improvements in lifestyle, relationships, career, finances and general well-being.*

*The technique focuses on connection, to ourselves, our world and our life purpose - our life journey.*

GEORGE

9th January 2014

(Updated 1 April 2018)

# THE CORPORATE CODE EXPLAINED 1

The Corporate Code is a program for leaders ready to use the unique ability to 'Decode Leadership and Recode Business'.

The Corporate Code is delivered personally by a Corporate Code Practitioner and guided by PJ Ashley the CEO and Founder of The Pillar Code & The Corporate Code systems.

The Practitioner utilises the incredible ability to deliver specific information and guidance to target issues and opportunities for all areas of the organisation including, strategy, vision, mission, values, personal and business scheduling, team cohesion, core services, ideal clients, networking, marketing, sales, reporting and leadership and business growth.

This fun, productive, individually supported and outcome-based program allows for the ultimate in Leadership Mentoring and growth for Businesses or Organisations.

The 12 Step Program usually spanning six (6) months takes clients through each step of The Corporate Code Pillars, giving them Clarity, Control and Confidence to take a business to the next level of success. By following The Corporate Code's specific system and framework clients are individually guided every step of the way.

Focusing on reducing stress, lifting joy and organisational value including the bottom line, we take you on a journey of growth and awareness within your business allowing you to really access 'more' of what it is you are choosing.

Ideal for business owners, CEOs, General Managers or Project Managers as well as Team Leaders and Senior Managers.



# THE CORPORATE CODE EXPLAINED 2

The Corporate Code offers specific pinpoint information and guidance for business leaders who know that there is more to access in themselves and their organisations, are success-minded and are driven to move toward being their best.

The Corporate Code process gives you time-specific information; clear messages about your organisation help you with decision making; clearly identifies what is not working and what is; saving you time, money, and mistakes.

- 12 Step structured program
- 6 months of a unique mentorship
- Fortnightly meetings via zoom (or Face 2 Face)
- 9 Key Pillars of business
- 9 structured tasks
- Identifying & clearing your business blocks
- Practical guidance & support
- Specific unique information
- Results-based program
- Accountability & follow-up
- Business Plan & Tool Kit

The Corporate Code is a fun, productive, individually supported and outcome-based program, which provides structured solutions, and unique guidance whilst working ON your business or project of an organisation.

The program's collective framework and tools allow for the ultimate in Leadership, Mentoring, and growth for your leadership and business.

PJ Ashley

CEO & Founder of The Pillar Code & The Corporate Code

# THE CORPORATE CODE GUIDELINES

## Overview

The Pillar Practice Pty Ltd (the company) is a company that expects high standards in its performance, results and its team. With the delivery of our services including our signature program 'The Pillar Code' and 'The Corporate Code' and associated programs, we choose to ensure that the company's great reputation is maintained.

Whilst respecting that Licenced and Trainee Pillar Practitioners own and run their own businesses and are responsible for their own behaviour, you are also representing the company when delivering The Corporate Code.

The following guidelines are in place for the employees and subcontractors of the company and are also guidelines for practitioners. Anyone representing the company whether a team member or practitioner is expected to represent the company with integrity, professionalism, respect, compassion & gratitude, working as one with the goal of:

- Delivering the highest level of customer service and care
- Having a high-energy environment where clients feel relaxed, re-energised and comfortable
- Providing a high-level product that is unique and effective

To achieve this, the company requires you to work in a way that is:

- Cohesive
- Helpful
- Understanding
- Professional
- Uplifting
- Balanced

*Manifestation: The Pillar Code is grateful that we have the best quality team and practitioners to deliver the highest quality of holistic care to all of those who choose a better life.*

# GUIDELINES CONT'D

## Culture & Behaviour

The culture of the company is underpinned by the energy of the staff and practitioners that work within the company values.

### *Integrity, Professionalism, Respect, Compassion, and Gratitude*

The company chooses to create an environment where the team and practitioners:

- Enjoy the work they do
- Feel that they are adequately rewarded
- Feel supported and any issues that arise are dealt with efficiently and effectively
- Are given the opportunity for growth through courses and other avenues for learning
- Are treated regularly themselves, having an opportunity to maintain The Pillar Code treatments

The company chooses to create an environment where the team and practitioners are:

- Cohesive: Working together with all team members as if they are one entity. The team look out for each other, assist each other and provide a fluid and flowing level of service that epitomises a strong team working together.
- Helpful: Assisting both team members and clients wherever possible.
- Understanding: Knowing that people come from different backgrounds, experiences and connections; it is important to be nice, engaging and positive. Some people may be having a tough day and need support from those around them. Always treat team members and clients like you would expect and like to be treated.
- Warm Professionalism: All staff and practitioners are representing the company. Whilst at work the way you dress, talk, interact and work is being watched by clients and the outside world. Act in a professional but friendly manner.
- Uplifting: When you are positive and uplifting, those around you will feel that energy and reflect it back. Even when you are not working it is expected that you talk about the business in a positive light. You are a part of the team and it is a part of you, so treat it with the respect you would treat yourself.

# GUIDELINES CONT'D

Balanced: We work with clients who are often out of balance. By not having balance in some areas of their life or business, the rest of their life starts to erode. To practice what we preach, we are required to make sure that we have appropriate balance in our lives too! Balance can be achieved by managing your work hours, breaks and holidays.

By helping each other we can ensure that our team culture and environment are at the highest levels of connection and positivity allowing for success for all.

*Manifestation: The Pillar Code is grateful for our wonderful environment, with Peace, Purpose and Prosperity, for people to enjoy working with fantastic clients from around the world. The team and practitioners are of the highest calibre and provide a culture of warmth, professionalism and joy.*

*By helping each other we can ensure that our team culture and environment are at the highest levels of connection and positivity allowing for success for all.*

## Licence

Each qualified practitioner will be issued a Licence to practice The Corporate Code.

1. Trainee Licencing -The first day of training (19th July 2021 for Group 1)
2. Provisional Licencing - Completion of fortnightly training and waiting to complete case studies
3. Full Licencing granted - when ONE case study has been submitted and approved.
4. Licencing renewal falls on the anniversary of the first day of training (19th July 2022 for Group 1)

All practitioners are required to renew their TCC Licence annually. This requires the submission of one (1) case study and payment of the Licencing Fee. You will receive reminders of your upcoming renewal via email and are required to pay half of your annual fee before your renewal is processed. Only Licenced Pillar Practitioners trained and Licenced in The Corporate Code are able to take on Corporate Code clients and deliver The Corporate Code, or any part of the program.

*Manifestation: All trained and Licenced practitioners easily maintain their Licence which supports their successful and rewarding businesses.*

# GUIDELINES CONT'D

## Client Fees

Client fees are guided by the company and it is a requirement that you follow the pricing structure. However, as a trainee practitioner, you are able to set your own fees for your case studies.

It is advised that you either take full payment prior to commencing the client's program or have a process such as credit card automation, PayPal or ZipMoney that manages client repayments on your behalf.

*Manifestation: The Pillar Code has appropriate fee structures that reward practitioners for their time and growing skills, experience and expertise and clients pay in full on time.*

## Hours

It is required that you be organised, prepared and on time for your client appointments.

*Manifestation: The Pillar Code works with the best quality staff and practitioners who are punctual, efficient and effective with their work hours.*

## Claims

In no way are you to claim that you can diagnose or cure via The Pillar Code modality, or The Corporate Code program, speak negatively of any professional, being a medical and / or holistic practitioner or business coach from the company's viewpoint, your viewpoint or for your benefit. You cannot alter nor suggest you change a client's professional advisors or systems unless you have appropriate business qualifications i.e. you are an accountant advising to change taxation collection or bookkeeping systems.

*Manifestation: All practitioners support other professionals in the support of their client's growth.*

# GUIDELINES CONT'D

## Membership

It is a requirement that you join IICT (International Institute of Complimentary Therapists) which allows you to access The Corporate Code insurance.

*Manifestation: All practitioners Licenced and in training are members of IICT to support their professional development.*

## Insurance

All practitioners are required to take out insurance for The Corporate Code with an appropriate and approved insurance firm.

*Manifestation: All practitioners Licenced and in training have up-to-date insurance coverage under The Corporate Code.*

## Appointment Book

Energy is best kept at its highest during your working hours, so we, therefore, recommend block booking appointments rather than having big gaps between each appointment. This keeps you and your business flowing effectively, and efficiently and keeps your energy high.

Always schedule time directly before and following your appointments to prepare and complete all administration tasks.

*Manifestation: Practitioners have full block bookings allowing balance in life, efficiency and flow.*

## Scripts

Using scripts for potential clients, new clients and all The Corporate Code appointments keeps you clear, in control and confident in your appointments and your business.

*Manifestation: All practitioners love using scripting to deliver their messages with professionalism and ease for their highest success.*



# GUIDELINES CONT'D

## Dress

As practitioners are representing The Corporate Code, it is advised to dress accordingly and to maintain a professional business appearance.

*Manifestation: The Pillar Code works with staff and practitioners that appear professional and always welcoming.*

## Leave

It is important that you take leave throughout the year to minimise fatigue and low energy. Plan your client appointments in advance and let your clients know ahead of time when you are taking a break where possible.

*Manifestation: The Pillar Code has the best quality of staff and practitioners who effectively manage their long-term energy levels by taking leave at suitable times.*

## Grievances

The company chooses that any interaction with or between practitioners is one that is supportive and professional. However, if there are any grievances then know that we are here to help support you and overcome any grievance, whether with clients or other team members.

*Manifestation: The Pillar Code has created a friendly and peaceful environment where any challenges are resolved swiftly and for everyone's highest and best benefit.*

# GEORGE'S GOLDEN GUIDANCES

## The Corporate Code

- Reduce Stress, lift JOY and increase Productivity and Profitability
- Increases the value of the business, its leaders, teams and clients
- Shifts from the unconscious into the conscious to clear
- Shapes the present to AIM to where they are choosing

## With Clients

- Be confident, honest and punctual
- Only take on clients who ask for your help
- If they are not right let them go

## Building your business

- Plan & Inspect what you expect
- Action & Ask for referrals
- Reward & Look back at your achievements

## In Business

- Be professional
- Be organised
- Be grateful

## Value

- Yourself
- The Pillar Code / The Corporate Code
- Your client

## Stay away from

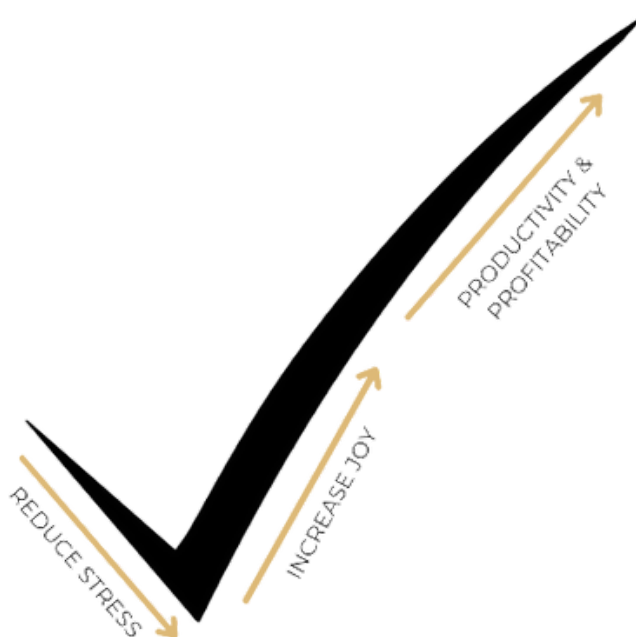
- Speaking about your own problems
- Negativity about yourself or others
- Altering other Professional's advice

## Always know you are

- Supported
- Loved
- Protected

## The most important piece of advice

- Ask for assistance
- There is always a reason
- Enjoy the journey!

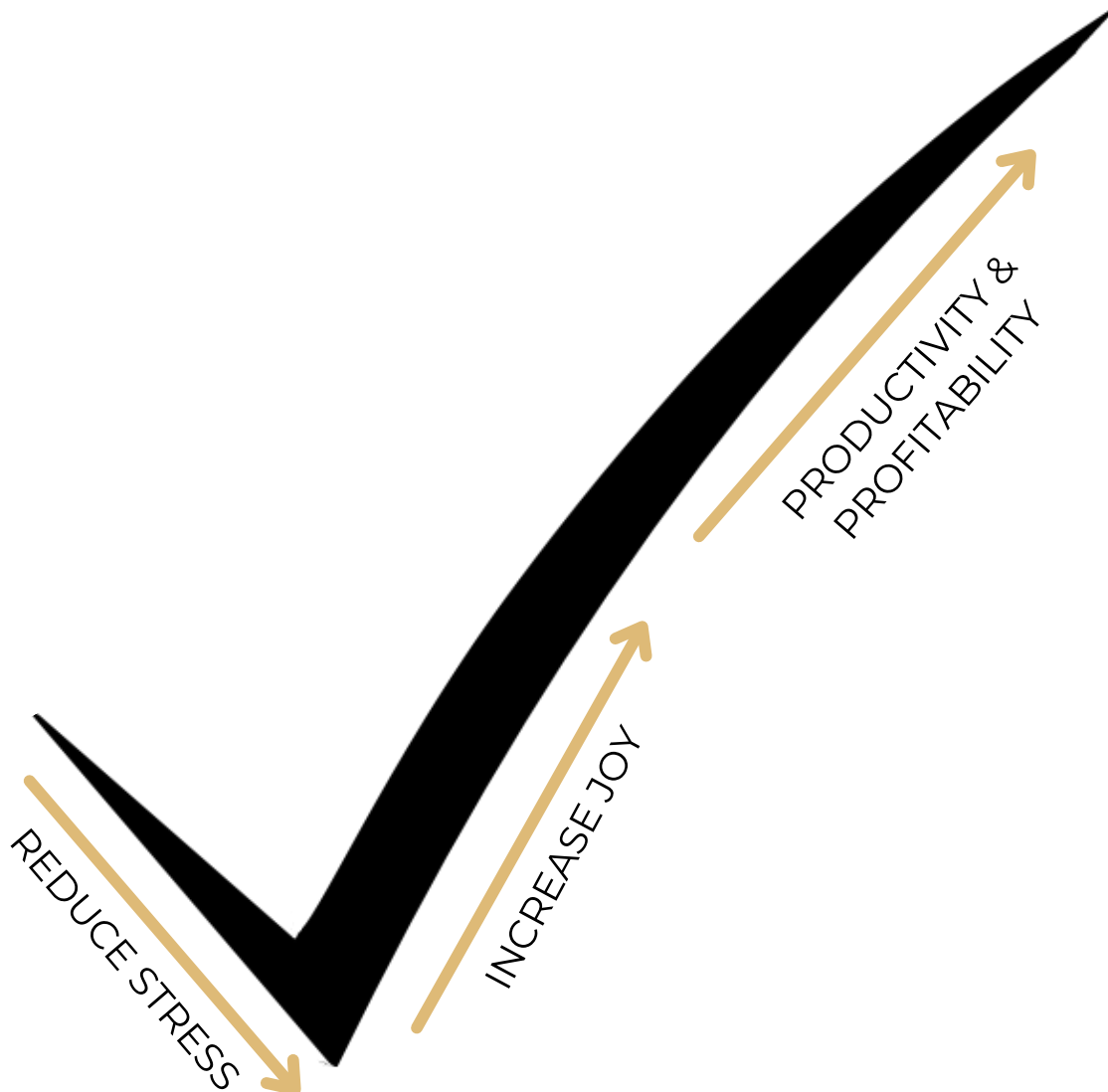


## 3 MAIN PRINCIPLES - TICK OF APPROVAL

The Corporate Code's three main Principles are:

1. Reduce Stress
2. Lift JOY (Journey of Yours) &
3. Lift Productivity & Profitability.

When a business uses these three principles in order, like a 'Tick of Approval' over each Pillar in Business, magic happens, success occurs and the business flows in a positive direction.



# THE CORPORATE CODE MODEL

## THE CORPORATE CODE - SUCCESS MODEL - MIND

Having Clarity, being in Control and having Confidence are the three elements that allow you to have a Vision, deliver on the Mission, and hold your Values.

When all three are attained the 'What' outcome is Success.

Therefore if you are 'without' Success, see where the break is in the flow of business and correct it.



# THE CORPORATE CODE WHAT MODELS

## THE CORPORATE CODE - HAPPY & HEALTHY MODEL - BODY

Being Calm, in Control and Confident are the three elements that allow for making Peace, finding Purpose and creating Prosperity. When all three are attained the 'What' outcome is Happiness and Health. Therefore, if you are 'without' Happiness and Health you can see where the break is in the flow of business and correct it.

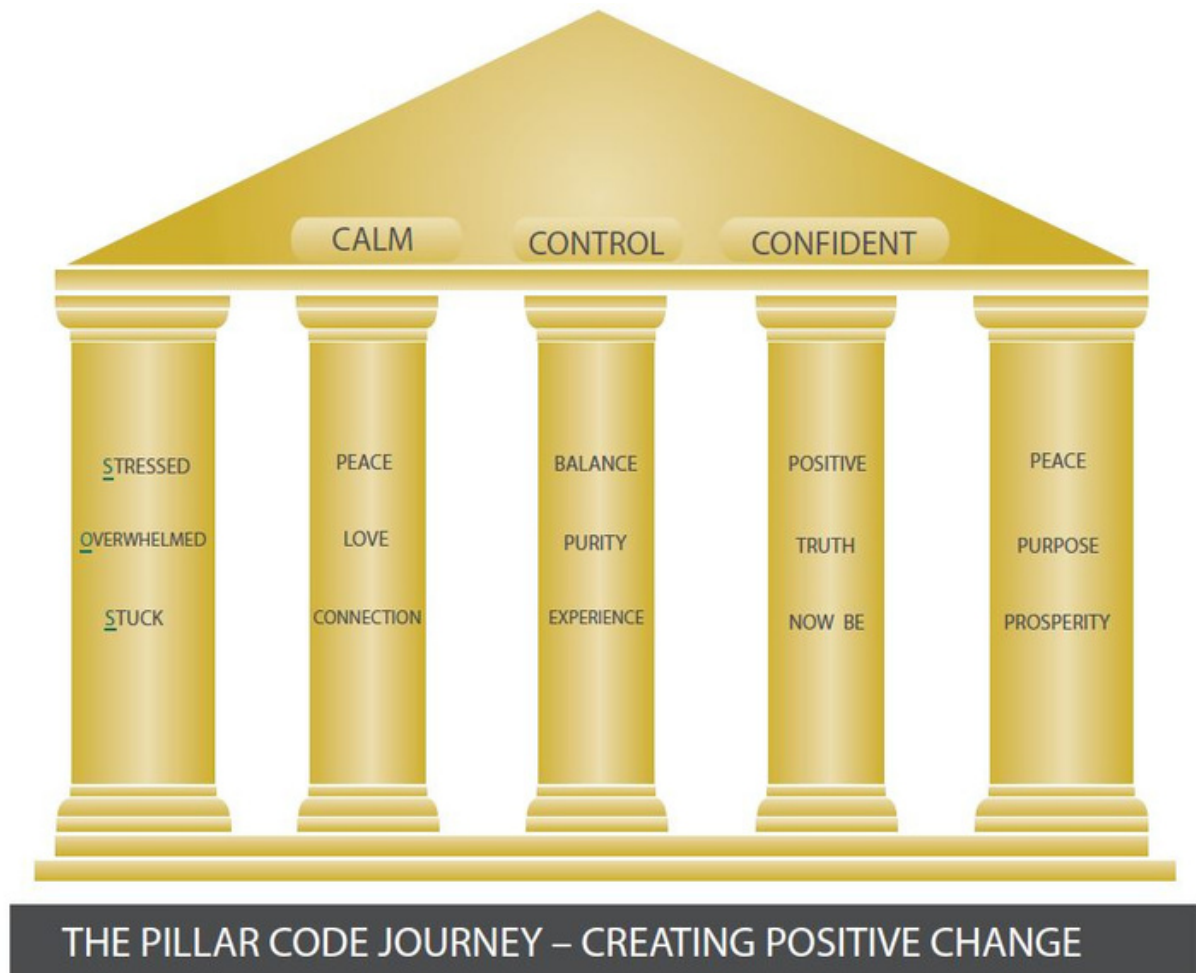


## THE CORPORATE CODE - SUCCESS MODEL - SOUL

Having Acceptance, Awareness and Gratitude are the three elements that allow for having Peace of Mind / being Calm, Manifesting through the Body of life / in Control, and holding Belief in your journey / Confidence. When all three are attained the 'What' outcome is Success in all you choose. Therefore, if you are 'without' Success you can see where the break is in the flow of Manifestation and correct it.



# THE PILLAR CODE JOURNEY



*'The Pillar Code is a journey of experience, expansion and healing.*

*Enjoy the journey' by GEORGE*

# THE CORPORATE CODE JOURNEY



*"The Corporate Code is a journey from confusion to confidence, allowing for the ultimate achievement through clarity.*

*Enjoy the journey" by GEORGE*

## 2. THE PILLAR CODE COMPONENTS

### THE PILLAR CODE HEALING (ENERGY)

#### ATTUNEMENTS

The Corporate Code attunements are what sets The Corporate Code apart from other business programs. Other practitioners may read and 'learn' The Corporate Code technique, but it is the attunement process that truly gifts the ability for someone to be a successful Corporate Code Practitioner. Healing clients at the highest and purest level allows instant universal healing to truly transform people and businesses into their Peace, Purpose and Prosperity.

An Attunement sits at the core of the healing ability and sustainability of The Corporate Code program and its results. It is also the key differentiator of healing capability for a practitioner. The Attunements increase your ability as a healer, constantly upgrading and evolving.

An attunement (*definition: make receptive or aware / make harmonious*), is simply a process whereby you are cleared, directed and guided to connect to the pure path of universal energy, sometimes known as the Love frequency. The cleared energetic path allows for the flow of universal connection - Direction, JOY and the NOW allowing for life force, healing energies and guidance.

Attunements are an energetic adjustment to the client's mind, body and soul in regard to the subject or intent of the attunement ie a Pillar.

The Corporate Code Practitioner is attuned through their initial training and maintains and strengthens these attunements through their own SEALing 'Calming the Mind, Clearing the Body, Connecting the Soul'; with each attunement delivered to their clients; and connecting into regular training and upgrades which lifts the frequency of the attunement. Attunements are constantly upgraded when your journey of healing dictates that you are ready and can be downgraded if you disconnect from your path.

An attuned Corporate Code Practitioner is able to gently and subtly 'clear' and 'attune' clients to each Pillar as per the process of The Corporate Code. Clients maintain and strengthen this attunement through their daily SEALing, connection and awareness.

The Attunements are specifically linked to each Pillar and Condition and also have the ability to clear contrasts, FOGs, PAIN and other negative blocks The Corporate Code process identifies.

The attunements fade and become null and void if the practitioner disconnects from their purity, integrity, and gratitude for The Corporate Code, or if there is malpractice of The Corporate Code.



## THE PILLAR CODE MUSCLE OBSERVATION (MO)

Muscle observation (MO) is our measuring device. It is how we test and measure a stimulus using the human body. There are many forms of MO, however, we have found the greatest results through our hybrid version of MO, which has been derived from Applied Kinesiology (AK), Quantum Neurology (QN) and channelled information through GEORGE.

With the observation, we are measuring a joint complex to see if the nervous system is switching on and creating a lock (L) or switching off and unlocking (UL). You can do this through any lever in the body, however, what we focus on is the shoulder lock (middle deltoid) when face to face or the finger lock (index and middle) when by distance.

It is important to remove your mind from the testing, otherwise, you change the way you test, getting the result you expect, not the result that is connected to the truth. This takes practice and time. You can also turn your head to look left to disconnect the mind.

When testing clients face-to-face through the shoulder lock, we recommend a firm muscle test, rather than a gentle 'intuitive' muscle test. However, if you have been trained in the intuitive muscle test, then continue to use that form, as it can be too difficult to shift the fine muscle memory that is required to test.

The reason behind preferring the firm muscle test is as a client, you would prefer to feel the change yourself kinesthetically, rather than have the feeling of someone pushing down harder. This raises doubt in the process which can lead clients to stop or cancel their care.

When using MO, you explain that you are not going to use the client's name but instead say 'this person', as the name can limit the information gathered concerning the client's complete health of mind, body and soul from this life, past lives and what other names they are known as.

An important guideline is that you can only test with someone's permission. This rule is not only a professional courtesy however, is not your business to randomly test anyone for anything. Once a client has engaged you as their practitioner then you have permission to 'test' for them for the program and their awareness. If the client is unable to give consent such as a child, or someone who is mentally unable and there is a guardian, then the guardian acts on behalf of the client and therefore consents to the testing.

### MO WITH CLIENT TECHNIQUE

1. Position yourself in line with the client's hips whilst facing them.
2. Ask for the client's arm out (45°) and gently hold it just above the wrist bone.
3. Ensure the arm is straight, with their palms facing towards their body.
4. Start with light pressure, slowly building into stronger pressure. Feel for the lock. The slower the better until you build your skill and master the technique.
5. Gently place the client's arm by their side once the testing is complete.

"Bring your arm horizontal and hold it there. This muscle observation isn't a strength test but simply a test to see if you can hold the arm when I press on it. I am looking for it to hold, however, there will be some stimuli that will weaken the lock."

If they held the lock properly: "that's great, all I am looking for is the lock or unlock."  
If they don't hold the lock properly: "a little lighter / a little stronger" – until you feel the correct lock.

It is important to get the client's testing correctly at the start of the program otherwise it becomes more difficult to correct them later in the program.

*Note: Not everyone will test the same. You will build your muscle memory and be able to test different people, as they have different locking / unlocking strengths.*

### SELF-TESTING MO TECHNIQUE:

1. This test uses the index and middle fingers of the left and right hand. With your thumbs touching, place your index and middle fingers together and press your right fingers over your left fingers. Have the pressure pushing between your middle knuckle and the tip of your finger.
2. Start with light pressure, slowly building into stronger pressure. Feel for the lock and the difference between what a lock is and what an unlock is. The slower the better until you build your skill and master the technique.

When you are surrogating for the client with yourself or anyone else you must first ask for permission.

### SURROGATE PERMISSION:

**1. PERMISSION TO TEST, TREAT AND TURN THIS PERSON, THROUGH THIS PERSON AS SURROGATE?**

L: YES

UL: NO

# CALIBRATION

A calibration is purely a tool that is used to gauge where a person is sitting, where they are blocked, where they are hesitating, where they are progressing, where they are manifesting or where they are choosing.

For The Corporate Code, the calibrations are from either Level 1 to Level 10 (therefore in the positive) or Minus 1 to Minus 9 (therefore in the negative). Each number corresponds to The Corporate Code Conditions. Level 10 represents infinity.

CALIBRATIONS ARE USED FOR ALL PILLAR APPOINTMENTS AND CAN ALSO BE USED TO CALIBRATE ANYTHING REQUIRED. FOR EXAMPLE SOMEONE'S CONNECTION TO PROSPERITY.

### 3. CALIBRATION:

3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF PLANNING  
CALIBRATING AT LEVEL 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

3b - THE CONTRAST CALIBRATING AT 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

UL: IDENTIFIES CALIBRATION NUMBER

L: NO

UL: YES

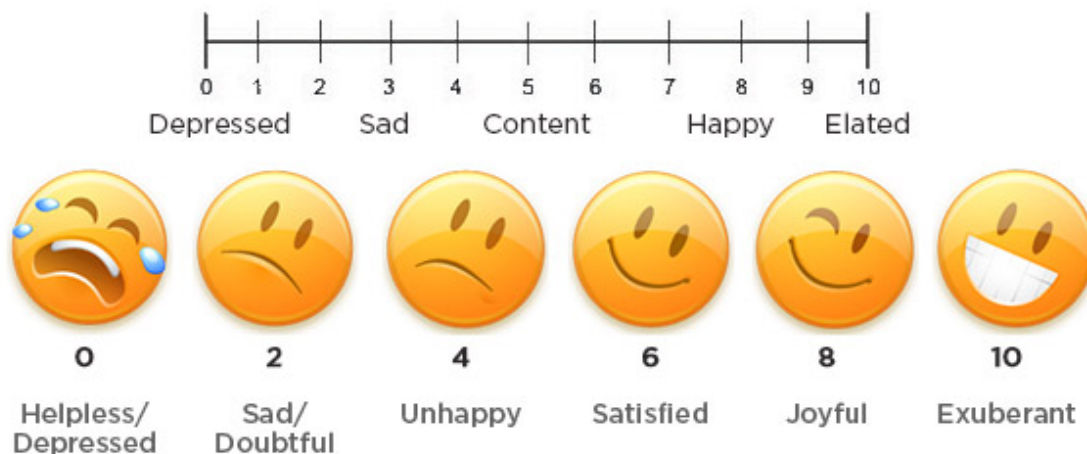
### TREATMENT NOTE EXAMPLES:

L1 - INF AND G3.

CONNECTION TO PARTNERS: MINUS 8 - INF AND G3.

***NOTE:** IN THE VERY RARE CASE THAT THE CALIBRATION IS NOT CLEARED TO 10 / 10 FOLLOWING THE TREATMENT, THEN RECHECK THAT THE CLIENT HAS UNDERSTOOD THE MESSAGE AND / OR LOOK AT POLARITES. IT MAY REQUIRE FURTHER DISCUSSION AND THEN A CONDITION.*

## STATE SCALE



# THE BUSINESS COMPONENTS

Each business, project or organisation has three components that can be identified as either mind, body or soul. Whether that be three divisions, directors, products, locations, capabilities or key personnel with specific characteristics.

The Mind is always the thinking component, the analytical; the body is the function of the business, the services; and the Soul is the purpose and passion, the intuitive.

The Soul sets the strategy (the WHAT), the Mind is the GPS (the HOW) and the Body delivers the desired request (the DELIVERY).

When they are all in their correct roles, they work in flow. When they are disconnected or in incorrect roles, it can be chaos and dysfunction.

You will identify the Mind, Body and Soul components of the business in PREP 1 and this will assist you as you take the client through the Pillars.

## MIND

The thinker, analytical, business engine, could be the Head Office, the finance team, where policy and procedures are actioned or an office manager.

In Contrast: can go into stress, overwhelm and gets stuck - SOS.

## BODY

The body is the main product or service area. Survival is the body's most important business. Without the Body, there is no business. The Business's survival depends on the body maintaining or restoring homeostasis, a state of relative constancy.

In Contrast: low productivity or sales, can put the whole business in jeopardy or vulnerability.

## SOUL

The soul is the life of the organisation, or what gave or kept its life. This could be the owner, head of the department, project manager etc. Responsible for growth, and differentiation. The soul has the passion and drive to go the distance in the business.

In Contrast: this can be a feeling of throwing the towel in, can't keep going, and being exhausted.

It is important that the Mind, Body and Soul all function together, in fine-tuned balance, for the well-being and survival of the business and its success.

To identify the who or what of either mind, body or soul, you can ask your client, scan an organisational chart, Code or MO, looking for a facilitated action (L).

1. THE CONCEPT OF THIS PERSON / AREA OF THE BUSINESS BEING LINKED TO MIND / BODY / SOUL

L: YES

UL: NO

## CONNECTEDNESS - LEVELS

Connectedness levels are simply the various levels or where the testing is connected to, to give the client a deeper and clear link to their messages. Like an onion, there can be multiple layers of a message and testing the Connectedness Level assists to bring further clarity to the message to both the client and practitioner.

The Connectedness Level is used in two ways to bring greater awareness.

1. The overall Level of the clients state of being - the very first test in each PREP; and
2. the level of an Emotion used in all PREP's and Pillars.

### WHEN USED IN PREP TESTING:

Clients can generally start on the outer or Global layers in their first PREP's, depending on how much successful healing they have experienced in the past. Then can move through the levels with each PREP. A major shock, stress or trauma can throw a client back out to Global (Illusion) or Universal (Purpose) as they struggle with the why of the situation. When a client reaches the Internal levels (their true selves) of a PREP you may see the client start to then come back up through External, to Universal etc with greater awareness and therefore healing. It is amazing to see the clients Connectedness Level journey and an important testing in a PREP, which is why it is the very first test that you do in a clients journey and subsequent PREP testing.

Each Connectedness Level has an important message for the client, with no level being more important than another. However, once a client reaches past the outer layers and reaches the Internal this is an important milestone as the Internal Level is where deep-seated, root causes of blocks are laying and the healing is powerful. Connectedness levels are used in two ways.

### WHEN USED IN PREP TESTING:

Connectedness Level testing for a PREP starts from Global through to Internal.

### GLOBAL (NOT USED WHEN CHECKING AN EMOTION)

The Global is the level of Illusion or what is known as 'Maya' in Sanskrit. This is where most of humanity is sitting, completely unconscious and veiled from reality. This may also represent the 'Walking Dead State'.

### UNIVERSAL

The Universal Level is their path, purpose, direction and support. Looking at things from a higher perspective. The 'Why'.

### EXTERNAL

The External Level represents the people and things in their world. Partners, team, suppliers, work, finances, advisors etc around us.

### INTERNAL

The Internal Level is linked to the inner essence of one's life or business. It's their morals, beliefs, values, their perception of self. The 'core' reason of the business.

**FOR PREPS:**

1. THE CONCEPT OF EVERYTHING LINKING INTO THE FIX-IT-LIST, ANYTHING THAT MAY BE VEILED, CONSCIOUS, SUBCONSCIOUS, UNCONSCIOUS OR PARENTAL GUIDANCE, BEING LINKED TO GLOBAL, UNIVERSAL, EXTERNAL, INTERNAL CONNECTION TO GOVERNING ENERGY?

L: NO

UL: YES

**TREATMENT NOTE EXAMPLES:**

GLOBAL - INF & G3.

## WHEN USED IN THE EMOTIONS TESTING:

Once you have identified and Emotion (from pages 31 - 33) you then test for what Connectedness Level it is linked to - Internal, External or Universal i.e. Apathy Internal, External or Universal.

### INTERNAL

The Internal Level is linked to the inner essence of one's life or business. It's their morals, beliefs, values, their perception of self. The 'core' reason of the business.

### EXTERNAL

The External Level represents the people and things in their world. Partners, team, suppliers, work, finances, advisors etc around us.

### UNIVERSAL

The Universal Level is their path, purpose, direction and support. Looking at things from a higher perspective. The 'Why'.

## GLOBAL (NOT USED WHEN CHECKING AN EMOTION)

LEVELS ARE USED ALONGSIDE EVERY EMOTION THAT IS REVEALED AND IDENTIFIES WHAT LEVEL THE EMOTION IS SITTING ON TO ASSIST IN EXPANDING THE MEANING OF THE EMOTION AND WHERE IT IS LINKED TO.

**FOR EMOTIONS:**

1. THE CONCEPT OF THIS BEING ON THE INTERNAL, EXTERNAL, UNIVERSAL LEVEL?

L: NO

UL: YES

**TREATMENT NOTE EXAMPLES:**

APATHY INT - INF & G3.

## CONSCIOUSNESS - GROUPINGS

Consciousness Groupings represent the levels of consciousness or awareness and can allow us to understand which level a block is stuck on.

### GROUP 3 (G3 - CONSCIOUS)

Group 3 represents a Conscious level block. It represents someone that is fully aware of their limits and ready for change, guidance and to action what is required to move them into their Peace, Purpose and Prosperity.

*Like a boat sailing through clear conditions.*

### GROUP 2 (G2 - UPPER SUBCONSCIOUS)

Group 2 is the upper Subconscious level. It represents someone that is in the healing process but it may be slow or painful to release, however, they continue to push through it. There may be some conscious awareness of the block but do not have a clear solution.

*Like a boat sailing through a storm, being rocked and slowed but still moving in the right direction.*

### GROUP 1 (G1 - LOWER SUBCONSCIOUS)

Group 1 is the lower Subconscious level. It represents someone that is in a state of pause. It is unlikely there is any conscious awareness of the block or solution, only the symptoms that have manifested as a result of the block. Feeling stuck or helpless.

*Like a boat that has capsized, still afloat but not moving anywhere.*

### VOID (UNCONSCIOUS)

Void is the Unconscious level. It also represents someone who is in a void state with their situation and / or completely disconnected from what is required to change and action to align them into Peace, Purpose and Prosperity. There is no conscious awareness of the block and therefore no connection to a solution. Abandoned or abandoning themselves.

*You have now lost the boat, swimming around with no direction, completely lost.*

### PARENTAL GUIDANCE (PG)

Parental blocks come from outside of the self, coming from the universal parent. Like a human parent protecting their child from danger, so does the universal parent. You may choose to have a million dollars in the bank, but if that is going to block your desire to connect to your purpose then the universe will block you. Like a parent, they have a greater vision to see into where you are ultimately choosing and therefore will block you from choices that may not serve you. Not the right time in the past.

**GROUPINGS ARE USED IN EACH PILLAR, PREP AND WHEN REQUIRED.**

**1. THE CONCEPT OF THIS BEING LINKED TO CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG)?**

L: NO

UL: YES

**TREATMENT NOTE EXAMPLE:**

**G 1 - INF & G3.**



## CONDITIONS

There have been nine (9) universally downloaded Conditions to decode and recode one's life, through The Pillar Code and business through The Corporate Code. Conditions are likened to a key, that unlocks your ability to move from the negative space (Contrast) one may have been sitting with, into their purity and positivity (Pillar).

What conditions are you putting around total love, acceptance and success?

### CONDITION ONE – HIDDEN ANGER

Hidden Anger is a feeling of frustration, annoyance, anger and / or injustice over something that has or has not happened.

*E.g. Feeling lost with your purpose and holding onto hidden anger against the universe.*

*Looking into the mirror.*



### CONDITION TWO – DESPAIR

Despair is a feeling of loss, sadness, withheld and / or without hope over something that has or has not happened.

*E.g. Someone passed away and you are holding onto the despair.*

*Can't speak up.*



### CONDITION THREE – DISCONNECT

Disconnection towards self, others, path, purpose and / or being present.

*E.g. FOG energies can really disconnect you from your partner or family.*

*Inflexible.*





## CONDITION FOUR – VOID

Void is the nothingness, neutrality and numbness and avoidance. The walking dead state. Or avoidance.

*E.g. Didn't get the job you wanted and you are feeling numb. Soul shifted off to the side.*



## CONDITION FIVE – FEAR

Fear is the feeling of worry, anxiety, the expectation of a negative experience in the future, impending doom and “seeing the worst thing that can happen” type mentality.

*E.g. You have to do a presentation and your nerves are becoming overwhelming. Only looking at one side of things.*



## CONDITION SIX – BLOCK

Block is a feeling of being stuck, prevented, stagnant and literally blocked. Obstacles affecting your life, mind and / or body, stopping you from releasing and moving forward.

*E.g. You are saving for a car but keep getting blocked with your savings. Held back and feeling like you are banging your head against a wall*



## CONDITION SEVEN – APATHY, ACCEPTANCE OF THE NEGATIVE

Apathy is the acceptance of a negative situation. It is a “what’s the point?” attitude, giving up and getting caught in the wave of negativity. Low energy or feelings.

*E.g. My partner is always negative towards my family, it's never going to change, that's just how it is. Taking in the negative from the world.*



## CONDITION EIGHT – ILLUSION OVER LOSS OF CONTROL

People feel they aren't in control of their lives and that life is just happening to them. They forget the power of their own manifestation and intention. Being a victim. When you take back control of your thoughts and your mind, you discover that you can take control of your reality.

*E.g. I have a family so can't live the life I choose. I have no control over the situation. Losing clarity and connection to truth.*



## CONDITION NINE – TURMOIL

Turmoil is the culmination and most extreme of all Conditions. Being in a state of stress and chaos, triggers your adrenals and kidneys. Mild stress is good in our lives as it allows us to adapt and change. Excess stress, beyond our ability to handle situations, creates turmoil.

*E.g. I am too stressed to sleep, I am getting sick and don't know how I can continue. Work is so busy I can't stop. Turmoil of life, mind and body.*



CONDITIONS ARE USED IN EVERY PREP, PILLAR AND LIFE / BUSINESS HAPPENS SESSION.

1. THE CONCEPT OF THIS OVERALL BEING LINKED TO CONDITION 1-3, 4-6, 7-9?

L: NO

UL: YES

TREATMENT NOTE EXAMPLE:

COND 4 - INF & G3.

## POLARITIES

Polarities occur when the Mind, Body and / or Soul aren't switching off. Like a light bulb, you have to be able to switch it on and off when you choose. If you can't switch the light off, you can end up wasting a lot of energy and shorten the life of the bulb. This is the same for the Mind, Body and Soul, if they don't switch off when required, you waste a lot of energy and severely impact the health of one or all of the areas.

### **Mind Polarity - links to the Mind of the Business**

When the mind doesn't switch off - usually due to high stress keeping it active. You are constantly thinking and processing the same topic, finding it very difficult to release thought patterns. Can also be triggered by a traumatic event.

*Located between the eyebrows.*

### **Body Polarity - links to the Body of the Business**

When the body doesn't switch off - usually due to illness or fatigue. The body could be fighting off an infection or has been pushed too far for too long. Like an athlete, the body requires exertion but also rest and recovery.

*Located in the centre of the forehead.*

### **Soul Polarity - links to the Soul of the Business**

The soul acts like a guardian of the mind and body. If the mind and body aren't in a good place, the soul can't switch off as it feels that it constantly has to keep an eye on them. Soul polarity can also come up if you feel completely lost and off track in life. Soul polarity can link to poor sleep patterns, as the soul can't reconnect to source to recharge.

*Located at the top of the head, in the centre.*

POLARITIES ARE CHECKED AT EVERY PREP. HOWEVER, POLARITIES CAN COME UP IN A TREATMENT AT ANY TIME. YOU CLEAR POLARITIES WITH A CONDITION. SOMETIMES THIS MAY ONLY BE ONE CONDITION FOR ALL POLARITIES, OTHER TIMES YOU MAY REQUIRE A CONDITION FOR EACH POLARITY.

**1. THE CONCEPT OF THIS PERSON / BUSINESS SITTING WITH POLARITY?**

L: YES

UL: NO (No further testing required)

**2. THIS BEING LINKED TO POLARITY OF MIND; BODY; SOUL**

(Test one at a time)

L: YES

UL: NO

**3. THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9? (Test one at a time)**

L: YES

UL: NO

**TREATMENT NOTE EXAMPLE:**

**POLARITY: MIND - COND 1; BODY - COND 7; SOUL - NIL - INF & G3.**

# EMOTIONS

## HIGH TO LOW

### UPPER LEVEL EMOTIONS - GRATEFUL

- ENLIGHTENMENT: union with all, the highest in consciousness
- EUPHORIA: ecstasy and extreme joy / happiness, perfection
- SUPPORT: feeling the support
- TRUST: having trust on all levels
- TRUTH: being able to see the truth in the situation
- COMPLETENESS: feeling complete, oneness
- CONNECTEDNESS: a feeling of connectedness
- REASON: understanding the deeper reason
- PEACE: being at peace

### MIDDLE LEVEL EMOTIONS - POSITIVE

- JOY: extreme happiness, your compassion, a verb of love
- LOVE: expansion energy, allows for healing
- HARMONY: frequency being in alignment
- PURPOSE: either your overall or your purpose in a specific context
- PATH: the path and direction you are on
- ACCEPTANCE: accepting what is
- WILLINGNESS: willingness to do anything
- NEUTRALITY: neither moving forward nor moving back i.e. car analogy
- COURAGE: ability to face your fears and move forward

### LOWER LEVEL EMOTIONS - NEGATIVE

- PRIDE: “if it is going to be, then it is up to me” or “if I don’t, who will?” mentality
- DESIRE:
  - Empathy: being influenced by others’ feelings and emotions
  - Coming from the wrong place: choosing from fear, negativity, lack or illusion
  - Not being able to see what one has: grass is always greener effect
- GUILT: of something that you have done or haven’t done
- GRIEF: a feeling of loss
- ANGER: frustration or annoyance
- APATHY: what’s the point
- FEAR: a feeling of danger or threat
- SHAME: a feeling of being less than or not enough
- ABANDONMENT: isolation, feeling alone

# EMOTIONS TESTING ORDER

## UPPER LEVEL EMOTIONS - GRATEFUL (Above Peace)

- PEACE: being at peace
- REASON: understanding the deeper reason
- CONNECTEDNESS: a feeling of connectedness
- COMPLETENESS: feeling complete, oneness
- TRUTH: being able to see the truth in the situation
- TRUST: having trust on all levels
- SUPPORT: feeling the support
- EUPHORIA: ecstasy and extreme joy / happiness, perfection
- ENLIGHTENMENT: union with all, the highest in consciousness

## MIDDLE LEVEL EMOTIONS - POSITIVE (Above Courage)

- COURAGE: ability to face your fears and move forward
- NEUTRALITY: neither moving forward nor moving back i.e. car analogy
- WILLINGNESS: willingness to do anything
- ACCEPTANCE: accepting what is
- PATH: the path and direction you are on
- PURPOSE: either your overall or your purpose in a specific context
- HARMONY: frequency being in alignment
- LOVE: expansion energy, allows for healing
- JOY: extreme happiness, your compassion, a verb of love

## LOWER LEVEL EMOTIONS - NEGATIVE - (of Abandonment)

- ABANDONMENT: isolation, feeling alone
- SHAME: a feeling of being less than or not enough
- FEAR: a feeling of danger or threat
- APATHY: what's the point
- ANGER: frustration or annoyance
- GRIEF: a feeling of loss
- GUILT: of something that you have done or haven't done
- DESIRE:
  - Empathy: being influenced by others' feelings and emotions
  - Coming from the wrong place: choosing from fear, negativity, lack or illusion
  - Not being able to see what one has: grass is always greener effect
- PRIDE: "if it is going to be, then it is up to me" or "if I don't, who will?" mentality

Emotions are messages. It is our emotions that illustrate how we are interacting with life. Something happens (stimuli), and our reaction produces an emotion. The response comes from a combination of our nature (genetics) and nurture (environment). Through testing the emotions, we can understand what the response has been and on what level of consciousness. Through Acceptance, Awareness and Gratitude (AAG) of this, the reaction can start to be controlled whenever we are exposed to the same stimuli again.

