



TESTIMONIAL:

Quite a number of the subjects taught in this course are nothing new or alien to us. One glance over the key subjects from Lesson 1 to 6 gives us the impression of another same repeated motivational course. However, what makes this program different and above from the other courses attended is the simple holistic approach and methods used in identifying our needs and how to achieve them with flying colours. The goals and needs need not be complicated. EPP makes me more aware of the value of "TIME" and how we can make use of affirmation and visualization as effective tools for ourselves, family members and team development to achieve even the impossible.

**" Believe you can . Believe it is possible. Tremendous things happen to the believers."**

Using the "Wheel of Life" concept, this triggers off the beginning of analysing my individual needs. My husband and close friends had hinted out that I have been putting on weight. I can feel it when I can't fit in to my usual favourite dress & pants. Then there was news of old classmates who had recently passed away due to health reasons. It triggers me then that I must take care of my health and age is catching up with me too. Then there was the "Diet Pill Scare" flashed over the Media. With determination and having set it as one of my 7 days goal, I set a side an hour 3 days a week for exercise and take dinner before 7:00 pm daily. I also realised that having dinner before 7:00 pm gives me ample time to spend with my family. Besides, exercising is FUN as it creates energy, enhances self-esteem and relieves stress! For the past 11/2 months I have lost 4 kilos. Customers and friends have complimented on my weight loss. The result.... make you look better, feel better and energetic. Motto **"Gain Control, not weight!"**

As for the business side, todate I have managed to ensure weekly meeting with my key personnel to discuss on outstanding issues. In Branch Performance review as a branch manager, I am given the task to reduce my branch Non Performing Loan (NPL). There was a great achievement in the NPL accounts when we set up the NPL Recovery Team (One of my business goal). From the class report for the month of July as compared to June 2002, the following reduction in number of months in arrears are noted:

No of Months in Arrears	June (No of Accounts)	July (No of Accounts)
21 – 30	20	7
10 – 20	55	21
1- 9	22	45
0	0	24
Total	97	97

I have discussed the achievement in reducing the Months in arrears with the team so as to congratulate them for the effort put in has shown positive result. I will continue adopting the habits of using the EPP concept in my life.

To end, my favourite quote from this EPP:

**Before you can understand, motivate and lead others,  
You must first understand, motivate  
And lead yourself?"**

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