There are 27 Emotions with three options (Int, Ext, Uni) meaning 81 message options, as each Emotion can vary in its meaning depending on the level tested.

**EMOTIONS ARE USED IN EACH PILLAR AND PREP AND CAN BE USED IN LIFE / BUSINESS HAPPENS APPOINTMENTS.**

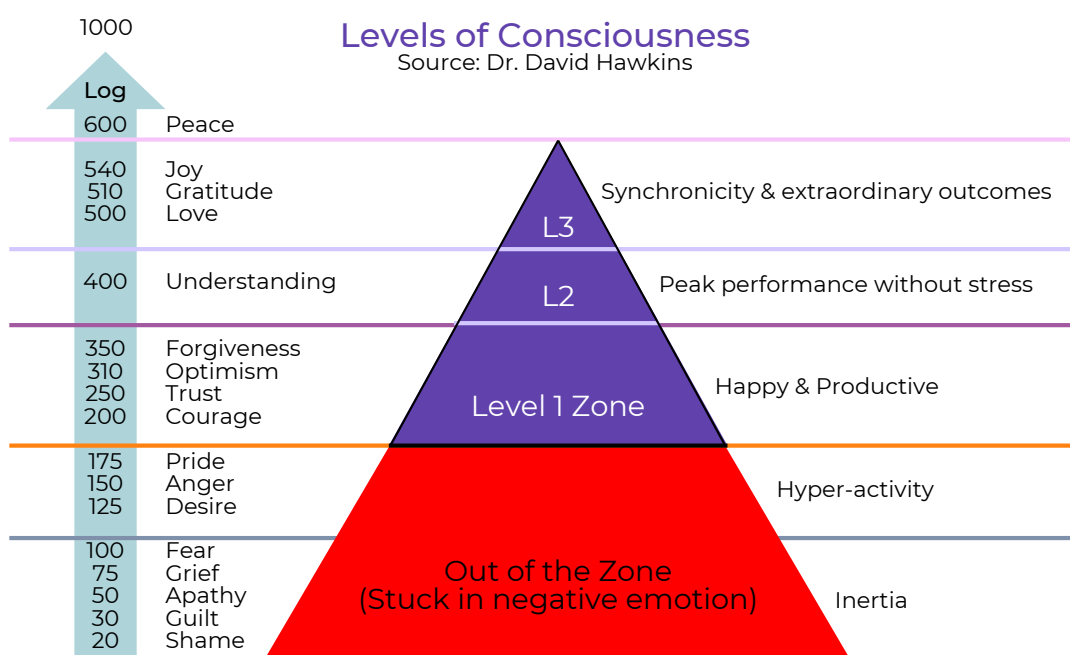
**1. THE CONCEPT OF THIS BEING LINKED TO AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT . . . ? AND THIS BEING ON THE INTERNAL, EXTERNAL, UNIVERSAL LEVEL?**

L: NO FOR EMOTION - NO FOR LEVEL  
 UL: YES FOR EMOTION - YES FOR LEVEL

**TREATMENT NOTE EXAMPLE:**  
 TRUST EXT - INF & G3.

## CONSCIOUSNESS LEVELS LINKED TO EMOTIONS FROM DR DAVID HAWKINS

The image below shows Dr David Hawkins work on the Levels of Consciousness. The Pillar Code and The Corporate Code emotions are linked to Dr Hawkins work, along with other links and information received on emotions. Note that there are more emotions within The Pillar Code and The Corporate Code, and the order is slightly different.





## CHAKRAS

The Sanskrit word 'Chakra' literally translates to wheel or disk. In Yoga, meditation and Ayurveda, this term refers to wheels of energy throughout the body. There are seven main Chakras, which align the spine. Starting from the base of the spine through to the crown of the head. To visualise a chakra in the body, imagine a swirling wheel of energy where matter and consciousness meet. This invisible energy called Prana is the vital life force, which keeps us vibrant, healthy and alive.

These Chakras correspond to massive nerve centres in the body. Each of the seven main Chakras contains bundles of nerves and major organs as well as psychological, emotional and spiritual states of being. Since everything is moving, it is essential that our seven main Chakras stay open, aligned and fluid. If there is a blockage, energy cannot flow. Think of something as simple as your bathtub drain. If you allow too much hair to go into the drain, the bathtub will back up with water, stagnate and eventually, bacteria and mould will grow. So, it is too with our bodies and the Chakras.

Keeping a Chakra open is a little more of a challenge, but not so difficult when you have awareness. Since mind, body and soul are so intimately connected, awareness of an imbalance in one area helps bring the others back into balance.

## THE CORPORATE CODE AND CHAKRAS

Testing and explaining the chakras to business clients is purely optional and should be approached carefully or not at all, depending upon the client.

With every Pillar that is delivered by an attuned Corporate Practitioner, it is connecting Universal Energy to Earth through that client's alignment or through that client's treatment. So, the client is also gifting their treatment to Mother Earth or the planet.

We are morphing with the planet. We are utilising far more than we are gifting and with this particular energy, we receive from the Point of Halo and then gift to Earth without even knowing it through the connection of our Earth Chakra.

Whenever you receive healing, love, and light energy, the counterbalance is to release and clear and this is done in Earth.

To release enables receiving and to receive enables release, as this is the Universal circle of life. This process takes place through the Point of Halo to receive and to the Earth to release, cleanse and clear. This process is a natural energetic flow that is the gratitude of life, the Golden Thread, or paying it forward and is one's appreciation and gratitude for what we receive from Universal Parent and Mother Earth. This is one of the main concepts and defining principles of The Pillar Code and The Corporate Code, the trilogy of life.

## 1. EARTH CHAKRA - A PILLAR CODE GIFT

The eighth chakra; Earth, is The Pillar Code gift. Each living thing is connected to Universe and Earth and is like a conductor between the two. When you receive Universal energy, healing energy and love, it grounds itself through the body to Earth, much the same as lightning searches for a way to ground itself to Earth. The Earth is like the uterus for a baby, is our nurturing force. The Earth Chakra is your connection, release, appreciation and your gratitude for Mother Earth.

**COLOUR: DARK BROWN**

## 2. BASE CHAKRA

The Chakra of stability, security and our basic needs. It encompasses the first three vertebrae, the bladder and the colon. When this Chakra is open, we feel safe and fearless.

**COLOUR: RED**

## 3. SACRAL CHAKRA

This Chakra is our creativity and sexual centre. It is located between the superior aspect of the pubic bone and the umbilicus and is responsible for our creative expression.

**COLOUR: ORANGE**

## 4. SOLAR PLEXUS CHAKRA

This Chakra is our source of personal power. It is located between the umbilicus and the inferior aspect of the sternum.

**COLOUR: YELLOW**

## 5. HEART CHAKRA (There are two Heart Chakras, one major, one minor)

The connection between matter and soul, uniting the lower Chakras of matter and the upper Chakras of soul. Also, the soul / spiritual serves as a bridge between our body, mind, emotions and soul. It is our source of love and connection.

**COLOUR: GREEN / PINK**

The higher heart chakra is a minor chakra located between the throat and the heart chakra. The colour is golden pink, and the characteristics streaming in the ray are bliss, comfort, enlightenment, and breath. It is also the centre, which records trauma and pain.

The lower heart chakra is a major chakra located in the middle of the chest, near the heart. The heart chakra colour is green. The chakra is associated with healing, balance, harmony, care, and kindness.

## 6. THROAT CHAKRA

This is in the area of the throat. This is our source of verbal expression and the ability to speak our highest truth. The Throat Chakra includes the neck, thyroid, parathyroid glands, jaw, mouth and tongue.

**COLOUR: BLUE**



### 7. THIRD EYE CHAKRA

This is located between the eyebrows. It is our centre of intuition. We all have a sense of intuition, but we may not listen to it or heed its warnings.

COLOUR: INDIGO

### 8. CROWN CHAKRA

The Crown Chakra, or the 'Thousand Petal Lotus' Chakra, is located at the crown of the head. This is the Chakra of enlightenment and spiritual connection to our higher selves, others and ultimately to the divine.

COLOUR: VIOLET / GOLD

### 9. POINT OF HALO CHAKRA

The central point of the Point of Halo is located 6 inches or 15 cm above the Crown and radiates out in a circle or halo from there. It is the combination of all Chakras and is the Energy centre of divine Love and is the ultimate point of the soul consciousness or Love.

When someone is expanded in their highest form of consciousness or Love, this Chakra radiates at a very high frequency, giving a Halo effect. When the highest consciousness or Love is strong and flowing the person is in Peace, Purpose and Prosperity and is the purest form of the person's presentation.

When someone is in their lowest consciousness or in fear, the person is in a state of stress, meaningless and lack. In this state, the Chakra is dull and casts a heaviness and shadow which disconnects this person from their true self.

COLOUR: WHITE

CHAKRAS CAN BE USED IN PREP AND WHEN REQUIRED.

1. THE CONCEPT OF THIS BEING LINKED TO THE EARTH, BASE, SACRAL, SOLAR PLEXUS, HEART, THROAT, THIRD EYE, CROWN, POINT OF HALO?

L: NO

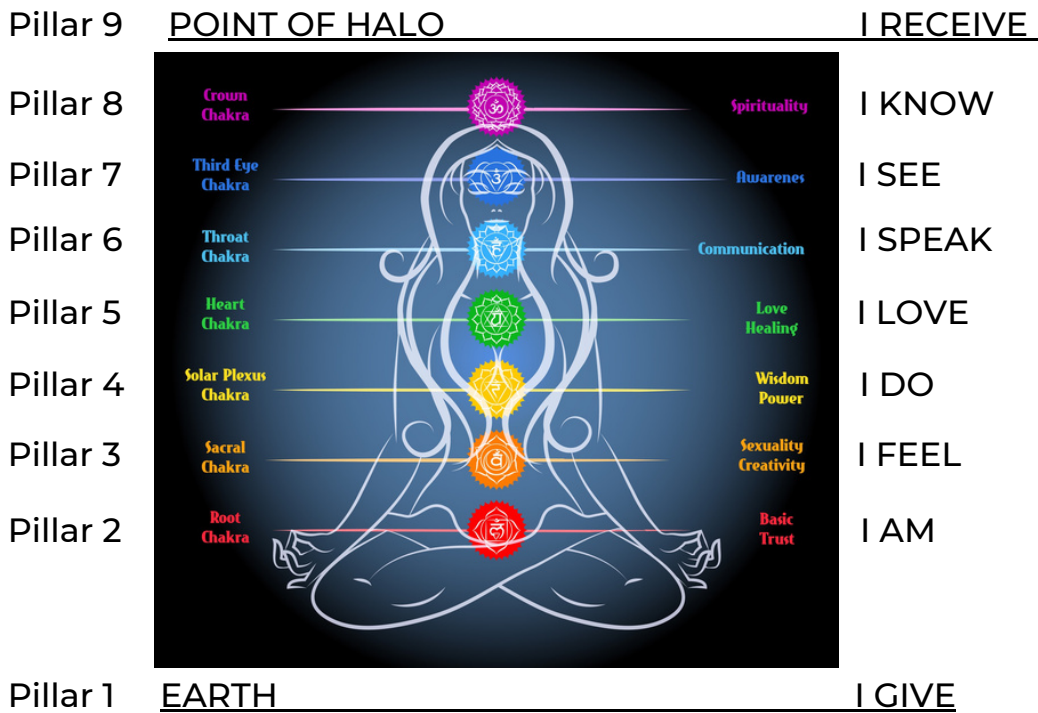
UL: YES

\* THERE IS ALSO THE OPTION TO DO A SCAN OF EACH CHAKRA, WHEN THEIR HOLD BECOMES WEAK OVER A PARTICULAR CHAKRA IT MEANS THERE IS A WEAKNESS OR BLOCK.

TREATMENT NOTE EXAMPLE:

EARTH CHAKRA - INF & G3.

# CHAKRA CHART



**Crown Chakra** (Sahasrara)  
Connection to the divine



**CROWN CHAKRA** - The highest Chakra represents our ability to be fully connected spiritually.  
**Location:** The very top of the head.  
**Emotional issues:** Inner and outer beauty, our connection to spirituality, pure bliss.  
**Physical association:** Pineal gland, brain, nervous system.

**Third Eye Chakra** (Ajna)  
Intuition, sense of purpose and direction in life



**THIRD EYE CHAKRA** - Our ability to focus on and see the big picture.  
**Location:** Forehead between the eyes. (Also called the Brow Chakra)  
**Emotional issues:** Intuition, imagination, wisdom, ability to think and make decisions.  
**Physical association:** Pituitary gland, eyes, sinuses.

**Throat Chakra** (Vishuddha)  
Self-expression



**THROAT CHAKRA** - Our ability to communicate.  
**Location:** Throat.  
**Emotional issues:** Communication, self-expression of feelings, the truth.  
**Physical association:** Thyroid, respiratory system, teeth, vocal cords.

**Heart Chakra** (Anahata)  
Love, relationships and self-acceptance



**HEART CHAKRA** - Our ability to love.  
**Location:** Center of chest just above heart.  
**Emotional issues:** Love, joy, inner peace.  
**Physical association:** Heart, thymus, lower lungs, circulatory system, immune system.

**Solar Plexus Chakra** (Manipura)  
Personal power and ability to channel



**SOLAR PLEXUS CHAKRA** - Our ability to be confident and in-control of our lives.  
**Location:** Upper abdomen in the stomach area.  
**Emotional issues:** Self-worth, self-confidence, self-esteem.  
**Physical association:** Central nervous system, pancreas, liver, digestive tract, skin.

**Sacral Chakra** (Swadhisthana)  
Sexuality and pleasure



**SACRAL CHAKRA** - Our connection and ability to accept others and new experiences.  
**Location:** Lower abdomen, about 2 inches below the navel and 2 inches in.  
**Emotional issues:** Sense of abundance, well-being, pleasure, sexuality.  
**Physical association:** Reproductive organs, kidneys, bowels, immune system.

**Root Chakra** (Muladhara)  
Career, money mindset and sense of belonging



**ROOT CHAKRA** - Represents our foundation and feeling of being grounded.  
**Location:** Base of spine in tailbone area.  
**Emotional issues:** Survival issues such as financial independence, money, and food.  
**Physical association:** Spine, rectum, legs, arms, circulatory system.

# FOGS

FOGs are negative energies that exaggerate a negative emotion, feeling, sensation, symptoms and conditions and affect our entire energetic field or aura. They can cause us to act and behave impurely and 'out of character' as well as tie us into the disconnect, void and contrast of life and business.

There are different levels of FOGs, each having a different meaning and impact. Everyone understands when they're sitting with high or low energy, although not many understand the importance of energy. Whether it is food, people, or places, what they are feeling and connecting to is energy.

## 1. FOG

FOG is the easiest to pick up when low and negative or around negative people. It is the easiest to clear and affects our general mood and health. Associated with feeling foggy or brain fog.

## 2. DEEP FOG

Is picked up from a particular past event or situation and stays with us like a negative souvenir and sabotages our abilities from moving forward. Linked to PTS (Post Traumatic Stress).

## 3. MUD (MEMORY UNDER DARKNESS)

Is with us from conception and is a part of our personality / control drama. This is the negative emotion we retreat to when someone or something pushes our buttons.

## 4. DESTRUCTIVE ENERGY

This is our self-sabotaging energy.

## 5. 5TH ELEMENT

Contorts the mind, body and soul and can be linked to spinal torsion and physical pain. The 5th element also represents energy from a past life.

## 6. VOID OF GOLDEN THREAD

The golden thread is the helping hand of universal support through one's journey, so being void of this keeps one isolated and disconnected and feeling that "I'm alone", "it's up to me" etc. You can be tied to a dark thread, linking to different people.

## 7. OUTER / BEYOND

Is a Negative energy that makes you focus on the negative and expand the negative. Regardless if something good or bad happens, it will make you focus on the bad.

## 8. SEED

Planting a seed of doubt that could have come from anywhere or anyone in the past. It is a very negative expectation destroying belief.

## 9. ETERNITY

Exaggerates the inability to conclude.

As this world lives in duality, we are exposed to both high energy vibration and low energy vibrations. FOGs information has been gifted to define the various frequencies of low energy vibration and are cleared through Pillar treatments.

FOGS ARE TESTED IN EACH PREP, PILLAR AND AS REQUIRED. IF A PERSON OR BUSINESS IS SITTING WITH FOGS, THE MESSAGE AND TREATMENT IS TO IDENTIFY THE FOG, REVEALING AN EMOTION AND / OR CONDITION.

1. THE CONCEPT OF THIS BUSINESS SITTING WITH FOG 1-3, 4-6, 7-9?

L: NO  
UL: YES

2. THIS BEING LINKED TO AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT . . . .?

THIS BEING ON THE INTERNAL, EXTERNAL, UNIVERSAL LEVEL?

L: NO FOR EMOTION - NO FOR LEVEL  
UL: YES FOR EMOTION - YES FOR LEVEL

3. THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9?

L: NO  
UL: YES

TREATMENT NOTE EXAMPLES:

MUD - INF & G3.

DESTRUCTIVE - PRIDE UNI - INF & G3.

OUTER / BEYOND - COND 3 - INF & G3.

MUD - APATHY INT - CONDITION 4 - INF & G3.



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# PAINS

PAIN is an acronym for 'Pleasure Attained In the Negative'. It is an energetic dysfunction on the mind, body and / or soul level, with the purpose to expand our awareness of a message. Like an energetic splinter, it is sharp and specific in location, unlike the FOGs that affect the entire energetic field.

We are usually drawn to pleasure and avoid pain. When we receive the pleasure in the negative and don't get the message, then the PAIN must intensify until we do get the message. E.g. when you put your hand on something hot your nerves pick up the heat, and the message goes to the brain, which then signals to the muscles to instantaneously remove the hand. If the message doesn't get through this feedback loop, then the hand will be damaged. Therefore, the pain will be increased until the messages have been received. This isn't just on the physical, but also the mental and energetic levels and our life.

When discussing PAIN of Mind, Body and Soul link the descriptions below to the areas of the business that you have identified as the Mind of the business, the Body and Soul. Example: PAIN of Mind 3 / 10 would mean the Mind area of the business is in a disconnect.

## MIND - LINK TO THE MIND OF THE BUSINESS

Pain of mind is when the mind is disconnected, negative, in fear, doubt and overthinking. You are thinking in a certain way which is no longer serving you.

## BODY - LINK TO THE BODY OF THE BUSINESS

Pain of body is when the client has physical issues, tension, dysfunction and physical pain within the body.

## SOUL - LINK TO THE SOUL OF THE BUSINESS

Pain of soul is when the client is disconnected from a sense of purpose, has lost meaning and lost joy and happiness within their life.

**PAIN IS TESTED IN PREPS AND WHEN REQUIRED. IF A PERSON / BUSINESS IS SITTING WITH PAIN, THE MESSAGE AND TREATMENT ARE BY IDENTIFYING A CONDITION. TEST FOR A CONDITION FOR EACH MIND, BODY AND / OR SOUL.**

**1. THE CONCEPT OF THIS PERSON / BUSINESS SITTING WITH PAIN OF MIND, BODY, SOUL (Test one at a time)?**

L: YES

UL: NO

**2. THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9?**

L: NO

UL: YES

### TREATMENT NOTE EXAMPLES:

**PAIN OF MIND: COND 3 - PAIN OF BODY: COND 4 - PAIN OF SOUL: COND 6 - INF & G3.**

**PAIN OF MIND AND SOUL: CONDITION 2 – PAIN OF BODY: CONDITION 8 – INF & G3.**

# ULTIMATE PERMISSION (UP)

This is the permission that your mind, body and soul give to heal. This is important as you may consciously be choosing healing and success, but if sub / unconsciously or on the physical / soul level you aren't choosing to heal or succeed, it can block you. You can go and see as many practitioners and modalities as you like, but nothing will shift if you don't have the UP.

*“Choose the what and allow the how... Give it UP to Universe.”  
by GEORGE & PJ*

Test for the priority (either 1, 2, or 3,) in each section:

Test for the priority:

1. MIND
2. BODY
3. SOUL

Test for the priority:

1. ABILITY  
Your belief that you have the ability to heal.
2. CHOOSING  
Your choosing to heal.
3. TIMING  
Your perception of the time it takes to heal. Can also be 'soul timing' when the soul has set its time to heal.

Test for the priority:

1. ADJUSTMENT  
Your ability to make the adjustment in your life to heal.
2. CONNECTION  
Requirement to be reconnected to the healing.
3. SUSTAINING  
Can hold healing for short periods of time but can't sustain.

Test for the priority:

1. EXPERIENCE  
A requirement for a challenging experience on the mind / body / soul.
2. PRIDE  
Feeling like you must do it on your own, not allowing for help.
3. ACHIEVEMENT  
Increasing the challenge so you feel you have a great sense of achievement.

1. THE ULTIMATE PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S CALIBRATING AT LEVEL 1-5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

2. THE BLOCK PRIMARILY COMING FROM THE MIND, BODY, SOUL?

L: NO

UL: YES

3. LINKING INTO THE ABILITY, CHOOSING, TIMING?

L: NO

UL: YES

4. REQUIREMENT FOR ADJUSTMENT, CONNECTION, SUSTAINING?

L: NO

UL: YES

5. CHALLENGE REQUIREMENT FOR EXPERIENCE, PRIDE, ACHIEVEMENT?

L: NO

UL: YES

## ENERGY

Energy is the fuel tank of a person or business's mind, body and soul.

Each area is tested for a calibration (level 1 - 10, minus 1 – minus 9). Each number represents the condition that the energy of the mind / body / soul is sitting with.

1. THIS PERSON'S / BUSINESS'S MIND / BODY / SOUL ENERGY CALIBRATING AT LEVEL 1-5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES



## KEYS (SHRINES)

The keys are located on the shoulders and are indicators of anxiety and a depressed state. You are looking for a calibration (level 1 - 10, minus 1 - minus 9). Each calibration level represents the condition that the energy of the mind / body / soul is sitting with.

### LEFT KEY (LEFT SHRINE)

Represents anxiousness levels.

### RIGHT KEY (RIGHT SHRINE)

Represents a depressed state.

1. THIS PERSON'S / BUSINESS'S LEFT KEY / RIGHT KEY CALIBRATING AT LEVEL 1  
5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

Post-traumatic stress (PTS) is a group of stress reactions that can develop after we witness a traumatic event, such as death, serious injury or sexual violence to ourselves or to others. PTS can happen after we've been through a traumatic event or repeated trauma exposure. Clients can hold onto these events in the subconscious and unconscious and not be aware of their reactions. We test to see if there are links to trauma from their past to the blocks they have now.

*Note: You are not diagnosing Post Traumatic Stress Disorder (PTSD). This is only an indicator that the mind, body, and / or soul is being triggered on this PREP level.*

1. THIS PERSON'S / BUSINESS'S PTS CALIBRATING AT LEVEL 1 - 5, LEVEL 6 - 10,  
MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

2. THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL, BEING  
RECENT?

L: YES

UL: NO

(IF ORIGINAL) LINKED TO START OF BUSINESS - 5, 5 - 10, 10 - 15, 15 - 20 (AND SO  
ON)? OR

(IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD GOING BACK  
DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO

UL: YES

UL: IDENTIFIES POD



## POD

POD stands for 'Point of Disease', 'Point of Disorder', or 'Point of Destruction'. Another way to look at it is the 'Point of Origin'.

It is used to identify a point in time within the client's life or business that has been linked to the message, Pillar or Treatment. This can be identified as an age, a date or a point in time.

You first identify if you are finding a point of 'Origin' - which is the first time this occurred. If so you then start from the conception of the person's life or the beginning of the business.

If it tests 'Recent' - then you start by testing if it is days, weeks, months or years ago. Then test for the numbers going back from the present day. Eg. your message is linked to 7 weeks ago.

PODS ARE TESTED IN PREPS AND EACH PILLAR PART ONE (BODY) SESSION AND CAN BE USED WHEN REQUIRED.

1. THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL, BEING RECENT?

L: YES

UL: NO

(IF ORIGINAL) LINKED TO START OF BUSINESS - 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)? OR

(IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD GOING BACK DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO

UL: YES

TREATMENT NOTE EXAMPLES:

POD: 31 YEARS OLD - INF & G3.

POD: 3 WEEKS AGO - INF & G3.

POD: 24TH MARCH 2020 - INF & G3.

## RESILIENCE TO STRESS

This represents the resilience that the client has to stress within their life. Including mental, body and life stress. This is also linked to the Business's mind, body & soul.

1. THIS PERSON'S / BUSINESS'S RESILIENCE TO ALL FORMS OF STRESS  
CALIBRATING AT LEVEL 1-5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

## HAPPINESS

This is the client's overall connection to happiness.

1. THIS PERSON'S / BUSINESS'S OVERALL HAPPINESS CALIBRATING AT LEVEL 1-5,  
LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

# THE CORPORATE CODE STAGES

## 1. FOUNDATION

This is the most important stage and the first step to any journey. Imagine you are a skyscraper. Without a solid foundation, no matter how well the rest of the building is built, it is likely to crumble and fall. Our foundation starts with the mind, as with the ability to control your mind, you are able to control the way you perceive the world around you. You are able to be less reactive to what life has in store for you.

*“A stable mind is like the hub of a wheel. The world may spin around you, but the mind is steady.”*  
*BKS Iyengar*

## 2. STABILISATION

Once the foundation is laid, then you can build. It is your body that allows for stability. Like a skyscraper, having a great structure that builds upon a secure foundation adds to the stability. If the stabilising elements aren't looked after and well-formed, then, again, the building will fall. Your body must be looked after. Through planning, strategy, balance, reporting etc., you can effectively contribute to the stability of your business.

*“If you don't take care of your body, where are you going to live?”*  
*Unknown*

## 3. ACTIVATION

This is all about activating your life, turning the lights on, bringing meaning and purpose into what you do. Activation is allowing that skyscraper to have purpose and meaning. The lights are turned on in your life through your soul connection. The soul contains your meaning, your purpose, the infinite of knowing. Most people search for their answers externally, by looking within, you are able to activate your business.

*“Purpose provides activating energy for living.”*  
*Mihaly Csikszentmihalyi*

## 4. EXPANSION

Once you are activated, you can then expand your business. The Expansion Stage occurs after The Corporate Code has been completed. Once clients have experienced the foundation, stabilisation and activation of their business, they can then begin to expand into where they choose. Expansion can happen in any aspect of your business but cannot occur before or without the first three stages.

*“The basis of your life: absolute FREEDOM. The purpose of your life: JOY.  
The result of your life: Expansion.”*  
*Abraham Hicks*

## 5. OWNERSHIP

This is about owning your business, with all its ups and downs and taking responsibility rather than pushing it onto something or someone else. Quite often you see people whom you admire immediately diminish their achievements, or on the other end of the scale, see people who blame others for problems in their life. When you understand we are all one and all connected, then you can take ownership of everything in your business. And it is only through ownership that you can expand into the realm of mastery. Ownership is the teacher / student dynamic of business and is also where people choose to become Pillar Code and Corporate Code Practitioners.

*“Most people would learn from their mistakes if they weren’t so busy denying them.”*  
*Unknown*

## 6. MASTERY

It is said that it takes 10,000 hours to master a skill. In its essence, mastery takes repetition, commitment and determination. Once you have taken ownership of who you are, you can develop your skills, including your interpersonal skills. Quite often, life asks you to step up into the realm of mastery, and it is only through repetition, commitment and determination that you can do this. Once a Practitioner has truly Mastered The Pillar Code this is where they choose to guide other Pillar Practitioners.

*“Only one who devotes himself to a cause with his whole strength and soul can be a true master. For this reason, mastery demands all of a person.”*  
*Albert Einstein*

## 7. SELF-AWARENESS

Once you have achieved mastery, you are able to move into self-awareness. You may have been able to achieve mastery in your business, either through skills or talents but true mastery of self allows for self-awareness. When we become truly aware of who the ‘I am’ is, we can understand our place in the universe and connect to the deepest level of truth, allowing you to connect into the vibration of bliss.

*“He who knows other is wise. He who knows himself is Enlightened.”*  
*Lao Tzu*

## 8. DISCOVERY

A child looks at the world with such wonder, as they do not know what things are yet. As we grow up, we get told what things are and categorise our experiences. Unfortunately, this “knowing” hinders our ability to look deeper into the mystery of life and business. By letting go of what we know and remaining open, we can learn so much more about ourselves and the world around us. Discovery is all about learning in the highest capacity, allowing ourselves to tap into the mystery of life. Only then can we truly expand our consciousness.

*“The greatest obstacle to discovery is not ignorance – it is the illusion of knowledge.”*  
*Daniel J. Boorstin*

## 9. TRANSITION

Every beginning requires an ending. It is through death, the releasing, the conclusion, that beginnings can truly take place. Most of us resist and / or fear conclusions, as we tend to move into the mind and not the heart of the matter. We fail to remember the truth that death is an integral part of life. Like the breath, it must begin and be released for the next breath to come on through. Business as in life is a series of transitions, which assist businesses progression. It is through this focus that we must view life, certainty and harmony of beginnings and conclusions.

*“Death may be one of the greatest human blessings.”*  
Socrates

STAGE INFORMATION IS UTILISED IN PREPS AND WHEN REQUIRED. THE STAGE IS NORMALLY IDENTIFIED WITH A PILLAR AND WHETHER IT IS ON THE MIND / BODY / SOUL LEVEL.

1. THE CONCEPT OF THIS BEING LINKED TO STAGE 1-3, 4-6, 7-9?

L: NO  
UL: YES

2. THIS BEING LINKED TO PILLAR 1-3, 4-6, 7-9?

L: NO  
UL: YES

3. BEING ON THE MIND / BODY / SOUL LEVEL?

L: NO  
UL: YES

TREATMENT NOTE EXAMPLE:

S9P3 SOUL - INF & G3.

## STAGE CONTRASTS

It is possible to go through Stage Contrasts. When this happens it is like a Triple Critical (Truth, Contrast, Doubt) and there is a major transition or change ahead. It is likely the business is resisting change and growth and not adapting or trusting that the new Stage unfolds positively.

Test what Stage is being released and therefore what they are moving to.

For example, moving away from Stage 3 Activation in Contrast and doubting Stage 4 Expansion in all forms, stops a person from moving forward and receiving the Expansion ahead of them.

Following on from Stage 7 Self-Awareness in the contrast will bring about a negative expectation into Discovery of Stage 8.  
Clear all Stage Contrasts with a Condition.

# THE CORPORATE CODE - PILLARS

The term 'Pillar' is the foundation of The Pillar Code. By definition, a Pillar is "an upright structure, column or support", "something or someone considered to provide a foundation or support". This definition provides a great representation of what 'Pillars' are (strength and resilience) in The Pillar Code and The Corporate Code. The Pillars builds 'Resilience not Reliance", R&R. Many people require 'Rest and Recuperation from their stresses.

The Acronym for PILLAR is:

- P - Peace
- I - Instilled,
- L - Links
- L - Love,
- A - Attunement &
- R - Repair

The Pillars flow in sequence, connecting to, supporting and advancing the previous Pillars. Each Pillar consists of Mind, Body, Soul and Tool components that align to a Universal value and each with their own unique name, message and vibrational Attunement.

Each Pillar has a contrast or opposite. The Pillar is perceived to be positive and the contrast is perceived to be negative. Clients either experience the Pillar or its contrast.

The Pillar side refers to when you are in a 'connected' state. This is usually identified as a positive and shows you are on track. Contrasts can be experienced to lift awareness of a situation, symptom or block. Once revealed, there is no further requirement for the contrast and it simply disappears. We, therefore, focus on 'Reveal to Heal'.

## THE PILLAR CODE

### PILLAR ONE

Mind: Peace  
Body: Manifestations  
Soul: Belief

### PILLAR TWO

Mind: Love  
Body: Cell Function  
Soul: Joy

### PILLAR THREE

Mind: Connection  
Body: Brain Function  
Soul: Confidence

### PILLAR FOUR

Mind: Balance (Masculine and Feminine)  
Body: Heart and Lung Vitality  
Soul: Strength (Resilience and Vulnerability)

## THE CORPORATE CODE

### PILLAR ONE

Mind: Planning  
Body: Vision, Mission, Values  
Soul: Business Plan & Tool Kit

### PILLAR TWO

Mind: Strategy  
Body: Direction  
Soul: Partners

### PILLAR THREE

Mind: Teams  
Body: Skills & Capabilities  
Soul: Roles & Duties

### PILLAR FOUR

Mind: Clients  
Body: Avatar  
Soul: Growth

**PILLAR FIVE**

Mind: Purity  
Body: PH Balance  
Soul: Clarity

**PILLAR SIX**

Mind: Experience  
Body: Hormonal Balance  
Soul: Purpose

**PILLAR SEVEN**

Mind: Positivity  
Body: Release  
Soul: Gratitude

**PILLAR EIGHT**

Mind: Truth  
Body: Metabolism  
Soul: Knowing

**PILLAR NINE**

Mind: Now  
Body: Wellness  
Soul: BE

**PILLAR FIVE**

Mind: Offering  
Body: Products & Services  
Soul: Marketing

**PILLAR SIX**

Mind: Sales  
Body: Networking  
Soul: Purpose

**PILLAR SEVEN**

Mind: Finances  
Body: Budgets & Forecasts  
Soul: Milestones & Goals

**PILLAR EIGHT**

Mind: Reporting  
Body: Analysis & Statistics  
Soul: Results

**PILLAR NINE**

Mind: Progression  
Body: Review, Repair, Reset  
Soul: Success

PILLAR INFORMATION IS UTILISED IN EACH STEP, PREPS AND WHEN REQUIRED. WHEN USING THE PILLAR AS A MESSAGE IN A PREP AND LIFE / BUSINESS HAPPENS IT IS NORMALLY IDENTIFIED WITH A STAGE AND IF IT IS ON THE MIND / BODY / SOUL LEVEL .

1. THE CONCEPT OF THIS BEING LINKED TO STAGE 1-3, 4-6, 7-9?

L: NO  
UL: YES

2. THIS BEING LINKED TO PILLAR 1-3, 4-6, 7-9?

L: NO  
UL: YES

3. BEING ON THE MIND / BODY / SOUL LEVEL?

L: NO  
UL: YES

**TREATMENT NOTE EXAMPLE:**

S4P6 MIND - INF & G3.

# AREA OF LIFE / BUSINESS

The area of business helps 'put into context' the various messages from The Corporate Code treatments, where blocks may be arising, or where emotional patterns may be holding you back in your business. It may be one, or a number of blocks. You can also test to see how the different areas of life affect other areas. i.e. the block may be coming from 'Purpose' of 'Teams', meaning the team has lost the purpose of what they are doing.

## 1. SELF & HEALTH / PLANNING

Health, mind, body and soul, your perceptions / The Planning of a Business

## 2. PARTNER / STRATEGY

Relationship to partner, romantic or business / Strategy using Business partners

## 3. FAMILY / TEAMS

Immediate, extended and created families / Teams linked to the Business

## 4. FRIENDS / CLIENTS

Friends, acquaintances, work connections / The Clients, external stakeholders

## 5. WORK / OFFERING

Jobs, study and career / The Products & Services Offered

## 6. PURPOSE / SALES

Your purpose with life, path, direction / Sales or productivity & output of a Business

## 7. WEALTH / FINANCES

Value and financial balance of life, savings, assets, investments, debts / Wealth & Value

## 8. LIFESTYLE / REPORTING

Life / work balance, hobbies, eating, exercise / Reporting, research, results of a Business

## 9. JOURNEY / PROGRESSION

All-encompassing life journey / Transition to Review, Repair & Reset the next stage

AREA OF LIFE IS USED IN EACH PILLAR AND CAN BE USED IN OTHER APPOINTMENTS TO PROVIDE ADDITIONAL INFORMATION AND CONTEXT TO THE TREATMENT.

1. THE CONCEPT OF THIS BEING LINKED TO PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, PURPOSE, FINANCES, REPORTING, PROGRESSION?

L: YES

UL: NO

TREATMENT NOTE EXAMPLE:

WEALTH - INF & G3.



# 3. THE CORPORATE CODE PROGRAM

## FIRST STEPS

When you have a potential client, book an Initial Consultation or 'Initial Chat' for 30 minutes, but allocate 45 minutes in your diary.

### INITIAL CHAT

#### IN SUMMARY:

2 minutes of greetings

8 minutes of asking them about their situation / their pain points

8 minutes of explaining The Corporate Code and how it will work i.e. 2 hours per fortnight

8 minutes to answer any questions

2 minutes for closing greeting and next steps

2 minutes to prepare for next discussion

#### GREETING

General greeting to see how their day is and to ease in to a natural flow of conversation.

#### ASK ABOUT THEM

Discover how they have booked the appointment with you. It is usually a referral, however, could be from Google, a flyer, social media or workshop etc. If they have been referred by someone then you are meeting to confirm how they can start working with you.

"So, Jane recommended you, that is wonderful to hear. As we are a referral-based business, we greatly appreciate people like Jane referring people to us. We like to thank those who refer us".

Knowing how a prospective client has found you help guide the conversation.

#### TELL THEM ABOUT THE CORPORATE CODE PROGRAM

Use a description of the program that you are comfortable with and tailor it to the person. I.e. if you DO NOT know them then keep it formal; The Corporate Code program allows you to take your business to the next level whilst reducing stress. giving you access to the messages that shift you from being stuck, into freedom and JOY etc. If you DO know them well then you can make it a little more 'personal' in your language, if you determine it appropriate. But remember, if they have been referred and are speaking to you they are already 'wanting' to buy from you and are just looking for reasons to confirm their decision.

Most importantly, if they are excited and ready to start, then book their PREP 1 and ask them how they would like to pay. Answer any questions and close the conversation on a positive, excited about how they are going to transform through The Corporate Code journey while understanding their current situation.

If they require more information then give them an overview of the program; The Nine Pillars are the universal stepping stones of the life of a business. Explain how the PREPs happen first, in the middle and at the end of the program to assess everything and put it into a comprehensive list that details the symptoms of their business, this is called a 'Fix-it-List'. We look at what WAS, such as patterns that have shaped your business, so that we can identify what has been holding you back in business. We look at what IS, truthfully looking at how your business is now; refer to Areas or Context of Life and how each one is included. "We then look at what you are really CHOOSING and with the tools and techniques from The Corporate Code, we guide you into that position."

Further, explain how we look at their leadership, strategy and neural patterning / language (i.e. positivity). Briefly make aware that the time commitment is up to two hours per fortnight, and to accommodate their lifestyle the appointments can be offered face-to-face or over Zoom (depending on how you like to run your business).

## QUESTIONS

Offer space for questions. Questions are often about the person looking to clear their doubts that the program will help them. If the client has objections then they are unable to understand what you have said, so offer an alternative perspective or different way of thinking about it (whatever the context may be).

*Eg. Ask them "How would you feel in six months' time if nothing has changed in your business and it is in the exact position that it is now? And how would you feel if everything has changed for the better? How exciting that would be!"*

If they have financial objections, offer the payment plan as an option, or an example of how through the program people's finances increase. If they are still offering an objection, if money = value, are they valuing themselves? Do they value the work? If they do not value the work, they do not yet know the value / benefit of the program. Discuss the benefits of having; clarity, more control and confidence in their business. Alternatively, discuss the ease of the process and that all they are required to do is show up as the practitioner guides the process. If it is time, then assure them that they only require up to two hours per fortnight, they just need to show up i.e. it's not a course with study time, however, they will have actions that come up for the benefit of the business's success.

## CONFIRMATION

As soon as they agree to be a client, **STOP TALKING** and book the PREP One appointment straight away. Get their contact and payment details, if you have not already, and conclude the conversation.

## CLOSING

Thank them for their time and conversation and assure them that it is an exciting path that they are about to journey on and show them that you are excited about their choice and journey.

Spend a couple of minutes after they have left, to write your notes and book appointments or next actions in, so it is all done in one session. Note-taking is a very important part of the process.

## NOTE-TAKING

Note-taking is a very important part of The Corporate Codes appointment process. Keeping uniformity across the practitioners with accurate, clear and succinct records of your client's programs helps deliver a professional program with accountability; record keeping for future requirements, such as research, continuing clients programs; and professional accountability.

The Corporate Code has a specific way to keep notes that maintains the quality of the work and is a part of the quality assurance for Licencing and research. The Corporate Code recommends maintaining client documentation for seven years and as per the legal requirement in Australia for most Modalities.

During Appointments, the techniques information is in CAPITALS. The hyphen ' - ' reads as 'linked to' and 'INF & G3.' concludes all treatment notes, meaning it has been checked and cleared to infinity and the information is in the client's consciousness. All actions to be followed up following the appointment are underlined, such as: "Upload the 'Values Document' to the client's folder".

Keeping clear, accurate, timely notes makes your delivery easier, keeps you organised and assists with your future appointments and with your Licencing. It is vital that within the two hours per fortnight, you are taking accurate notes of the client's updates, treatment, Coding, actions required and follow-up required.

*Note: The Admin Package supports you with all of your client's correspondence and organisation.*

## LIST OF DOCUMENTS TO GIVE THE CLIENT

The Corporate Code has specific notes, information, templates and messages to deliver each program.

Give your clients:

- Signed Intake Forms
- The Corporate Code Wheel
- Business Plan & Tool Kit Template
- FOG Exercise from PREP 1
- 3 Magic Gifts
- Recordings

Do not give your clients:

- PREP Fix-it-List Document
- PREP Testing
- Appointment notes

## CLOUD BASED CLIENT INTERACTIVE FOLDER

For every client, whether they be online, by phone or face-to-face, a folder on a cloud-based system must be set up. There are a range of cloud-based storage systems available, varying in security, size, features and price.

Due to the sheer file size of zoom recordings, you will require a larger storage capacity. A couple of popular options are Dropbox and Google Drive. If you already use Gmail, Google Drive aligns easily. Please do your own research when selecting and purchasing.

## CLIENT FOLDER SET UP

FOLDER NAME	UPLOAD
CLIENT NAME BUSINESS FOLDER	
1. CLIENT'S ADMIN FOLDER	1. The Corporate Code Schedule 2. Intake & Consent Form
2. CLIENT'S TOOLS FOLDER	1. FOG Exercise from PREP 1 2. Business Plan & Toolkit 3. Pillar 2 - Mind Sealing Audio 4. Pillar 4 - Mind & Body Sealing Audio 5. Pillar 6 - Mind, Body & Soul Sealing Audio 6. Pillar 8 - Mind, Body, Soul & Release Sealing Audio
3. THE CORPORATE CODE PROGRAM RECORDINGS	Session Recordings

## ADMIN PACKAGE SERVICE

The Pillar Code provides the "Onboarding to Licencing' administration service to Practitioners. This 10-hour admin package supports you and your clients, leaving you to do what you do best.

The fees of \$350 for The Pillar Code and \$250 for The Expansion are included in your 10% gross client fees.

Please refer to page 251 for the full inclusions.

# THE CORPORATE CODE BUSINESS PLAN & TOOLKIT CONTENTS



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## BUSINESS PLAN AND TOOLKIT CONTENTS

PILLAR		BUSINESS EXERCISES & TOOLS
1		Contract to Myself
2	Schedule & Contents	12 Step Appointment Schedule & Business Plan and Toolkit Contents
3	The Wheel of Success	The Corporate Code Wheel
4	<b>Overview</b>	Document Purpose, Term of the Document, Document Motto & Confidentiality
<b>Part A: Business Plan - Acceptance</b>		
<b>What is</b>		
5	Introduction	The Company General Information
6	Pillar 1 Planning Exercise	Vision, Mission, & Values
7	Pillar 1 Planning Exercise	SWOT
8	Pillar 1 Tool	Company Values and Marketing Headings
9	Pillar 1 Tool	Goals & Manifestation
10	Pillar 1 Tool	Insurance
11	Pillar 2 Strategy Exercise	Strategy, Direction, & Partners
12	Pillar 2 Tool	CEO Strategy Hour
13	Pillar 2 Tool	Risk Management
14	Pillar 2 Tool	Mind Sealing
15	Pillar 3 Teams Exercise	Team Roles & Duties
16	Pillar 3 Tool	Team Interview
17	Pillar 3 Tool	Workforce Development / Succession Planning
18	Pillar 4 Client Exercise	Your Avatar
19	Pillar 4 Tool	Client Follow Up Hour
20	Pillar 4 Tool	Body Sealing



# THE CORPORATE CODE BUSINESS PLAN & TOOLKIT CONTENTS



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

	PILLAR	BUSINESS EXERCISES & TOOLS
21	Pillar 5 Offering Exercise	Offering
22	Pillar 5 Tool	Schedule of Products, Services and Fees
23	Pillar 5 Tool	Marketing Options
24	Pillar 6 Sales Exercise	Purpose Part 1 - Sales
25	Pillar 6 Sales Exercise	Purpose Part 2 – Mind, Body & Soul
26	Pillar 6 Tool	Networking
27	Pillar 6 Tool	Soul Sealing
28	Pillar 7 Finances Exercise	Financial Self-Awareness
29	Pillar 7 Tool	Financial Goals & Milestones
30	Pillar 8 Reporting Exercise	Reporting
31	Pillar 8 Tool	Results
32	Pillar 8 Tool	Release & Allow Sealing
33	Pillar 9 Progression Exercise	Capturing Successes
34	Pillar 9 Tool	Review, Repair, Reset
35	Pillar 9 Tool	Tipping Point
<b>Part B: Business Plan - Awareness To do</b>		
36	Tick of Approval	Checklist and Action Points
37	PREPs	Magic Gifts
<b>Part C: Attachments - Gratitude It's done</b>		

Note:

- Exercise = A once of exercise with your Practitioner at the time of your Business Plan & Toolkit update
- Tool = A tool that you can use at any point throughout the year to support your business



# TREATMENT PROCESS

## APPOINTMENT TIMINGS

### INITIAL CHAT

Up to 30 minutes

### SET UP APPOINTMENT

Up to 60 minutes

### PREP

Up to 90 minutes plus 30 minutes connecting in and out

### PILLAR

Up to 90 minutes plus 30 minutes connecting in and out

### LIFE / BUSINESS HAPPENS

Up to 25 minutes plus 5 minutes connecting in and out

### WORKSHOPS

One (1) hour or up to half a day

### TEAM INTERVIEWS

Up to 25 minutes for a staff member to fill out the form

Up to 25 minutes interviewing team member

## WHAT TO HAVE IN EACH APPOINTMENT

It is suggested that you have some items handy for each of your appointments so that you are prepared to answer any question that may arise.

List of items to have with you for each appointment:

- The Corporate Code Manual
- Business Plan & Tool Kit Template
- The Corporate Code Wheel
- The Pillar Code Wheel
- The Corporate Code 9 x 9 Table
- The list of Emotions
- FOG Exercise from PREP 1
- Magic Gifts (1,2,3)
- Checklist
- Diary for next appointments
- Access to your client's online folder
- A CRM or dedicated folder to take notes
- The Mind, Body and Soul of the Business which is from Pillar 1 Exercise

## CONNECTING IN

Left-eye to left-eye connection, this is the connection to the soul.

“Hello \_\_\_\_\_, lovely to see you again. Today we are going to do your \_\_\_\_\_,  
To begin, can you give me an update on your Business since we last met? Including  
any shifts or changes?”

## PERMISSION

At the beginning of the Testing Section, it is important to ask for permission to test, treat and turn the client before you start testing. If permission is not given then check if the client has any Polarities. If none are found then test yourself for Polarities.

1. PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR ONE, THE PILLAR OF PLANNING VERSUS THE CONTRAST OF STRESS, LACK AND DOUBT (L)?

L: YES  
UL: NO

## APPOINTMENT TESTING

There is specific testing for every appointment; each PREP, Pillar & Life / Business Happens appointment.

## ACCEPTANCE

Does the client have acceptance of the message? If you do not accept that you have a block or a problem, how can you have awareness of why it is there? How can you recover from financial loss, if you first don't acknowledge your financial situation? You can't. You must have acceptance that you do have a problem and what the message is before it can be solved.

## AWARENESS

Is the client completely aware of the message? Do you have an awareness of what changes you are required to make? This could be a change of thought, change of action, change of belief, etc. that is creating the block. E.g. they may have acceptance of their financial issues but don't know how to control spending, set budgets and create forecasts.



## GRATITUDE

Does the client have gratitude for the message and / or choose to lift and heal? Gratitude shifts your energy vibration up. It is important to lift your energy as the block can make a client feel quite low. When you sit with gratitude for the block you can lift and move on from it. This can be quite difficult depending on the nature of the block, however, everyone can find a positive. E.g. we have had clients with stage four cancer who sit with the gratitude of being able to work on themselves, a closer connection to friends and family and a deeper appreciation for the time they have right now.

## RE-TEST

Does the practitioner have permission to continue to test this person? This is facilitated 99% of the time, if it isn't, then a polarity may have been triggered. You are aiming for this to be a Lock (L). ie you can keep testing.

## RE-TREAT

Does the treatment have to be treated again? You are aiming for this to be clear and be an Unlock (UL) ie no need to Treat it anymore as it is done. If it tests as a Lock (L), then there are further messages or clearings that are required.

## RE-TURN

Has the treatment turned this Business back to its path of its highest and best and absolute purity? You are aiming for this to be a Lock (L).

## ENERGY, ACTION, SUPPORT

This is to determine whether the client requires any further energy, action or support. With support, this can be from you, a team member or someone else. You are aiming for this to be (UL).

## INFINITY & GROUP 3 (INF & G3)

The treatment is cleared to infinity and has been brought up to the conscious level. You are aiming for this to be (L).

## CONNECTING OUT

Right-eye to right-eye connection, to connect out.

“That is all for today. I can see that our next appointment is\_\_\_\_\_ / we don't have your next appointment booked, let's get that booked in now. Make sure you go for a walk, get some fresh air and keep hydrated. Have a wonderful day and I will see you on (day and date of next appointment)”.

## ONLINE / PHONE

There are two options depending on what works best for you. The first option is to do a portion of the testing and notes prior to the appointment, especially with the PREPs OR the second option is to connect in with the client, explain the Pillar and then turn off zoom (audio and video) or if on the phone hang up, do the testing and then connect back in with the client to go through the treatment notes.

Set up Zoom settings so that the meeting automatically records.

It is important to have good light in front of you. Having light behind you darkens your face and makes it difficult to see you.

## FACE-TO-FACE

Face-to-face starts off with warmly greeting the client, including left eye to left eye connection. Following each treatment process, after checking in with the client, for each Pillar, get an update, explain the Pillar, and then start the Pillar.

It is quite usual to meet in a cafe or restaurant if that suits the client. If this is the case, then make sure that you are in as quiet surroundings as possible.

## ADDITIONAL NOTES

- Clients may experience either the Contrast or Pillar leading up to their appointment. This can happen to raise their awareness of the treatment message and / or give them a recent experience and memory to have a greater understanding.
- Listen to the client and link what they are saying in appointments to the treatment and Pillar.
- Connect and interact with clients with sympathy and empathy but always keep them focused and lifted.

## POST-TREATMENT ACTIONS

After every appointment, it is vital that you upload the required files to their corresponding folder as immediately as possible. For example, after concluding Pillar One you would upload the Recording (if it was an online client), the Manifestations template and complete Client Notes.

# PROGRESS REPAIR ENERGY PILLAR (PREP)

There are 3 PREPs during the 12 Step program. The First one is after the initial consult. The second is after the completion of Pillar Four. The third is after Pillar Nine.

## PROCESS

1. Connect In
2. Explain the PREP process
3. Go through Fix-it-List
4. Record top 5 priorities
5. Testing
6. Explain messages
7. Treatment
8. Retest
9. Connect Out

## PERMISSION

At the beginning of Testing, it is important to ask for permission to Test, Treat and Turn the client before you start. If permission is not given then check if the client has any Polarities. Refer to page 60 for Permission and page 31 for Polarities.

1. PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PREP 1 (2, 3 ETC ) (L)?

L: YES  
UL: NO

## CONNECTEDNESS

### LEVELS

This represents what is having the greatest impact in relation to their PREP Fix-It-List. Refer to page 25.

1. THE CONCEPT OF EVERYTHING LINKING INTO THE FIX-IT-LIST, ANYTHING THAT MAY BE VEILED, CONSCIOUS, SUBCONSCIOUS, UNCONSCIOUS, OR PARENTAL GUIDANCE, BEING LINKED TO GLOBAL CONNECTION TO GOVERNING ENERGY, UNIVERSAL, EXTERNAL, INTERNAL?

L: NO  
UL: YES

### GROUPINGS

Grouping represents whether the PREP Fix-It-List is sitting in a conscious, upper subconscious, lower subconscious or unconscious level. Refer to page 27.

1. THE CONCEPT OF THIS BEING LINKED CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) ?

L: NO  
UL: YES

## CONDITIONS

This is the energetic key to unlock the door from the issues, dysfunction and disconnect that the client may be sitting with. This condition is held to test weakness and confirm the neurology testing is facilitated. Refer to pages 28 - 30.

1. THE CONCEPT OF THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9?

L: NO

UL: YES

## POLARITIES

Polarities occur when the mind, body, and soul do not switch on and off correctly. This can impact your health, your sleep, and your mental state. Refer to page 31.

1. THE CONCEPT OF THIS PERSON / BUSINESS SITTING WITH POLARITY OF MIND, BODY, SOUL?

L: YES

UL: NO

2. THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9?

L: NO

UL: YES

## EMOTIONS

### OVERALL

This emotion represents the overall emotion that is connected to the PREP. Refer to pages 32 - 34.

1. THE CONCEPT OF THIS BEING LINKED TO AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, ... ?  
AND THIS BEING ON THE INTERNAL, EXTERNAL, UNIVERSAL LEVEL?

L: NO FOR EMOTION - NO FOR LEVEL

UL: YES FOR EMOTION - YES FOR LEVEL

### MIND

The mind emotion is what becomes like a virus within the mind. It creates disconnect, negativity and fear. Refer to pages 32 - 34.

1. THE CONCEPT OF THIS BEING LINKED TO AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT...?  
AND THIS BEING ON THE INTERNAL, EXTERNAL, UNIVERSAL LEVEL?

L: NO FOR EMOTION - NO FOR LEVEL

UL: YES FOR EMOTION - YES FOR LEVEL

## CHAKRAS (OPTIONAL)

Identifying a chakra in a PREP is optional. It is up to the discretion of the practitioner. Refer to pages 35 - 38.

1. THE CONCEPT OF THIS BEING LINKED TO THE EARTH, BASE, SACRAL, SOLAR PLEXUS, HEART, THROAT, THIRD EYE, CROWN, POINT OF HALO?

L: YES

UL: NO

## FOGS

### PREP ONE

For the first PREP only, all FOGs are tested, identifying the emotion that it is exaggerating. The 9 FOGs represent a cycle that has been playing out throughout the client's life. This will be the first time the client will be hearing the term FOG, so explaining what a FOG is initially is vital. Refer to pages 39 - 40.

NOTE: EVERY FOG IS TESTED SEPARATELY AND AN EMOTION AND LEVEL ARE IDENTIFIED FOR EACH AND WRITTEN ON PAGE 2 OF THE PREP TESTING FORM.

1. FOG, DEEP FOG, MUD, DESTRUCTIVE, FIFTH ELEMENT, VOID OF GOLDEN THREAD, OUTER BEYOND, SEED, ETERNITY BEING LINKED TO AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, ... ?

L: NO FOR EMOTION

UL: YES FOR EMOTION

2. THIS BEING ON THE INTERNAL, EXTERNAL, UNIVERSAL LEVEL?

L: NO FOR LEVEL

UL: FOR LEVEL

### ALL PREPS

In all PREPs identify the Priority FOG (one only) and what emotion that FOG is exaggerating. Refer to pages 39 - 40.

1. THE PRIORITY FOG BEING LINKED TO FOG 1-3, 4-6, 7-9?

L: NO

UL: YES

2. THIS BEING LINKED TO AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT...?

3. THIS BEING ON THE INTERNAL, EXTERNAL, UNIVERSAL LEVEL?

L: NO FOR EMOTION - NO FOR LEVEL

UL: YES FOR EMOTION - YES FOR LEVEL

# PAIN

## MIND

Pain of mind is when the mind of the Person or Business is disconnected, negative, in fear, doubt, and over-thinking. Refer to page 41.

## BODY

Pain of body is when the client has issues or symptoms within the body or the body of the business, usually the offering being the products and services. Refer to page 41.

## SOUL

Pain of soul is when the client is disconnected from a sense of purpose, has lost their purpose, meaning, joy and happiness within their business or the business has lost its purpose. Refer to page 41.

NOTE: TEST EACH PAIN SEPARATELY AND THEN FIND A CONDITION FOR EACH PAIN THAT WAS IDENTIFIED.

1. THE CONCEPT OF THIS PERSON / BUSINESS SITTING WITH PAIN OF MIND / BODY / SOUL?

L: YES

UL: NO

2. THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9?

L: NO

UL: YES

## ULTIMATE PERMISSION (UP)

This is the permission that your mind, body and soul give to heal. This is important as you may consciously be choosing to heal, but if subconsciously or unconsciously or on the physical / soul level you aren't choosing to heal, it can block you. You can go and see as many practitioners and modalities as you like, but nothing will shift if you don't have the UP. Refer to page 42.

*"Choose the what and allow the how... Give it UP to Universe."*

*by GEORGE & PJ*

### **MIND**

Of the business

### **BODY**

Of the business

### **SOUL**

Of the business

### **ABILITY**

Your belief that you have the ability to heal.

### **CHOOSING**

Your choosing to heal.

### **TIMING**

Your perception of the time it takes to heal. Can also be 'soul timing' of when the soul has set its time to heal.

### **ADJUSTMENT**

Your ability to make the adjustment in your life to heal.

### **CONNECTION**

Requirement to be reconnected to the healing.

### **SUSTAINING**

Can hold healing for short periods but can't sustain.

### **EXPERIENCE**

A requirement for a challenging experience on the mind / body / soul.

### **PRIDE**

Feeling like you must do it on your own, not allowing for help.

### **ACHIEVEMENT**

Increasing the challenge so you feel you have a great sense of achievement.

1. THE ULTIMATE PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S CALIBRATING LEVEL 1-5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

2. THE BLOCK PRIMARILY COMING FROM THE MIND, BODY, SOUL?

L: NO

UL: YES

3. LINKING INTO THE ABILITY, CHOOSING, TIMING?

L: NO

UL: YES

4. REQUIREMENT FOR ADJUSTMENT, CONNECTION, SUSTAINING?

L: NO

UL: YES

5. CHALLENGE REQUIREMENT FOR EXPERIENCE, PRIDE, ACHIEVEMENT?

L: NO

UL: YES

## ENERGY

Each energy is tested for calibration (level 1-10, minus 1 – minus 9). Each number represents the condition that the energy of the mind / body / soul is sitting with. Refer to page 43.

1. THIS PERSON'S / BUSINESS'S MIND / BODY / SOUL ENERGY CALIBRATING LEVEL 1-5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

## KEYS (SHRINES)

The keys are located on the shoulders and are indicators of anxiety and depression. You are looking for a calibration (level 1-10, minus 1-minus 9). Each number represents the Condition that the energy of the mind / body / soul is sitting with. Refer to page 44.

### LEFT KEY (LEFT SHRINE)

Represents anxiousness levels.

### RIGHT KEY (RIGHT SHRINE)

Represents a depressed state.



1. THIS PERSON'S / BUSINESS'S LEFT KEY / RIGHT KEY CALIBRATING LEVEL 1-5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

## POST-TRAUMATIC STRESS (PTS)

Post-traumatic stress (PTS) is a group of stress reactions that can develop after we witness a traumatic event, such as death, a key team member resigning or losing a big client or financial disaster. PTS can happen after we've been through a traumatic event, or after repeated exposure to trauma'. Clients can hold onto these events in the subconscious or unconscious and not be aware of their reactions. We test to see if there are links to trauma from their past to the blocks they have now. Refer to page 69.

*Note: you are not diagnosing PTS. This is only an indicator that the mind, body and / or soul are being triggered on this level of the PREP.*

1. THIS PERSON'S / BUSINESS'S PTS CALIBRATING LEVEL 1-5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

2. THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL, BEING RECENT?

L: YES

UL: NO

(IF ORIGINAL) LINKED TO START OF BUSINESS - 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)?

OR

(IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD GOING BACK DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO

UL: YES

UL: IDENTIFIES POD

## RESILIENCE TO STRESS

This represents the resilience that the client has to stress within their Business. Including mental, body and life stress. Refer to page 46.

1. THIS PERSON'S / BUSINESS'S RESILIENCE TO ALL FORMS OF STRESS CALIBRATING LEVEL 1-5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

## HAPPINESS

This is the client's overall connection to happiness. Refer to page 46.

1. THIS PERSON'S / BUSINESS'S OVERALL HAPPINESS CALIBRATING LEVEL 1-5, LEVEL 6-10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9?

L: NO

UL: YES

## STAGE & PILLAR

The Stage and Pillar represent the major link to the issues on the Fix-It-List.

This is the Pillar message that is aligned to the PREP. Refer to page 47 - 51.

1. THE CONCEPT OF THIS BEING LINKED TO STAGE 1-3, 4-6, 7-9?

L: NO

UL: YES

2. THIS BEING LINKED TO PILLAR 1-3, 4-6, 7-9?

L: NO

UL: YES

3. BEING ON THE MIND / BODY / SOUL LEVEL?

L: NO

UL: YES

## FIX-IT-LIST PRIORITIES

Any additional testing and messages required, aligned to the top five (5) priorities of the Fix-It-List tested for here. For each of the priorities, check each one for any further reveal. If there is, check if it is already something that has been tested and if not, go through the requirements for Energy, Action, and Support and identify the message. Refer to page 70.

1. THE CONCEPT OF ANY FURTHER REVEAL FOR PRIORITY ONE, PRIORITY TWO, PRIORITY THREE, PRIORITY FOUR, PRIORITY FIVE?

L: YES

UL: NO

2. BEING LINKED TO SOMETHING TESTED ALREADY? BEING LINKED TO FOG, CONDITION, PAIN, PTS, ETC?

L: YES

UL: NO

3. FURTHER REVEAL FOR ENERGY, ACTION, SUPPORT?

L: YES

UL: NO

# ADVANCED ADDITIONAL TESTING

Advance Testing can be done at any time to support your client's journey. It can be added onto PREP where time permits and where there is a requirement, or as a stand-alone Treatment as a Life or Business Happens.

Each Advanced Testing listed below has three (3) elements to it, which can be linked to mind, body and soul to give you a deeper message. You can use these additional tests on their own and Calibrate them individually or as a set of three.

You can connect to a deeper message using the Life / Business Happens testing per Advanced Tests and can also add a Calibration, POD and FOG etc.

Clear these with Energy following the delivery of the message, or with a Condition if it has been tested.

## ADVANCED 1 - EAS

### ENERGY

Energy represents the clarity required of the mind. Check the Energy list on this manual's Contents page. There are 17 items to test from. E.g Energy, FOGs, PAIN, Condition, Grouping, Level, etc.

Calm the Mind.

### ACTION

What additional actions are required? Make sure the actions are in the notes and your client is also aware of the action. Action can be for the practitioner, however is usually for the client.

Clear the Body.

### SUPPORT

What support is required for the client? This could be about having a clear understanding of a connection that could assist the clients to remove a burden.

Connect the Soul.

1. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES

UL: NO

2. FURTHER INFORMATION: IF YES TO ANY OF ENERGY, ACTION OR SUPPORT THEN TEST FURTHER.

ENERGY - TEST WHICH ONES OR THE PRIORITY OF THE 17 ON THE ENERGY LIST ON THE CONTENTS PAGE

ACTION - TEST WHAT PILLAR / AREA OF THE BUSINESS REQUIRES ACTIONS OR TEST THE FIX-IT-LIST OR THEIR ACTIONS LIST TO IDENTIFY THE MESSAGE

SUPPORT - TEST THE AREA OF LIFE / BUSINESS

## ADVANCED 2 - NOW BE

### NOW BE

This test is to confirm whether or not the Mind, Body and Soul are sitting in the NOW and able to BE.

#### PAST

If either the Mind, Body or Soul is in the past, it is holding into the grief, loss, sadness, depression and being blocked by the past.

#### FUTURE

If either the Mind, Body or Soul is in the future, it is fearing the future which can be linked to anxiety or 'I'll be happy when'. The future, therefore, blocks the person from their ability to be in the NOW.

#### UNABLE

This test represents the client's inability to BE, beyond enlightenment (refer to Pillar Nine).

1. THE CONCEPT OF THE MIND / BODY / SOUL BEING IN THE NOW?

L: YES

UL: NO

2. (IF THE MIND / BODY / SOUL IS NOT IN THE NOW USE THIS TEST) BEING IN THE PAST, IN THE FUTURE?

L: YES

UL: NO

3. ABLE TO BE?

L: YES

UL: NO

## ADVANCED 3 - BUC

### BENEFIT UNDERSTANDING CLARITY (BUC)

BUC is a calibration test. Each number also represents the Conditions. For example, MINUS 5 / 10 is aligned to Condition 5 which is Fear.

#### BENEFIT

This is how much benefit that the client will connect to through the program.

#### UNDERSTANDING

This is how much the client understands the work.

#### CLARITY

How much clarity the client receives during the program.

1. THE CONCEPT OF THIS PERSON'S / BUSINESS'S BENEFIT / UNDERSTANDING / CLARITY CALIBRATING LEVEL 1 - 5, LEVEL 6 - 10, MINUS 1 - MINUS 5, MINUS 6 - MINUS 9  
L: NO  
UL: YES

## CONCLUDING TESTING

After the message has been explained to the client, you will test if there is any further reveal or any further Acceptance, Awareness or Gratitude required before the energy. Refer to page 60.

1. THE CONCEPT OF ANY FURTHER REVEAL REQUIRED FOR THIS PREP?  
L: YES  
UL: NO

2. ANY FURTHER ACCEPTANCE, AWARENESS OR GRATITUDE?  
L: YES  
UL: NO

Now do the Treatment.

After the Treatment, it is now time to test the 'Retest, Retreat, Return' to ensure that the PREP is clear. Once concluded, connect out with the client. Refer to page 61.

1. PERMISSION TO RETEST (L)  
L: YES  
UL: NO

2. ALL CLEAR TO INFINITY AND G3 (L)  
L: YES  
UL: NO

3. PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)  
L: YES  
UL: NO

4. ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)  
L: YES  
UL: NO

5. CONNECT OUT

# TREATMENT EXPLANATION EXAMPLES

## PREP ONE - INTRODUCTION SCRIPTING

Today we are doing your PREP 1. PREP is short for preparation and is preparing you to go into the initial stage of The Corporate Code.

PREP is also an acronym for - Progress Repair and Energy PILLAR, for everything that we are doing is about lifting you into being the Pillar of strength and resilience in your own life and business.

- **P** for Progress because a PREP is where we get your starting point with what we call a Fix-It-List and then we use that Fix-It-List as a point of reference to track your progress within The Corporate Code journey;
- **R** for Repair because our PREPs are big appointments looking at what is required to be repaired in your Business;
- **E** for Energy because this is where we start to shift your energy and lift you into being resilient and not reliant on your Business; or others;
- **P** for PILLAR because every appointment that you do in The Corporate Code journey is a different PILLAR or Business / Universal steppingstone.

PILLAR is also an acronym that stands for:  
Peace Instilled Links Love, Attunement and Repair.

In other words every step of the way we are looking at removing the stresses in your Leadership, Mind and Business to gain – Peace which then enables you to Link into Love (or healing), Attunement because it is re-calibrating your path and repair because this is a journey of healing, but excitingly it is also a journey that gives a renewed look into the future that you are choosing.

We are going to start with your Fix-It-List. We call it this because we are going to put down everything in your Leadership, your Mind and your Business that requires fixing. This is the one time, in our PREPs, that we speak of everything in the negative because it is a starting point.

You can give this to me in any order and then I have questions that I would also like to ask you so we have a comprehensive list of everything that is going on in your Business.

As an example, if getting ideal clients is an issue we don't just write down clients because after PILLAR Four we come back and address this so we need to know what is broken with your clients. I.e. do you find it hard to attract clients in general? Do you have clients that aren't your ideal clients? Do you get clients but lose them? Etc.

We need to have the exact information so we can use this as a point of reference when we come to do PREP 2 and PREP 3, halfway through and at the end of the Foundation Program.

We have around 15 to 20 minutes to take down this list. I have already done the PREP testing, so will then explain your messages from your PREP testing, and then get onto some other tasks such as getting your Magic Gifts List and your business Values and then answer any questions that you may have.

Do you have any questions?

So, where would you like to begin?

*Practitioner: Then take the Fix-It-List on the form provided, remembering to fill in all the questions on the second page).*

## PREP TWO ONWARDS - INTRODUCTION SCRIPTING

Today we are doing your PREP 2 (3, 4...).

As a reminder, PREP is short for preparation and is preparing you to go into the next stage of The Corporate Code.

PREP is also an acronym for - Progress Repair and Energy PILLAR, for everything that we are doing is about lifting you into being the Pillar of strength and resilience in your business.

- P for Progress because a PREP is where we get your starting point with what we call a Fix-It-List and then we use that Fix-It-List as a point of reference to track your progress within The Corporate Code journey;
- R for Repair because our PREPs are big appointments looking at what is required to be repaired in your Business;
- E for Energy because this is where we start to shift your energy and lift you into being resilient and not reliant on your Business or others;
- P for PILLAR because every appointment that you do in The Corporate Code journey is a different PILLAR or Business / Universal steppingstone.

PILLAR is also an acronym that stands for: - Peace Instilled Links Love, Attunement and Repair.

In other words every step of the way we are looking at removing the stresses in your Leadership, Mind and Business to gain – Peace which then enables you to Link into Love (or healing), Attunement because it is re-calibrating your path and repair because this is a journey of healing, but excitingly it is also a journey that gives a renewed look into the future that you are choosing for your Business.

We are going to start by looking at the Fix-It-List that we did in PREP 1 on (insert date). I am going to read out the list one at a time and I'd like you to give me your Progress Report – another meaning for 'P.R.' in the PREPs.

# PREP TESTING RESULTS SCRIPTING

## AN EXAMPLE OF HOW TO EXPLAIN THE START OF YOUR PREP TESTING

I am about to explain what has come up in your PREP testing. There is a lot of information here that I don't expect you to take in or remember. Having the recording gives you the opportunity to go back to this at any time.

In today's PREP (1,2,3) everything that I'm about to tell you, that has come from today's testing and which has the greatest impact upon your Fix-It-List, is coming from either your:- Global, Universal, External, or Internal Levels.

- The global layer is the illusionary outer layer of your Business;
- The universal layer is your path your purpose and the direction of your Business;
- The external layer is the people and the things in your Business; and
- The internal which is where we like to get to is that internal sense of self the true essence of your business.

Today's testing has come up showing that your Business is sitting in the (*Global / Universal / External / Internal*) Level which means (*read the Level meaning*) therefore everything from this point forward in regards to this PREP is connected to this particular Level.

And everything that I am about to tell you is sitting in your Business:  
*Conscious Level / Upper Subconscious Level / Lower Subconscious Level / Unconscious Level / Parental. (Explain what it means)*

What is blocking your Business's healing or clearing, is what we call a Condition. Like placing a Condition on Love, when we are really seeking unconditional Love. Placing a Condition on the ultimate healing, when what we are really after is un-conditional healing and therefore success, and un-conditional choosing, is blocking your journey forward.

The condition that has been blocking your Business from progressing past these things on your Fix-It-List is the Condition (*say the condition*):-

1. Hidden Anger
2. Despair
3. Disconnect
4. Void (Avoidance)
5. Fear
6. Block
7. Apathy (Acceptance of the Negative)
8. Illusion (Over loss of Control)
9. Turmoil



Polarity (*only mention this if a Polarity comes up in testing, if not move on*)

Your Business has a Polarity of your *Mind / Body / Soul* which means that it is doing the opposite of what it is meant to. Like a light switch or car engine that won't turn on when we need it to or won't turn off and burns up energy needlessly.

The overall emotion connected to your PREP and impacting your Business is: \_\_\_\_\_ on the:

- Internal (how things impact you personally, internally)
- External (the people or things in your Business)
- Universal (the path purpose or direction, Universal impact).

When we are taken off track it comes from our Mind's negativity. Your Mind emotion that takes you off track is \_\_\_\_\_ on the:

- Internal (how things impact you personally, internally)
- External (the people or things in your Business)
- Universal (the path purpose or direction, Universal impact).

Does this make sense to you?

FOGs are negative energies exaggerating the negative in our Leadership, Minds and Businesses. Your Business has a FOG we call \_\_\_\_\_ which is (explain what that FOG represents)\_\_\_\_\_.

In The Corporate Code, PAIN is an acronym for Pleasure Attained In the Negative. This is like an energetic splinter creating Pain in either your Leadership, Minds or Businesses. You have a Pain in your *Leadership / Minds / Businesses* - which is connected to Condition \_\_\_\_\_, meaning (explain the Condition meaning linked to where the Pain has been identified).

Does that make sense to you?

*Note: When explaining the PREPs you do not have to tell your client every test result from this point forward if it is overwhelming for your client. However make sure you conclude with the Overall Stage, Pillar and where it affects their business. It is really important that the client has a recording of this so they can go back and re-listen.*

## PILLAR PART ONE - MIND SCRIPTING

Your business's ability to sit with the purity of (PILLAR) is Calibrating at (PILLAR CALIBRATION) representing (CONDITION OF THE PILLAR CALIBRATION). When your business is in contrast you are (CONTRAST CALIBRATION) which pushes you into a state of (CONDITION OF THE CONTRAST CALIBRATION).

The block that's preventing your Business from connecting and sustaining (PILLAR) and instead pushing your Business into (CONTRAST) is (EMOTION AND LEVEL) (EXPLAIN EMOTION AND LEVEL). Anytime that your Business is connecting into this (EMOTION AND LEVEL) it pushes you into the contrast.

The block is also linked to a (FOG) energy (EXPLAIN FOG). Which has been exaggerating (EXPLAIN FOG EMOTION).

This has been a (GROUPING) block (EXPLAIN GROUPING LEVEL IF REQUIRED).

The biggest impact that this has had on your Business is (TCC PILLAR).

The first element of the Pillar to go into contrast is your Business's (LEVEL OF PILLAR) eg

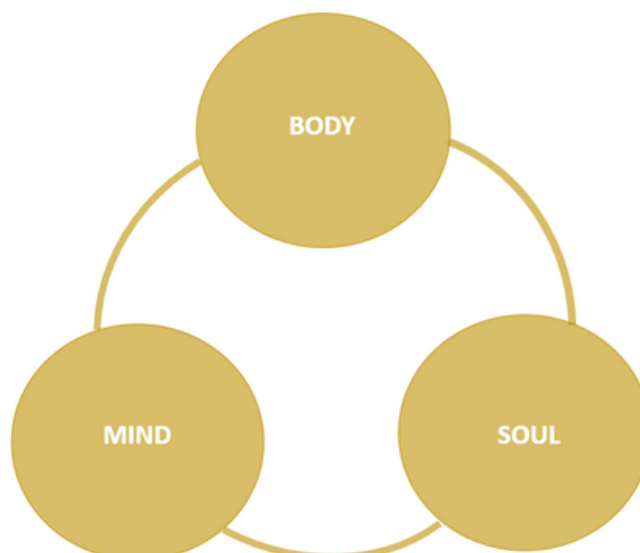
- Mind = Planning;
- Body = Vision, Mission, Values; or
- Soul: Business Plan & Tool Kit.

It is like your Achilles heel. As soon as you get tied into the (LEVEL OF PILLAR CONTRAST) eg

- Mind = Stress;
- Body = Lack / Stress Response; or
- Soul: Doubt

that drives your Business into the (PILLAR LEVEL FOLLOWING eg Mind Pillar, will impact the Body Pillar, which will then impact the Soul Pillar).

### THE CORPORATE CODE - MIND BODY SOUL LINK



## EXAMPLE

### PILLAR ONE PART ONE MIND:

MINUS 1 – MINUS 4 – ANGER EXT – SEED – VOID – OFFERING – SOUL– INF & G3.

Currently, your Business's ability to sit with the purity of **PLANNING** is **minus 1**, representing a **sense of frustration, and annoyance**. When your Business is in contrast your Business is dropping to **minus 4**, which pushes your Business into a state of **void, neutrality, and numbness** which can sometimes feel far greater than having to experience the overwhelm of stress and doubt.

The block that's preventing you from connecting and sustaining **PLANNING** within your business, and instead pushing your Business into the **contrast of stress, chaos, turmoil and doubt** is **anger external**. This is a **sense of frustration, being pissed off, annoyed and a sense of injustice towards your external world: the people and things within your Business**. Anytime that your Business is connecting this external anger it pushes your Business into the contrast.

The block is also linked to a **Seed Fog** energy, which has exaggerated the **doubt within your mind and business**.

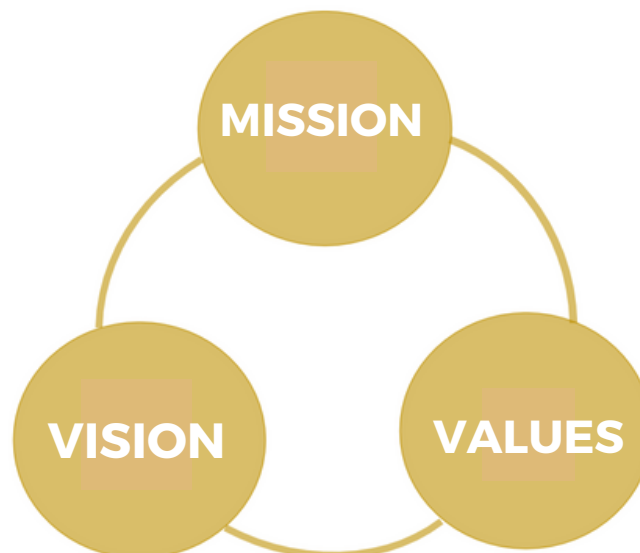
This for your Business has been an **unconscious block**, something that you have been unaware of, so no matter how many times you try to calm yourself, plan, etc, this **unconscious block trips you up each time**.

The biggest impact that this has had within your Business is in your **OFFERING, Products and Services**.

The first element of the Pillar to go into the contrast for your business is your **Belief**, it is like your **Achilles' heel**. As soon as your Business is getting into **doubt**, that drives the **stress**, further creating more **doubt**.

Does this make sense to you?

PILLAR ONE -  
PLANNING



## PILLAR PART ONE - BODY SCRIPTING

Your Business's greatest strength in this Pillar (PILLAR NAME) is (PILLAR AREA).

Your Business's greatest weakness in this Pillar (PILLAR NAME) is (PILLAR AREA).

The condition that is blocking your Business from connecting to the purity of your (PILLAR) is (CONDITION) which represents (EXPLANATION OF CONDITION).

When we look at the POD or point of dis-ease, dis-order, or dysfunction for this Pillar, to identify what first created this block, it was in the Business's (POD year). Can you remember anything at the Business's (age of POD) year that was linked to a (MIND / BODY / SOUL CONTRAST) or (CONDITION) or (EMOTION IDENTIFIED FROM THE PILLAR)?

(Listen to the client and link that back to the story of it pushing them into the contrast of the Pillar. E.g this has since been creating a block with your (PILLAR) and especially your (PILLAR AREA).

Does this make sense to you?

### EXAMPLE

#### PILLAR ONE PART ONE BODY:

PILLAR STRENGTH - PILLAR WEAKNESS - COND - POD - INF & G3.

EXAMPLE:

#### PILLAR ONE PART ONE BODY:

PLANNING - STRESS - COND 4 - POD 3RD YEAR IN BUSINESS (LOST MAJOR CLIENT) - INF & G3.

Your greatest *strength* within Pillar One of Planning is PLANNING itself. This means that your business strengthens when you make the time to PLAN or when you follow your PLANNING.

Your greatest *weakness* within Pillar One of PLANNING is STRESS. This means that when your business is in STRESS you're most likely to either not do your PLANNING or you do not follow the PLANNING to get you out of a stressful situation. This also depletes any Peace of mind within the business.

What is stopping you from correcting this weakness in this Pillar of PLANNING is CONDITION 4 VOID meaning you are more likely to go in avoidance when your business is STRESSED. Avoidance of PLANNING or following the PLAN.

Does this make sense?

Another element we look for is the POD or point of Dis-ease, Dis-order or Dys-function, to identify where this first began. For you, it is the third (3rd) year of of this business. Can you remember anything in the third year of the business that is linked to a stressful time where there was some avoidance of a situation causing STRESS?

## TIPPING POINT SCRIPTING

Firstly looking at your three (3) key Business strengths within the Pillars, is first your ability to (FIRST PILLAR IDENTIFIED AND EXPLAIN). Your Business's second strength is your ability to (SECOND PILLAR IDENTIFIED AND EXPLAIN). Lastly your ability to (THIRD PILLAR IDENTIFIED AND EXPLAIN).

We know that your key strengths can also be your weakness. Therefore, your Business's three (3) key weaknesses within the Pillars are (NAME THE THREE PILLARS IDENTIFIED AND EXPLAIN THEM IN THE CONTRAST FORM).

As I have previously explained the Tipping Point is the point where your business is starting to tip into contrast and instead of having to experience a full-blown contrast, we can become aware that we are starting to Tip, and utilise this tool to get our message and lift and shift out of it. Your Business's Tipping Point is actually when the business is starting to (TIPPING POINT PILLAR IDENTIFIED IN ITS CONTRAST FORM).

Whenever you start to experience this, it is your warning signal. This is when you can action PEACE:

- **Pause** - Stop and focus on your Business.
- **Examine** - What has pushed your Business into a Tipping Point?
- **Assess** - What it is doing to your Business?
- **Clear** - How do we get out of it? (get your message, SEAL, treatments etc)
- **Elevate** - Through doing something positive for you and the Business

Understanding your business's strengths and weaknesses, having awareness of your Tipping Point and actioning this process, enables complete resilience, control, confidence and calmness throughout your journey.

EXAMPLE:

TIPPING POINT:

P3 SOUL – P6 MIND – P5 SOUL – TIPPING POINT: P6 MIND – INF & G3.

Firstly looking at your three (3) key strengths within the Pillars is Roles & Duties, Sales and Marketing.

You have this incredible ability to connect people into their ideal Roles & Duties, leading to Sales and Meaningful Marketing.

We know that your key strengths can also be your weakness. Therefore, your three (3) key weaknesses within the Pillars are the team being Disconnected from their Roles & Duties, slowing Sales and Marketing. Therefore, losing your understanding of who is performing what Roles & Duties, creates a block in Sales and meaningful Marketing, leading you to Sales stress.

You will identify you are beginning to TIP, when you first start to see Sales weaken.

When we are looking at your Tipping Point, it is actually when you are starting to become Negative. This could be negative towards yourself, your business, your team or others or situations, it could be negative language or perceptions of the Business. Whenever you start to experience this, it is your warning signal. This is when you are required to: PAUSE, Look at what has pushed the Business. What is it doing to the Business? SEALings, as well as any tools to help lift and shift. Lastly, Do something for the Business.

Understanding your Business's strengths and weaknesses, having awareness of your Tipping Point and actioning this process, enables complete resilience, control, confidence and calmness throughout your business journey.

## THE APPOINTMENT STRUCTURE

There are 4 x 25 minute sections within an appointment.

With each Pillar this represents:

1. - MIND - Testing
2. - BODY - Coding
3. - SOUL - Action
4. - TOOL - Homework

### PREP Order:

1. Greeting
2. PREP Explanation
3. Pillar MIND – Fix-It-List
4. Pillar BODY – Testing explanation
5. Pillar SOUL – Magic Gifts
6. Pillar TOOL – Values for PREP 1
7. Treatment
8. Write up notes
9. Upload into Folders

Do 4. BODY testing just prior to the appointment

### Pillar Order:

1. Greeting
2. Update
3. Pillar Explanation
4. Pillar MIND – Testing explanation
5. Pillar BODY - Coding
6. Pillar SOUL – Exercise (usually towards Business Plan & Tool Kit)
7. Pillar TOOL – Homework
8. Treatment
9. Write up notes
10. Upload into Folders

Do 4. MIND testing just prior to the appointment

## 4. THE PILLARS

### SET UP APPOINTMENT

MIND: PEACE  
BODY: PURPOSE  
SOUL: PROSPERITY  
STAGE: SET UP

MIND: CALM  
BODY: CONTROL  
SOUL: CONFIDENT  
CHAKRA: ALL

Practitioner:

The 'Set Up' appointment is up to one hour and is used to get your client set up and prepared for their program and objectives set.

By going through the checklist on the set-up also takes the pressure off the practitioner and makes sure that everything is completed and set up, where possible, ready for the program's Pillars, exercises and tools.

### SET UP APPOINTMENT SCRIPTING

Today we are doing your Set Up appointment which includes starting to look at your objectives and collating your Fix-It-List.

Please ask any questions that you have along the way, but for now, I'd like to get into checking we are all set up and that you have everything required to support you in your Program.

If at any time you are looking for links or folders and need support please either contact our Admin Support email [info@thepillarcode.com](mailto:info@thepillarcode.com) or reach out to me and we'd be happy to help.

# SET UP EXERCISE: SET UP INITIAL APPOINTMENT CHECK LIST



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## SET UP INITIAL APPOINTMENT CHECK LIST EXERCISE

CHECK LIST	ITEMS	CONFIRMED (v)
<b>CHECK I HAVE:</b>		
1	Informed TPC HO of client & Admin Package requirement	<input type="checkbox"/>
2	Sent the invoice	<input type="checkbox"/>
3	Received payment / or a payment plan has commenced	<input type="checkbox"/>
4	Received the intake forms with signatures	<input type="checkbox"/>
5	Co-signed intake form	<input type="checkbox"/>
6	Created a draft FIL from the Initial Chat & intake form	<input type="checkbox"/>
7	Commenced filling in the Business Plan & Toolkit – up to General Information	<input type="checkbox"/>
<b>IN THE APPOINTMENT WE HAVE:</b>		
8	Reconfirmed the connection, process and Zoom links etc.	<input type="checkbox"/>
9	Booked in future appointments (at least up to and including PREP 2)	<input type="checkbox"/>
10	Confirmed access to the Shared Folder	<input type="checkbox"/>
11	Gone through the Shared Folders contents	<input type="checkbox"/>
12	Read and signed the Contract to Themselves	<input type="checkbox"/>
13	Completed the Document Purpose page	<input type="checkbox"/>
14	Completed the Term, Motto and Confidentiality page	<input type="checkbox"/>
15	Checked / filled in the General Information page	<input type="checkbox"/>
16	Prepared a FIL ready for the PREP 1 appointment	<input type="checkbox"/>
17	Determined the Company's Mind, Body & Soul components	<input type="checkbox"/>



# PREP ONE

MIND: FIX-IT-LIST  
BODY: TESTING  
SOUL: MAGIC GIFTS  
STAGE: PROGRESS REPORT

MIND: PROGRESS  
BODY: REPAIR  
SOUL: ENERGY  
CHAKRA: ALL

## PREP ONE - INTRODUCTION SCRIPTING -

### MIND & BODY

Today we are doing your PREP 1. PREP is short for preparation and is preparing you to go into the initial stage of The Corporate Code.

PREP is also an acronym for - Progress Repair and Energy PILLAR, for everything that we are doing is about lifting you into being the Pillar of strength and resilience in your own business.

- P for Progress because a PREP is where we get your starting point with what we call a Fix-It-List and then we use that Fix-It-List as a point of reference to track your progress within The Corporate Code journey;
- R for Repair because our PREPs are big appointments looking at what is required to be repaired;
- E for Energy because this is where we start to shift your energy and lift you into being resilient and not reliant;
- P for PILLAR because every appointment that you do in The Corporate Code journey is a different PILLAR or Business / Universal steppingstone.

PILLAR is also an acronym that stands for- Peace Instilled Links Love, Attunement and Repair.

In other words every step of the way we are looking at removing the stresses in your Leadership, Mind and Business to gain – Peace which then enables you to Link into Love (or healing), Attunement because it is re-calibrating your path and Repair because this is a journey of healing, but excitingly it is also a journey that gives a renewed look into the future that you are choosing.

We are going to start with your Fix-It-List. We call it this because we are going to put down everything in your Leadership, your Mind and your Business that requires fixing. This is the one time, in our PREPs, that we speak of everything in the negative because it is a starting point.

You can give this to me in any order and then I have questions that I would also like to ask you so we have a comprehensive list of everything that is going on in your world.

As an example, if getting ideal clients is an issue we don't just write down clients because after PILLAR Four we come back and address this so we need to know what is broken with your clients. I.e. do you find it hard to attract clients in general? Do you have clients that aren't your ideal? Do you get clients but lose them? Etc.

We need to have the exact information so we can use this as a point of reference when we come to do PREP 2 and PREP 3, halfway through and at the end of the Foundation Program.

We have around 15 to 20 minutes to take down this list. I have already completed the PREP testing, so after we complete your list, I will then explain your messages from your PREP testing. Then we can move on to other tasks such as getting your Magic Gifts List and your business Values. Then I can answer any questions that you may have.

Do you have any questions?

So, where would you like to begin?

Practitioner: Then take the Fix-It-List on the form provided, remembering to fill in all the questions on the second page.

Practitioner: After the Fix-It-List is completed, use the scripting to explain the business's PREP testing. Once the message is explained and understood, do a treatment clearing the overall condition, any PAINS, or any further conditions revealed. NOTE: Polarities are to be cleared if tested before you do any further testing.

## PREP ONE - SCRIPTING - SOUL

### MAGIC GIFTS EXERCISE

The Soul component or exercise is around building your Business Plan & Tool Kit.

Today, we will go over your Business's Magic Gifts. To do this I am going to do some Coding with you.

What is the first number you receive from 1 - 9?

And now another number from 1 - 9?

Practitioner: Keep asking for another number from 1 - 9 until all numbers from 1 - 9 have been coded. Then place the coding in order on the client's Magic Gifts Exercise in the Business Plan.

Practitioner: The first 3 Codings 1 - 9 are the Business's Magic Gifts. The second 3 codings 1 - 9 are the business's good skills. The last 3 codings 1 - 9 are the business's least dynamic Pillars.

### **BUSINESS MAGIC GIFTS CODING:**

Using your coding, here are your Business's Magic Gifts. This exercise brings awareness to your top three Magic Gifts, the business's good skills and the three least dynamic Pillars at this point in time.

This gives awareness as to what is required to:

1. embrace
2. solidify, and
3. improve

As your business's journey lifts, so does each Pillar of business. The awareness of this gives the:

1. areas to be grateful for and expand,
2. areas to solidify for stability, and
3. areas exposed and requiring attention.

Practitioner: Share the screen with your client to share their coding results.

Do your Magic Gifts coding resonate with your business? Do you have any questions?

### **THE CORPORATE CODE BUSINESS VALUES EXERCISE:**

This exercise helps prepare us for your next appointment, Pillar 1 Planning.

Having five (5) compelling Values that align with your business, sets the Foundation for a successful future.

Today, we are going over your Business's values exercise and determining your business's top five (5) values. To do this I am going to get you to open up the Business values exercise which is located in your shared folder, or I can share the screen with you.

Practitioner: share the screen, or allow the client to open up the values list.

What I'm going to get you to now do is select values from this list that resonate with you. We are going to narrow them down to five (5), so getting 10 - 15 is a good number to start with. I will give you 5-10 minutes to do this.

*(Do the exercise that narrows the list down to five only, by grouping them and asking the client which word is the best overall word for each of them).*

*When you have the final five (5) values go to the list and find the marketing headings that they fall under.*

We will come back to these Values at your next appointment in Pillar 1.

# PREP 1 EXERCISE: THE CORPORATE CODE BUSINESS VALUES

## PREP ONE EXERCISE THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Above and Beyond	Carefulness	Completion
Acceptance	Caring	Composure
Accessibility	Certainty	Comprehensive
Accomplishment	Challenge	Concentration
Accountability	Change	Concern for Others
Accuracy	Character	Confidence
Accurate	Charity	Confidential
Achievement	Cheerful	Confidentiality
Activity	Citizenship	Conformity
Adaptability	Clean	Connection
Adventure	Cleanliness	Consciousness
Adventurous	Clear	Consistency
Affection	Clear-Minded	Content
Affective	Clever	Contentment
Aggressive	Clients	Continuity
Agility	Collaboration	Continuous Improvement
Aggressiveness	Comfort	Contribution
Alert	Commitment	Control
Alertness	Common Sense	Conviction
Altruism	Communication	Cooperation
Ambition	Community	Coordination
Amusement	Compassion	Cordiality
Anti-Bureaucratic	Competence	Correct
Anticipate	Competency	Courage
Anticipation	Competition	Courtesy
Anti-Corporate	Competitive	Craftiness
Appreciation		
Approachability		

# PREP 1 EXERCISE CONTINUED: THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Craftsmanship	Differentiation	Empowering	Faith
Creation	Dignity	Encouragement	Faithfulness
Creative	Diligence	Endurance	Family
Creativity	Direct	Energy	Family Atmosphere
Credibility	Directness	Engagement	Famous
Cunning	Discipline	Enjoyment	Fashion
Curiosity	Discovery	Entertainment	Fast
Customer Focus	Discretion	Enthusiasm	Fearless
Customer Satisfaction	Diversity	Entrepreneurship	Ferocious
Customer Service	Dominance	Environment	Fidelity
Customers	Down-to-Earth	Equality	Fierce
Daring	Dreaming	Equitable	Firm
Decency	Drive	Ethical	Fitness
Decisive	Duty	Exceed Expectations	Flair
Decisiveness	Eagerness	Excellence	Flexibility
Dedication	Ease of Use	Excitement	Flexible
Delight	Economy	Exciting	Fluency
Democratic	Education	Exhilarating	Focus
Dependability	Effective	Exuberance	Focus on Future
Depth	Effectiveness	Experience	Foresight
Determination	Efficiency	Expertise	Formal
Determined	Efficient	Exploration	Fortitude
Development	Elegance	Explore	Freedom
Devotion	Empathy	Expressive	Fresh
Devout	Employees	Extrovert	Fresh Ideas
Different	Empower	Fairness	Friendly

# PREP 1 EXERCISE CONTINUED: THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Friendship	Hopeful	Intuitive	Maximum Utilization
Frugality	Hospitality	Invention	Meaning
Fun	Humble	Investing	Meekness
Generosity	Humility	Investment	Mellow
Genius	Humour	Inviting	Members
Giving	Hygiene	Irreverence	Merit
Global	Imagination	Irreverent	Meritocracy
Goodness	Impact	Joy	Meticulous
Goodwill	Impartial	Justice	Mindful
Gratitude	Impious	Kindness	Moderation
Great	Improvement	Knowledge	Modesty
Greatness	Independence	Leadership	Motivation
Growth	Individuality	Learning	Mystery
Guidance	Industry	Legal	Neatness
Happiness	Informal	Level-Headed	Nerve
Hard Work	Innovation	Liberty	No Bureaucracy
Harmony	Innovative	Listening	Obedience
Health	Inquisitive	Lively	Open
Heart	Insight	Local	Open-Minded
Helpful	Insightful	Logic	Openness
Heroism	Inspiration	Longevity	Optimism
History	Integrity	Love	Order
Holiness	Intelligence	Loyalty	Organization
Honesty	Intensity	Mastery	Original
Honour	International	Maturity	Originality
Hope	Intuition	Maximizing	Outrageous

# PREP 1 EXERCISE CONTINUED: THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Partnership	Positive	Pursuit	Rest
Passion	Potency	Quality	Restraint
Patience	Potential	Quality of Work	Results
Patient-Centred	Power	Rational	Results-Oriented
Patient-Focused	Powerful	Real	Reverence
Patients	Practical	Realistic	Rigor
Patient-Satisfaction	Pragmatic	Reason	Risk
Patriotism	Precise	Recognition	Risk Taking
Peace	Precision	Recreation	Rule of Law
People	Prepared	Refined	Sacrifice
Perception	Preservation	Reflection	Safety
Perceptive	Pride	Relationships	Sanitary
Perfection	Privacy	Relaxation	Satisfaction
Performance	Proactive	Reliability	Security
Perseverance	Proactively	Reliable	Self Awareness
Persistence	Productivity	Resilience	Self Motivation
Personal Development	Profane	Resolute	Self Responsibility
Personal Growth	Professionalism	Resolution	Self-Control
Persuasive	Profitability	Resolve	Self-Directed
Philanthropy	Profits	Resourceful	Selfless
Play	Progress	Resourcefulness	Self-Reliance
Playfulness	Prosperity	Respect	Sense of Humour
Pleasantness	Prudence	Respect for Others	Sensitivity
Poise	Punctuality	Respect for the Individual	Serenity
Polish	Purity	Responsibility	Serious
Popularity	Pursue	Responsiveness	Service



## PREP 1 EXERCISE CONTINUED: THE CORPORATE CODE BUSINESS VALUES

**Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below**

Shared Prosperity	Surprise	Uniqueness	Work/Life Balance
Sharing	Sustainability	Unity	
Shrewd	Sympathy	Universal	<b>Your Top 5 Values:-</b>
Significance	Synergy	Useful	<b>1.</b>
Silence	Systemization	Utility	<b>2.</b>
Silliness	Talent	Valour	<b>3.</b>
Simplicity	Teamwork	Value	<b>4.</b>
Sincerity	Temperance	Value Creation	<b>5.</b>
Skill	Thankful	Variety	<b>Now find what headings</b>
Skillfulness	Thorough	Victorious	<b>they belong to.</b>
Smart	Thoughtful	Victory	
Solitude	Timeliness	Vigour	
Speed	Timely	Virtue	
Spirit	Tolerance	Vision	
Spirituality	Tough	Vital	
Spontaneous	Toughness	Vitality	
Stability	Traditional	Warmth	
Standardization	Training	Watchful	
Status	Tranquility	Watchfulness	
Stealth	Transparency	Wealth	
Stewardship	Trust	Welcoming	
Strength	Trustworthy	Wiiffulness	
Structure	Truth	Winning	
Succeed	Understanding	Wisdom	
Success	Unflappable	Wonder	
Support	Unique	Worldwide	



PREP 1 EXERCISE CONTINUED:  
THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Results	Competition	Teamwork	Compassion
Accomplishment	Aggressive	Appreciation	Acceptance
Achievement	Aggressiveness	Citizenship	Affection
Affective	Ambition	Collaboration	Altruism
Completion	Assertive	Community	Belonging
Contribution	Assertiveness	Connection	Caring
Effective	Bold	Cooperation	Charity
Effectiveness	Boldness	Coordination	Comfort
Impact	Competition	Employees	Compassion
Maximizing	Competitive	Environment	Concern for Others
Maximum Utilization	Decisive	Family	Decency
Performance	Decisiveness	Family Atmosphere	Empathy
Productivity	Direct	Friendship	Generosity
Profitability	Directness	Harmony	Giving
Profits	Dominance	Local	Goodness
Prosperity	Ferocious	Members	Goodwill
Punctuality	Fierce	Partnership	Heart
Results	Intensity	People	Helpful
Results-Oriented	Potency	Relationships	Kindness
Succeed	Power	Shared Prosperity	Love
Success	Powerful	Sharing	Philanthropy
Timeliness	Victorious	Support	Selfless
Timely	Victory	Synergy	Sensitivity
Value	Winning	Teamwork	Service
Value Creation		Unity	Sympathy
Wealth			Understanding

# PREP 1 EXERCISE CONTINUED: THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Determination	Commitment	Initiative	Creative
Conviction Determination Determined Endurance Firm Focus Fortitude Hard Work Perseverance Persistence Persuasive Resilience Resolute Resolution Resolve Spirit Strength Tough Toughness Wilfulness	Accountability Commitment Continuity Dedication Dependability Devotion Devout Duty Faith Faithfulness Fidelity Honour Loyalty Patriotism Reliability Reliable Responsibility Sacrifice	Activity Discipline Drive Eagerness Empower Empowering Energy Independence Individuality Industry Initiative Optimism Positive Proactive Proactively Rigor Self-Motivation Self-Responsibility Self-Directed Self-Reliance Vigour Vital Vitality	Creation Creative Creativity Curiosity Different Differentiation Discovery Dreaming Fresh Fresh Ideas Genius Imagination Inquisitive Inspiration Invention Mystery Original Originality Talent Unique Uniqueness Variety Wonder

PREP 1 EXERCISE CONTINUED:  
THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

<b>Irreverent</b>	<b>Longevity</b>	<b>Adventure</b>	<b>Capable</b>
Anti-Bureaucratic Anti-Corporate Impious Informal Irreverent Irreverent No Bureaucracy Profane	Anticipation Focus on Future Foresight Insight Insightful Intuition Investing Investment Leadership Longevity Mindful Perception Perceptive Self-Awareness Stewardship Sustainability Vision	Adventurous Bravery Challenge Courage Daring Exploration Explore Fearless Heroism Nerve Progress Pursue Pursuit Risk Risk Taking Valour	Brilliant Brilliant Capability Capable Clever Competence Competency Craftiness Craftsmanship Cunning Depth Experience Expertise Fluency Intelligence Mastery Maturity Quality Quality of Work Shrewd Skill Skilfulness Smart Wisdom

# PREP 1 EXERCISE CONTINUED: THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Learning	Organization	Awareness	Structure
Continuous Improvement Development Education Engagement Growth Improvement Knowledge Learning Motivation Personal Development Personal Growth Potential Training	Clean Cleanliness Hygiene Neatness Organization Sanitary	Alert Alertness Attentive Attentiveness Awareness Clear Clear-Minded Confidence Consciousness Prepared Responsiveness Watchful Watchfulness	Conformity Control Formal History Holiness Legal Obedience Order Preservation Reverence Rule of Law Serious Stability Standardization Structure Systemization Traditional

Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Change	Excellence	Safety	Accuracy
Adaptability Agility Change Entrepreneurship Fast Flexibility Flexible Innovation Innovative Speed	Above and Beyond Being the Best Best Best People Exceed Expectations Excellence Great Greatness Perfection Pride	Confidential Confidentiality Discretion Privacy Restraint Safety Security Self-Control Stealth	Accuracy Accurate Attention to Detail Careful Carefulness Concentration Consistency Diligence Meticulous Precise Precision Thorough

# PREP 1 EXERCISE CONTINUED: THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Customer Focus	Friendly	Integrity	Sincerity
Clients Customer Focus Customer Satisfaction Customer Service Customers Delight Patient-Centred Patient-Focused Patients Patient-Satisfaction Satisfaction	Accessibility Approachability Approachable Availability Available Communication Friendly Inviting Warmth Welcoming	Candour Character Credibility Ethical Honesty Humble Humility Integrity Purity Trust Trustworthy Truth Virtue	Cordiality Courtesy Encouragement Guidance Hospitality Listening Pleasantness Sincerity

Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Rational	Spontaneous	Fun	Composure
Certainty Common Sense Correct Down-to-Earth Economy Efficiency Efficient Frugality Level-Headed Logic Moderation Modesty Practical Pragmatic Prudence Rational Real Realistic Reason Resourceful Resourcefulness Temperance Useful Utility	Ease of Use Excitement Exciting Exhilarating Exuberance Expressive Extrovert Flair Intuitive Lively Outrageous Passion Spontaneity Spontaneous Surprise	Amusement Balance Cheerful Enjoyment Entertainment Enthusiasm Fitness Fun Happiness Health Hope Hopeful Humour Joy Play Playfulness Recreation Sense of Humour Silliness Work/Life Balance	Calm Calmness Composure Content Contentment Meekness Mellow Patience Peace Poise Reflection Relaxation Rest Serenity Silence Simplicity Solitude Thoughtful Tranquility Unflappable

# PREP 1 EXERCISE CONTINUED: THE CORPORATE CODE BUSINESS VALUES



Pillar 1 Planning: Leadership & Business Values Exercise: 1. Select 5 values 2. then find their headings below

Freedom	Refined	Significance	Global
Democratic Diversity Equality Equitable Fairness Freedom Impartial Justice Liberty Merit Meritocracy Open Open-Minded Openness Respect Respect for Others Respect for the Individual Tolerance Transparency  Your Leadership & Business Values are: _	Beauty Dignity Elegance Fashion Polish Professionalism Refined	Famous Gratitude Meaning Popularity Recognition Significance Status Thankful	Comprehensive Global International Universal Worldwide

Your Leadership & Business Values are: \_\_\_\_\_

Your Top 5 Values:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

The Headings they belong to are:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

# PILLAR ONE – PLANNING

MIND: PLANNING

BODY: VISION, MISSION, VALUES

SOUL: BUSINESS PLAN & TOOL KIT

STAGE: FOUNDATION

CONTRAST: STRESS, LACK, DOUBT

MIND: PEACE

BODY: MANIFESTATIONS

SOUL: BELIEF

CHAKRA: EARTH

## PILLAR ONE PART ONE - MIND

INTRODUCTION TO THE PILLARS: During The Corporate Code Program, we cover one Pillar per appointment, per fortnight. During each appointment, I explain what the Pillar is.

Each Pillar and therefore each of our appointments is broken up into mind, body, soul and a tool supporting each area of your business. The first part mind goes into the Past information of the Pillar that requires us to review. The second part is the body which looks at what is required to Repair, the third part is the soul, where the purpose and passion sit, and here we get into elements that go toward building a Business Plan & Tool Kit and also keeping the business passion and purpose at the forefront of our minds. Then we have a tool that supports each Pillar. This will all make sense as we go through each appointment.

When we go into testing to identify the messages I will always check in and make sure that you resonate with them. This is extremely important that you understand, so along the way, you will hear me ask “does this make sense” or “does this resonate”, multiple times. Please let me know if you would like any further clarification or have any questions, as this is your journey.

The Pillars flow in sequence, connecting to, supporting and advancing the previous Pillars. Each Pillar has its unique name, message and frequency for complete healing of the mind, body and soul components of your business as we discussed in PREP One.

With the Pillars, we can either be sitting in the Pillar or the Contrast. The Pillar is the perceived positive and the contrast is the perceived negative. Contrasts also highlight truths and are there to provide a message. Once we have Acceptance, Awareness and Gratitude for the contrast, we then lift back into the Pillar with growth, strength and greater understanding.

The Nine (9) Pillars form a circle and is the 'HUB' with each Pillar connecting into the one before and the one after. The first one we start with is Pillar One. Regardless of what stresses, issues, complaints, or dysfunctions a business may have, we must start with Pillar One. Pillar One is not only the foundation of The Corporate Code Program, but it is also the foundation of one's business.

Pillar One is the Pillar of Planning, and the contrast is Stress, Lack and Doubt. This is also the Mind component of the Pillar and is all about heightening your ability to attain, maintain and expand productive Planning, regardless of what is going on within your world. Therefore, instead of reacting to the stresses of business and being reactive, you can connect into thoughts, plans, choices and actions coming from a place of calmness and peace.

Having a Vision, Mission and Values guiding a business sets the Foundation for a successful future.

The Activation of Planning is an absolute Belief that can be captured in a Business Plan & Tool Kit. Belief in your business, yourself, in your success.

If we are in contrast to this, we are sitting with Doubt and are therefore doubting ourselves, others, our purpose, and what we are Planning. This Doubt then further fuels stress, which then further creates Lack. Lack creates more and more Doubt, and Stress, creating Lack, and so the vicious cycle continues.

**TCC:** Today we are identifying what in the past has been blocking your **Planning** and the ability to successfully provide a working **Business Plan** for your business.

**TCC EXPANSION:** Go straight to Body script



TREATMENT PROCESS:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE MIND AS ABOVE
2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR OF PLANNING VERSUS THE CONTRAST OF STRESS, CHAOS, AND TURMOIL (L)  
L: YES  
UL: NO
3. CALIBRATION:
  - 3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF PLANNING CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)
  - 3b - THE CONTRAST CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)  
UL: IDENTIFIES CALIBRATION NUMBER
4. EMOTION: THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S PILLAR OF PLANNING VERSUS THE CONTRAST OF STRESS BEING BLOCKED BY AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, ... (UL) BEING INTERNAL, EXTERNAL, UNIVERSAL (UL)  
UL: IDENTIFIES THE EMOTION AND LEVEL - INT, EXT & UNI
5. FOG: THIS BEING LINKED TO FOG 1-3, 4-6, 7-9 (UL)  
UL: IDENTIFIES THE FOG
6. CONSCIOUSNESS: THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)  
UL: IDENTIFIES THE CONSCIOUSNESS LEVEL
7. CONTEXT: THIS PRIMARILY PLAYS OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)  
UL: IDENTIFIES THE AREA OF BUSINESS
8. LEVEL: PRIMARILY ON THE MIND, BODY, SOUL (UL)  
UL: IDENTIFIES THE LEVEL OF THE PILLAR
9. EXPLAIN MESSAGE:
10. REVEAL: THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)  
L: YES  
UL: NO
11. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)  
L: YES  
UL: NO
12. TREATMENT: TO BE INCLUDED WITH BODY TREATMENT

FOLLOWING THE TREATMENT:

13. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

14. CALIBRATION:

14a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR ONE IN THE PILLAR FORM NOW CALIBRATING 1 - 5, 6 - 10, MINUS 1 - 5, MINUS 6 - 9 (UL) (MUST BE LEVEL 10)

14b - THE CONTRAST FORM NOW CALIBRATING LEVEL 1 - 5, 6 - 10, MINUS 1 - 5, MINUS 6 - 9 (UL) (MUST BE LEVEL 10)

UL: IDENTIFIES CALIBRATION NUMBER

NOTE: IN THE VERY RARE CASE THAT IT IS NOT 10 / 10 THEN RECHECK THAT THE CLIENT HAS UNDERSTOOD THE MESSAGE, IT MAY REQUIRE FURTHER DISCUSSION AND THEN A CONDITION.

15. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

16. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

17. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES

UL: NO

18. CONNECT OUT

TREATMENT NOTES:

PILLAR ONE PART ONE - MIND:

PILLAR CALIBRATION – CONTRAST CALIBRATION – EMOTION AND LEVEL – FOG – GROUPING – AREA OF BUSINESS – LEVEL OF PILLAR – INF & G3.

EXAMPLE:

PILLAR ONE PART ONE - MIND:

MINUS 1 – MINUS 4 – ANGER EXT – SEED – VOID – SALES – SOUL BUSINESS PLAN & TOOL KIT – INF & G3.

## PILLAR ONE PART ONE - BODY

The Body representation for this Pillar is your Stress Response and how this manifests throughout the business. Our businesses all generate a Stress Response depending on what we are thinking, feeling, are exposed to and experience in your business.

We all have a healthy Stress Response, but what can happen if we are in the contrast of this, its long-lasting stress effects negatively impact the business and sometimes lead to chronic issues.

A Business Plan & Tool Kit, as mentioned earlier, includes a Vision, Mission and Values. Having a clear Vision, Mission and Values halts the reactive response causing stress on the business and brings Peace of mind knowing that you are in control of your business.

On a metaphysical level, the Pillar also represents Manifestation. It is about what you manifest within your businesses as well as what you choose to manifest personally. If coming from a place of calm, you can see that manifestations flow in a state of ease. If you are coming from stress, chaos and turmoil, you will have difficulty with your manifestations and can start to manifest negatively. It is important for you to come back to the Foundation of Planning, Peace and calm before you start to manifest.

### FINISH WITH EITHER TCC OR TCC EXPANSION BELOW:

**TCC:** Today we are identifying what is currently blocking your ability to remove **Stress, Lack & Doubt** from your **Vision, Mission & Values** and how it's impacting the health of your business.

**TCC EXPANSION:** What we are going to do is identify the weakest link in this Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.

TREATMENT PROCESS - CODING:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE BODY AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR ONE PART ONE BODY (L)

L: YES

UL: NO

3. CODING: ASK THE CLIENT TO CHOOSE A NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE STRONGEST AREA OF THIS PILLAR  
(1 - 9 STARTS FROM THE OUTER CIRCLE OF THE WHEEL TO THE CENTRE  
IE 1 = THE PILLAR AND 9 = SUCCESS)

4. CODING: ASK THE CLIENT TO CHOOSE ANOTHER NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE WEAKEST AREA OF THIS PILLAR

5. CONDITION: THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES CONDITION

6. POD: THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL, BEING RECENT?

L: YES

UL: NO

(IF ORIGINAL) LINKED TO CONCEPTION 1- 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)?  
OR (IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD GOING  
BACK DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO

UL: YES

7. REVEAL: ANY FURTHER REVEAL (UL)

L: YES

UL: NO

8. EXPLAIN MESSAGE:

9. REVEAL: ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

10. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

11. TREATMENT

FOLLOWING THE TREATMENT:

12. PERMISSION: PERMISSION TO RETEST (L)

L: YES  
UL: NO

13. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES  
UL: NO

14. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES  
UL: NO

15. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES  
UL: NO

16. CONNECT OUT

TREATMENT NOTES:

**PILLAR ONE PART ONE - BODY:**

PILLAR STRENGTH - PILLAR WEAKNESS - COND - POD - INF & G3.

*EXAMPLE:*

**PILLAR ONE PART ONE - BODY:**

PLANNING - STRESS - COND 4 - POD 3RD YEAR IN BUSINESS (LOST MAJOR CLIENT) - INF & G3.

## PILLAR ONE PART TWO - SOUL

### CLIENT EXERCISE:

The Soul component or exercise is around building your Business Plan & Tool Kit and starting with your business's Vision, Mission and Values and SWOT Matrix.

**The Vision:** is the really big picture of what you are aiming to achieve.

**The Mission:** is 'the how' you are going to achieve it - what you do.

**The Values:** are your guiding principles that your Vision and Mission can be measured against, or held to account by.

We confirmed your Business Values at our last appointment, so today we are going to look into your Vision and Mission.

To do this I am going to do some Coding with you.

What is the first number you receive from 1 - 9?

And now a number from 11 - 19?

#### Coding:

The first Coding 1 - 9 is a Pillar. The second number 11 - 19 is the area within that Pillar (*only use the second digit*).

The Pillar and the area within that Pillar are indicators from both The Pillar Code and The Corporate Code about what theme is to be included within the Vision and Mission statements. These can be descriptive words, such as 'discover', 'confidence', 'purpose', 'direction', and are accompanied by WHAT the business does ie the services.

When you have a great Vision and Mission, a stranger can read them and have an understanding of what the business does and aims to do in the future.

*Example: 6 - 3. Is Sales / Blocked in The Corporate Code & Experience / Block in The Pillar Code. These words or synonyms can be used in your Vision and Mission.*

**Vision:** Supporting organisations to understand their blocks, and then experience greater purpose by increasing their sales

**Mission:** Create networks of experienced sales teams to support organisations' sales training, and networking, for the ultimate sales experience.

The information that we gather in this section, the Soul section of each Pillar, builds elements of a Business Plan & Tool Kit and also activates the Pillar. In other words, these are the actions the Pillar requires to keep your business heading in a successful momentum through The Corporate Code journey.

Next, we are going to fill in your Business Plan & Tool Kit SWOT: Strengths, Weaknesses, Opportunities and Threats using some of the information that we have already captured.

The Strengths and Weaknesses are within your control, or internal and the Opportunities and Threats are outside your control or are external to the business. Keeping an eye on your SWOT supports your business to build its resilience as it changes throughout the program.

Fill in the table with the top five (5) answers for each quadrant.

- S - Expand your Strengths
- W - Eliminate your Weaknesses
- O - Exploit your Opportunities; &
- T - Mitigate your Threats

## TOOLS: MANIFESTATIONS & INSURANCE

### TOOL 1: THE COMPANY VALUES & MARKETING HEADINGS

Now, we are going to create some templates with the Company Values and Marketing Headings Tool. We will be using your Company/Business Values and aligned Marketing Headings from PREP 1 to provide you with some company statement examples that you can utilise for future marketing.

Let's go through this together.

### TOOL 2: MANIFESTATIONS

The Manifestation Tool is the Foundation of the Business Plan & Tool Kit and we add to this throughout your journey.

The first tool we are going to go through is your business manifestations. You may have done manifestations in the past; however, The Corporate Code has developed its own unique process. If you have not experienced Manifesting before, this is like goal setting with additional power. Manifestations enable you to have control within your business, instead of things just 'happening' to you, this is taking control and connecting into what you choose to happen within your business.

There are five columns on the template, The Now / Acceptance, Truth / Awareness, The Choice / Gratitude, Actions and By When. The first column represents the different areas within your business such as teams, clients, sales, etc.

We recommend updating your manifestations quarterly or when required. Let's go through one together as an example (*together, go through just one as an example of the process. Get them to write it and check for truth, positive language in the choice and that they sit with belief and purpose*).

What I will get you to do is set time aside to work on this. This is fundamental, this becomes the blueprint for your business. Be in a positive clear space when completing this exercise. We will go through this together in your Pillar 3, so you have time. I would like you to bring it in / send it to me / upload it on the cloud before your Pillar 2 appointment so I can see how you are going with it.

## TOOL 3: INSURANCE

Having all of the business and individual insurances, memberships, associations and renewals in one place help with your budgeting, risk management and making sure that you are covered and organised.

This Tool is to support you in holding all of your information in your Business Plan & Tool Kit. You can be as detailed or high level as you like, but once done it is then only a matter of updating annually with your Business Plan & Tool Kit review.

The Company has engaged "NAME" from "INSURANCE COMPANY NAME" to provide insurance for The Company. The insurance is aimed to protect The Company and "DIRECTORS NAMES".

A list of our insurance may include:

1. Professional liability
2. Public liability
3. Workers' compensation
4. Product liability
5. Home-based businesses
6. Business interruption
7. Life and TPD
8. Property
9. Motor vehicles

**CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENT NOTES.**

**TREATMENT NOTES:**

**PILLAR ONE PART TWO SOUL EXERCISE & TOOL:**

VISION, MISSION & VALUES EXERCISE / BUSINESS PLAN & TOOL KIT NOTES ATTACHED.

MANIFESTATIONS – SWOT - ENERGY TREATMENT – INF & G3.

**PRACTITIONER ACTIONS POST TREATMENT:**

UPDATE CLIENT'S BUSINESS PLAN & TOOL KIT, VISION, MISSION & VALUES EXERCISE AND MANIFESTATIONS TEMPLATE IN CLIENT'S CLOUD-BASED FOLDER.



# PILLAR 1 EXERCISE: VISION, MISSION & VALUES AND SWOT



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## PILLAR 1 PLANNING EXERCISE VISION, MISSION & VALUES

This Soul component or exercise is around continuing to build your Business Plan and Toolkit in regard to your business's Vision, Mission and Values.

Coding Exercise:

1. Select a number from 1 - 9 NUMBER
2. Now, select a number from 11 - 19? \_\_\_\_\_

The first Coding 1 - 9 is a Pillar.

The second number 11 - 19 is the area within that Pillar (only use the second digit).

The Mind of my business is \_\_\_\_\_  
The Body of my business is \_\_\_\_\_  
The Soul of my business is \_\_\_\_\_

The Vision: is the really big picture of what you are aiming to achieve. Incorporate the Coding in Exercise 1 and 2.

The Mission: is 'the how' you are going to achieve it - what you do. Turn your vision into a how statement.

The Values: taken from the previous exercise are your guiding principles that your Vision and Mission can be measured against, or held to account by.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

# PILLAR 1 EXERCISE: VISION, MISSION & VALUES AND SWOT



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## PILLAR 1 PLANNING EXERCISE SWOT

Fill in your Business SWOT - Strength, Weakness, Opportunity and Threats using some of the information already captured from your PREP 1.

The Strengths and Weaknesses are within your control, or internal in the business. The Opportunities and Threats are outside your control or are external to the business.

Keeping an eye on your SWOT supports your business to build resilience as your Business progresses.

Fill in the table with the top five (5) answers for each quadrant and re-assess as required.

- S** - Expand your Strength
- W** - Eliminate your Weaknesses
- O** - Exploit your Opportunities &
- T** - Mitigate your Threats

		INTERNAL	EXTERNAL
		STRENGTHS	OPPORTUNITIES
↑ R E S I L I E N C E	1.		1.
	2.		2.
	3.		3.
	4.		4.
	5.		5.
		WEAKNESSES	THREATS
	1.		1.
	2.		2.
	3.		3.
	4.		4.
	5.		5.
		← VULNERABILITY	

**NOTES:**

STRENGTHS – can include your Top 3 Magic Gifts

WEAKNESSES – is the Top 5 Priorities off the Fix-It-List

OPPORTUNITIES – ideal ways to create new business or support

THREATS – outside of your control that can significantly affect your business

**Additional Notes:**

# TOOL 1: VISION, MISSION & VALUES AND SWOT



## PILLAR 1 TOOL - COMPANY VALUES AND MARKETING HEADINGS

### COMPANY VALUES

- 1.
- 2.
- 3.
- 4.
- 5.

### MARKETING HEADING

- 1.
- 2.
- 3.
- 4.
- 5.

### Company Statement Examples:

- **Guiding Principles of the Company** – “My Company’s Principles are to \_\_\_\_ being \_\_\_\_ with the \_\_\_\_ in the My Company’s industry, who are \_\_\_\_ and provide \_\_\_\_ to the Company and our Clients”
- **Direction for the Directors** – “The Directors Guiding Principles are to \_\_\_\_ their business, by delivering \_\_\_\_ projects by the \_\_\_\_ combination of Staff, Subcontractors and Clients, producing \_\_\_\_ projects of \_\_\_\_”
- **HR requirements** – “My Company’s Team are to bring \_\_\_\_ to Company by being \_\_\_\_ and adding to the \_\_\_\_ interest, with \_\_\_\_ and \_\_\_\_”
- **Avatar of your clients** – “Our A-Grade clients are those who we \_\_\_\_ working with; allow for; understand that they are a part of the \_\_\_\_, to produce \_\_\_\_ projects with \_\_\_\_”
- **Avatar / qualities of your team** – “As Directors of My Company our Team are those who we \_\_\_\_ working with, who are \_\_\_\_ by nature; fit into the \_\_\_\_ expectation; are \_\_\_\_ and are always seeking \_\_\_\_ – for Company, for our Clients and for themselves”
- **Project Objectives** – “At My Company we strive to bring \_\_\_\_ and \_\_\_\_ to each project, using our \_\_\_\_ approach with \_\_\_\_ and \_\_\_\_”
- **Performance Reviews** – Has the Team Member been:
  - \_\_\_\_ to work with / \_\_\_\_ to the Team;
  - \_\_\_\_
  - \_\_\_\_
  - \_\_\_\_
  - Driven by \_\_\_\_ (for Company, for our Clients and for themselves)

# TOOL 2: GOALS & MANIFESTATION



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## PILLAR 1 TOOL – GOALS & MANIFESTATIONS

A BUSINESS STOCK TAKE AND MANIFESTATION – TAKE ACTION AND BE ACCOUNTABLE FOR YOUR JOURNEY!  
ASK YOURSELF, “WHAT AM I ULTIMATELY CHOOSING TO MANIFEST FOR MY BUSINESS?”

1. Acceptance (Past) What areas?	2. Awareness (Present) What is the truth?	3. Gratitude (Future) *do not use: want, will, better, more, less, no, should, try (Verbs – Manifestations) i.e. “I am / I have / I choose ___ with ease/happily/abundantly/successfully/joyfully”	4. Actions What to do?	5. Time By When?
(Nouns)  e.g. Sales	(Adjectives)  Sales Department can be hit or miss, no regular opportunities.	  I love how the Sales Team are expanding and exploring new areas successfully. They are excited and eager to work with great outcomes.	(Verbs)  - Interview current team - Employ new sales manager	(Verbs)  1/11 1/12
e.g. Finances	Unstable cash flow, not sticking to budget, haven't written a forecast but bills are all being met	I am so grateful that our finances are organised, positive and flowing easily and regularly and growing month by month.	- Get a bookkeeper - Schedule monthly financial meetings	1/12
The Corporate Code Program	Program Fees \$	I am so grateful that The Corporate Code fees has been delivered back to me for my - self / business development Program.		
<b>PLANNING</b>				
• Planning				
• Vision				
• Mission				
• Values				
• Business Plan				
<b>STRATEGY</b>				
• Strategy				
• Direction				
• Partners				
<b>TEAMS</b>				
• Teams				

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# TOOL 2 CONTINUED: GOALS & MANIFESTATION



## PILLAR 1 TOOL – GOALS & MANIFESTATIONS

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A BUSINESS STOCK TAKE AND MANIFESTATION – TAKE ACTION AND BE ACCOUNTABLE FOR YOUR JOURNEY!  
ASK YOURSELF; "WHAT AM I ULTIMATELY CHOOSING TO MANIFEST FOR MY BUSINESS?"

1. Acceptance (Past) What areas?	2. Awareness (Present) What is the truth?	3. Gratitude (Future) <small>*do not use: want, will, better, more, less, no, should, try</small>	4. Actions What to do?	5. Time By When?
• Skills				
• Capabilities				
• Roles				
• Duties				
<b>CLIENTS</b>				
• Clients				
• Avatar				
• Growth				
<b>OFFERING</b>				
• Offering				
• Products				
• Services				
• Marketing				
<b>SALES</b>				
• Sales				
• Networking				
• Purpose				
<b>FINANCES</b>				
• Finances		I am financially abundant and free - happily, healthily and easily ....		
• Budgets				
• Forecasts				
• Milestones				
• Goals				

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# TOOL 2 CONTINUED: GOALS & MANIFESTATION



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## PILLAR 1 TOOL – GOALS & MANIFESTATIONS

A BUSINESS STOCK TAKE AND MANIFESTATION – TAKE ACTION AND BE ACCOUNTABLE FOR YOUR JOURNEY!  
ASK YOURSELF, "WHAT AM I ULTIMATELY CHOOSING TO MANIFEST FOR MY BUSINESS?"

1. Acceptance (Past) What areas?	2. Awareness (Present) What is the truth?	3. Gratitude (Future) *do not use: want, will, better, more, less, no, should, try	4. Actions What to do?	5. Time By When?
<b>REPORTING</b>				
• Reporting				
• Analysis				
• Statistics				
• Results				
<b>PROGRESSION</b>				
• Review				
• Repair				
• Reset				
• Next Steps				
• Tipping Point				
	When this column is complete it simply has the truth about your business (whether that be positive, negative or somewhere in between).	When complete, this column has all of the things that make up your ideal business, including the things that you already have and choose to keep and the new things that you are manifesting in. Every word here is in the positive and in the now! Enjoy!		

**ONE WORD THAT WOULD DESCRIBE YOUR BUSINESS OF CHOICE:** \_\_\_\_\_

**Note:**

- \*review/re-do every 2 months \*save dated versions
- \*feel free to be creative \*include emotion with what you are choosing

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## TOOL 3: INSURANCE



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### PILLAR 1 TOOL - INSURANCE

The Company has engaged “\_\_\_” from “\_\_\_\_\_” to provide insurance for The Company. The insurance is aimed to protect The Company and “DIRECTORS NAMES”.

A list of our insurances include:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_

BUSINESS / PROPERTY INSURANCE	
Insurer	
Policy Number	
Period of cover	
Property	
Property insurance valued	
Business Type	
Business Interruption	
Theft	
Money	
Liability	
General Property	
Level of Cover	
<b>TOTAL ANNUAL PREMIUM</b>	<b>\$</b>

WORKERS COMP	
Insurer	
Policy Number	
Type	
Period of Cover	
Description	
Estimated Wages	
Employees	
<b>TOTAL ANNUAL PREMIUM</b>	<b>\$</b>

## TOOL 3 CONTINUED: INSURANCE



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

" " INSURANCE	
Insurer	
Policy Number	
Period of cover	
What is insured	
Insurance value	
Theft	
Money	
Liability	
Level of Cover	
<b>TOTAL ANNUAL PREMIUM</b>	<b>\$</b>

" " INSURANCE	
Insurer	
Policy Number	
Period of cover	
What is insured	
Insurance value	
Theft	
Money	
Liability	
Level of Cover	
<b>TOTAL ANNUAL PREMIUM</b>	<b>\$</b>

" " INSURANCE	
Insurer	
Policy Number	
Period of cover	
What is insured	
Insurance value	
Theft	
Money	
Liability	
Level of Cover	
<b>TOTAL ANNUAL PREMIUM</b>	<b>\$</b>

See Attachments " " – Insurances and their Schedules.



## TOOL 3 CONTINUED: INSURANCE



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

### INSURANCE, ASSOCIATIONS & MEMBERSHIPS

MONTH	RENEWAL DATE	PROVIDER	DESCRIPTION	AMOUNT
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				

TOOL 3 CONTINUED: INSURANCE



**SUBSCRIPTIONS**

SUBSCRIPTIONS	INCLUSIONS	WHO HAS ACCESS	WEBLINK / EMAIL CONNECTED	FEES

# PILLAR TWO – STRATEGY

MIND: STRATEGY  
BODY: DIRECTION  
SOUL: PARTNERS  
STAGE: STABILISATION  
CONTRAST: FEAR, LOW VITALITY, BURDEN

MIND: LOVE  
BODY: CELL FUNCTION  
SOUL: JOY  
CHAKRA: BASE

## PILLAR TWO PART ONE - MIND

As a reminder, in the last session, we did your Pillar One, which was the Foundation of your Planning, Vision, Mission and Values, how having a healthy Business Plan & Tool Kit supports the growth of a healthy business, your business Manifestations and SWOT. Once we have a strong Foundation of Planning, we can then move on to Stabilisation using Strategy, which is Pillar Two.

Pillar Two is the Pillar of Strategy and the contrast is Fear. Strategy is the long-term view and is like the energy that flows through a business and is also the Mind component of this Pillar. It is the Direction and is supported by Partners that leads to success. To connect into the Strategy of the business we must align to three (3) things:

1. Acceptance: of all Past 'lessons'.
2. Awareness: of the business's current 'health' and the 'why'.
3. Gratitude: of all Past, Present and Future Vision.

In other words, know where you've been, where you are NOW and where you are AIMing to go.

The contrast, Fear is a shrinking, isolating, withdrawing, and dark energy, as though to turn off the light. Fear can create anxiety, acceptance and expectation of a *negative* happening in the future. It also disconnects us from a healthy Strategy, lowering the vitality and sabotaging the success of the business.

To activate the Strategy businesses require Partners. Not necessarily legal business partnerships, however, referral Partners, suppliers, sub-contractors, professional advisors such as your accountant and even spouses, family and friends. Understanding the importance of how Partners help activate a business is imperative.

Connecting with Business Partners who support the Vision of your business, helps Stabilise the connection of the 'WHY', the direction and the JOY that is required to maintain momentum. The greater the momentum the more likely a business Strategy is to succeed and therefore the greater the JOY. And JOY is the fuel for life and business. JOY is the Journey Of Yours (TPC & TCC Acronym).

The Activation of the contrast of Fear is Burden. It aligns you with Burden, pressure, obligation and overwhelm of business, which fuels more Fear and the cycle continues. We can move into Burden with our workload, clients, team, finances, etc.

TCC: Today we are identifying what in the past has been blocking your **Strategy** and the ability to connect with a Strategic **Partner** for the successful growth of your business.

TCC EXPANSION: Go straight to Body script

**TREATMENT PROCESS:**

1. **DISCUSSION:** CONNECT IN & EXPLAIN PILLAR PART ONE MIND AS ABOVE

2. **PERMISSION:** PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR OF STRATEGY VERSUS THE CONTRAST OF FEAR, LOW VITALITY, AND BURDEN (L)

L: YES

UL: NO

3. **CALIBRATION:**

3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF STRATEGY CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

3b - THE CONTRAST CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

UL: IDENTIFIES CALIBRATION NUMBER

4. **EMOTION:** THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S PILLAR OF STRATEGY VERSUS THE CONTRAST OF FEAR BEING BLOCKED BY AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, ... (UL)

UL: IDENTIFIES THE EMOTION AND LEVEL - INT, EXT & UNI

5. **FOG:** THIS BEING LINKED TO FOG 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES THE FOG

6. **CONSCIOUSNESS:** THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)

UL: IDENTIFIES THE CONSCIOUSNESS LEVEL

7. **CONTEXT:** THIS IS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES FINANCES, REPORTING OR PROGRESSION (UL)

UL: IDENTIFIES THE AREA OF BUSINESS

8. **LEVEL:** PRIMARILY ON THE MIND, BODY, SOUL (UL)

UL: IDENTIFIES THE LEVEL OF THE PILLAR

9. **EXPLAIN MESSAGE:**

10. **REVEAL:** THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

11. **AAG:** ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

12. **TREATMENT:** TO BE INCLUDED WITH BODY TREATMENT

FOLLOWING THE TREATMENT:

13. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

14. CALIBRATION:

14a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR TWO IN THE PILLAR FORM NOW CALIBRATING . . . (MUST BE LEVEL 10).

14b - THE CONTRAST FORM NOW CALIBRATING LEVEL . . .(MUST BE LEVEL 10)  
(UL)

UL: IDENTIFIES CALIBRATION NUMBER

15. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

16. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

17. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL) SUPPORT (UL)

L: YES

UL: NO

18. CONNECT OUT

TREATMENT NOTES:

PILLAR TWO PART ONE - MIND:

PILLAR CALIBRATION – CONTRAST CALIBRATION – EMOTION AND LEVEL – FOG – GROUPING – AREA OF BUSINESS – LEVEL OF PILLAR – INF & G3.

*EXAMPLE:*

PILLAR TWO PART ONE - MIND:

L2 – MINUS 4 – GUILT INT – DEEP FOG– G2 – FINANCES – SOUL– INF & G3.

## PILLAR TWO PART ONE - BODY

The Body representation for this Pillar is your business's Direction. In this Pillar, we discussed that Strategy is the long-term view and energy of a business. Therefore, when you are aligned to the Strategy, this is turning the light on, expanding and connecting you into the Direction toward success and as a result, clearing negative low vitality and lifting your energy as you know where you are heading.

Strategy is the high-level guide or the overview and Direction which can be seen as the body of movement working toward that Strategy. Both working with the AIM - All In Motion, toward success.

Fear is the opposite, it is a shrinking energy, that blocks progression, resulting in the business holding back and having low vitality, being stagnant and not moving. A simple example of this is low productivity and staff absenteeism. When a business experiences a high level of fear and anxiety, it blocks the momentum and destabilises all efforts. The feeling of this can lead to a heavy Burden, difficult to clear and make it a struggle to remember the 'Why' and passion of the business.

On a metaphysical level, this Pillar also represents the flow of JOY in your business. Are you in the natural flow of releasing and giving? Are you in gratitude for your business and the support around you, or are you blocking this natural flow?

A happy business that is a JOY to work in, has a natural flow, has high energy and is generally more likely to succeed.

**FINISH WITH EITHER TCC OR TCC EXPANSION BELOW:**

**TCC:** Today we are identifying what is currently blocking your ability to remove **Fear, Low Vitality and Burden** from your **Direction** and how that is impacting your business.

**TCC EXPANSION:** What we are going to do is identify the weakest link in your Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.

TREATMENT PROCESS - CODING:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE BODY AS ABOVE
2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR TWO PART ONE BODY (L)  
L: YES  
UL: NO
3. CODING: ASK THE CLIENT TO CHOOSE A NUMBER FROM 1 - 9  
CODED NUMBER: IDENTIFIES THE STRONGEST AREA OF THIS PILLAR  
(1 - 9 STARTS FROM THE OUTER CIRCLE ON THE WHEEL TO THE CENTRE  
I.E 1 = THE PILLAR AND 9 = SUCCESS)
4. CODING: ASK THE CLIENT TO CHOOSE ANOTHER NUMBER FROM 1 - 9  
CODED NUMBER: IDENTIFIES THE WEAKEST AREA OF THIS PILLAR
5. CONDITION: THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)  
UL: IDENTIFIES CONDITION
6. POD: THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL,  
BEING RECENT?  
L: YES  
UL: NO  
  
(IF ORIGINAL) LINKED TO CONCEPTION 1- 5, 5-10, 10-15, 15-20 (AND SO ON)?  
OR (IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESSES POD GOING  
BACK DAYS, WEEKS, MONTHS, YEARS ETC.?  
L: NO  
UL: YES
7. REVEAL: ANY FURTHER REVEAL (UL)  
L: YES  
UL: NO
8. EXPLAIN MESSAGE:
9. REVEAL: ANY FURTHER REVEAL REQUIRED (UL)  
L: YES  
UL: NO
10. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)  
L: YES  
UL: NO
11. TREATMENT

FOLLOWING THE TREATMENT:

12. PERMISSION: PERMISSION TO RETEST (L)

L: YES  
UL: NO

13. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES  
UL: NO

14. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES  
UL: NO

15. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES  
UL: NO

16. CONNECT OUT

TREATMENT NOTES:

PILLAR TWO PART ONE - BODY:

PILLAR STRENGTH - PILLAR WEAKNESS - COND - POD - INF & G3.

*EXAMPLE:*

PILLAR TWO PART ONE - BODY:

DIRECTION - PARTNERS - COND 5 - POD 1ST YEAR 3RD MONTH IN BUSINESS - INF & G3.



## PILLAR TWO PART TWO - SOUL

### CLIENT EXERCISE:

The Soul component or exercise is around building your Business Plan & Tool Kit, including identifying who your Partners are. Partners help businesses to reach their targets.

**The Strategy:** the big picture of what you are aiming to achieve long-term and how.

**The Direction:** 'the how' you are going to achieve it, so you can follow the Strategy.

**The Partners:** are those supporting your Vision, Mission and Values.

To keep your energy high, so you can achieve your Business Success, it is always good to know your Why.

#### 1. WHY are you in this business?

NOTE: *Takedown the WHY? - this can sometimes stump people. So go back to the beginning, what was it that gave you the reason to start this in the first place? If they say something about finances, then ask them, but why this business?*

#### 2. Strategy - (Remind them of each Pillar if they get stuck)

##### a) Where would you like the business to be in 1 year?

This represents the MIND's Vision... and 1 - Peace of Mind

##### b) Where would you like the business to be in 3 years?

This represents the BODY's Vision... and 3 - Confidence of the Body

##### c) Where would you like the business to be in 8 years?

This represents the SOUL's Vision... and 8 - Truth of the Soul - or purpose and passion.

#### 3. Partners

##### a) Who are your current Partners - people who support your business officially?

*This can include - professional support, accountants, landlords, suppliers of services such as finances (Xero, Bank, Stripe), Client Record Management System (CRM), sub-contractors, coaches, membership organisations, industry bodies, referring partners etc.*

##### b) Who are your unofficial Partners?

*This can include - family, friends, past clients*

##### c) Who would be an ideal official Partner to have?

*This could mean formalising a relationship or gaining a new Partner. Think ideal and think big and think JOY.*

The information that we gather in this section, the Soul section of each Pillar, builds elements of a Business Plan & Tool Kit and also activates the Pillar. In other words, these are the actions the Pillar requires to keep your business heading in a successful momentum through The Corporate Code journey.

# TOOLS: CEO STRATEGY HOUR, RISK MANAGEMENT & MIND SEALING

## TOOL 1: CEO STRATEGY HOUR

The first of today's tools is the CEO Strategy Hour.

- Please give me a number from 1 - 5 (days of the week)
- A number 1 or 2 (1 = am / 2 = pm)
- A number 1 - 4 ( AM 9,10,11 or 12 Noon - PM 1,2,3 or 4)

CEO = Consciously Energised Organiser. So as the CEO of your Business what came from your Coding is the time suggested that you put into your diary every week to spend some uninterrupted time on Strategy.

The hour is to be split into 4 areas of focus and linked to your Business Strategy:

- 15 minutes - the Past week
- 15 minutes - the Present week
- 15 minutes - the Future
- 15 minutes - for contemplation.

This is a time to focus 'ON' the business, not 'IN' the business.

Where in the PAST, PRESENT and FUTURE, have there been actions taken or set, that directly support the Strategy and what success looks like to you?

## TOOL 2: RISK MANAGEMENT

Risks are calculated using a risk matrix that measures the level of risk that a situation can cause to the business based on the likelihood of occurrence and severity of impact on the business.

See below:

The risks to be monitored and managed for The Company are detailed below with their corresponding risk levels before and after the strategy has been implemented.

The risks will be evaluated and reviewed at each board meeting, ensuring that the risk management strategies are being implemented as well as delegated out to the team where possible.

## ENERGY TOOL 3: MIND SEALING (8-MINUTE RECORDING)

I will be uploading a simple guided meditation for you to use at any time, but recommend that you use this every morning to start the day and evening to close down the day. You can Seal for 3 - 8 minutes at a time or listen to the Mind Sealing recording that you can find in your cloud-based folder.

SEAL is another one of our Acronyms for Self-Energy Awakening Life or known as 'Self Healing'. Sealing is a healing meditation that is specifically around controlling and calming the mind. It SEALs out the stress, chaos, overwhelm, confusion and negativity and SEALs in Peace, calmness, clarity and positivity.

**CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENT NOTES.**

**TREATMENT NOTES:**

**PILLAR TWO PART TWO SOUL EXERCISE & TOOL:**

STRATEGY, DIRECTION & PARTNERS EXERCISE / BUSINESS PLAN & TOOL KIT NOTES ATTACHED.

CEO STRATEGY - MIND SEALING – ENERGY TREATMENT – INF & G3.

**PRACTITIONER ACTIONS POST TREATMENT:**

UPDATE CLIENT'S BUSINESS PLAN & TOOL KIT, THE STRATEGY, DIRECTION & PARTNERS EXERCISE, CEO STRATEGY HOUR TOOL AND UPLOAD THE MIND SEALING RECORDING INTO CLIENT'S CLOUD-BASED FOLDER.

# PILLAR 2 EXERCISE: STRATEGY, DIRECTION & PARTNERS



## PILLAR 2 STRATEGY EXERCISE STRATEGY, DIRECTION & PARTNERS

The Soul component or exercise is around building your Business Plan & Tool Kit, including identifying who your Partners are. Partners help businesses to reach their targets.

1. Why are you in this business?

2. Strategy

a. Where would you like the business to be in 1 year?

How will you achieve this?

b. Where would you like the business to be in 3 years?

How will you achieve this?

c. Where would you like the business to be in 8 years?

## PILLAR 2 EXERCISE: STRATEGY, DIRECTION & PARTNERS



How will you achieve this?

### 3. Partners

a. Who are your current Partners - people who support your business officially?

b. Who are your unofficial Partners?

c. Who would be an ideal official Partner to have?

## TOOL 1: CEO STRATEGY HOUR



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

### PILLAR 2 TOOL: CEO STRATEGY HOUR

*This is a time to focus 'on' the business, not 'in' the business*

#### The CEO Strategy Hour CODING:

- Select a number from 1 - 5 (days of the week)
- Select a number 1 or 2 (1 = am / 2 = pm)
- Select a number 1 - 4 ( AM 9, 10, 11 or 12 Noon - PM 1, 2, 3 or 4)

Day of the Week	1	2	3	4	5
	Monday	Tuesday	Wednesday	Thursday	Friday
AM or PM	1		2		
	AM		PM		
Hour of the Day	1	2	3	4	
	AM - 9 PM - 1	AM - 10 PM - 2	AM - 11 PM - 3	12 Noon PM - 4	

CEO = Consciously Energised Organiser. So as the CEO of your Business what came from your Coding is the time suggested that you put into your diary every week to spend some uninterrupted time on Strategy.

Your CEO Strategy Hour is \_\_\_\_.

The hour is to be split into 4 areas of focus and linked to your Business Strategy and Success:

- 1 - 15 minutes - the Past week
- 2 - 15 minutes - the Present week
- 3 - 15 minutes - the Future
- 4 - 15 minutes - for Contemplation

Look into where in the PAST, PRESENT and FUTURE, has there been actions taken or set, that directly support the Strategy. Then remind yourself of what success looks like to you.

I commit to giving myself one hour each week to focus on and to energise my Business Strategy.

## TOOL 2: RISK MANAGEMENT



### PILLAR 2 TOOL - RISK MANAGEMENT

Risks are calculated using a risk matrix that measures the level of risk that a situation can cause to the business based on the likelihood of occurrence and severity of impact to the business.

See below:

	NEGLIGIBLE	MINOR	MODERATE	SIGNIFICANT	SEVERE
VERY LIKELY	Low	Moderate	High	Extreme	Extreme
LIKELY	Minimum	Low	Moderate	High	Extreme
POSSIBLE	Minimum	Low	Moderate	High	High
UNLIKELY	Minimum	Low	Low	Moderate	High
VERY UNLIKELY	Minimum	Minimum	Low	Moderate	High

The risks to be monitored and managed for The Company are detailed below with their corresponding risk levels before and after the strategy has been implemented:

RISKS		LEVEL	RISK MANAGEMENT STRATEGY	NEW LEVEL
Eg.	Key Staff Leaving	High	Train new staffs, train mentors, plan ahead, support staffs' needs	Moderate
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				

The risks will be evaluated and reviewed at each board meeting, ensuring that the risk management strategies are being implemented as well as delegated out to the team where possible.

# PILLAR THREE – TEAMS

MIND: TEAMS  
BODY: SKILLS & CAPABILITIES  
SOUL: ROLES & DUTIES  
STAGE: ACTIVATION  
CONTRAST: DISCONNECTION,  
BRAIN DRAIN, LACK OF CONFIDENCE

MIND: CONNECTION  
BODY: BRAIN FUNCTION  
SOUL: CONFIDENCE  
CHAKRA: SACRAL

## PILLAR THREE PART ONE - MIND

As a reminder from your last appointment, we went through your Pillar Two, the Pillar of Strategy, Direction and Partners. Now that you have completed your Foundation of Planning and Stabilisation of Strategy, we are now moving on to your Activation of Pillar Three.

Pillar Three is the Pillar of Teams, Skills & Capabilities, Roles & Duties and the Contrast is Disconnection, Brain Drain and Lack of Confidence. In order to attain, maintain and expand true Teamwork, which is also the Mind component of the Pillar we must align to three (3) things.

1. **Direction** – Does the Team know the direction, and where the Business is going?
2. **JOY** – Are the Team engaged in tasks where they have the greatest Skills and Capabilities and therefore enjoyment?
3. **NOW** – Do the Team know where they are now on the journey, and what Roles and Duties are required for the current objectives?

A great analogy for this is to think that the Team are given Directions like coordinates on a map and JOY is their compass. A successful Team knows where they are, what direction they are going and how to make the journey enjoyable. If the Team just has the Direction, but without the JOY, it is going to take a long time to get there, which can be a Brain Drain on the organisation. If the Team just has JOY, ie the compass and no Direction, they may be doing tasks that they enjoy, but they have no idea where the business is heading. It is vital to ensure that your Team has your Business's direction aligned with JOY and focused NOW as this gives them 'purpose' day-to-day.

The third part NOW, is the understanding that we can either be in our Past state, and focus on the Teams Past mistakes, disconnect or lack of confidence, or move into more of a futuristic state of "We can't be Successful until the Team is different or does this or does that". Showing a Disconnect to the Team NOW, and projecting into the future with a negative expectation. This is also linked with anxious energy.

The activation of Connection is Confidence. Confidence in the Business, yourselves, your Teams Skills and Capabilities, and the allocation of Roles & Duties. The contrast of Confidence is a Lack of Confidence - in your Team, from your Team and to your Team.

TCC: Today we are identifying what in the past has been blocking your ability to connect and have confidence in all aspects of your Team, and their Roles and Duties within your business.

TCC EXPANSION: Go straight to Body script



TREATMENT PROCESS:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE MIND AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR OF TEAMS VERSUS THE CONTRAST OF DISCONNECTION, BRAIN DRAIN AND LACK OF CONFIDENCE (L)

L: YES

UL: NO

3. CALIBRATION:

3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF TEAMS CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

3b - THE CONTRAST CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

UL: IDENTIFIES CALIBRATION NUMBER

4. EMOTION: THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S PILLAR OF TEAMS VERSUS THE CONTRAST OF DISCONNECTION BEING BLOCKED BY AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, ... (UL)

UL: IDENTIFIES THE EMOTION AND LEVEL - INT, EXT & UNI

5. FOG: THIS BEING LINKED TO FOG 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES THE FOG

6. CONSCIOUSNESS: THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)

UL: IDENTIFIES THE CONSCIOUSNESS LEVEL

7. CONTEXT: THIS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)

UL: IDENTIFIES THE AREA OF BUSINESS

8. LEVEL: PRIMARILY ON THE MIND, BODY, SOUL (UL)

UL: IDENTIFIES THE LEVEL OF THE PILLAR

9. EXPLAIN MESSAGE:

10. REVEAL: THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

11. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

12. TREATMENT: TO BE INCLUDED WITH BODY TREATMENT

FOLLOWING THE TREATMENT:

13. PERMISSION: PERMISSION TO RETEST (L)

L: YES  
UL: NO

14. CALIBRATION:

14a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR THREE NOW CALIBRATING ... (MUST BE LEVEL 10).

14b - THE CONTRAST FORM NOW CALIBRATING LEVEL ... (MUST BE LEVEL 10) (UL)

UL: IDENTIFIES CALIBRATION NUMBER

15. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES  
UL: NO

16. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES  
UL: NO

17. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL) SUPPORT (UL)

L: YES  
UL: NO

18. CONNECT OUT

TREATMENT NOTES:

PILLAR THREE PART ONE - MIND:

PILLAR CALIBRATION – CONTRAST CALIBRATION – EMOTION AND LEVEL – FOG – GROUPING – AREA OF BUSINESS – LEVEL OF PILLAR – INF & G3.

*EXAMPLE:*

PILLAR THREE PART ONE - MIND:

L8 – MINUS 3 – GRIEF EXT – MUD – G1 – SALES – BODY, SKILLS & CAPABILITIES – INF & G3.

## PILLAR THREE PART ONE - BODY

The Body representation for this Pillar is your Teams Skills & Capabilities. This is looking at the allocation of Team members linked to their Skills & Capabilities and to the business requirements.

If a Team member is expected to do something well above their Skills - what they already have, or Capabilities - what they are capable of, it can lead to feeling stressed or anxious. If a Team member is *not* utilising their Skills & Capabilities then it can inhibit their value which can leave them feeling under-utilised and bored, fatigued leading to absenteeism and even depression. Hence, why it is vital for each Team member to be utilising their Skills & stretching and acknowledging their Capabilities. This in turn creates high productivity and output for the business.

On a metaphysical level, this Pillar also represents control. A business's success can be directly linked to a great Team being able to deliver their best individually, whilst connecting as one unit. When we feel that we are in control of the Team, the system works well. However, when we feel that we are moving out of control, issues start to arise and create dysfunction and there can be a 'knowledge' or Brain Drain in the business.

**FINISH WITH EITHER TCC OR TCC EXPANSION BELOW:**

**TCC:** Today we are identifying what is currently blocking your ability to remove **Disconnection, Brain Drain & Lack of Confidence** from your Teams **Skills & Capabilities** and how this is affecting your business.

**TCC EXPANSION:** What we are going to do is identify the weakest link in your Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.

TREATMENT PROCESS - CODING:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE BODY AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR THREE PART ONE BODY (L)

L: YES

UL: NO

3. CODING: ASK THE CLIENT TO CHOOSE A NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE STRONGEST AREA OF THIS PILLAR (1 - 9)  
STARTS FROM THE OUTER CIRCLE ON THE WHEEL TO THE CENTRE  
I.E 1 = THE PILLAR AND 9 = SUCCESS)

4. CODING: ASK THE CLIENT TO CHOOSE ANOTHER NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE WEAKEST AREA OF THIS PILLAR

5. CONDITION: THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES CONDITION

6. POD: THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL,  
BEING RECENT?

L: YES

UL: NO

(IF ORIGINAL) LINKED TO CONCEPTION 1- 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)?  
OR (IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESSES POD GOING  
BACK DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO

UL: YES

7. REVEAL: ANY FURTHER REVEAL (UL)

L: YES

UL: NO

8. EXPLAIN MESSAGE:

9. REVEAL: ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

10. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

11. TREATMENT

FOLLOWING THE TREATMENT:

12. PERMISSION: PERMISSION TO RETEST (L)

L: YES  
UL: NO

13. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES  
UL: NO

14. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES  
UL: NO

15. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES  
UL: NO

16. CONNECT OUT

TREATMENT NOTES:

PILLAR THREE PART ONE - BODY:

PILLAR STRENGTH - PILLAR WEAKNESS - COND - POD - INF & G3.

EXAMPLE:

PILLAR THREE PART ONE - BODY:

SKILLS - LACK OF CONFIDENCE - COND 2 - POD 8 MONTHS AGO - INF & G3.

## PILLAR THREE PART TWO - SOUL

This Soul component or exercise is around continuing to build your Business Plan & Tool Kit in regard to your Team. By looking at your Teams Roles & Duties, linked with the right placement of the Teams Skills & Capabilities, help businesses to stay connected, confident and activated.

Therefore - "A great Team is one that knows the Direction set by the Strategy. Are tasked with using their Skills and Capabilities, giving them the JOY to deliver successful outcomes. And are guided by their Roles & Duties. Building Confidence, Connection and Collaboration for all." by PJ Ashley / GEORGE

**The Roles:** a part played by someone that the business requires to be completed.

**The Duties:** 'the what' a Team member is doing within the Roles.

To keep productivity high, so you can achieve your business success, it is always good to break down the Roles of the business and whose Skills & Capabilities are best suited.

### CLIENT EXERCISE:

1. **Team Interview:** Complete the Team Interview sheet (refer to page 137). Send it to your client, get them to answer every question then send it back to you, and go through it with them. Give them 15 mins to fill it in and then 15 mins to go through it with you after completion.

*(When you go through it with them, there are no right or wrong answers, just information gathering to learn more about them and where they are best placed within the organisation's Roles & Duties.)*

2. **Board** - Who is on your Board of Directors?
3. **Board** - Choose 5 people to join your Board - (anyone, alive, past, famous, from business or sport - really expand this)
4. **Roles & Duties** - Fill in the Roles and Duties Exercise. What are the main roles in the business?

The information that we gather in this section, the Soul section of each Pillar, builds elements of a Business Plan & Tool Kit and also activates the Pillar. In other words, these are the actions the Pillar requires to keep your business heading in a successful momentum through The Corporate Code journey.

## **TOOL: REVIEW MANIFESTATIONS PRACTITIONER GUIDE (DO NOT READ TO CLIENT)**

Practitioner: Ideally, the client's manifestations have already been received and reviewed prior to this appointment. If not, go through it whilst they are filling in the Team Interview document during the appointment. Read through the entire document, making comments where need be. It is vital to be meticulous with the 3. Gratitude or Choice column. Look for any lack or 'swear' words and suggest some replacements. Be positive with the review, acknowledging and confirming where they have understood the exercise and have completed it correctly.

In saying that you are correcting the document, there are no 'right or wrongs' in what you are looking for - only messages, like everything else within The Corporate Code. It becomes very clear as you go through someone's Manifestations Document where they may be in total Acceptance, Awareness and Gratitude and where they are struggling to believe in what they are writing. The Manifestations expressed in column 3. Gratitude must have some belief in the outcome, otherwise, it just becomes a meaningless document.

Point out the 'message' of anything that requires amending and ask them to change after the appointment and get it back to you. If it is a small correction, do it for them there and then and then use that as the final Manifestation Document.

Discuss any 'Actions - column 4' that are required and 'by When - column 5' and get them to diarise them to keep the momentum going and to be accountable for the outcomes.

When the document is completed correctly, each line will be populated as directed and then column 3. Gratitude can be read as a single document clearly expressing the business's ideal, magnificent and successful state. All in the positive and current tense.

### **MANIFESTATION DOCUMENT REVIEW SCRIPT**

Thank you for getting your manifestation tool back to me for review. As I mentioned in Pillar 1, Manifestations enable you to have control within your business, instead of things just 'happening' to you. This is to support you taking control and connecting into what you choose to happen within your business. To keep the momentum we recommend updating your manifestations quarterly or when required.

The main aim of this review is to find any areas where you may still be struggling to believe in what you are writing, otherwise it just becomes a meaningless document. This is a document of 'Truth' so the 'Column 2 Awareness' make sure you speak your truth and include both perceived positive and perceived negative.

The Manifestations that are expressed in Column 3 Gratitude, put in the positive as if it has already been created in your business. We aim to have no lack or 'swear' words in the Gratitude or Choice column, and if I have identified some, I will give you my suggestive words as replacements.

Do you have any questions about this? Let's review your manifestation document together now.

*Practitioner: Open the document and share the screen.*

Would you like to discuss any 'Actions - column 4' or 'by When - column 5' with me? I'd like you to diarise these dates to keep the momentum going and to be accountable for your outcomes.

**CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENT NOTES.**

**TREATMENT NOTES:**

**PILLAR THREE PART TWO SOUL EXERCISE & TOOL:**

TEAM INTERVIEW - TEAM ROLES & DUTIES / BUSINESS PLAN & TOOL KIT NOTES ATTACHED.

REVIEWED MANIFESTATIONS – ENERGY TREATMENT – INF & G3.

**PRACTITIONER ACTIONS POST TREATMENT:**

UPDATE CLIENT'S BUSINESS PLAN & TOOL KIT, TEAM INTERVIEW, TEAM ROLES & DUTIES & REVIEWED MANIFESTATIONS IN CLIENT'S CLOUD-BASED FOLDER.



# PILLAR 3 EXERCISE: TEAM ROLES & DUTIES



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## PILLAR 3 TEAMS EXERCISE TEAM ROLES & DUTIES

This Soul component or exercise is around continuing to build your Business Plan and Toolkit in regard to your business's Team Roles and Duties.

### THE BOARD

Who is on your Board of Directors?

Name of Director

1

2

3

4

5

What are their roles?

1

2

3

4

5

Choose 5 people to join your Board - (alive, from history, famous, business, sport, family)

Name of Director

1

2

3

4

5

Where are they from?

1

2

3

4

5

What qualities can they contribute?

1

2

3

4

5

Why are they on your Board?

1

2

3

4

5

# PILLAR 3 EXERCISE: TEAM ROLES & DUTIES



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## PILLAR 3 TEAMS EXERCISE TEAM ROLES & DUTIES

### ROLES & DUTIES

Fill in who IS doing the Role on the first line and who is best suited to do the Role and what their main Duties are on the third or blank line for each Role.

---

**1. Shareholder -**

---

Roles & Duties – Expects Profits

---

---

**2. Director -**

---

Roles & Duties – Sets Strategy & Manages Partners

---

---

**3. Chief Executive Officer (CEO) -**

---

Roles & Duties – Delivers the Strategy & Manages Team

---

---

**4. Customer Service -**

---

Roles & Duties – Looks after Customers & Networking

---

---

**5. Chief Operating Officer (COO) -**

---

Roles & Duties – Operations & Offering

---

---

**6. Sales -**

---

Roles & Duties – Sales & Marketing

---

---

**7. Chief Financial Officer (CFO) -**

---

Roles & Duties – Financials

---

---

**8. Reporting -**

---

Roles & Duties – Reports, Research, Results

---

---

**9. Quality Assurance -**

---

Roles & Duties – Review, Repair, Reset

---

# TOOL 1: TEAM INTERVIEW



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## PILLAR 3 TOOL: TEAM INTERVIEW

Name:

Position:

Date:

Hours (per week):

Who do you report to:

1. What stresses stop you from performing at your best? I.e., family, work, colleagues, confidence, training etc.?

2. What do you love doing most in your job and what do you love the most about the business?

3. Where do you feel you are lacking confidence or support at work? And how is it affecting your role?

4. If you were boss for the day, what would you implement to create more success and profit?

5. Where do you believe are the negatives or weaknesses in this business? And how would you improve or remove the negative situation?

6. Apart from financial rewards, why else do you work here?

## TOOL 1: TEAM INTERVIEW



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

7. If you could change anything to do with your work to better suit you, what would it be and why? Remember everything has financial implications to your decisions. ie less work = less income.

8. How do you believe management would describe you, your work effort and contribution etc in 3 words?

9. Where would you like to see yourself in 6 months & 12 months in regards to your career if you were still engaged in this business? ie number and type of clients, hours, income, position in the team etc

6 months:

12 months:

10. What can you do to better contribute to the success of the organisation and your own position in the company?

11. Is there anything else you would like to discuss or mention?

# TOOL 1: TEAM INTERVIEW



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

Team Interviews are conducted on these dates:

Workshops are conducted on these dates:

# TOOL 2: WORKFORCE DEVELOPMENT / SUCCESSION PLANNING



## PILLAR 3 TOOL - WORKFORCE DEVELOPMENT/ SUCCESSION PLANNING

EMPLOYEE NAME	CURRENT JOB TITLE	DEPARTMENT	RETENTION POTENTIAL (HIGH, MEDIUM, LOW)	POTENTIAL MOVEMENT READINESS (NOW, 1 - 2 YEARS, 3-5 YEARS)	KEY COMPETENCIES / SKILLS REQUIRED	CONTINGENCY

Name of Reviewer: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

# PILLAR FOUR – CLIENTS

MIND: CLIENTS  
BODY: AVATAR  
SOUL: GROWTH  
STAGE: EXPANSION  
CONTRAST: IMBALANCE, LACK OF A  
GRADE CLIENTS, VULNERABILITY

MIND: BALANCE  
BODY: HEART AND LUNG VITALITY  
SOUL: STRENGTH  
CHAKRA: SOLAR PLEXUS

## PILLAR FOUR PART ONE - MIND

Once you have your Foundation, Stabilisation and Activation, it is now time to move into your Expansion which is your Pillar Four. Pillar Four is the Pillar of Clients and the Contrast of Lack of A Grade clients. This Pillar is about your ability to attain, maintain and expand your A Grade or Avatar Clients. This is also the Mind component of the Pillar.

Having Clients is the whole purpose or reason that the business has been created in the first place. The entire Client list, past, present and potential, hold the key to knowing what problem you are solving and where the Growth is coming from.

A healthy flow of Clients is one that is Balanced with A Grade Clients or your Avatar flowing in at a steady pace, allowing for the Expansion of your business. A business that is out of Balance is one that has too few Clients flowing in, exposing Weaknesses, OR too many Clients to deal with, creating Vulnerability as it tries to keep up. Having an ideal flow of Clients that are your Avatars, allows for the Growth of the business in a state that promotes Strength and Resilience, allowing for Expansion.

Too few Clients or the wrong Clients leave a business weak and vulnerable leading to an Imbalance, low energy and a chance of abandoning the Strategic Direction. Too many Clients might be a good problem for a short while if managed well with great, Planning, Strategy and Teams, but this Imbalance can lead to burnout, lower quality of delivery and lead to complacency and Vulnerability, especially noticeable when the Balance shifts back the other way.

This Balance of Clients also represents the overall Balance between the business's analytical and creative components of the business.

- **The Creative or Feminine is linked to:** instinct, nurturing & passion
- **The Analytical or Masculine is linked to:** planning, actioning & purpose

An ideal business is one that has a healthy Balance of both Creative and Analytical, is in Balance in each Pillar and also has a steady flow of Avatar Clients, allowing for the Expansion of the business. A business not Balanced or Expanding, is stagnant and leads to being left behind.

**TCC:** Today we are identifying what in the past has been blocking your Clients and the ability to successfully allow Growth in your business. As well as where your business is blocked, in either the creative (Feminine), or analytical (Masculine).

**TCC EXPANSION:** Go straight to Body script

**TREATMENT PROCESS:**

1. **DISCUSSION:** CONNECT IN & EXPLAIN PILLAR PART ONE MIND AS ABOVE
2. **PERMISSION:** PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR OF CLIENTS VERSUS THE CONTRAST OF IMBALANCE, LACK OF A GRADE CLIENTS AND VULNERABILITY (L)  
L: YES  
UL: NO
3. **CALIBRATION:**
  - 3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF CLIENTS CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)
  - 3b - THE CONTRAST CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)  
UL: IDENTIFIES CALIBRATION NUMBER
4. **EMOTION:** THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S PILLAR OF CLIENTS VERSUS THE CONTRAST OF IMBALANCE BEING BLOCKED BY AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, ... (UL)  
UL: IDENTIFIES THE EMOTION AND LEVEL - INT, EXT & UNI
5. **FOG:** THIS BEING LINKED TO FOG 1-3, 4-6, 7-9 (UL)  
UL: IDENTIFIES THE FOG
6. **CONSCIOUSNESS:** THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)  
UL: IDENTIFIES THE CONSCIOUSNESS LEVEL
7. **CONTEXT:** THIS IS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)  
UL: IDENTIFIES THE AREA OF BUSINESS
8. **LEVEL:** PRIMARILY ON THE MIND, BODY, SOUL (UL)  
UL: IDENTIFIES THE LEVEL OF THE PILLAR
9. **MAS/FEM:** THE CONCEPT OF THE BLOCK PRIMARILY BEING ON THE MASCULINE OR THE FEMININE (YOU ARE LOOKING FOR ONE TO BE UL)  
UL: IDENTIFIES THE BLOCK
11. **EXPLAIN MESSAGE:**
12. **REVEAL:** THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)  
L: YES  
UL: NO
13. **AAG:** ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)  
L: YES  
UL: NO
14. **TREATMENT:** TO BE INCLUDED WITH BODY TREATMENT



FOLLOWING THE TREATMENT:

15. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

16. CALIBRATION:

16a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR FOUR IN THE PILLAR FORM NOW CALIBRATING ... (MUST BE LEVEL 10).

16b - THE CONTRAST FORM NOW CALIBRATING LEVEL ... (MUST BE LEVEL 10) (UL)

UL: IDENTIFIES CALIBRATION NUMBER

17. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

18. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

19. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES

UL: NO

20. CONNECT OUT

TREATMENT NOTES:

PILLAR FOUR PART ONE - MIND:

PILLAR CALIBRATION – CONTRAST CALIBRATION – EMOTION AND LEVEL – FOG – GROUPING – AREA OF BUSINESS – LEVEL OF PILLAR – MAS / FEM - INF & G3.

*EXAMPLE:*

PILLAR FOUR PART ONE - MIND:

L4 – MINUS 9 – WILLINGNESS UNI – MUD – VOID – SALES – BODY LACK OF A GRADE AVATAR – MASCULINE - INF & G3.

## PILLAR FOUR PART ONE - BODY

The Body representation for this Pillar is your Avatar or A Grade Client. This is looking at the specific criteria of your Client and also what problem the Client has, which leads to the Growth of your business.

The masculine energy is symbolised by the *FLOW* of Clients (into and out of the business) while the feminine energy is symbolised by the *RELATIONSHIP* with current Clients.

The combination of a Balanced FLOW of Avatar Clients and a Healthy RELATIONSHIP with current Clients, is the life cycle, JOY and oxygen of any business.

The Analytical - Masculine, draws in the Avatar Client and the Creative - Feminine, delivers the Product or Service. The Analytical then completes the process with the finalisation of the Product or Service, such as Results, final invoicing, referrals, testimonials, or upselling etc. thus completing the cycle and balance of the transaction.

On a metaphysical level, the Pillar also has deeper meanings. If the Analytical is in a state of block, it could mean not enough action, flow or timely and full conclusion of delivery. If the Creativity is in a block, it represents more burden and pressure, than actual flow and JOY and this limits your ability to deliver what your point of difference or 'magic' is of the process.

### FINISH WITH EITHER TCC OR TCC EXPANSION BELOW:

**TCC:** Today we are identifying what is currently blocking your ability to remove **Imbalance, Lack of A Grade Clients & Vulnerability** from your Avatar or A Grade clients and how this is affecting your business.

**TCC EXPANSION:** What we are going to do is identify the weakest link in your Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.

TREATMENT PROCESS - CODING:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE BODY AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR FOUR PART ONE BODY (L)

L: YES

UL: NO

3. CODING: ASK THE CLIENT TO CHOOSE A NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE STRONGEST AREA OF THIS PILLAR (1 - 9 STARTS FROM THE OUTER CIRCLE ON THE WHEEL TO THE CENTRE I.E 1 = THE PILLAR AND 9 = SUCCESS)

4. CODING: ASK THE CLIENT TO CHOOSE ANOTHER NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE WEAKEST AREA OF THIS PILLAR

5. CONDITION: THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES CONDITION

6. POD: THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL, BEING RECENT?

L: YES

UL: NO

(IF ORIGINAL) LINKED TO CONCEPTION 1- 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)?  
OR (IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESSES POD GOING BACK DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO

UL: YES

7. REVEAL: ANY FURTHER REVEAL (UL)

L: YES

UL: NO

8. EXPLAIN MESSAGE:

9. REVEAL: ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

10. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

11. TREATMENT

FOLLOWING THE TREATMENT:

12. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

13. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

14. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

15. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES

UL: NO

16. CONNECT OUT

TREATMENT NOTES:

*PILLAR FOUR PART ONE - BODY:*

PILLAR STRENGTH - PILLAR WEAKNESS - COND - POD - INF & G3.

*EXAMPLE:*

*PILLAR FOUR PART ONE - BODY:*

AVATAR - VULNERABILITY - COND 1 - POD 4 MONTHS AGO - INF & G3.

## PILLAR FOUR PART TWO - SOUL

This Soul component or exercise is around continuing to build your Business Plan & Tool Kit in regard to your Clients. By looking at your Avatar, and focusing on Growth creates a very Resilient business, Balanced, flowing and abundant.

### CLIENT EXERCISE:

1. What is the problem that you are solving? (Your Product or Service)
2. Why are your clients looking for you? (What problem do they have?)
3. Why will they buy from you? (Do they know who you are? Why are you a match for them?)
4. Who is your Avatar? (Name and describe them in as much detail as possible)
5. What is your Avatar spending money on with someone else? (What are they buying?)
6. Why is your Avatar spending money with someone else? (Who are your competitors and why are they succeeding?)
7. What is the Value or price match between you and your Avatar? (What is the market prepared to pay that you agree with?)
8. Do you have results to match the expectations of the product and price? If so, are you sharing them far and wide?
9. Where will your Product & Service take your Avatar - From & To?

#### NOTE:

Column 1 - answer the Questions in 'Your Avatar' Column

Column 2 - add evidence to support your response in Column 1 ie websites, links

Column 3 - add any Actions that may have arisen

This exercise can be kept really simple by just filling in Column 1 as a minimum, or can be expanded to really look at the market by filling in Column 2 and then taking accountability by filling in column 3.

The information that we gather in this section, the Soul section of each Pillar, builds elements of a Business Plan & Tool Kit and also activates the Pillar. In other words, these are the actions the Pillar requires to keep your business heading in a successful momentum through The Corporate Code journey.

## TOOLS: CLIENT FOLLOW UP & BODY SEALING

### TOOL 1: CLIENT FOLLOW UP

The first of today's tools is the Client Follow UP Exercise.

During each working week, it is ideal to remind yourself that Clients matter. Please schedule one hour to take action on your Avatar Client Pipeline.

- Please give me a number from 1 - 5 (days of the week)
- A number 1 or 2 (1 = am / 2 = pm)
- A number 1 - 4 ( AM 9, 10, 11 or 12 Noon; 1, 2, 3 or 4pm)

As the CEO of your Business what came from your Coding is the time suggested that you put into your diary every week to spend some uninterrupted time on Growing your Avatar Clients.

The hour is to be split into 4 areas of focus and linked to your Clients:

- 15 minutes - Past Clients (keep in touch, offer new services, ask for testimonials)
- 15 minutes - Present Clients - (do a non-service contact, to see how they are)
- 15 minutes - Future Clients - (nurture your pipeline and potential clients)
- 15 minutes - for contemplation.

### ENERGY TOOL 2: BODY SEALING (13-MINUTE RECORDING)

I will be uploading another simple guided meditation for you to use at any time, but recommend that you use this every morning, for between 3 - 13 minutes or listen to the recordings, to start the day and evening to close down the day. This is a continuation of the Pillar 2 Strategy - Mind Sealing. This SEALing is Body Sealing.

As a reminder, SEAL is another one of our Acronyms for Self-Energy Awakening Life or known as 'Self Healing'. Sealing is a healing meditation that is specifically around controlling and calming the mind and clearing the body. It SEALs out the stress, chaos, overwhelm, confusion and negativity and SEALs in Peace, calmness, clarity and positivity.

**CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENT NOTES.**

**TREATMENT NOTES:**

**PILLAR FOUR PART TWO SOUL EXERCISE & TOOL:**

CLIENT EXERCISE / BUSINESS PLAN & TOOL KIT NOTES ATTACHED.

CLIENT FOLLOW UP - BODY SEALING – ENERGY TREATMENT – INF & G3.

**PRACTITIONER ACTIONS POST TREATMENT:**

UPDATE CLIENT'S BUSINESS PLAN & TOOL KIT, THE CLIENT EXERCISE, CLIENT FOLLOW-UP & BODY SEALING RECORDING TO CLIENT'S CLOUD-BASED FOLDER.

## PILLAR 4 EXERCISE: YOUR AVATAR



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

### PILLAR 4 CLIENT EXERCISE YOUR AVATAR

This Soul component or exercise is around continuing to build your Business Plan & Tool Kit in regard to your business's Avatar.

	YOUR AVATAR	1 ANSWER	2 LINKS	3 ACTIONS
1	What is the problem that you are solving? (Your Product or Service)			
2	Why are your clients looking for you? (What problem do they have?)			
3	Why will they buy from you? (Do they know who you are? Why are you a match for them?)			
4	Who is your Avatar? (Name and describe them in as much details as possible)			
5	What is your Avatar spending money on with someone else? (What are they buying?)			
6	Why is your Avatar spending money with someone else? (Who are your competitors and why are they succeeding?)			
7	What is the Value or price match between you and your Avatar? (What is the market prepared to pay that you agree with?)			
8	Do you have results to match the expectations of product and price? If so, are you sharing them far and wide?			
9	Where will your Product & Service take your Avatar - From & To?			

**NOTE:**

Column 1 - answer the Questions in 'Your Avatar' Column

Column 2 - add evidence to support your response in Column 1 i.e., websites, links

Column 3 - add any Actions that may have arisen

# TOOL: CLIENT FOLLOW UP HOUR



## PILLAR 4 TOOL: CLIENT FOLLOW UP HOUR

*This is a time to focus 'on' the business, not 'in' the business*

### The Client Follow Up Hour CODING:

- Select a number from 1 - 5 (days of the week)
- Select a number 1 or 2 (1 = am / 2 = pm)
- Select a number 1 - 4 ( AM 9, 10, 11 or 12 Noon - PM 1, 2, 3 or 4pm)

Day of the Week	1	2	3	4	5
	Monday	Tuesday	Wednesday	Thursday	Friday
AM or PM	1		2		
	AM		PM		
Hour of the Day	1	2	3	4	
	AM - 9 PM - 1	AM - 10 PM - 2	AM - 11 PM - 3	12 Noon PM - 4	

Your Client Hour is \_\_\_\_\_

The hour is to be split into 4 areas of focus and linked to your Avatar Clients and Growth:

- 1 - 15 minutes - Past Clients (keep in touch, offer new services, ask for testimonials)
- 2 - 15 minutes - Present Clients (do a non-service contact, to see how they are)
- 3 - 15 minutes – Future Clients (nurture your pipeline and potential clients)
- 4 - 15 minutes - for Contemplation

Look into where in the PAST, PRESENT and FUTURE, has there been actions taken or set, that directly support you Growing your Avatar Clients. Then remind yourself of what success looks like to you.

I commit to giving myself one hour each week to focus on and to energise my Business's Avatar Clients and Growth.



# PREP TWO

MIND: FIX-IT-LIST  
BODY: TESTING  
SOUL: MAGIC GIFTS  
STAGE: PROGRESS REPORT

MIND: PROGRESS  
BODY: REPAIR  
SOUL: ENERGY  
CHAKRA: ALL

## PREP TWO ONWARDS - INTRODUCTION SCRIPTING - MIND & BODY

Today we are doing your PREP 2 (3, 4...).

As a reminder, PREP is short for preparation and is preparing you to go into the next stage of The Corporate Code.

PREP is also an acronym for - Progress Repair and Energy PILLAR, for everything that we are doing is about lifting you into being the Pillar of strength and resilience in your business.

- P for Progress because a PREP is where we get your starting point with what we call a Fix-It-List and then we use that Fix-It-List as a point of reference to track your progress within The Corporate Code journey;
- R for Repair because our PREPs are big appointments looking at what is required to be repaired;
- E for Energy because this is where we start to shift your energy and lift you into being resilient and not reliant;
- P for PILLAR because every appointment that you do in The Corporate Code journey is a different PILLAR or Business / Universal steppingstone.

PILLAR is also an acronym that stands for: - Peace Instilled Links Love, Attunement and Repair.

In other words every step of the way we are looking at removing the stresses in your Leadership, Mind and Business to gain – Peace which then enables you to Link into Love (or healing), Attunement because it is re-calibrating your path and Repair because this is a journey of healing, but excitingly it is also a journey that gives a renewed look into the future that you are choosing.

We are going to start by looking at the Fix-It-List that we did in PREP 1 on (insert date). I am going to read out the list one at a time and I'd like you to give me your Progress Report – another meaning for 'P.R.' in the PREPs.

# PREP TWO - SCRIPTING - SOUL

## MAGIC GIFTS EXERCISE

The Soul component or exercise is around building your Business Plan & Tool Kit.

Today, we will go over your Business's Magic Gifts. To do this I am going to do some Coding with you.

What is the first number you receive from 1 - 9?

And now another number from 1 - 9?

Practitioner: Keep asking for another number from 1 - 9 until all numbers from 1 - 9 have been coded. Then place the coding in order on the client's Magic Gifts Exercise in the Business Plan.

Practitioner: The first 3 Codings 1 - 9 are the Business's Magic Gifts. The second 3 codings 1 - 9 are the business's good skills. The last 3 codings 1 - 9 are the business's least dynamic Pillars.

### **BUSINESS MAGIC GIFTS CODING:**

Using your coding, here are your business's magic gifts. This exercise brings awareness to your top three magic gifts, the business's good skills and the three least dynamic Pillars at this point in time.

This gives awareness as to what is required to:

1. embrace
2. solidify, and
3. improve

As your business's journey lifts, so does each Pillar of business. The awareness of this gives the:

1. areas to be grateful for and expand,
2. areas to solidify for stability, and
3. areas exposed and requiring attention.

Practitioner: Share the screen with your client to share their coding results.

Do your Magic Gifts coding resonate with your business? Do you have any questions?

# PROGRESS REPORT

Following our PREP 2 FIX-IT-LIST, Testing and Magic Gifts, we are going to do a check-in with where we are up to so far with our components of the Business Plan & Tool Kit and the exercises that we have done so far.

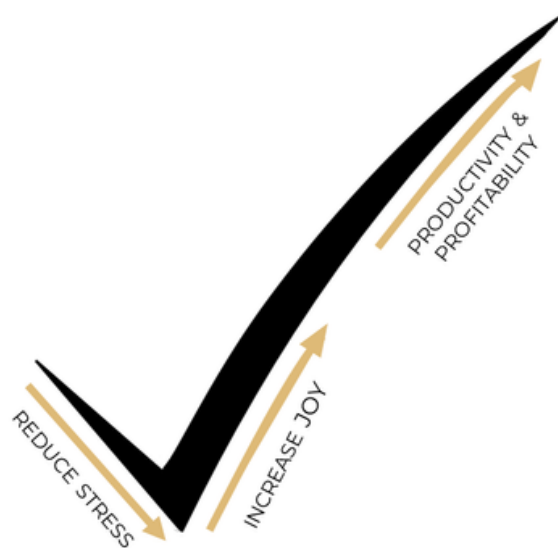
By doing a Progress Report, we can confirm, clarify or continue with the previous exercises. This then puts us in a fabulous position for commencing the second half of The Corporate Code Program.

By 'CHECKING OR TICKING OFF THE LIST' we are looking at -

- Reducing Organisation Stress
- Lifting JOY
- Lifting Productivity & Profit!

In other words giving each Pillar a TICK of Approval, before we move on.

## TICK OF APPROVAL



# PREP 2 EXERCISE: PREP 2 CHECK LIST



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## PREP 2 CHECK LIST EXERCISE

CHECK LIST	ITEMS	TO CLARIFY	TO BE CONTINUED	CONFIRMED (✓)
<b>PREP 1</b>				
1	BUSINESS AREA: MIND BODY SOUL			<input type="checkbox"/>
2	MAGIC GIFTS PREP 1			<input type="checkbox"/>
3	VALUES			<input type="checkbox"/>
4	VALUES & MARKETING			<input type="checkbox"/>
<b>PILLAR 1 - PLANNING</b>				
5	VISION			<input type="checkbox"/>
6	MISSION			<input type="checkbox"/>
7	SWOT			<input type="checkbox"/>
8	COMPANY STATEMENT EXAMPLES			<input type="checkbox"/>
9	MANIFESTATIONS			<input type="checkbox"/>
10	INSURANCE			<input type="checkbox"/>
11	SEE SECTION C ATTACHMENTS – INSURANCE SCHEDULE			<input type="checkbox"/>
<b>PILLAR 2 - STRATEGY</b>				
12	THE WHY			<input type="checkbox"/>
13	1 YEAR GOAL			<input type="checkbox"/>
14	3 YEAR GOAL			<input type="checkbox"/>
15	8 YEAR GOAL			<input type="checkbox"/>
16	PARTNERS			<input type="checkbox"/>
17	CEO STRATEGY HOUR			<input type="checkbox"/>
18	RISK MANAGEMENT			<input type="checkbox"/>
19	MIND SEALING			<input type="checkbox"/>
20	SEE SECTION C ATTACHMENTS – STRATEGIC PLAN, PARTNER AGREEMENTS			<input type="checkbox"/>

# PREP 2 EXERCISE: PREP 2 CHECK LIST



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

CHECK LIST	ITEMS	TO CLARIFY	TO BE CONTINUED	CONFIRMED (✓)
<b>PILLAR 3 - TEAMS</b>				
21	TEAM INTERVIEW			<input type="checkbox"/>
22	THE BOARD			<input type="checkbox"/>
23	ROLES & DUTIES			<input type="checkbox"/>
24	WORKFORCE DEVELOPMENT / SUCCESSION PLANNING FORM			<input type="checkbox"/>
25	SEE SECTION C ATTACHMENTS – HR CONTRACTS & POLICIES			<input type="checkbox"/>
<b>PILLAR 4 - CLIENTS</b>				
26	YOUR AVATAR			<input type="checkbox"/>
27	CLIENT FOLLOW UP HOUR			<input type="checkbox"/>
28	BODY SEALING			<input type="checkbox"/>
29	SEE SECTION C ATTACHMENTS – CLIENT AGREEMENTS & DOCUMENTS			<input type="checkbox"/>
<b>PREP 2</b>				
30	MAGIC GIFTS PREP 2			<input type="checkbox"/>
31	CHECKLIST - PART 1			<input type="checkbox"/>
32	THE BUSINESS PLAN PART 1 DRAFT			<input type="checkbox"/>

## PREP 2: PRACTITIONER SELF-ASSESSMENT



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

### PRACTITIONER SELF-ASSESSMENT

Answer the following questions as a Self-Evaluation – Yes, No, Partially (could improve).

Are you conducting yourself prior to, during and following your client appointments, in line with the Company and Team Values. ie from The Pillar Code Pty Ltd and The Corporate Code Group 1 Values?

<b>The Pillar Code Values</b>	<b>Compassion</b>	<b>Professionalism</b>	<b>Gratitude</b>	<b>Integrity</b>	<b>Respect</b>
Preparation / Admin					
In Appointment					
Post Appointment					
<b>TCC G1 Team Values</b>	<b>Honesty</b>	<b>Playfulness</b>	<b>Integrity</b>	<b>Respect</b>	<b>Kindness</b>
Preparation / Admin					
In Appointment					
Post Appointment					

# PILLAR FIVE – OFFERING

MIND: OFFERING  
BODY: PRODUCTS & SERVICES  
SOUL: MARKETING  
STAGE: OWNERSHIP  
CONTRAST: IMPURITY IN OFFERING,  
LOW PRODUCTIVITY, CONFUSION

MIND: PURITY  
BODY: PH BALANCE  
SOUL: CLARITY  
CHAKRA: HEART

## PILLAR FIVE PART ONE - MIND

As a reminder, last time we did your PREP 2 and prior to that, Pillar Four your Pillar of Clients, Avatar and Growth, which represents your Expansion.

We are now moving into Pillar Five the Pillar of Offering and the contrast of Impurity of Offering, Low Productivity & Confusion. This Pillar is all about heightening your ability to attain, maintain and be clear on your Offering, so everyone clearly understands your Products and Services and also how this translates to your Marketing.

Having Purity around your Offering, or your overall package enables stability of your Products and Services and Clarity of Marketing. This strengthens your lessons learnt from what works or what requires changing. Adjusting as you go, whilst bringing a real sense of Ownership to your awareness keeps your business relevant and fresh.

Your Offering is also the Mind component of the Pillar and is what you are presenting to your clients in its Purist form. Keeping your Offering as it was intended, pure, clear and simple, is ensuring your Marketing is also clear. If your business has a very clear understanding of your Offering then you are really taking Ownership of the core reason for the business's very existence.

The Activation of Offering in its Purest sense is having Clarity in your Marketing.

If we are in the Contrast to this, our Products & Services aren't in their Purest state and will create Low Productivity and Confusion. No clear Offering, no Business. Great Offering, great Business. And without a clear Offering, you do not have a message to Market.

TCC: Today we are identifying what in the past has been blocking your **Offering** and therefore impacting the successful **Marketing** of your business.

TCC EXPANSION: Go straight to Body script

TREATMENT PROCESS:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE MIND AS ABOVE
2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR OF OFFERING VERSUS THE CONTRAST OF IMPURITY IN OFFERING, LOW PRODUCTIVITY AND CONFUSION (L)  
L: YES  
UL: NO
3. CALIBRATION:  
3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF OFFERING CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)  
3b - THE CONTRAST CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)  
UL: IDENTIFIES CALIBRATION NUMBER
4. EMOTION: THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S PILLAR OF OFFERING VERSUS THE CONTRAST OF IMPURITY IN OFFERING BEING BLOCKED BY AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, ... (UL)  
UL: IDENTIFIES THE EMOTION AND LEVEL - INT, EXT & UNI
5. FOG: THIS BEING LINKED TO FOG 1-3, 4-6, 7-9 (UL)  
UL: IDENTIFIES THE FOG
6. CONSCIOUSNESS: THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)  
UL: IDENTIFIES THE CONSCIOUSNESS LEVEL
7. CONTEXT: THIS IS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)  
UL: IDENTIFIES THE AREA OF BUSINESS
8. LEVEL: PRIMARILY ON THE MIND, BODY, SOUL (UL)  
UL: IDENTIFIES THE LEVEL OF THE PILLAR
9. EXPLAIN MESSAGE:
10. REVEAL: THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)  
L: YES  
UL: NO
11. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)  
L: YES  
UL: NO
12. TREATMENT: TO BE INCLUDED WITH BODY TREATMENT



FOLLOWING THE TREATMENT:

13. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

14. CALIBRATION:

14a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR FIVE  
IN THE PILLAR FORM NOW CALIBRATING . . . (MUST BE LEVEL 10).

14b - THE CONTRAST FORM NOW CALIBRATING LEVEL . . . (MUST BE LEVEL 10)  
(UL)

UL: IDENTIFIES CALIBRATION NUMBER

15. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

16. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

17. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL) SUPPORT (UL)

L: YES

UL: NO

18. CONNECT OUT

TREATMENT NOTES:

PILLAR FIVE PART ONE - MIND:

PILLAR CALIBRATION – CONTRAST CALIBRATION – EMOTION AND LEVEL –  
FOG – GROUPING – AREA OF BUSINESS – LEVEL OF PILLAR – INF & G3.

EXAMPLE:

PILLAR FIVE PART ONE - MIND:

L3 – MINUS 1 – APATHY EXT – MUD – G1 – TEAM – BODY – INF & G3.

## PILLAR FIVE PART ONE - BODY

The Body representation for this Pillar is your Products & Services and how it keeps its Purity throughout the business and the passage of time. All businesses start with the intention of having their Products or Services delivered in their Purest, best form, but can lose their Purity or Clarity over time.

Having Clarity on what it is that you are selling, allows you to take stock of where you are going. If you need to change, remove or adjust any of your Products & Services then that will start to present itself.

Products & Services can change on purpose as it improves or aligns with the Business's Strategy, however, if these changes are occurring over time and they have not been intended, then we need to look at them and bring them back in line with their intention and Purity. An unwelcomed deviation in Products & Services can be a result of external influences, Clients who are not your Avatar, adapting to a team that is sitting in Low Productivity or through issues with suppliers, contractors etc and will always result in Low Productivity. This will ultimately drain the business and can lead to Stress, loss of Joy and lowered Financials.

On a metaphysical level, the Pillar represents the state of your external environment. Are you being true to your Joy in Business and what it Offers, or is there too much stress and overwhelm meaning you are constantly altering and changing your Offering and Marketing? Or are you not actioning things in your business and are stuck in a downward energy spiral and constantly trying to get your way out of it?

### **FINISH WITH EITHER TCC OR TCC EXPANSION BELOW:**

**TCC:** Today we are identifying what is currently blocking your ability to remove **Low Productivity, Confusion & Impurity in Offering** impacting your **Products & Services** and how this is affecting your business.

**TCC EXPANSION:** What we are going to do is identify the weakest link in your Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.

TREATMENT PROCESS - CODING:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE BODY AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR FIVE PART ONE BODY (L)

L: YES

UL: NO

3. CODING: ASK THE CLIENT TO CHOOSE A NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE STRONGEST AREA OF THIS PILLAR (1 - 9 STARTS FROM THE OUTER CIRCLE ON THE WHEEL TO THE CENTRE I.E 1 = THE PILLAR AND 9 = SUCCESS)

4. CODING: ASK THE CLIENT TO CHOOSE ANOTHER NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE WEAKEST AREA OF THIS PILLAR

5. CONDITION: THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES CONDITION

6. POD: THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL, BEING RECENT?

L: YES

UL: NO

(IF ORIGINAL) LINKED TO CONCEPTION 1- 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)?  
OR (IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD GOING BACK DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO

UL: YES

7. REVEAL: ANY FURTHER REVEAL (UL)

L: YES

UL: NO

8. EXPLAIN MESSAGE:

9. REVEAL: ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

10. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

11. TREATMENT

FOLLOWING THE TREATMENT:

12. PERMISSION: PERMISSION TO RETEST (L)

L: YES  
UL: NO

13. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES  
UL: NO

14. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES  
UL: NO

15. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES  
UL: NO

16. CONNECT OUT

TREATMENT NOTES:

PILLAR FIVE PART ONE - BODY:

PILLAR STRENGTH - PILLAR WEAKNESS - COND - POD - INF & G3.

EXAMPLE:

PILLAR FIVE PART ONE BODY:

SERVICES- PURITY - COND 2 - POD 2 YEARS 6 MONTHS AGO - INF & G3.

## PILLAR FIVE PART TWO - SOUL

### CLIENT EXERCISE:

The Soul component or exercise is around continuing to build your Business Plan & Tool Kit including identifying your core Products & Services and Marketing.

**The Offering:** what is externally presented to the market.

**Products & Services:** what you are selling or delivering.

**Marketing:** the process of getting potential Avatar clients or customers interested and then purchasing your products and services.

The tool we are going to go through today is aligned with your Offering and Marketing. It is to assist you in checking in with your Purest Offering, Products & Services and Marketing.

The template we use for this is very simple. Answer the Questions with five answers where appropriate. Answer 1 is the most relevant – Answer 5 is the least relevant.

1. *What are your company's key Offering – Products & Services*
2. *What is your business GREAT at?*
3. *What are you or your team GREAT at?*
4. *How are your clients finding you?*
5. *What is the clearest & simplest message that you would like to send to Market?*
6. *What ways are you currently Marketing your business?*
7. *How effective is your Marketing (from Q6)?*
8. *What reports do you have in place to assess your Offering & Marketing?*
9. *Does your Offering & Marketing align with your Vision, Mission & Values?*

### TOOLS: SCHEDULE OF PRODUCTS, SERVICES AND FEES & OFFERING TO MARKET

#### TOOL 1: SCHEDULE OF PRODUCTS, SERVICES AND FEES

Please fill in the table below with your Products & Services, Description, Target Audience and Fees.

## TOOL 2: OFFERING TO MARKET

What marketing tools and systems are you currently using? Code the top three between 1 - 27. This represents what are right for you now and to test them out.

Use this tool as a guide to see where you can expand your marketing to attract your Avatar clients and where is not right for your business.

CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENTS NOTES.

TREATMENT NOTES:

*PILLAR FIVE PART TWO SOUL EXERCISE & TOOL:*

OFFERING EXERCISE / BUSINESS PLAN & TOOL KIT NOTES ATTACHED.  
MARKETING OPTIONS TOOL – ENERGY TREATMENT - INF & G3.

*PRACTITIONER ACTIONS POST TREATMENT:*

UPDATE CLIENT'S BUSINESS PLAN & TOOL KIT, OFFERING EXERCISE AND  
MARKETING OPTIONS TOOL IN CLIENT'S CLOUD-BASED FOLDER.

## PILLAR 5 EXERCISE: OFFERING



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

### PILLAR 5 OFFERING EXERCISE OFFERING

This Soul component or exercise is around continuing to build your Business Plan and Toolkit in regard to your business's Offerings.

Answer the Questions with five answers where appropriate. Answer 1 is the most relevant – Answer 5 least relevant.

QUESTIONS		ANSWER 1	ANSWER 2	ANSWER 3	ANSWER 4	ANSWER 5
1	What are your business's key Offering (packages)					
2	What is your business's core Products & Services?					
3	What is your business GREAT at?					
4	How are your clients finding you?					
5	What is the clearest & simplest message that you would like your Market to know?					
6	What ways are you currently Marketing your business?					
7	How effective is your Marketing (from Q6)					
8	What reports do you have in place to assess your Offering & Marketing?					
9	Does your Offering & Marketing align with your Vision, Mission & Values					
10	Copy your Values here					

# TOOL 1: SCHEDULE OF PRODUCTS, SERVICES AND FEES



## **PILLAR 5 TOOL - SCHEDULE OF PRODUCTS, SERVICES AND FEES**

Please fill in the table below with your Products & Services, Description, Target Audience and Fees.

	<b>PRODUCTS &amp; SERVICES</b>	<b>DESCRIPTION</b>	<b>TARGET AUDIENCE</b>	<b>FEES</b>
1				
2				
3				
4				
5				
6				
7				
8				
9				



## TOOL 2: MARKETING OPTIONS



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### PILLAR 5 TOOL - MARKETING OPTIONS

Top 3 Suggestions:

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

#### **MIND**

1. Communicating at other people's event ie Expos & Conferences
2. Community Days
3. Advertising
4. Targeted 1:1 with Key Influences
5. Research
6. Publishing & Literature
7. Testimonials
8. Community Group Networking
9. Industry Bodies

#### **BODY**

10. Word of Mouth
11. Networking Business Groups
12. Social Media
13. Referrals
14. Flyers - Brochures
15. Presenting at your own events ie Talks / Workshops
16. Online Events – i.e. Information Sessions
17. Website
18. Blogs / Articles / Publications

#### **SOUL**

19. Goal Setting & Manifesting
20. Taking advice / surveys / listening to people
21. Asking / focus on sales
22. Handing out Cards
23. Connecting to people you already know and a wider audience
24. Collaborations
25. Swap Services
26. Bulk Emails/Messaging
27. Being an influencer yourself – Speaking / Interviews / Media / Podcasts

NOTE: The three sections above represent the 1. Mind 2. Body 3. Soul sections your Business.

# PILLAR SIX – SALES

MIND: SALES  
BODY: NETWORKING  
SOUL: PURPOSE  
STAGE: MASTERY  
CONTRAST: BLOCK, LOW EXPECTATIONS,  
MEANINGLESSNESS

MIND: EXPERIENCE  
BODY: HORMONAL BALANCE  
SOUL: PURPOSE  
CHAKRA: THROAT

## PILLAR SIX PART ONE - MIND

As a reminder, last time we did your Pillar Five your Pillar of Offering, Products & Services and Marketing, which stamps your Ownership in the market.

We are now moving into Pillar Six the Pillar of Sales and the contrast of Block, Low Expectations & Meaninglessness or a business that has lost its meaning. This Pillar is all about heightening your ability to attain, maintain and grow your Sales, Networking that supports the pipeline and Purpose. This clearly translates to you Mastering your Business.

The entire reason for a business to exist is to sell Products & Services or for organisations their Policy's, messages or Purpose. So, this Pillar is to heighten your ability to connect to what leads you to Sales with ease. Sales is also the Mind component of the Pillar.

When you have a healthy pipeline it comes from being well-connected and having Purposeful Networking. The better connected you are in your Networking circles the greater impact you have in selling your message, connecting to Sales and fulfilling the Purpose of the business.

The Activation of Sales is Purpose, it is knowing your own business's Purpose, knowing what problem you are solving for your clients and giving them a reason or validation for their purchase or buy-in.

The contrast of Sales is Block. Blocking, whether on a conscious, subconscious or unconscious level, shuts you off from your path and the ease and joy of business. It stunts growth, development, opportunities and possibilities. When getting Blocked with a choice, a decision or a manifestation can create negativity, doubt, stress, anger and disconnect, holding you in the space of Block from Sales.

The Activation of a Block in Sales or negative Sales Experiences, leaves us feeling empty, disconnected and apathetic about Networking and Selling and therefore not fulfilling the Purpose of the Business.

**TCC:** Today we are identifying what in the past has been Blocking ideal Sales and the ability to successfully Master your Business's Purpose.

**TCC EXPANSION:** Go straight to Body script.

TREATMENT PROCESS:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE MIND AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR OF SALES VERSUS THE CONTRAST OF BLOCK, LOW EXPECTATIONS AND MEANINGLESSNESS (L)

L: YES

UL: NO

3. CALIBRATION:

3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF SALES CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

3b - THE CONTRAST CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

UL: IDENTIFIES CALIBRATION NUMBER

4. EMOTION: THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S PILLAR OF SALES VERSUS THE CONTRAST OF BLOCK BEING BLOCKED BY AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, ... (UL)

UL: IDENTIFIES THE EMOTION AND LEVEL - INT, EXT & UNI

5. FOG: THIS BEING LINKED TO FOG 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES THE FOG

6. CONSCIOUSNESS: THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)

UL: IDENTIFIES THE CONSCIOUSNESS LEVEL

7. CONTEXT: THIS IS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)

UL: IDENTIFIES THE AREA OF BUSINESS

8. LEVEL: PRIMARILY ON THE MIND, BODY, SOUL (UL)

UL: IDENTIFIES THE LEVEL OF THE PILLAR

9. EXPLAIN MESSAGE:

10. REVEAL: THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

11. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

12. TREATMENT: TO BE INCLUDED WITH BODY TREATMENT

FOLLOWING THE TREATMENT:

13. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

14. CALIBRATION:

14a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR SIX  
IN THE PILLAR FORM NOW CALIBRATING .... (MUST BE LEVEL 10).

14b - THE CONTRAST FORM NOW CALIBRATING LEVEL ... (MUST BE LEVEL  
10) (UL)

UL: IDENTIFIES CALIBRATION NUMBER

15. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

16. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

17. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL) SUPPORT (UL)

L: YES

UL: NO

18. CONNECT OUT

TREATMENT NOTES:

PILLAR SIX PART ONE - MIND:

PILLAR CALIBRATION – CONTRAST CALIBRATION – EMOTION AND LEVEL –  
FOG – GROUPING – AREA OF BUSINESS – LEVEL OF PILLAR – INF & G3.

EXAMPLE:

PILLAR SIX PART ONE - MIND:

L8 – L4 – ACCEPTANCE EXT – VOID – G3 – STRATEGY – MIND – INF & G3.

## PILLAR SIX PART ONE - BODY

The Body representation for this Pillar is Networking and how it keeps the flow of connections to a healthy sales pipeline. All businesses start with the intention of having great contacts through their Networking, however, can get caught up in the day-to-day running and delivery of the business so don't prioritise time on the importance of Networking.

Networking expands your business's reach, connects you to your industry, allows you to be seen, can place you as an industry expert, allows you to respond to awards and have a black book of A-Grade contacts. This makes business, fun, educational, fresh and ever-expanding like how most business people like to be.

A lack of quality Networking can lead to isolation, insulation, selling to the same contacts over and over and not refreshing your pipeline.

On a metaphysical level, the Pillar represents communication. It is important to understand how your communication is working outside your business. Is your business well represented and finding it easy for people to connect to you? Are you listening to the people and the world around you? Communication is about a message and a receiver, so we are looking at the entirety of the process.

**FINISH WITH EITHER TCC OR TCC EXPANSION BELOW:**

**TCC:** Today we are identifying what is currently blocking your ability to remove **Blocks, Low Expectations & Meaninglessness** from your **Networking** and how this is affecting your business.

**TCC EXPANSION:** What we are going to do is identify the weakest link in your Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.

TREATMENT PROCESS - CODING:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE BODY AS ABOVE  
AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S /  
BUSINESS'S PILLAR SIX PART ONE BODY (L)

L: YES  
UL: NO

3. CODING: ASK THE CLIENT TO CHOOSE A NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE STRONGEST AREA OF THIS PILLAR (1 -  
9 STARTS FROM THE OUTER CIRCLE ON THE WHEEL TO THE CENTRE  
I.E 1 = THE PILLAR AND 9 = SUCCESS)

4. CODING: ASK THE CLIENT TO CHOOSE ANOTHER NUMBER FROM 1 - 9  
CODED NUMBER: IDENTIFIES THE WEAKEST AREA OF THIS PILLAR

5. CONDITION: THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES CONDITION

6. POD: THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL,  
BEING RECENT?

L: YES  
UL: NO

(IF ORIGINAL) LINKED TO CONCEPTION 1- 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)?  
OR (IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD  
GOING BACK DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO  
UL: YES

7. REVEAL: ANY FURTHER REVEAL (UL)

L: YES  
UL: NO

8. EXPLAIN MESSAGE:

9. REVEAL: ANY FURTHER REVEAL REQUIRED (UL)

L: YES  
UL: NO

10. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES  
UL: NO

11. TREATMENT

FOLLOWING THE TREATMENT:

12. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

13. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

14. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

15. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES

UL: NO

16. CONNECT OUT

TREATMENT NOTES:

*PILLAR SIX PART ONE - BODY:*

PILLAR STRENGTH - PILLAR WEAKNESS - COND - POD - INF & G3.

*EXAMPLE:*

*PILLAR SIX PART ONE - BODY:*

PURPOSE - NETWORKING - COND 3 - POD 5 MONTHS AGO - INF & G3.

## PILLAR SIX PART TWO - SOUL

### CLIENT EXERCISE:

The Soul component or exercise is around continuing to build your Business Plan & Tool Kit including the main Purpose of, and for, your Sales.

### PURPOSE PART 1 - SALES

1. What are the main reasons that Sales are important in your business other than cash flow?
2. What are your core Products or Services in your Strategy?
3. What Product or Service do you or your team Love to sell?
4. What Products or Services do your Avatar clients buy regularly?
5. What are your top three Sellers?
6. From your top three Sellers, what Purpose are they serving to your client?
7. What Product or Service sells with the greatest margin?
8. What networking / industry groups are best suited to support your Sales?
9. Where are you now going to start or continue networking?

Once you have asked your client for the answers going row by row, you can then show them how the messages are aligned by columns. ie read down each column to receive additional messages.

### PURPOSE PART 2 - MIND, BODY & SOUL

Now look back at Part 1 of this Exercise – write Mind in column 1, Body in Column 2 & Soul in Column three. Then review your answers with this in mind of the Mind, Body & Soul elements within your business.

1. What is the Mind of your business? (From PREP 1 & Pillar 1 Exercise)
2. What is the Purpose of the Mind of your business?
3. What is the Body of your business? (From PREP 1 & Pillar 1 Exercise)
4. What is the Purpose of the Body of your business?
5. What is the Soul of your business? (From PREP 1 & Pillar 1 Exercise)
6. What is the Purpose of the Soul of your business?
7. What Networking groups are you committing to attend for the next 12 months?
8. What Industry groups are you committing to join or have involvement in, within the next 12 months?
9. What internal rewards are you continuing to or going to implement?
10. What awards are you choosing to enter?



## TOOLS: NETWORKING & SOUL SEALING

### TOOL 1: NETWORKING

Commit to 1 main Networking, Industry or Community Group and be very active, and 2 minor groups for the next 12 months. Then review.

1. Name of Networking, Industry or Community Group
2. Benefit (Reasons for Attending)
3. Location
4. Contact Details
5. Fees (if any)
6. Attendance commitment ie PW (per week) or PF (per fortnight)
7. Benefit or Outcome 1
8. Benefit or Outcome 2
9. Benefit or Outcome 3

### ENERGY TOOL 2: SOUL SEALING (18-MINUTE RECORDING)

I will be uploading another simple guided meditation for you to use at any time, but recommend that you use this every morning to start the day and evening to close down the day. This is a continuation of the Pillar 4 Clients - Mind & Body Sealing. This SEALing, is Soul Sealing.

As a reminder, SEAL is another one of our Acronyms for Self-Energy Awakening Life or known as 'Self Healing'. Sealing is a healing meditation that is specifically around controlling and calming the mind and clearing the body. It SEALs out the stress, chaos, overwhelm, confusion and negativity and SEAL's in Peace, calmness, clarity and positivity.

The Soul SEALing brings in the Gratitude to connect with the Mind and Body. To do this we use the Tool of Gratitude, which is one of the best ways to reconnect to your path, purpose and passion for life.

**CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENTS NOTES.**

**TREATMENT NOTES:**

**PILLAR SIX PART TWO SOUL EXERCISE & TOOL:**

SOUL EXERCISE PART 1 & PART 2 PURPOSE / BUSINESS PLAN & TOOL KIT NOTES ATTACHED

PURPOSE TOOL - SOUL SEALING – ENERGY TREATMENT – INF & G3.

**PRACTITIONER ACTIONS POST TREATMENT:**

UPDATE BUSINESS PLAN & TOOL KIT: SOUL EXERCISE PART 1 & PART 2 PURPOSE, NETWORKING TOOL AND UPLOAD SOUL SEALING AUDIO AND SESSION RECORDING TO CLIENT'S CLOUD-BASED FOLDER.

## PILLAR 6 EXERCISE: PURPOSE PART 1 - SALES



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LEADERS, MINDS & BUSINESSES

### PILLAR 6 SALES EXERCISE PURPOSE PART 1 - SALES

This Soul component or exercise is around continuing to build your Business Plan and Toolkit in regard to your business's Sales.

Answer the Questions with 3 answers where appropriate. Answer 1 is the most relevant – Answer 3 least relevant.

	PURPOSE	1 - MIND	2 - BODY	3 - SOUL
	Mind, Body and Soul of the Business (from Pillar 1 Exercise – complete last)			
1	What are the main reasons that Sales are important in your business other than cash flow?			
2	What are your core Products or Services in your Strategy?			
3	What Product or Service do you or your team Love to sell?			
4	What Products or Services do your Avatar clients buy regularly?			
5	What are your top three Sellers?			
6	From your top three Sellers, what Purpose are they serving to your client?			
7	What Product or Service sells with the greatest margin?			
8	What networking / industry groups are best suited to support your Sales?			
9	Where are you now going to start or continue networking?			

# PILLAR 6 EXERCISE: PURPOSE PART 2 - MIND, BODY & SOUL



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LEADERS, MINDS & BUSINESSES

## PILLAR 6 SALES EXERCISE PURPOSE PART 2 - MIND, BODY & SOUL

Now look back at Part 1 of this Exercise – write Mind on column 1, Body on Column 2 & Soul on Column 3. Then review your answers with this in mind of the Mind, Body & Soul elements within your business.

1. What is the Mind of your business?
2. What is the Purpose of the Mind of your business?
3. What is your Body of your business?
4. What is the Purpose of the Body of your business?
5. What is your Soul of your business?
6. What is the Purpose of the Soul of your business?
7. What Networking groups are you committing to attend for the next 12 months?
8. What Industry groups are you committing to join or be involved with in the next 12 months?
9. What internal rewards are you continuing to or going to implement?
10. What awards are you choosing to enter?

# TOOL: NETWORKING



## PILLAR 6 TOOL - NETWORKING

Commit to 1 main Networking, Industry or Community Group (this can also include your internal contact list) and be very active, and 2 minor groups for the next 12 months. Then review.

	NETWORKING	1	2	3
1	Name of Networking, Industry or Community Group			
2	Benefit (Reasons for Attending)			
3	Location			
4	Contact Details			
5	Fees (if any)			
6	Attendance commitment ie pw or pf			
7	Benefit or Outcome 1			
8	Benefit or Outcome 2			
9	Benefit or Outcome 3			

# PILLAR SEVEN – FINANCES

MIND: FINANCES  
BODY: BUDGETS & FORECASTS  
SOUL: MILESTONES & GOALS  
STAGE: SELF-AWARENESS  
CONTRAST: NEGATIVITY, FINANCIAL  
STRESS, GREED

MIND: POSITIVITY  
BODY: RELEASE  
SOUL: GRATITUDE  
CHAKRA: THIRD EYE

## PILLAR SEVEN PART ONE - MIND

As a reminder, last time we did your Pillar Six your Pillar of Sales, Networking and Purpose, which stamps your Mastery in your industry.

We are now moving into Pillar Seven the Pillar of Finances and the contrast of Negativity, Financial Stress & Greed, or a business that has lost its Financial footing. This Pillar is all about heightening your ability to attain, maintain and grow your Finances with Budgets & Forecasts supporting the Financial Goals & Milestones and how this translates to having Self-Awareness within your Business.

Like attracts like is a powerful and relevant universal law, which is why it is vital to be aware of your and your team's thoughts, language and actions around money and value. You can either be sitting with a Positive intent and expectation with Finances or sitting with a Negative intent and expectation. Finances are also the Mind component of the Pillar.

When you choose to lift your Self-Awareness around your business's Finances and have a Positive expectation and intent, the Finances strengthen and cash flow is positive. When you are expecting a Negative or have a lack of focus, you will be delivered a Negative result. Negativity blocks your Self-Awareness, disables your control and hinders your Financial growth and cash flow.

How you Activate the business's Finances is by having, and importantly, regularly checking, your Goals and Milestones. 'Inspect what you Expect' is a great concept when it comes to the outcomes that you are desiring. Setting Financial Goals and checking in on their Milestones enables you to venture out and deliver the Strategy that you have set. Goal setting, by utilising your Budgets and Forecasts as guiding tools, assists you in creating the abundant business that you choose.

The Activation of Negativity is Greed. The Activation of Positivity is Gratitude and the realisation of your Goals. Greed in your business, finances, relationships, work, etc depletes you and can be the result of not setting clear Financial Goals or boundaries.

**FOR TCC:** Today we are identifying what in the past has been blocking your **Finances** and the ability to successfully create and achieve **Milestones & Goals** for your business.

**TCC EXPANSION:** Go straight to Body script

TREATMENT PROCESS:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE MIND AS ABOVE
2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR OF FINANCES VERSUS THE CONTRAST OF NEGATIVITY, FINANCIAL STRESS AND GREED (L)  
L: YES  
UL: NO
3. CALIBRATION:  
3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF FINANCES CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)  
3b - THE CONTRAST CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)  
UL: IDENTIFIES CALIBRATION NUMBER
4. EMOTION: THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S PILLAR OF FINANCES VERSUS THE CONTRAST OF NEGATIVITY BEING BLOCKED BY AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, . . . . (UL)  
UL: IDENTIFIES THE EMOTION AND LEVEL - INT, EXT & UNI
5. FOG: THIS BEING LINKED TO FOG 1-3, 4-6, 7-9 (UL)  
UL: IDENTIFIES THE FOG
6. CONSCIOUSNESS: THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)  
UL: IDENTIFIES THE CONSCIOUSNESS LEVEL
7. CONTEXT: THIS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)  
UL: IDENTIFIES THE AREA OF BUSINESS
8. LEVEL: PRIMARILY ON THE MIND, BODY, SOUL (UL)  
UL: IDENTIFIES THE LEVEL OF THE PILLAR
9. EXPLAIN MESSAGE:
10. REVEAL: THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)  
L: YES  
UL: NO
11. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)  
L: YES  
UL: NO
12. TREATMENT: TO BE INCLUDED WITH BODY TREATMENT

FOLLOWING THE TREATMENT:

13. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

14. CALIBRATION:

14a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR SEVEN IN THE PILLAR FORM NOW CALIBRATING . . . . (MUST BE LEVEL 10).

14b - THE CONTRAST FORM NOW CALIBRATING LEVEL . . . (MUST BE LEVEL 10)  
(UL)

UL: IDENTIFIES CALIBRATION NUMBER

15. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

16. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

17. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL) SUPPORT (UL)

L: YES

UL: NO

18. CONNECT OUT

TREATMENT NOTES:

*PILLAR SEVEN PART ONE - MIND:*

PILLAR CALIBRATION – CONTRAST CALIBRATION – EMOTION AND LEVEL – FOG – GROUPING – AREA OF BUSINESS – LEVEL OF PILLAR – INF & G3.

*EXAMPLE:*

*PILLAR SEVEN PART ONE - MIND:*

L2 – MINUS 4 – GUILT INT – DEEP FOG – G2 – FINANCES – SOUL – INF & G3.

## PILLAR SEVEN PART ONE - BODY

The Body representation for this Pillar is Budgets & Forecasts. It is only with the acceptance of the Positive and purity of Goals that we are truly able to Release our concerns and know that having the structure of a Budget and Forecast gives us the framework, to learn from past experiences, decisions and challenges and set the guidelines for the upcoming period.

Many people either block having a budget from fear that it will limit their spending or their creativity or from not understanding the importance of planning the cash flow ahead of time. But having a good budget allows you to be the master of your cash flow with confidence and does not restrain you, but supports your spending decisions. Forecasts compliment Budgets and Goals by challenging you to see into the future of the business's sales whilst giving you an anchor or target.

Budgets linked with Forecasts make wonderful tools to help set, review and expand your business Goals.

On a metaphysical level, this Pillar represents emotional release. What things in your business are you holding onto from your past? These can be beliefs, situations or events where you perceive that by holding on to the negative memory, you are protecting your business from repeating the same mistake. But instead, you are subconsciously locking into a moment of stress or lack, not allowing you to move forward and then destined to repeat the same situations energetically until you can let go on all levels of conscious, subconscious and unconscious.

### FINISH WITH EITHER TCC OR TCC EXPANSION BELOW:

**TCC:** Today we are identifying what is currently blocking your ability to remove **Negativity, Financial Stress & Greed** from your **Budgets and Forecasts** and how it is affecting your business.

**TCC EXPANSION:** What we are going to do is identify the weakest link in your Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.



TREATMENT PROCESS - CODING:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE BODY AS ABOVE  
AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S /  
BUSINESS'S PILLAR SEVEN PART ONE BODY (L)

L: YES

UL: NO

3. CODING: ASK THE CLIENT TO CHOOSE A NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE STRONGEST AREA OF THIS PILLAR (1 - 9  
STARTS FROM THE OUTER CIRCLE ON THE WHEEL TO THE CENTRE  
I.E 1 = THE PILLAR AND 9 = SUCCESS)

4. CODING: ASK THE CLIENT TO CHOOSE ANOTHER NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE WEAKEST AREA OF THIS PILLAR

5. CONDITION: THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES CONDITION

6. POD: THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL,  
BEING RECENT?

L: YES

UL: NO

(IF ORIGINAL) LINKED TO CONCEPTION 1- 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)?  
OR (IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD  
GOING BACK DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO

UL: YES

7. REVEAL: ANY FURTHER REVEAL (UL)

L: YES

UL: NO

8. EXPLAIN MESSAGE:

9. REVEAL: ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

10. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

11. TREATMENT

FOLLOWING THE TREATMENT:

12. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

13. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

14. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

15. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES

UL: NO

16. CONNECT OUT

TREATMENT NOTES:

PILLAR SEVEN PART ONE - BODY:

PILLAR STRENGTH - PILLAR WEAKNESS - COND - POD - INF & G3.

*EXAMPLE:*

PILLAR SEVEN PART ONE - BODY:

FORECASTS - BUDGETS - COND 1 - POD 1ST YEAR 1ST MONTH IN BUSINESS - INF & G3.

## PILLAR SEVEN PART TWO - SOUL

### CLIENT EXERCISE: FINANCIAL SELF-AWARENESS

The Soul component or exercise is around continuing to build your Business Plan & Tool Kit including the health and awareness of your Finances.

Business Finances are always something between the Owners and Financial Advisors, so, this exercise is not necessarily about looking at the figures, but rather keep you focused and on track in regard to structure, process and health of your Finances.

Once you have the Business Plan & Tool Kit completed, you can add your Financials to Section C - Business Plan & Tool Kit Attachments. This can include, your Budget, Forecasts, Financial Goals and Milestones, Profit & Loss (P&L) etc.

Please answer the questions below, then give yourself a rating out of 10 for how you believe that the business is managing this area of Finance. Then add what actions are required to get your self-rating to 10 / 10. The last column is simply a quote to keep you motivated.

1. How often do you internally review your Business's overall financial position?
2. Do you have a great Financial Advisor who understands the Business's Strategy? If so how often do you meet?
3. Do you have an up-to-date Budget that all relevant team members understand? If so how often do you review it?
4. Do you have a Forecast of each major product offering? If so, how often do you review it?
5. Do you have clear Financial Goals that link to your business's deliverables? If so, how often do you review them?
6. Do you have Milestones for your Financial Goals that have meaningful accountability? If so, how often do you review them?
7. Do you have a healthy cash flow? And is it based on Annual, Monthly, Fortnightly or Weekly figures?
8. Do you have a great reporting system that tracks your Financials and produces relevant reports?
9. Do you meet with your Financial advisors at least annually to discuss the New Year's Targets & Strategy?

## TOOL: FINANCIAL GOALS & MILESTONES

Goals are the conscious targets that are set to give us something solid to AIM for and to know when our efforts have paid off.

'Goal – the end toward which effort is directed. A goal is an idea of the future or desired result that a person or a group of people envision, plan and commit to achieving.'

Businesses endeavour to reach goals within a finite time by setting deadlines and using Milestones as the stepping stones, or small targets or measures by which to reach and to assess the goals.

This Pillars Tool is to set a Financial Goal and corresponding Milestones using the template provided.

**CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENTS NOTES.**

**TREATMENT NOTES:**

**PILLAR SEVEN PART TWO SOUL EXERCISE & TOOL:**

SOUL EXERCISE FINANCES / BUSINESS PLAN & TOOL KIT NOTES ATTACHED  
FINANCIAL SELF AWARENESS - GOALS & MILESTONES – ENERGY TREATMENT –  
INF & G3.

**PRACTITIONER ACTIONS POST TREATMENT:**

UPDATE BUSINESS PLAN & TOOL KIT: SOUL FINANCES EXERCISE AND FINANCIAL  
GOALS & MILESTONES TOOL AND UPLOAD SESSION RECORDING TO CLIENT'S  
CLOUD-BASED FOLDER.

# PILLAR 7 EXERCISE: FINANCIAL SELF-AWARENESS



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## PILLAR 7 FINANCES EXERCISE FINANCIAL SELF-AWARENESS

This Soul component or exercise is around continuing to build your Business Plan and Toolkit in regard to your business's Financial Self-Awareness.

A Business's Finances are always something between the Owners and Financial Advisors. So, this exercise is to keep you focused and on track in regards to your Finances. Once you have the Business Plan completed, you can add your Financials to Section C-Business Plan Attachments. This can include, your Budget, Forecasts, Financial Goals and Milestones, P&L etc.

Please answer the questions below, give yourself a rating out of 10 for how you believe that the business is managing this area of Finance, then add what actions are required to get your self-rating to 10/10. The last column is simply a quote to keep you motivated.

	FINANCES	ANSWER	HOW EFFECTIVE ARE YOU IN EACH AREA – OUT OF 10	WHAT ACTIONS ARE REQUIRED TO MAKE IMPROVEMENTS TO GET TO 10/10	QUOTE TO STAY POSITIVE
1	How often do you internally review your Business's overall financial position?				"Those who don't manage their money will always work for those who do." - Dave Ramsey
2	Do you have a great Financial Advisor who understands the Business's Strategy? If so how often do you meet?				An Investment in knowledge pays the best interest." - Benjamin Franklin
3	Do you have an up to date Budget that all relevant team members understand? If so how often do you review it?				"A budget is telling your money where to go, instead of wondering where it went." - Dave Ramsey

## PILLAR 7 EXERCISE: FINANCIAL SELF-AWARENESS



THE CORPORATE CODE

LEADERS, MINDS & BUSINESSES

	FINANCES	ANSWER	HOW EFFECTIVE ARE YOU IN EACH AREA – OUT OF 10	WHAT ACTIONS ARE REQUIRED TO MAKE IMPROVEMENTS TO GET TO 10/10	QUOTE TO STAY POSITIVE
4	Do you have a Forecast of each major product offering? If so, how often do you review it?				“Do or do not. There is not try.” - Yoda
5	Do you have clear Financial Goals that link to your business's deliverables? If so, how often do you review them?				“A goal without a plan is just a wish.”
6	Do you have Milestones for your Financial Goals that have meaningful accountability? If so, how often do you review them?				“A goal properly set is halfway reached.” - Zig Ziglar
7	Do you have a good cash flow? And is it based on Annual, Monthly, Fortnightly or Weekly figures?				“Beware of little expenses, a small leak will sink a great ship.” - Benjamin Franklin
8	Do you have a great reporting system that tracks your Financials and produces relevant reports?				“The difference between succeeding and falling is consistency.” - Don Connelly
9	Do you meet with your Financial advisors at least annually to discuss the New Year's Targets & Strategy?				“Most people don't plan to fail, they fail to plan.” - John L. Beckley

# TOOL: FINANCIAL GOALS & MILESTONES



## PILLAR 7 TOOL – FINANCIAL GOALS & MILESTONES

My Goal:	Starting Today: - Date is:									
My When:	My Goal is achieved by:									
My Why:										
My 10 Milestones:	My Milestone internals are: (Daily -10-day Goal, Weekly -10-week Goal, Fortnightly -20-week Goal, Monthly 10-month Goal or Other)									
Milestone Dates:	1	2	3	4	5	6	7	8	9	10
	Active Actions to be completed by each Milestone Date:									
1	Write my Actions	Write my Actions	Write my Actions	Write my Actions	Write my Actions	Write my Actions	Write my Actions	Write my Actions	Write my Actions	Write my Actions
2										
3										
4										
5										
6										
7										
8										
9										
10	Check my Actions ✓	Check my Actions ✓	Check my Actions ✓	Check my Actions ✓	Check my Actions ✓	Check my Actions ✓	Check my Actions ✓	Check my Actions ✓	Check my Actions ✓	Check my Actions ✓

# TOOL: FINANCIAL GOALS & MILESTONES



My Manifestations and Convenient Coincidences that support My Goal:										
Manifestations to support my Goal:										
	1	2	3	4	5	6	7	8	9	10
Milestones Continued										
1										
2										
3										
4										
5										
Convenient Coincidences seen along the way:										
1										
2										
3										
Milestone Reward										

### NOTES PAGE ONE:

- My Goal** - Create ONE Goal & KISS it. Keep It Singular & Simple
- My When** - Select when you would like to achieve this Goal by
- My Milestones** - Select the internals at which you inspect the progress of the Goal
- My 10 Milestones** - Time intervals, ie daily, weekly, monthly
- Milestone Dates** - Milestone dates, diarise your Milestones
- Active Actions** - Fill in 8 Actions to be achieved by the Milestone (Actions 1 and 10 are already written for you)

### NOTES PAGE ONE:

- Manifesting Fun** - Add 5 Manifestations that support your Goal
- Convenient Coincidences** - When you see Convenient Coincidences materialise, write them under each Milestone linked to the timeline when you saw it
- Milestone Rewards** - Choose a reward that you give yourself once you get to each Milestone and CHECK off the Action



# PILLAR EIGHT – REPORTING

MIND: REPORTING  
BODY: ANALYSIS & STATISTICS  
SOUL: RESULTS  
STAGE: DISCOVERY  
CONTRAST: ILLUSION, NO ACCOUNTABILITY,  
VOID OF KNOWING

MIND: TRUTH  
BODY: METABOLISM  
SOUL: KNOWING  
CHAKRA: CROWN

## PILLAR EIGHT PART ONE - MIND

As a reminder, last time we did your Pillar Seven your Pillar of Finances, Budgets & Forecasts and Milestones & Goals which supports the Self-Awareness within your business.

We are now moving into Pillar Eight the Pillar of REPORTING OR the contrast of Illusion, no Accountability and Void of Knowing or a business that is not looking at the Truth.

This Pillar is about heightening your ability to attain, maintain and grow your business through Reporting with Analysis & Statistics supporting and revealing the Results, and how this clearly translates to the importance of Discovery within your Business.

Reporting, the Mind component of the Pillar, is vital for any business, for growing, learning and progressing forward along your path. Sometimes the Result of Reports can be confrontational and can create the temptation to move into Illusion. However; you must continue to choose and connect to the Truth. When a Truth is revealed you can either remove it, repair it and / or replace it. When you accept that all experiences in business are positive guidance to give you a clear message, then all Truths can be appreciated and celebrated at a point of clarity.

Connecting to Truth within your business through your Reports activates your Results. Having a clear succinct Knowing, internal guidance and instinct on the Truth, supports your decisions and actions required to move forward. Aligning with the findings in the Reports and the Results always brings you forward into Peace, Purpose and Prosperity, which in turn strengthens your belief and supports your success.

The contrast of Illusion is the 'veil' of life and business that gets put up, either consciously, subconsciously or unconsciously, when you prefer NOT to see, realise or listen to the Truth. Or when you deem the Truth too confronting and challenging to address. You can buy into illusions over your whole business, team members, financials, certain products or services and ideal clients etc.

Sitting in Illusion will push you into Void. Void is a state of nothingness, neutrality, apathy and isolation allowing parts of the business to fall behind or struggle. It can be a very detrimental and self-sabotaging space to be in as being in avoidance blocks any path of Discovery.

**TCC:** Today we are identifying what in the past has been blocking your **Reporting** and the ability to successfully identify the truth in your Business's **Results**.

**TCC EXPANSION:** Go straight to Body script

---

TREATMENT PROCESS:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE MIND AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR OF REPORTING VERSUS THE CONTRAST OF ILLUSION, NO ACCOUNTABILITY AND VOID OF KNOWING (L)

L: YES

UL: NO

3. CALIBRATION:

3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF REPORTING CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

3b - THE CONTRAST CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

UL: IDENTIFIES CALIBRATION NUMBER

4. EMOTION: THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S PILLAR OF REPORTING VERSUS THE CONTRAST OF ILLUSION BEING BLOCKED BY AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, . . . . (UL)

UL: IDENTIFIES THE EMOTION AND LEVEL - INT, EXT & UNI

5. FOG: THIS BEING LINKED TO FOG 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES THE FOG

6. CONSCIOUSNESS: THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)

UL: IDENTIFIES THE CONSCIOUSNESS LEVEL

7. CONTEXT: THIS IS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)

UL: IDENTIFIES THE AREA OF BUSINESS

8. LEVEL: PRIMARILY ON THE MIND, BODY, SOUL (UL)

UL: IDENTIFIES THE LEVEL OF THE PILLAR

9. EXPLAIN MESSAGE:

10. REVEAL: THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

11. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

12. TREATMENT: TO BE INCLUDED WITH BODY TREATMENT

FOLLOWING THE TREATMENT:

13. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

14. CALIBRATION:

14a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR EIGHT IN THE PILLAR FORM NOW CALIBRATING . . . . (MUST BE LEVEL 10).

14b - THE CONTRAST FORM NOW CALIBRATING LEVEL . . . (MUST BE LEVEL 10) (UL)

UL: IDENTIFIES CALIBRATION NUMBER

15. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

16. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

17. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION(UL) SUPPORT (UL)

L: YES

UL: NO

18. CONNECT OUT

TREATMENT NOTES:

PILLAR EIGHT PART ONE - MIND:

PILLAR CALIBRATION – CONTRAST CALIBRATION – EMOTION AND LEVEL – FOG – GROUPING – AREA OF BUSINESS – LEVEL OF PILLAR – INF & G3.

EXAMPLE:

PILLAR EIGHT PART ONE - MIND:

L1 – L3 – SHAME INT – MUD – G1 – STRATEGY – MIND – INF & G3.

## PILLAR EIGHT PART ONE - BODY

The Body representation for this Pillar is Analysis & Statistics. Acknowledging the Truth that comes from the data of Reports allows you to truly be flowing with Discovering powerful messages and ways to move forward with certainty.

Analysis & Statistics can be very complex areas, so in The Corporate Code we simply break this down to what requires Input, where requires improvement of the Process and what or who requires to lift the Output, or 'move up or step out', in every area of the business.

**The Input** represents what you are putting into your business; - what information, time, energy, positivity or negativity, clients, suppliers, etc.

**The Process** is then how you are processing each area; -how your team are performing, productivity, processes, organisation, skill sets matching to tasks etc.; and

**The Output** is the actual Results of the Input and Process; - number of sales, clients, cash flow, balance, results in all areas etc.

Aligning to the Truth in all areas of Input, Process and Output gives you Peace, Purpose, Productivity and Profitability throughout the business. And, Reviewing, Repairing and Resetting each area of your business is the key to progressing and achieving success in all areas.

On a metaphysical level, this Pillar represents the flow of your business. How are things progressing? Are you allowing things like clients, money, and support, to come into your business with ease? Are your processes working well and with clarity? Are you able to then gain energy, understanding and learnings from your experiences in your business so you can grow and move forward?

A successful business is in constant movement. When you are connected to your truth, Reporting, Analysis & Statistics and Results, your business flows easily and truthfully. If your business is not moving it is not progressing and will be left behind.

### FINISH WITH EITHER TCC OR TCC EXPANSION BELOW:

**TCC:** Today we are identifying your current state of flow and where the greatest block is sitting, either on the business's **Input, Process, or Output**. As well as what is currently blocking your ability to remove **Illusion, No Accountability & Void of Knowing** from your Business's **Analysis and Statistics** and how it is impacting your business.

**TCC EXPANSION:** What we are going to do is identify the weakest link in your Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.

TREATMENT PROCESS - CODING:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE BODY AS ABOVE  
AS ABOVE
2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S /  
BUSINESS'S PILLAR EIGHT PART ONE BODY (L)  
L: YES  
UL: NO
3. CODING: ASK THE CLIENT TO CHOOSE A NUMBER FROM 1 - 9  
CODED NUMBER: IDENTIFIES THE STRONGEST AREA OF THIS PILLAR (1 - 9  
STARTS FROM THE OUTER CIRCLE ON THE WHEEL TO THE CENTRE  
I.E 1 = THE PILLAR AND 9 = SUCCESS)  
CODE OR TEST: LEVEL: THE CONCEPT THAT THIS IS PRIMARILY ON THE MIND,  
BODY, SOUL (UL).  
UL: IDENTIFIES THE THE INPUT, PROCESS OR OUTPUT OF THE PILLAR
4. CODING: ASK THE CLIENT TO CHOOSE ANOTHER NUMBER FROM 1 - 9  
CODED NUMBER: IDENTIFIES THE WEAKEST AREA OF THIS PILLAR  
TEST: LEVEL: THE CONCEPT THAT THIS IS PRIMARILY ON THE MIND, BODY,  
SOUL (UL)  
UL: IDENTIFIES THE INPUT, PROCESS OR OUTPUT OF THE PILLAR
5. CONDITION: THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)  
UL: IDENTIFIES CONDITION
6. POD: THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL,  
BEING RECENT?  
L: YES  
UL: NO  
  
(IF ORIGINAL) LINKED TO CONCEPTION 1- 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)?  
OR (IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD GOING  
BACK DAYS, WEEKS, MONTHS, YEARS ETC.?  
L: NO  
UL: YES
7. REVEAL: ANY FURTHER REVEAL (UL)  
L: YES  
UL: NO
8. EXPLAIN MESSAGE:
9. REVEAL: ANY FURTHER REVEAL REQUIRED (UL)  
L: YES  
UL: NO
10. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)  
L: YES  
UL: NO
11. TREATMENT

FOLLOWING THE TREATMENT:

12. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

13. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

14. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

15. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES

UL: NO

16. CONNECT OUT

TREATMENT NOTES:

*PILLAR EIGHT PART ONE - BODY:*

PILLAR STRENGTH - INPUT / PROCESS / OUTPUT - PILLAR WEAKNESS - INPUT / PROCESS / OUTPUT - COND - POD - INF & G3.

*EXAMPLE:*

*PILLAR EIGHT PART ONE - BODY:*

ANALYSIS INPUT - TRUTH PROCESS - COND 4 - POD 4TH YEAR 1ST MONTH IN BUSINESS - INF & G3.

## PILLAR EIGHT PART TWO - SOUL

This Soul component or exercise is around continuing to build your Business Plan & Tool Kit in regard to your Reporting. By looking at your Analysis & Statistics, linked to your Results, helps you identify weaknesses early, remove, repair or replace what is not working, and make decisions to move toward your Goals quickly.

### CLIENT EXERCISE: REPORTING

Simple, productive, and meaningful Reporting in each area of your business allows for truth, accountability and transparency. Reporting helps you Discover information, data and messages within your business which helps with timely decision-making, productive planning and future-proofing your business's forecasting.

Write down what reporting would be meaningful for your business in column 2, If they are current or a new report in column 3, when they will be reviewed and actioned in column 4, and who is responsible for the report's creation and review in column 5.

1. Reporting (With possible examples below)
2. List each report separately
3. Are these reports current or to be created?
4. When are these reports reviewed and actioned?
5. Who is to 'create and / or review' these reports?

#### List of Areas and example of Reports

##### 1 Planning

E.g. Business Plan & Tool Kit, Risk, Insurance, Top Stresses, Weakest areas

##### 2 Strategy

E.g. Strategic Overview, Goals & Milestones, 1,3,8 years plans, Strategic Partners

##### 3 Teams

E.g. Performance reviews, leave, skills, training, WHS

##### 4 Clients

E.g. Numbers, Avatar, CRM, Gratitude, correspondence

##### 5 Offering

E.g. Products & Services, Marketing, Social Media, Website

##### 6 Sales

E.g. Sales figures, referral successes, Networking, Pipelines

##### 7 Finances

E.g. P&L, Cash Flow, Actual V Budget, Financial Goals & Milestones, Forecasts

##### 8 Reporting

E.g. Analysis & Statistics, Results, Research, Overall Reporting

##### 9 Progression

E.g. Annual Company Reviews, List of major 'Repairs / to do's Rewards, Awards

## **TOOLS: RESULTS & RELEASE & ALLOW SEALING:**

### **TOOL 1: RESULTS**

To support where Reporting is most valuable to have in your business and to look at your Results clearly, timely and effectively, please answer the following coding exercise. Quickly write down the first number that comes to mind from the exercises below.

1. First number from 81 – 89
2. Second number from 81 – 89
3. Third number form 81 – 89

This Coding exercise is to tell you at any point in time where your Reporting is doing well, and where is important to review or improve for the sake of the business.

1. First number from 81 – 89 is where your business's strength is. It is extremely important to keep monitoring, reviewing and learning from this area regularly.
2. Second number from 81 – 89 is when reported upon accurately will give you tell-tale signs of STRESS. Learn from this area to reduce business stress. Make this area of reporting a priority.
3. Third number from 81 – 89 is where there is a weakness or lack of proper accurate or meaningful reporting. Understand the reporting capability in this area and it will give you fabulous data and information. Make this area work for you.

Do this exercise every four to six months to keep up with your reporting strengths and opportunities. Keeping track of your results matters.

### **ENERGY TOOL 2: RELEASE & ALLOW SEALING (24-MINUTE RECORDING)**

I will be uploading another simple guided meditation for you to use at any time, but recommend that you use this every morning to start the day and evening to close down the day. This is a continuation of the Pillar 6 Sales - Soul Sealing. This SEALing is Release & Allow Sealing.

As a reminder, SEAL is another one of our Acronyms for Self-Energy Awakening Life known as 'Self Healing'. Sealing is a healing meditation that is specifically around controlling and calming the mind and clearing the body. It SEALs out the stress, chaos, overwhelm, confusion and negativity and SEAL's in Peace, calmness, clarity and positivity.

The Release and Allow SEALing is the fourth and final part of our SEALing Tool. Like every Pillar, we have a Mind, Body, Soul & Tool component. The Release & Allow is the component that 'Releases' you from 'needing' to do everything yourself and trust that you can 'Allow' your highest guidance to support your journey. By doing your SEALings morning and night, or whenever you feel anxious, stressed or overwhelmed, for at least 2 minutes, you will maintain your connection and bring calmness back to your day.



CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENT NOTES.

TREATMENT NOTES:

*PILLAR EIGHT PART TWO SOUL EXERCISE & TOOL:*

REPORTING EXERCISE / BUSINESS PLAN & TOOL KIT NOTES ATTACHED.

RESULTS CODING - RELEASE & ALLOW SEALING – ENERGY TREATMENT – INF & G3.

*PRACTITIONER ACTIONS POST TREATMENT:*

UPDATE BUSINESS PLAN & TOOL KIT: CLIENT EXERCISE, RESULTS CODING AND UPLOAD THE RELEASE & ALLOW SEALING AUDIO AND SESSION RECORDING TO CLIENT'S CLOUD-BASED FOLDER.

NOTES:

## PILLAR 8 EXERCISE: REPORTING



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

### PILLAR 8 REPORTING EXERCISE REPORTING

This Soul component or exercise is around continuing to build your Business Plan and Toolkit in regard to your business's Reporting.

Simple, productive, and meaningful Reporting in each area of your business allows for truth, accountability and transparency. Reporting helps you Discover information, data, and messages within your business which helps with timely decision making, productive planning and future proofing your business's forecasting.

Write down what reporting would be meaningful for your business in column 2, If they are current or a new report in column 3, when they will be reviewed and actioned in column 4, and who is responsible for the report's creation and review in column 5.

	1	2	3	4	5
	REPORTING (WITH POSSIBLE EXAMPLES BELOW)	LIST EACH REPORT SEPARATELY	ARE THESE REPORTS CURRENT OR TO BE CREATED?	WHEN ARE THESE REPORTS REVIEWED AND ACTIONED?	WHO IS TO 'CREATE' AND/ OR REVIEW ' THESE REPORTS?
1	Planning E.g. Business Plan review, SWOT, Insurances				
2	Strategy E.g. 1, 3, 8 Year Goals & Strategy, Partners, Risk Plan				
3	Teams E.g. Performance reviews, Leave, skills, training, WHS				
4	Clients E.g. Numbers, Avatar, CRM, Gratitude, Correspondence				

# PILLAR 8 EXERCISE: REPORTING



	1	2	3	4	5
	<b>REPORTING (WITH POSSIBLE EXAMPLES BELOW)</b>	<b>LIST EACH REPORT SEPARATELY</b>	<b>ARE THESE REPORTS CURRENT OR TO BE CREATED?</b>	<b>WHEN ARE THESE REPORTS REVIEWED AND ACTIONED?</b>	<b>WHO IS TO 'CREATE' AND/ OR REVIEW ' THESE REPORTS?</b>
5	Offering E.g. Products & Services, Marketing, Social Media, Website				
6	Sales E.g. Sales figures, referral successes, Networking, Pipelines				
7	Finances E.g. P&L, Cash Flow, Actual Budget, Financial Goals & Milestones, Forecasts				
8	Reporting E.g. Analysis & Statistics, Results, Research, Overall Reporting				
9	Progression E.g. Annual company Reviews, List of Major 'Repairs/ to do's' Rewards, Awards				

## TOOL: RESULTS



### PILLAR 8 TOOL - RESULTS

To support where REPORTING is most valuable to have in your business and to look at your Results clearly, timely and effectively, please answer the following coding exercise. Quickly write down the first number that comes to mind from the exercises below.

1. First number from 81 – 89 SELECT NUMBER
2. Next number from 81 – 89 SELECT NUMBER
3. Third number form 81 – 89 SELECT NUMBER

Please refer to Attachment 1 – The Corporate Code Wheel. The ‘8’ represents the Pillar of Reporting and the ‘1-9’ links to each Pillar

This Coding exercise is to tell you at any point in time where your Reporting is doing well, and where is important to review or improve for the sake of the business.

1. The first number from 81 – 89 is where your business’s strength is. It is extremely important to keep monitoring, reviewing and learning from this area regularly.
2. Next number from 81 – 89 is when reported upon accurately will give you tell-tale signs of stress. Learn from this area to reduce business stress. Make this area of reporting a priority.
3. The third number from 81 – 89 is where there is a weakness or lack of proper accurate or meaningful reporting. Understand the reporting capability in this area and it will give you fabulous data and information. Make this area work for you.

Do this exercise every four to six months to keep up with your Reporting, Results, and SWOT. Keeping track of your results matters.

## TOOL: RESULTS



Write down what you Coded in column 2 next to the three areas that have been coded, and what actions you are going to do to truly utilise your business's reporting capabilities in all relevant areas in column 3.

	1	2	3
	REPORTING	WRITE DOWN THE CODING NEXT TO THE AREA I.E. 1 - STRENGTH, 2 - STRESS, 3 - WEAKNESS	WHAT ACTIONS ARE YOU GOING TO DO IN RESPONSE TO THE CODING?
1	Planning		
2	Strategy		
3	Teams		
4	Clients		
5	Offering		
6	Sales		
7	Finances		
8	Reporting		
9	Progression		

# PILLAR NINE - PROGRESSION

MIND: PROGRESSION  
BODY: ACHIEVEMENT  
SOUL: SUCCESS  
STAGE: TRANSITION  
CONTRAST: STUCK IN PROBLEMS,  
FEAR OF FAILURE, NO CLEAR PATH

MIND: NOW  
BODY: WELLNESS  
SOUL: BE  
CHAKRA: POINT OF HALO

## PILLAR NINE PART ONE - MIND

It is now very exciting as we are embarking on your Pillar Nine. As a reminder, last time we did your Pillar Eight your Pillar of Reporting, Analysis & Statistics and Results which supports the Discovery within your business.

Pillar Nine is the Pillar of Progression as it connects Pillar Eight, Reporting, to Pillar One, Planning. Once Reporting reveals the Truth, it allows the next step in business, which is Progression and Transitioning to the next stage or cycle.

Pillar 9 is the central Pillar that links your whole Journey and is like the hub that connects all Pillars to each other. The completion of the circle also allows you to experience the Progression, Achievement and Success as it allows you to release all of the past that is not serving you and move forward onto your next stage in business. Or 'Review, Repair, Replace'.

Before we launch into Pillar Nine, we are going to go through a summary of the journey of The Corporate Code. We first started at your:

- **Pillar One**, which is your Planning. Allowing you to set the Foundations. This then linked into:
- **Pillar Two**, Strategy that creates Stabilisation. Once your Strategy is attained, it takes you through your:
- **Pillar Three** of Teams. Having a great team who knows your Strategy, allows for the Activation of the business.
- **Pillar Four** is your Pillar of Clients, representing your Expansion. Having your business filled with your ideal clients is the way to expand your business successfully.
- **Pillar Five** aligns you to your Offering giving you Ownership of the Market.
- **Pillar Six**, the Pillar of Sales, is experienced when you Master your business.
- **Pillar Seven** is the Pillar of Finances giving you Self-awareness. Which then links to:
- **Pillar Eight** Reporting, helping you with the Discovery of data and hidden truths and messages in your business.
- **Pillar Nine** is then the Progression and hub of The Corporate Code Wheel, allowing you to look into all aspects of your business and its Success and 'Review, Repair and Reset' before Progressing onto the next stage or cycle of business.

The first three Pillars - assist in bringing **Clarity**;  
The second three Pillars - assist in giving you **Control**; and  
The last three Pillars - lift **Confidence**.

The opposite or contrast is a Business that is NOT Progressing and is therefore Stagnant, NOT Achieving and NOT Successful.

On a metaphysical level, the Pillar represents the Transition in your Business. How are things moving ahead and Progressing? Are you easily able to:

- release the past with Acceptance
- acknowledge the Achievements with Awareness and
- move with ease into your Successes with Gratitude?

**TCC:** Today we are identifying what in the past has been blocking your **Progression** and the ability to **BE Successful** with true Peace, Purpose & Prosperity.

**TCC EXPANSION:** Go straight to Body script

TREATMENT PROCESS:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE MIND AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR OF PROGRESSION VERSUS THE CONTRAST OF STUCK IN PROBLEMS, FEAR OF FAILURE AND NO CLEAR PATH (L)

L: YES

UL: NO

3. CALIBRATION:

3a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR OF PROGRESSION CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

3b - THE CONTRAST CALIBRATING 1-5, 6-10, MINUS 1-5, MINUS 6-9 (UL)

UL: IDENTIFIES CALIBRATION NUMBER

4. EMOTION: THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S PILLAR OF PROGRESSION VERSUS THE CONTRAST OF STUCK IN PROBLEMS BEING BLOCKED BY AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, . . . . (UL)

UL: IDENTIFIES THE EMOTION AND LEVEL - INT, EXT & UNI

5. FOG: THIS BEING LINKED TO FOG 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES THE FOG

6. CONSCIOUSNESS: THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)

UL: IDENTIFIES THE CONSCIOUSNESS LEVEL

7. CONTEXT: THIS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)

UL: IDENTIFIES THE AREA OF BUSINESS

8. LEVEL: PRIMARILY ON THE MIND, BODY, SOUL (UL)

UL: IDENTIFIES THE LEVEL OF THE PILLAR

9. EXPLAIN MESSAGE:

10. REVEAL: THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

11. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

12. TREATMENT: TO BE INCLUDED WITH BODY TREATMENT



FOLLOWING THE TREATMENT:

13. PERMISSION: PERMISSION TO RETEST (L)

L: YES  
UL: NO

14. CALIBRATION:

14a - THE CONCEPT OF THIS PERSON'S / BUSINESS'S PILLAR NINE IN THE PILLAR FORM NOW CALIBRATING . . . . (MUST BE LEVEL 10).

14b - THE CONTRAST FORM NOW CALIBRATING LEVEL . . . (MUST BE LEVEL 10) (UL)

UL: IDENTIFIES CALIBRATION NUMBER

15. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES  
UL: NO

16. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES  
UL: NO

17. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL) SUPPORT (UL)

L: YES  
UL: NO

18. CONNECT OUT

TREATMENT NOTES:

PILLAR NINE PART ONE - MIND:

PILLAR CALIBRATION – CONTRAST CALIBRATION – EMOTION AND LEVEL – FOG – GROUPING – AREA OF BUSINESS – LEVEL OF PILLAR – INF & G3.

EXAMPLE:

PILLAR NINE PART ONE MIND:

L6 – L4 – GREIF EXT – FOG – G3 – STRATEGY – SOUL – INF & G3.

## PILLAR NINE PART ONE - BODY

The Body representation for this Pillar is Achievement. A Feeling of Achievement happens when you are continuing to be aware, Progress and BE Successful. If you are not feeling or seeing your Achievements it is difficult to feel energised to continue the momentum.

Attaining, maintaining and expanding your Business's ability to BE Achieving and Successful, allows for the beginning of a happy, joyful, productive, purposeful and profitable Business. Allowing you to move easily into the next Stage of your Business.

Being stuck or blocked in any part of the wheel will delay every Pillar following it. So it is important to keep up your Acceptance of each situation, Awareness of your NOW and Gratitude and creation of your Future.

Using the tools provided along The Corporate Code journey supports your Business in being current, relevant and resilient and all culminate to support your Business Plan & Tool Kit.

On a metaphysical level, this Pillar represents the ability for your Business to learn and grow in the right direction. How are things progressing? Are you allowing things like clients, money and support to come into your business with ease? Are your processes working well and with clarity? Are you able to then gain energy, understanding and learnings from your experiences in your business so you can grow and move forward?

A successful business is in constant movement. When you are connected to your Achievements through your Successes, your business flows with ease and Truth. If your business is not moving it is not progressing and will be left behind.

What we are identifying is your current state of Flow and where the greatest block is sitting, either on the Mind, Body or Soul and at which level of Transition.

**FINISH WITH EITHER TCC OR TCC EXPANSION BELOW:**

**TCC:** Today we are identifying what is currently blocking your ability to remove being **Stuck in Problems, Fear or Failure and No Clear Path** and understanding how this is affecting your business's **Achievements**.

**TCC EXPANSION:** What we are going to do is identify the weakest link in your Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.

TREATMENT PROCESS - CODING:

1. DISCUSSION: CONNECT IN & EXPLAIN PILLAR PART ONE BODY AS ABOVE

2. PERMISSION: PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S PILLAR NINE PART ONE BODY (L)

L: YES

UL: NO

3. CODING: ASK THE CLIENT TO CHOOSE A NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE STRONGEST AREA OF THIS PILLAR (1 - 9 STARTS FROM THE OUTER CIRCLE ON THE WHEEL TO THE CENTRE I.E 1 = THE PILLAR AND 9 = SUCCESS)

4. CODING: ASK THE CLIENT TO CHOOSE ANOTHER NUMBER FROM 1 - 9

CODED NUMBER: IDENTIFIES THE WEAKEST AREA OF THIS PILLAR

5. CONDITION: THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES CONDITION

6. POD: THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD BEING ORIGINAL, BEING RECENT?

L: YES

UL: NO

(IF ORIGINAL) LINKED TO CONCEPTION 1- 5, 5 - 10, 10 - 15, 15 - 20 (AND SO ON)?  
OR (IF RECENT) THE CONCEPT OF THIS PERSON'S / BUSINESS'S POD GOING BACK DAYS, WEEKS, MONTHS, YEARS ETC.?

L: NO

UL: YES

7. REVEAL: ANY FURTHER REVEAL (UL)

L: YES

UL: NO

8. EXPLAIN MESSAGE:

9. REVEAL: ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

10. AAG: ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

11. TREATMENT

FOLLOWING THE TREATMENT:

12. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

13. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

14. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

15. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES

UL: NO

16. CONNECT OUT

CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENTS NOTES.

TREATMENT NOTES:

**PILLAR NINE PART ONE - BODY:**

PILLAR STRENGTH - PILLAR WEAKNESS - COND - POD - INF & G3.

*EXAMPLE:*

**PILLAR NINE PART ONE BODY:**

SUCCESS - ACHIEVMENT - COND 2 - POD 3 MONTHS AGO - INF & G3.

## PILLAR NINE PART TWO - SOUL

This Soul component or exercise is around continuing to build your Business Plan & Tool Kit in regards to building and capturing Success. This assists with Reviewing, Repairing and Resetting your Business.

Along the journey, you have been gifted and guided with many valuable tools to assist with navigating business with resilience, clarity, control and confidence. You are now also aware of what a contrast is, and although at the time of experiencing a contrast it may not feel great, if you are able to connect to your message, it enables you to lift and shift back into the Pillar with greater understanding and growth.

### CLIENT EXERCISE 1 - CAPTURING SUCCESS

Track, reward and celebrate your successes. Success comes in all shapes and sizes so capture them all and be grateful for them.

It's easier to track your successes regularly, so let's Code.

Write the first number that comes to mind from 1 – 5 \_\_\_\_\_.

The number you Coded is the regularity that you are to update this document for your Business Plan & Tool Kit. Put the dates in your diary and your Business Plan & Tool Kit actions.

In column 2 keep track of your successes, big and small within your Business.

In column 3 write down the date or date range it was achieved.

In column 4 write down what this success 'really means' to the business. In either finances, respect, growth, pride, recognition, teamwork etc.

In column 5 write down what rewards you allocated and to who. Celebrate the wins.

### CLIENT EXERCISE 2 - REVIEW - REPAIR - RESET

Write the first three numbers that comes to mind from 1 – 9

1. \_\_\_\_\_. 2. \_\_\_\_\_. 3. \_\_\_\_\_.

- 1. is where you are required to do a Review: represents the Past;
- 2. is where you are required to do a Repair: represents the Present;
- 3. is where you are required to do a Reset: represents the Future.

Using the table below, see what your Coding is guiding you to do.

## TOOL: TIPPING POINT

Along the journey, you have been gifted and guided with many valuable tools to assist with navigating business with resilience, clarity, control and confidence. You are now also aware of what a contrast is, and although at the time of experiencing a contrast it may not feel great, if you are able to connect to your message, it enables you to lift and shift back into the Pillar with greater understanding and growth.

You may continue to experience contrasts within your Business, but what you can do now is increase your awareness of when it is that you are starting to 'TIP'. By Tipping, you are moving into a Contrast and away from the Pillar. This is what we call our Tipping Point. It is a signal to recognise that you are starting to contrast. By having this awareness you can then action PEACE:

- Pause - Stop and focus on your breath
- Examine - What has pushed me?
- Assess - What it is doing to me?
- Clear - How do I get out of it? (get your message, SEAL, treatments etc.)
- Elevate - through doing something nice for yourself

This is a process you can utilise at any time to align you and the business back to the Pillar quickly, whilst still receiving your message.

What we are identifying is what your Tipping Point is and your business's key strengths and weakness within the Pillars.

By understanding the strengths and weakness, having awareness of the Tipping Point and actioning this process, it enables complete resilience, clarity, control and confidence throughout the business's and also your own personal journey. This is a brilliant tool to help you throughout your life and Business.

**TREATMENT PROCESS:**

*Turn Audio & Video off before testing & treating and back on afterwards*

1. **DISCUSSION:** CONNECT IN & EXPLANATION OF TIPPING POINT AS ABOVE

2. **PERMISSION:** PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S TIPPING POINT (L)

L: YES

UL: NO

3. **PILLAR:** THE CONCEPT OF THIS PERSON'S / BUSINESS'S FIRST STRENGTH AND WEAKNESS BEING LINKED TO PILLAR 1-3, 4-6, 7-9, ON THE MIND / BODY / SOUL (UL)

UL: IDENTIFIES THE PILLAR AND IF IT IS ON THE MIND/BODY/SOUL

4. **PILLAR:** THE CONCEPT OF THIS PERSON'S / BUSINESS'S SECOND STRENGTH AND WEAKNESS BEING LINKED TO PILLAR 1-3, 4-6, 7-9, ON THE MIND / BODY / SOUL (UL)

UL: IDENTIFIES THE PILLAR AND IF IT IS ON THE MIND/BODY/SOUL

5. **PILLAR:** THE CONCEPT OF THIS PERSON'S / BUSINESS'S THIRD STRENGTH AND WEAKNESS BEING LINKED TO PILLAR 1-3, 4-6, 7-9, ON THE MIND / BODY / SOUL (UL)

UL: IDENTIFIES THE PILLAR AND IF IT IS ON THE MIND/BODY/SOUL

6. **TIPPING POINT:** THE CONCEPT OF THIS PERSON'S / BUSINESS'S PRIORITY TIPPING POINT LINKED TO EITHER THE PERSON'S / BUSINESS'S FIRST, SECOND OR THIRD STRENGTH & WEAKNESS. I.E. YOU ARE TESTING FOR ONE (ONLY) PRIORITY FROM EXERCISE 3, 4 or 5 (ABOVE) (UL)

UL: IDENTIFIES THE PRIORITY PILLAR AND THE MIND/BODY/SOUL

7. **EXPLAIN MESSAGE**

8. **REVEAL:** THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

9. **AAG:** ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

10. **TREATMENT**

FOLLOWING THE TREATMENT:

11. PERMISSION: PERMISSION TO RETEST (L).

L: YES

UL: NO

12. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L).

L: YES

UL: NO

13. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

14. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL), SUPPORT (UL)

L: YES

UL: NO

15. CONNECT OUT

CHECK OUT, CONFIRM YOUR NEXT APPOINTMENT & WRITE TREATMENTS NOTES.

TREATMENT NOTES:

PILLAR NINE PART TWO - TIPPING POINT:

FIRST STRENGTH/WEAKNESS – SECOND STRENGTH/WEAKNESS – THIRD STRENGTH/WEAKNESS – TIPPING POINT – INF & G3.

EXAMPLE:

PILLAR NINE PART TWO - TIPPING POINT:

P3 SOUL – P6 MIND – P5 SOUL – TIPPING POINT: P6 MIND – INF & G3.



## PILLAR 9 EXERCISE: CAPTURING SUCCESS



### PILLAR 9 PROGRESSION EXERCISE CAPTURING SUCCESS

This Soul component or exercise is around continuing to build your Business Plan and Toolkit in regard to your business's Successes.

Track, reward and celebrate your successes. Success comes in all shapes and sizes so capture them all and be grateful for them.

It's easier to track your successes regularly, so let's Code.

Write the first number that comes to mind from 1 – 5. SELECT NUMBER

The number you Coded is the regularity that you are to update this document for your business plan. Put the dates in your diary and in your Business Plan actions.

1	2	3	4	5
Weekly	Fortnightly	Monthly	Quarterly	Bi-Annually

In the table below, capture your successes.

In column 2 keep track of your successes, big and small within your Business.

In column 3 write down the date or date range it was achieved.

In column 4 write down what this success 'really means' to the business. In either finances, respect, growth, pride, recognition, teamwork etc.

In column 5 write down what rewards you allocated, and to who. Celebrate the wins.

	1	2	3	4	5
	PILLAR	SUCCESSES	DATE	WHAT DOES IT 'MEAN'?	REWARDS
1	Planning				
2	Strategy				
3	Teams				

# PILLAR 9 EXERCISE: CAPTURING SUCCESS



THE CORPORATE CODE  
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	1	2	3	4	5
	PILLAR	SUCCESSSES	DATE	WHAT DOES IT 'MEAN'?	REWARDS
4	Clients				
5	Offering				
6	Sales				
7	Finances				
8	Reporting				
9	Progression				

# TOOL 1: REVIEW, REPAIR, RESET



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## PILLAR 9 TOOL - REVIEW, REPAIR, RESET

Write the first three numbers that comes to mind from 1 – 9

1. SELECT A NUMBER      2. SELECT A NUMBER      3. SELECT A NUMBER

1. \_\_\_\_\_ requires a Review: represents the Past;  
2. \_\_\_\_\_ requires a Repair; represents the Present;  
3. \_\_\_\_\_ requires a Reset; represents the Future.

Using the table below, see what your Coding is guiding you to do.

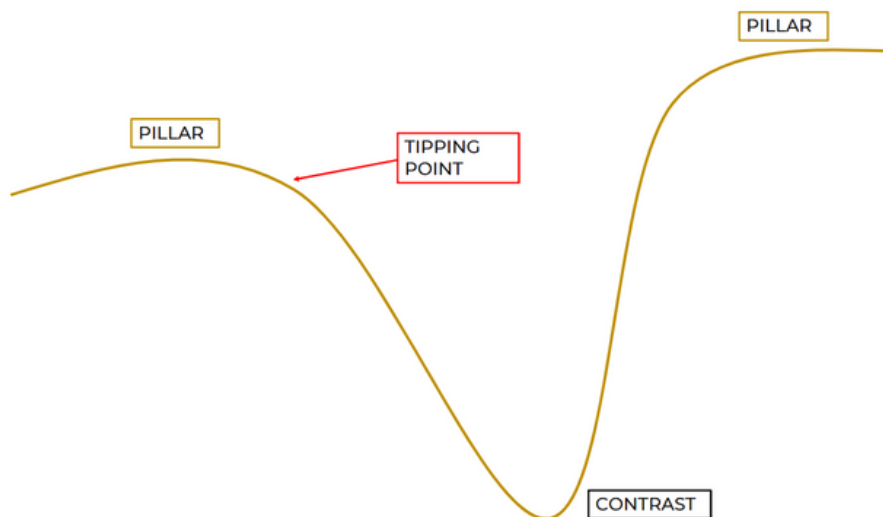
<b>PILLAR 1</b> MIND	<b>PILLAR 2</b> REVIEW	<b>PILLAR 3</b> PROGRESSION
<b>PILLAR 4</b> BODY	<b>PILLAR 5</b> REPAIR	<b>PILLAR 6</b> ACHIEVEMENT
<b>PILLAR 7</b> SOUL	<b>PILLAR 8</b> RESET	<b>PILLAR 9</b> SUCCESS

## TOOL 2: TIPPING POINT



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

### PILLAR 9 TOOL - TIPPING POINT



This Soul component or exercise is around continuing to build your Business Plan in regards to building resilience. Along the journey you have been gifted and guided with many valuable tools to assist with navigating business with resilience, clarity, control and confidence. You are now also aware of what a contrast is, and although at the time of experiencing a contrast it may not feel great, if you are able to connect to your message, it enables you to lift and shift back into the Pillar with greater understanding and growth.

You may continue to experience contrasts within your Business, but what you can do now is increase your awareness of when it is that you are starting to 'TIP'. By Tipping, you are moving into a Contrast and away from the Pillar. This is what we call our Tipping Point. It is a signal to recognise that you are starting to contrast. By having this awareness, you can then action PEACE:

- **Pause** - Stop and focus on your breath
- **Examine** - What has pushed me?
- **Assess** - What it is doing to me?
- **Clear** - How do I get out of it? (get your message, SEAL, treatments etc.)
- **Elevate** - through doing something nice for yourself

This is a process you can utilise at any time to align you back to the Pillar quickly, whilst still receiving your message.

What we are identifying is what your Tipping Point is, and your key strengths and weakness within the Pillars.

By understanding your strengths and weakness, having awareness of your Tipping Point and actioning this process, it enables complete resilience, clarity, control, confidence throughout your journey. This is a brilliant tool to help you throughout your life and Business.

## TOOL 2: TIPPING POINT



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

### PILLAR 9 TOOL - TIPPING POINT

NAME: \_\_\_\_\_

DATE: \_\_\_\_\_

One - Mind	Two - Body	Three - Soul
Pillar:  Mind/Body/Soul:	Pillar:  Mind/Body/Soul:	Pillar:  Mind/Body/Soul:
One - Mind Contrast	Two - Body Contrast	Three - Soul Contrast
<p><b>Priority Tipping Point:</b> This is the Pillar and area within it that pushes you into your Tipping Point first. The more you are aware of this, the stronger your resilience to quickly get out of it.</p>		
<p><b>When in a Contrast:</b> - Get back into your PEACE</p> <p><b>Pause</b> - Stop and focus on your breath  <b>Examine</b> - What has pushed me?  <b>Assess</b> - What it is doing to me?  <b>Clear</b> - How do I get out of it? (get your message, SEAL, treatments etc.)  <b>Elevate</b> - Through doing something nice for yourself</p>		
<p><i>Having Acceptance, brings you Awareness, which gifts you Gratitude</i></p>		

# PREP THREE

MIND: FIX-IT-LIST  
BODY: TESTING  
SOUL: MAGIC GIFTS  
STAGE: PROGRESS REPORT

MIND: PROGRESS  
BODY: REPAIR  
SOUL: ENERGY  
CHAKRA: ALL

## PREP THREE ONWARDS - INTRODUCTION SCRIPTING - MIND & BODY

Today we are doing your PREP 3 (4, 5...).

As a reminder, PREP is short for preparation and is preparing you to go into the next stage of The Corporate Code.

PREP is also an acronym for - Progress Repair and Energy PILLAR, for everything that we are doing is about lifting you into being the Pillar of strength and resilience in your business.

- P for Progress because a PREP is where we get your starting point with what we call a Fix-It-List and then we use that Fix-it-List as a point of reference to track your progress within The Corporate Code journey;
- R for Repair because our PREPs are big appointments looking at what is required to be repaired;
- E for Energy because this is where we start to shift your energy and lift you into being resilient and not reliant;
- P for PILLAR because every appointment that you do in The Corporate Code journey is a different PILLAR or Business / Universal steppingstone.

PILLAR is also an acronym that stands for - Peace Instilled Links Love, Attunement and Repair.

In other words every step of the way we are looking at removing the stresses in your Leadership, Mind and Business to gain – Peace which then enables you to Link into Love (or healing), Attunement because it is re-calibrating your path and repair because this is a journey of healing, but excitingly it is also a journey that gives a renewed look into the future that you are choosing.

We are going to start by looking at the Fix-It-List that we did in PREP 1 on (insert date). I am going to read out the list one at a time and I'd like you to give me your Progress Report – another meaning for 'P.R.' in the PREPs.

# PREP THREE - SCRIPTING - SOUL

## MAGIC GIFTS EXERCISE

The Soul component or exercise is around building your Business Plan & Tool Kit.

Today, we will go over your Business's Magic Gifts. To do this I am going to do some Coding with you.

What is the first number you receive from 1 - 9?

And now another number from 1 - 9?

Practitioner: Keep asking for another number from 1 - 9 until all numbers from 1 - 9 have been coded. Then place the coding in order on the client's Magic Gifts Exercise in the Business Plan.

Practitioner: The first 3 Codings 1 - 9 are the Business's Magic Gifts. The second 3 codings 1 - 9 are the business's good skills. The last 3 codings 1 - 9 are the business's least dynamic Pillars.

### **BUSINESS MAGIC GIFTS CODING:**

Using your coding, here are your business's magic gifts. This exercise brings awareness to your top three magic gifts, the business's good skills and the three least dynamic Pillars at this point in time.

This gives awareness as to what is required to:

1. embrace
2. solidify, and
3. improve

As your business's journey lifts, so does each Pillar of business. The awareness of this gives the:

1. areas to be grateful for and expand,
2. areas to solidify for stability, and
3. areas exposed and requiring attention.

Practitioner: Share the screen with your client to share their coding results.

Does your Magic Gifts coding resonate with your business? Do you have any questions?

# PROGRESS REPORT

Following our PREP 3 FIX-IT-LIST, Testing and Magic Gifts, we are going to do a check-in with where we are up to with our components of the Business Plan & Tool Kit and the exercises that we have done.

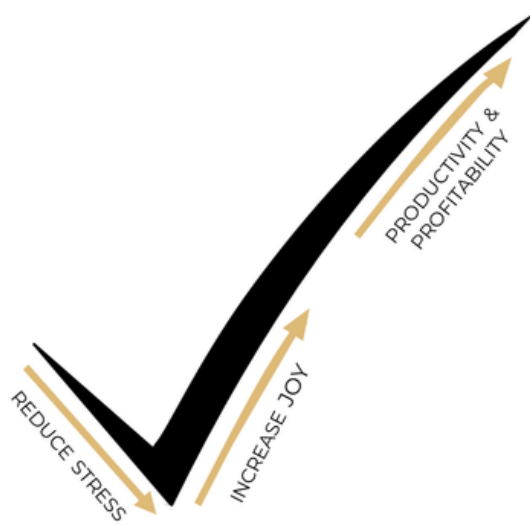
By doing a Progress Report, we can confirm, clarify or continue with the previous exercises. This then puts us in a fabulous position for commencing the final draft of The Corporate Code Business Plan & Tool Kit.

By 'CHECKING OR TICKING OFF THE LIST' we are looking at -

- Reducing Organisation Stress
- Lifting JOY
- Lifting Productivity & Profitability!

In other words giving each Pillar a TICK of Approval, before you move on.

## TICK OF APPROVAL





# PREP 3 EXERCISE: PREP 3 CHECK LIST



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CHECK LIST	ITEMS	TO CLARIFY	TO BE CONTINUED	CONFIRMED (√)
9	MANIFESTATIONS			<input type="checkbox"/>
10	INSURANCE			<input type="checkbox"/>
11	SEE SECTION C ATTACHMENTS - INSURANCE SCHEDULE			<input type="checkbox"/>
<b>PILLAR 2 - STRATEGY</b>				
12	THE WHY			<input type="checkbox"/>
13	1 YEAR GOAL			<input type="checkbox"/>
14	3 YEAR GOAL			<input type="checkbox"/>
15	8 YEAR GOAL			<input type="checkbox"/>
16	PARTNERS			<input type="checkbox"/>
17	CEO STRATEGY HOUR			<input type="checkbox"/>
18	RISK MANAGEMENT			<input type="checkbox"/>
19	MIND SEALING			<input type="checkbox"/>
20	SEE SECTION C ATTACHMENTS - STRATEGIC PLAN, PARTNER AGREEMENTS			<input type="checkbox"/>
<b>PILLAR 3 - TEAMS</b>				
21	THE BOARD			<input type="checkbox"/>
22	ROLES & DUTIES			<input type="checkbox"/>
23	TEAM INTERVIEW			<input type="checkbox"/>
24	WORKFORCE DEVELOPMENT / SUCCESSION PLANNING FORM			<input type="checkbox"/>
25	SEE SECTION C ATTACHMENTS - HR CONTRACTS & POLICIES			<input type="checkbox"/>

## PREP 3 EXERCISE: PREP 3 CHECK LIST



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

CHECK LIST	ITEMS	TO CLARIFY	TO BE CONTINUED	CONFIRMED (✓)
<b>PILLAR 4 - CLIENTS</b>				
26	YOUR AVATAR			<input type="checkbox"/>
27	CLIENT FOLLOW UP HOUR			<input type="checkbox"/>
28	BODY SEALING			<input type="checkbox"/>
29	SEE SECTION C ATTACHMENTS - CLIENT AGREEMENTS & DOCUMENTS			<input type="checkbox"/>
<b>PREP 2</b>				
30	MAGIC GIFTS PREP 2			<input type="checkbox"/>
31	CHECKLIST - PART 1			<input type="checkbox"/>
32	THE BUSINESS PLAN PART 1 DRAFT			<input type="checkbox"/>
<b>PILLAR 5 - OFFERING</b>				
33	OFFERING			<input type="checkbox"/>
34	SCHEDULE OF PRODUCTS & SERVICES			<input type="checkbox"/>
35	MARKETING OPTIONS			<input type="checkbox"/>
36	SEE SECTION C ATTACHMENTS - SCHEDULE OF SERVICES & FEES, MARKETING PLAN			<input type="checkbox"/>
<b>PILLAR 6 - SALES</b>				
37	PURPOSE PART 1 - SALES			<input type="checkbox"/>
38	PURPOSE PART 2 - MIND, BODY & SOUL			<input type="checkbox"/>
39	NETWORKING			<input type="checkbox"/>
40	SOUL SEALING			<input type="checkbox"/>
41	SEE SECTION C ATTACHMENTS - SALES STRATEGY, NETWORKING GROUPS			<input type="checkbox"/>

## PREP 3 EXERCISE: PREP 3 CHECK LIST



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

CHECK LIST	ITEMS	TO CLARIFY	TO BE CONTINUED	CONFIRMED (✓)
<b>PILLAR 7 - FINANCES</b>				
42	FINANCIAL SELF-AWARENESS			<input type="checkbox"/>
43	FINANCIAL GOALS & MILESTONES			<input type="checkbox"/>
44	SEE SECTION C ATTACHMENTS - BUDGET & FORECAST			<input type="checkbox"/>
<b>PILLAR 8 - REPORTING</b>				
45	REPORTING			<input type="checkbox"/>
46	RESULTS			<input type="checkbox"/>
47	RELEASE SEALING			<input type="checkbox"/>
48	SEE SECTION C ATTACHMENTS - REPORTS & RESULTS			<input type="checkbox"/>
<b>PILLAR 9 - PROGRESSION</b>				
49	CAPTURING SUCCESS			<input type="checkbox"/>
50	REVIEW, REPAIR, RESET			<input type="checkbox"/>
51	TIPPING POINT			<input type="checkbox"/>
52	SEE SECTION C ATTACHMENTS - AWARDS, ACHIEVEMENTS, CERTIFICATES			<input type="checkbox"/>
<b>PREP 3</b>				
53	MAGIC GIFTS PREP 3			<input type="checkbox"/>
54	CHECK LIST - FULL LIST			<input type="checkbox"/>
55	BUSINESS PLAN DRAFT			<input type="checkbox"/>
56	BUSINESS PLAN FINAL			<input type="checkbox"/>

## PREP 3: PRACTITIONER SELF-ASSESSMENT



### PRACTITIONER SELF-ASSESSMENT

Answer the following questions as a Self-Evaluation – Yes, No, Partially (could improve).

Are you conducting yourself prior to, during and following your client appointments, in line with the Company and Team Values. ie from The Pillar Code Pty Ltd and The Corporate Code Group 1 Values?

<b>The Pillar Code Values</b>	<b>Compassion</b>	<b>Professionalism</b>	<b>Gratitude</b>	<b>Integrity</b>	<b>Respect</b>
Preparation / Admin					
In Appointment					
Post Appointment					
<b>TCC G1 Team Values</b>	<b>Honesty</b>	<b>Playfulness</b>	<b>Integrity</b>	<b>Respect</b>	<b>Kindness</b>
Preparation / Admin					
In Appointment					
Post Appointment					

# 5. ADDITIONAL TREATMENTS

## LIFE HAPPENS - FOR BUSINESS

Sometimes clients require what we call a 'Life Happens' appointment for Business. There is one (1) Life Happens gifted per THE CORPORATE CODE and THE EXPANSION CODE Program. Any additional Life Happens appointments are not included in the price of the program, however, can be requested and purchased for an additional price if the complimentary session has been used.

Life Happens are powerful appointments of up to 45mins, that clients may choose to seek and / or you as a practitioner may recommend.

Life Happens appointments are not recommended until after PREP 2.

Some of the reasons may include, but are not limited to:

- Traumatic incident
- Long-lasting contrast
- Intense contrast
- Key staff changes
- Very persistent or dire block
- Persistent low performance
- Anxiety over an event coming up
- Clarity around a specific situation

During the 12 Step Program, most contrasts, symptoms and situations a client may experience are normally linked to the Pillar they are up to. Therefore, it is best to check if it is linked into the Pillar itself. On the very rare occasion it is not linked, you can suggest having a Life Happens appointment.

### TREATMENT NOTES:

#### LIFE HAPPENS:

BRIEF DESCRIPTION OF ISSUE - COND – STAGE - PILLAR AND LEVEL - EMOTION AND LEVEL – AREA OF BUSINESS – BRIEF EXPLANATION OF AREA OF BUSINESS AND HOW THAT AND THE COND ARE AFFECTING THE CLIENT – INF & G3.

MESSAGE:

*EXAMPLE:*

#### LIFE HAPPENS:

STAFFING ISSUES WITH KEY STAFF MEMBERS CAUSING ISSUES – COND 5 – STAGE 2 STABILISATION - PILLAR 6 SOUL PURPOSE – GUILT INT – TEAM - INF & G3.

MESSAGE: FEAR HAS CREATED A DE-STABILISATION AROUND THE BUSINESS'S SALES AND PURPOSE, CREATING INSATABILITY IN THE TEAM - INF & G3.

**TREATMENT PROCESS:**

*Turn Audio & Video off before testing & treating and back on afterwards*

1. **DISCUSSION:** DISCUSS THE CONCERN
2. **PERMISSION:** PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S \_\_\_\_ (INSERT CONCERN) \_\_\_\_ (L)  
L: YES  
UL: NO
3. **CONDITION:** THIS BEING LINKED TO CONDITION 1-3, 4-6, 7-9 (UL)  
UL: IDENTIFIES CONDITION
4. **STAGE:** THIS BEING LINKED TO STAGE 1-3, 4-6, 7-9  
UL: IDENTIFIES THE STAGE
5. **PILLAR:** THIS BEING LINKED TO PILLAR 1-3, 4-6, 7-9, ON THE MIND / BODY / SOUL (UL)  
UL: IDENTIFIES THE PILLAR AND IF IT IS ON THE MIND / BODY / SOUL
6. **EMOTION:** THIS BEING LINKED TO AN EMOTION ABOVE PEACE, ABOVE COURAGE, OF ABANDONMENT, . . . . (UL)  
UL: IDENTIFIES THE EMOTION AND LEVEL
7. **CONTEXT:** THIS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)  
UL: IDENTIFIES THE AREA OF BUSINESS
8. **(OPTIONAL)** THE CONCEPT OF THE PRIORITY BEING LINKED TO BUSINESS PROCESS, STRUCTURE, MANAGEMENT, DELIVERY, ENERGY (L)  
L: YES. FOR PRIORITY AREA  
UL: NO FOR NOT THE PRIORITY
9. **REVEAL:** ANY FURTHER REVEAL REQUIRED (UL)  
L: YES  
UL: NO
10. **EXPLAIN MESSAGE**
11. **REVEAL:** ANY FURTHER REVEAL REQUIRED (UL)  
L: YES  
UL: NO
12. **AAG:** ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)  
L: YES  
UL: NO

13. TREATMENT

FOLLOWING THE TREATMENT:

14. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

15. ALL CLEAR: ALL CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

16. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

17. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL) SUPPORT (UL)

L: YES

UL: NO

18. CONNECT OUT

# THE EXPANSION CODE

The Expansion Code is the fourth stage of The Corporate Code journey and is likened to your Maintenance phase. Once we have lifted your mind, body and soul states, it is important for you to continue to develop and grow. Like going to the gym, you don't build your fitness and strength up to a point where you are happy and then let it all go. It is about continually moving forward and this is what The Expansion Code focuses on.

We go through the Pillars but at a higher vibration, to make sure your Business is continuing to grow. A stagnant business is a business left behind, so it's incredibly important to keep the momentum going. The appointments start to be pushed out from one a fortnight to monthly but can be brought forward if a situation requires it.

At each appointment, we assess where your Pillars are most out of alignment and impacting your Business. This is either on the mind, body or soul level. Like a three-legged race, if one aspect is out of alignment, the others collapse. We ensure you are in sync with all aspects as you continually grow and evolve throughout your Business.

We also go back through each exercise and tool that built your Business Plan & Tool Kit as we went through The Corporate Code. This reinforces them, ensuring you are building resilience and having accountability toward your successes.

There are 11 appointments (nine Pillars and two PREPs plus you have a bonus Business Plan & Tool Kit update appointment and Life Happens should you require it at any time throughout the journey, making thirteen appointments in total and supports you with a full year of Business clarity, healing and guidance.

## **EXPLANATION:**

Use the Pillar explanation from the corresponding Pillar in The Corporate Code.

## **Add at the bottom:**

*What we are going to do is identify the weakest link in your Pillar and see which one Mind, Body or Soul is throwing you out of alignment and blocking you from expanding your business.*



**TREATMENT PROCESS:**

*Turn Audio & Video off before testing & treating and back on afterwards*

1. **DISCUSSION:** CONNECT IN & EXPLANATION OF THE PILLAR (1-9)

2. **PERMISSION:** PERMISSION TO TEST, TREAT AND TURN THIS PERSON'S / BUSINESS'S EXPANSION PILLAR (INSERT PILLAR) (L)

L: YES

UL: NO

3. **LEVEL:** THE WEAKEST LINK PRIMARILY BEING ON THE MIND, BODY, SOUL LEVEL OF PILLAR (UL)

UL: IDENTIFIES LEVEL OF THE PILLAR

4. **CONSCIOUSNESS:** THIS BEING CONSCIOUS (G3), UPPER SUBCONSCIOUS (G2), LOWER SUBCONSCIOUS (G1), UNCONSCIOUS (VOID), PARENTAL (PG) (UL)

UL: IDENTIFIES THE CONSCIOUSNESS LEVEL

5. **CONDITION:** THE ENTIRETY AND PURITY OF CONNECTION TO THE ULTIMATE IN THIS PERSON'S / BUSINESS'S EXPANSION PILLAR OF (INSERT PILLAR) BEING BLOCKED BY CONDITION 1-3, 4-6, 7-9 (UL)

UL: IDENTIFIES THE CONDITION

6. **CONTEXT:** THIS PRIMARILY PLAYING OUT WITHIN THIS PERSON'S / BUSINESS'S PLANNING, STRATEGY, TEAMS, CLIENTS, OFFERING, SALES, FINANCES, REPORTING OR PROGRESSION (UL)

UL: IDENTIFIES THE AREA OF BUSINESS

7. **EXPLAIN MESSAGE**

8. **REVEAL:** THE CONCEPT OF ANY FURTHER REVEAL REQUIRED (UL)

L: YES

UL: NO

9. **AAG:** ANY FURTHER ACCEPTANCE (UL), AWARENESS (UL), GRATITUDE (UL)

L: YES

UL: NO

10. **TREATMENT**

FOLLOWING THE TREATMENT:

11. PERMISSION: PERMISSION TO RETEST (L)

L: YES

UL: NO

12. ALL CLEAR: THE CONCEPT OF THIS PERSON'S / BUSINESS'S EXPANSION PILLAR (1-9) NOW CLEAR TO INFINITY AND G3 (L)

L: YES

UL: NO

13. PERMISSION: PERMISSION TO RETEST (L), TO RETREAT (UL), TO RETURN (L)

L: YES

UL: NO

14. ANY FURTHER: ANY FURTHER ENERGY (UL), ACTION (UL) SUPPORT (UL)

L: YES

UL: NO

15. CONNECT OUT

TREATMENT NOTES:

EXPANSION PILLAR:

LEVEL OF THE PILLAR – GROUPING – CONDITION - AREA OF BUSINESS – INF & G3.

EXAMPLE:

EXPANSION PILLAR ONE:

SOUL – VOID – COND 6 - FINANCES – INF & G3.





# THE PILLAR CODE GUIDELINES

## Overview

The Pillar Practice Pty Ltd (the company) is a company that expects high standards in its performance, results and its team. With the delivery of our services including our signature program 'The Pillar Code' and 'The Corporate Code' and associated programs, we choose to ensure that the company's great reputation is maintained. Whilst respecting that Licenced and Trainee Pillar Practitioners own and run their own businesses and are responsible for their own behaviour, you are also representing the company when delivering The Corporate Code.

The following guidelines are in place for the employees of the company and are also guidelines for practitioners. Anyone representing the company whether a staff member or practitioner is expected to represent the company with integrity, truth and professionalism, working as one with the goal of:

- Delivering the highest level of customer service and care
- Having a high-energy environment where clients feel relaxed, re-energised and comfortable
- Providing a high-level product that is unique and effective

To achieve this, the company requires you to work in a way that is:

- Cohesive
- Helpful
- Understanding
- Professional
- Uplifting
- Balanced

*Manifestation: The Pillar Practice has the best quality staff and practitioners to deliver the highest quality of holistic care to all of those who choose a better life.*

## Culture & Behaviour

The culture of the company is underpinned by the energy of the staff and practitioners that work within the company values.

Integrity, Professionalism, Compassion, Respect and Gratitude

The company chooses to create an environment where staff and practitioners:

- Enjoy the work they do
- Feel that they are adequately rewarded
- Feel supported and any issues that arise are dealt with efficiently and effectively
- Are given the opportunity for growth through courses and other avenues for learning
- Are treated regularly themselves, having an opportunity to maintain The Pillar Code treatments

# THE PILLAR CODE GUIDELINES

The company chooses to create an environment where staff and practitioners are:

- Cohesive: Working together with all team members as if they are one entity. The team will look out for each other, assist each other and provide a fluid and flowing level of service that epitomises a strong team working together.
- Helpful: Assisting both team members and clients wherever possible.
- Understanding: Knowing that people come from different backgrounds, experiences and connections; it is important to be nice, engaging and positive. Some people may be having a tough day and need support from those around them. Always treat team members and clients like you would expect and like to be treated.
- Warm Professionalism: All staff and practitioners are representing the company. Whilst at work the way you dress, talk, interact and work is being watched by clients and the outside world. Act in a professional and friendly manner.
- Uplifting: When you are positive and uplifting, those around you will feel that energy and reflect it back. Even when you are not working it is expected that you talk about the business in a positive light. You are a part of the team and it is a part of you, so treat it with the respect you would treat yourself.
- Balanced: We work with clients who are often out of balance. By not having balance in their life, the rest of their life starts to erode. To practice what we preach, we are required to make sure that we have appropriate balance in our lives too! Balance can be achieved by managing your work hours, breaks and holidays.

By helping each other we can ensure that our team culture and environment is at the highest level of connection and positivity allowing for success for all.

***Manifestation: The Pillar Practice has the best environment for people to enjoy working with fantastic clients from around the world. The staff and practitioners are of the highest calibre and provide a culture of warmth, professionalism and joy.***

## Licence

Each qualified practitioner will be issued a Licence to practice The Corporate Code.

1. Trainee Licencing - The first day of training (19th July 2021)
2. Provisional Licencing - Completion of weekly or fortnightly training and waiting to complete case studies
3. Full Licencing - when all three case studies have been submitted and approved.
4. Licencing renewal falls on the anniversary of the first day of training (19th July 2022)
5. This licence will be renewed annually and there is an annual licence fee that is required to be paid along with one (1) case study per year. Only Licenced practitioners will be legally able to call themselves Licenced Corporate Code Practitioners, deliver all or any part of the program or take on Corporate Code clients.

***Manifestation: All trained and Licenced practitioners easily maintain their licence which supports their successful and rewarding businesses.***

# THE PILLAR CODE GUIDELINES

## Client Fees

Client fees are set by the company and it is a requirement that you maintain the set pricing structure. However, as a trainee practitioner, you are able to set your own fees for your case studies.

It is advised that you either take full payment prior to commencing the client's program or have a process such as credit card automation or ZipMoney that manages client repayments on your behalf.

*Manifestation: The Pillar Practice has an appropriate fee structure that rewards practitioners for their time and growing skills, experience and expertise and clients pay in full on time.*

## Hours

It is required that you be organised, prepared and on time for your client appointments.

*Manifestation: The Pillar Practice works with the best quality staff and practitioners who are punctual, efficient and effective with their work hours.*

## Claims

In no way are you to claim that you can diagnose or cure via The Pillar Code modality, or The Corporate Code program, speak negatively of any professional, being a medical and / or holistic practitioner or business coach from the company's viewpoint, your viewpoint or for your benefit. You cannot alter nor suggest you change a client's professional advisors or systems unless you have appropriate business qualifications ie you are an accountant advising to change taxation collection or bookkeeping systems.

*Manifestation: All practitioners support other professionals in the support of their client's growth.*

## Membership

It is a requirement that you join IICT (International Institute of Complementary Therapists) which allows you to access The Corporate Code insurance.

*Manifestation: All practitioners licenced and in training are members of IICT to support their professional development.*

## Insurance

All practitioners are required to take out insurance for The Corporate Code with an appropriate and approved insurance firm.

*Manifestation: All practitioners licenced and in training have up-to-date insurance coverage under The Corporate Code.*

# THE PILLAR CODE GUIDELINES

## Appointment Book

Energy is best kept at its highest during your working hours, so we, therefore, recommend block booking appointments rather than having big gaps between each appointment. This keeps you and your business flowing effectively, efficiently and keeps your energy high.

*Manifestation: Practitioners have full block bookings allowing balance in life, efficiency and flow.*

## Scripts

Using scripts for potential clients, new clients and all Corporate Code appointments keeps you clear, in control and confident in your appointments and your business.

*Manifestation: All practitioners love using the scripting to deliver their messages with professionalism and ease for their highest success.*

## Leave

It is important that you take leave throughout the year to minimise fatigue and low energy. Plan your client appointments in advance and let your clients know ahead of time when you are taking a break where possible.

*Manifestation: The Pillar Practice has the best quality staff and practitioners who effectively manage their long-term energy levels by taking leave at suitable times.*

## Dress

As practitioners are representing The Corporate Code, it is advised to dress accordingly and to maintain a professional business appearance.

*Manifestation: The Pillar Practice works with staff and practitioners who look professional and are always welcoming.*

## Grievances

The company chooses that any interaction with or between practitioners is supportive and professional. However, if there are any grievances then know that we are here to help support you and overcome any grievance, whether with clients or other team members.

*Manifestation: The Pillar Practice created a friendly and peaceful environment where any challenges are resolved swiftly and for everyone's highest and best benefit.*



# RECOMMENDED READINGS

IT'S ABOUT TIME, BY GEORGE – PJ Ashley & GEORGE

FAST FORWARD TO SUCCESS - 12 Authors including PJ Ashley

NAVIGATING THE CLICKETY-CLACK: HOW TO LIVE A PEACE-FILLED LIFE IN A SEEMINGLY TOXIC WORLD VOLUME 4 - 18 Authors including PJ Ashley

THINK AND GROW RICH - Napoleon Hill

RICH DAD, POOR DAD - Robert Kiyosaki

THE E-MTH - Michael Gerber

HOW TO WIN FRIENDS & INFLUENCE PEOPLE - Dale Carnegie

THE POWER OF HABIT: WHY WE DO WHAT WE DO IN LIFE AND BUSINESS - Charles Duhigg

YOU CAN HEAL YOUR LIFE – Louise Hay

THE SECRET – Rhonda Byrne

THE POWER – Rhonda Byrne

THE MAGIC – Rhonda Byrne

CONVERSATIONS WITH GOD (SERIES) – Neale Donald Walsh

THE POWER OF NOW – Eckhart Tolle

ASK AND IT IS GIVEN – Esther & Jerry Hicks

DISCOVER YOUR DESTINY – Robin Sharma

CELESTINE PROPHECIES – James Redfield

THE 7 SPIRITUAL LAWS OF SUCCESS – Deepak Chopra

CHANGE YOUR THOUGHTS, CHANGE YOUR LIFE – Dr Wayne Dyer

ANATOMY OF THE SPIRIT – Caroline Myss, Ph.D

THE ALCHEMIST – Paulo Coelho

TAO TE CHING – Lao Tzu

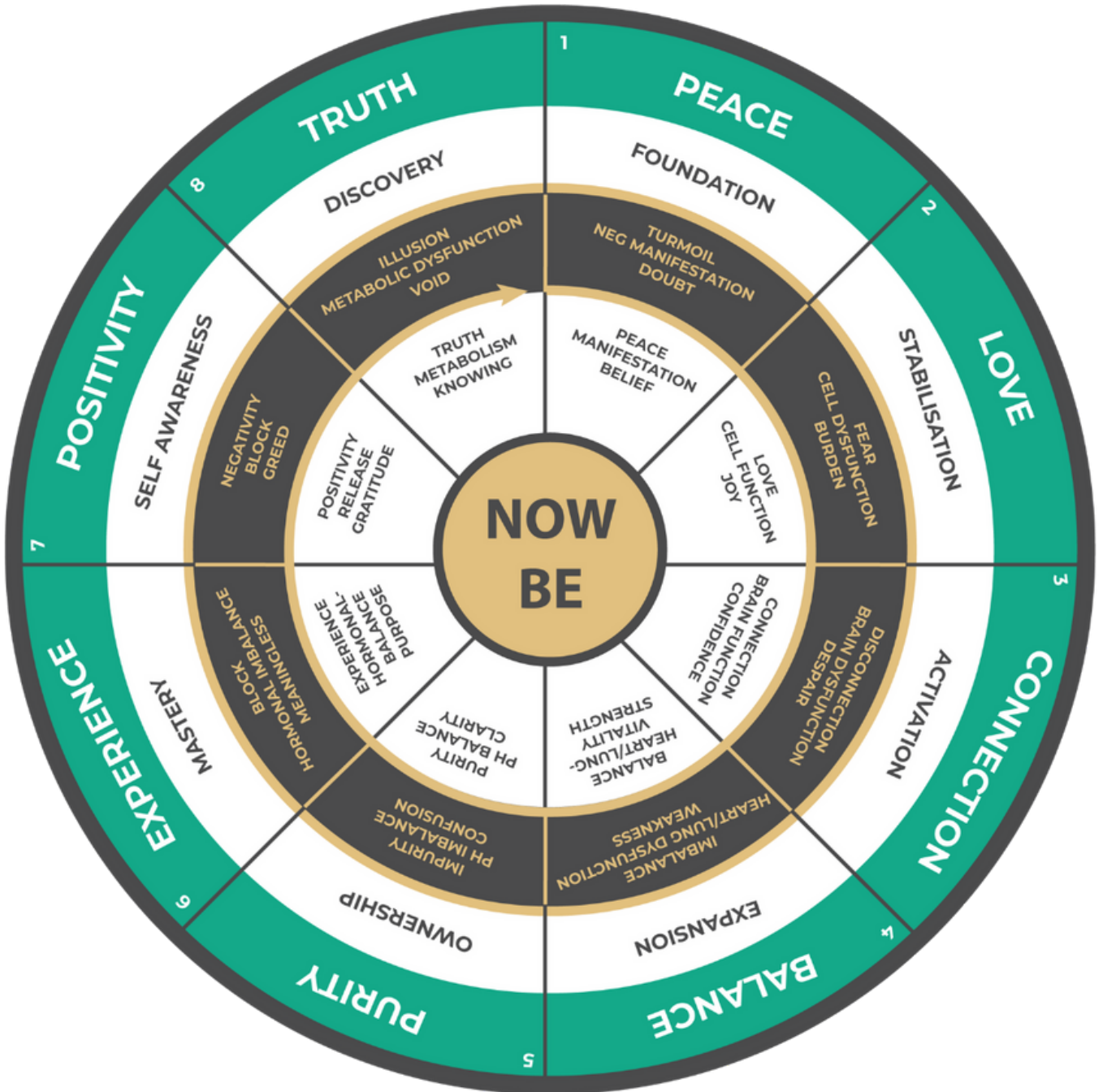
LETTING GO - David Hawkins

THE SECRET LANGUAGE OF YOUR BODY - Inna Segal

# REFERENCES

ACRONYM	MEANING
AAG	Acceptance, Awareness, Gratitude
AIM	All In Motion
APE	Authorship, Purity, Expand
BASICS	Breathe, Activate, Connection,
BE	Beyond Enlightenment
COMPLETE	Connected On Many Planes, Linking Energies, Treating Earth
GEORGE	Globally Enlightened, Origin Restoring, Governing Energy
JOY	Journey Of Yours
I	Isolation
ME	Mother Earth
MUD	Memory Under Darkness
NOW	Next Opportunity Waiting
PAIN	Pleasure Attained In (the) Negative
PEACE	Pause, Examine, Assess, Clear & Elevate
PILLAR	Peace Instilled Links Love, Attunement & Repair
POP	Perspective Opportunity Plan
POD	Point Of Decision / Disease / Dysfunction
PREP	Preparation / Progress Repair (Report) & Energy Pillar
SEAL	Self-Energy Awakening Life / Self-Healing
UP	Ultimate Permission / Universal Parent
WANT	Wishing And Not Taking
WE	World Energy
BUC	Benefit, Understanding, Clarity
GIT	Gastro Intestinal Tract
CEO	Consciously Energised Organiser
TPC	The Pillar Code
TEXPC	The Expansion Code

# THE PILLAR CODE WHEEL



# THE PILLAR CODE 9 X 9 MATRIX



## THE PILLAR CODE 9 X 9 MATRIX

NUMBERS	NAMES	1	2	3	4	5	6	7	8	9
1	STAGES	FOUNDATION	STABILISATION	ACTIVATION	EXPANSION	OWNERSHIP	MASTERY	SELF-AWARENESS	DISCOVERY	TRANSITION
2	MIND PILLARS	PEACE	LOVE	CONNECTION	BALANCE	PURITY	EXPERIENCE	POSITIVITY	TRUTH	NOW
3	MIND CONTRASTS	TURMOIL	FEAR	DISCONNECTION	IMBALANCE	IMPURITY	BLOCK	NEGATIVITY	ILLUSION	PAST/FUTURE
4	BODY PILLARS	MANIFESTATION	CELL FUNCTION	BRAIN FUNCTION	HEART/LUNG VITALITY	PH BALANCE	HORMONAL BALANCE	RELEASE	METABOLISM	WELLNESS
5	BODY CONTRASTS	NEGATIVE MANIFESTATION	CELL DYSFUNCTION	BRAIN DYSFUNCTION	HEART/LUNG DYSFUNCTION	PH IMBALANCE	HORMONAL IMBALANCE	BLOCK	METABOLIC DYSFUNCTION	ILLNESS
6	SOUL PILLARS	BELIEF	JOY	CONFIDENCE	STRENGTH	CLARITY	PURPOSE	GRATITUDE	KNOWING	BE
7	SOUL CONTRASTS	DOUBT	BURDEN	DESPAIR	WEAKNESS	CONFUSION	MEANINGLESS	GREED	VOID	UNABLE TO BE
8	CONDITIONS	HIDDEN ANGER	DESPAIR	DISCONNECT	VOID	FEAR	BLOCK	APATHY / ACCEPTANCE OF A NEG	ILLUSION OVER LOSS OF CONTROL	TURMOIL
9	CONTEXT/ AREAS OF LIFE	SELF/HEALTH	PARTNER	FAMILY	FRIENDS	WORK	PURPOSE	WEALTH	LIFESTYLE	JOURNEY

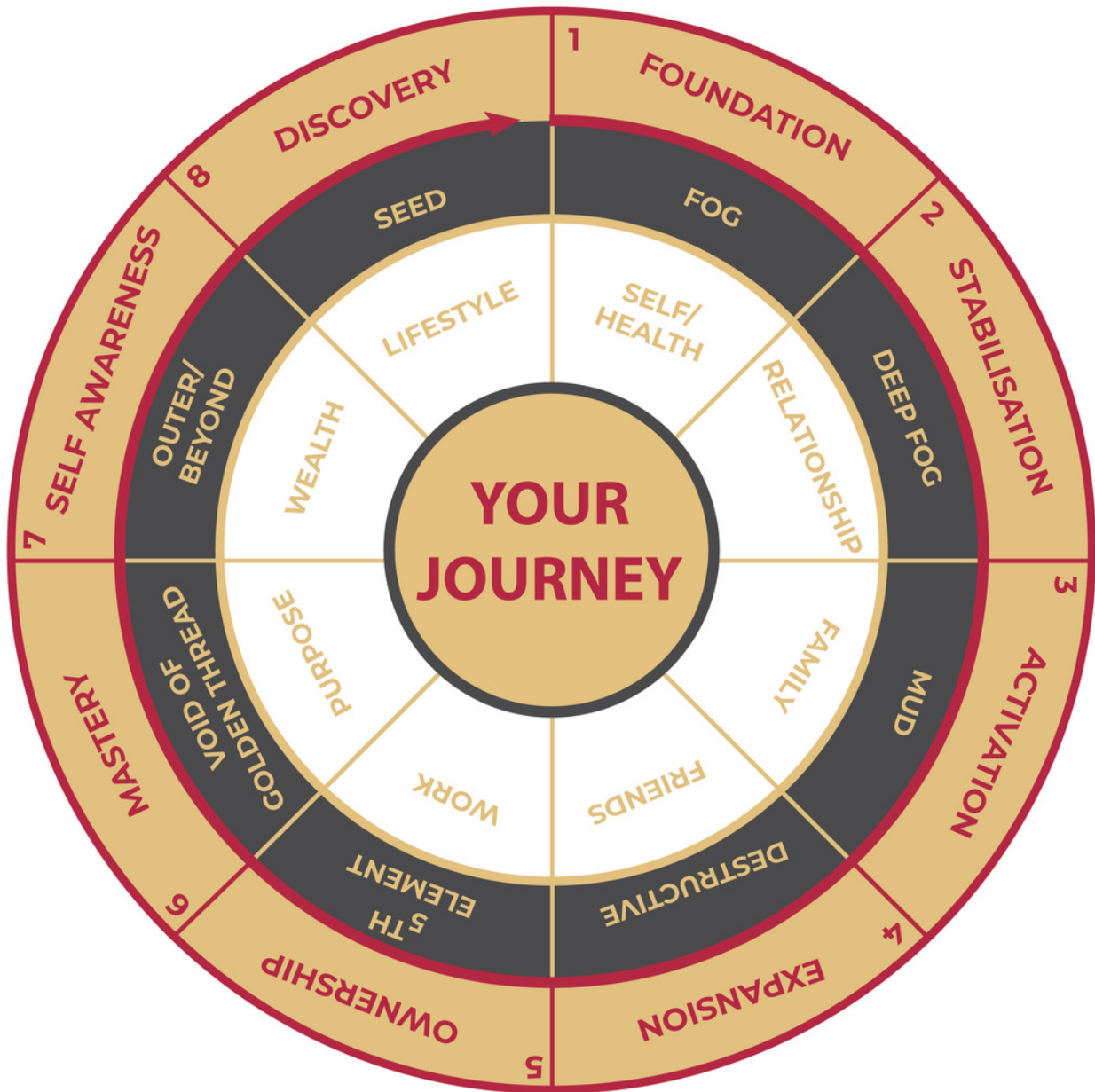
# THE PILLAR CODE 9 X 9 MATRIX



## THE PILLAR CODE 9 X 9 MATRIX EXTENSION

NUMBERS	NAMES	1	2	3	4	5	6	7	8	9
10	LEVELS / GROUPINGS	LEVEL INTERNAL	LEVEL EXTERNAL	LEVEL UNIVERSAL	LEVEL GLOBAL	G3 CONSCIOUSNESS	G2 SUBCONSCIOUS	G1 LOWER SUBCONSCIOUS	VOID UNCONSCIOUS	PG PARENTAL GUIDANCE
11	FOGS	FOG	DEEP FOG	MUD	DESTRUCTIVE	5TH ELEMENT	VOID OF GOLDEN THREAD	OUTER / BEYOND	SEED	ETERNITY
12	MIND CONTRAST SYMPTOMS	PTSD	ANXIETY	DEPRESSION	BIPOLAR / IMBALANCES	NEGATIVE THOUGHTS LANGUAGE	EMOTIONAL	OBSESSIVE	SELF-SABOTAGING	DESTRUCTIVE
13	BODY CONTRAST SYMPTOMS	STRESS BOURNE DISORDERS	LOW IMMUNE/ BLOOD TOXICITY	FOGGY BRAIN / DISCONNECTED	BP / LUNG DYSFUNCTION	ACIDIC / SKIN / DIGESTIVE ISSUES	WEIGHT / HORMONAL IMBALANCE / SLUGGISH	DIGESTIVE/ ELIMINATION ISSUES	METABOLISM	PAIN / DISEASE / DISORDER / AGING
14	SOUL CONTRAST SYMPTOMS	PROCRASTINATION FRUSTRATION	UNHAPPINESS	LOW SELF WORTH	VICTIM	INDECISION	HOPELESS	DEFENSIVE	GIVEN UP	UNSETTLED / ISOLATION
15	SOUL WISHES	BELIEF	JOY	CONFIDENCE	STRENGTH	CLARITY	PURPOSE	GRATITUDE	KNOWING	BE
16	SOUL REQUIREMENT	ACCEPTANCE	AWARENESS	GRATITUDE	EXPANSION	EDUCATION	ENLIGHTENMENT	TRANSFORMATION	CONNECTION	MY DESIRE <sup>?</sup>
17	I INFINITY	I GIVE	I AM	I FEEL	I DO	I LOVE	I SPEAK	I SEE	I KNOW	I RECEIVE
18	CHAKRAS / COLOURS	MOTHER EARTH DARK BROWN	BASE RED	SACRAL ORANGE	SOLAR PLEXUS YELLOW	HEART GREEN/PINK	THROAT BLUE	THIRD EYE INDIGO	CROWN VIOLET/GOLD	POINT OF HALO WHITE

# THE PILLAR CODE - STAGE, FOG, AREA OF LIFE WHEEL





# THE CORPORATE CODE - ADMIN PACKAGE SERVICE



THE CORPORATE CODE  
LEADERS, MINDS & BUSINESSES

## The Corporate Code™

### TCC ONBOARDING TO LICENCING - ADMIN SERVICE

The Pillar Code includes an 'Onboarding to Licencing' administration service to Practitioners for all programs. The 10-hour admin package supports you and your clients, leaving you to do what you do best.

#### INCLUSIONS

- Send 'Welcome and Onboarding' Emails (Forms, Schedule, Wheel, Socials)
- Send, collect and upload signed Intake & Consent Forms
- Create Client Shared Folders
- Send folder link for all Zoom recordings (downloaded by Practitioner)
- Upload The Corporate Code Program Client File Template, Licencing Rubric, and Initial Licencing/Re-Licencing Check List in the Practitioner's Admin Folder
- Upload the Business Plan & Tool Kit to the Client's Shared Folder
- Upload Sealings and attachments to the Client Shared Folder for each Pillar
- Send an email notifying the client of recordings, Tools, Sealings & documents when uploaded
- Answer any admin-related queries from the client
- Remind both the Practitioner and Clients of Testimonials, Reviews & Referrals
- Admin support with finalising the Business Plan at the end of the program
- Following the Practitioner's go-ahead, upload the completed folder for Licencing approval
- Send a Survey to the client for feedback
- Send information and book clients into further programs ie The Expansion Code
- Cc Practitioners in all emails sent to the client
- Documents are sent through our DocuSign account where required

#### IT DOES NOT INCLUDE

- Booking the client's appointment times
- Rescheduling appointment times, if required
- Creating a recurring zoom link for the client
- Downloading the recordings following each appointment
- Sending the invoice - unless prior arrangements have been made or ZipMoney etc
- Uploading Client Notes, Case Report, PREP Testing forms and Fix-It-Lists for Licencing Approval

#### NOTE

- An additional hourly fee of \$35ph will be charged if more than 10 hours is required
- Practitioners must utilise the Client Admin Package Service for all programs.

#### FEES

- Client Onboarding Admin Service - is \$350 (AUD) is included in the 10% of your Sales levies



info@thepillarcode.com

Call us at 1800-TPC-888





# THE PILLAR CODE

## LEADERS, MINDS & BUSINESSES



**PREMIER  
TRAINING PROVIDER**  
INTERNATIONAL INSTITUTE FOR  
COMPLEMENTARY THERAPISTS



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