

MONEY CENTRAL

COVER STORY

Find out more about the founder and CEO of Success Training Institute

DR
Wallace

SIDE HUSTLE

Ten ways to make quick cash in 2023



FEATURE

Wealth Attraction

A surefire guide to becoming a 2023 money magnet

INDUSTRY TIPS

Unlocking Success: Mastering
The art of a productive work-from-home routine

RETIREMENT

Ten genius hacks for supercharging
your savings and retiring early like a boss



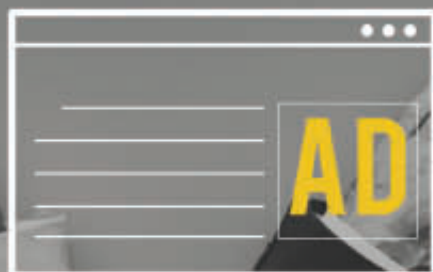
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ELITE SUCCESS BUSINESS CONSULTING

At Elite Success, we believe the first step to achieving success is understanding 'you.' We are dedicated to supporting startups and small businesses all over the world. We take the time to listen because every entrepreneur has different needs. You know your business better than anyone else so we want to hear from you.



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MONEY CENTRAL

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OPENING REMARKS

In this issue, our focus centers on the pivotal questions that contemporary entrepreneurs should contemplate, not only to chart their course but to ensure continued success. The cover story features Dr. DL Wallace, a seasoned expert in the field of Soft Skills Training and Development. As the CEO and Founder of Success Training Institute, Dr. Wallace shares valuable insights that are key to unlocking success. In the current landscape of economic unpredictability, the significance of regularly reassessing what success means to you and your specific organization cannot be overstated. Alongside this reflection, we delve into the concept of pursuing one's passion. This exploration is designed to uncover a path that allows us to harmonize both our passions and our professional pursuits, aiming for an alignment that honours and integrates these essential aspects of our lives.

Jill Antonio
Editor-In-Chief

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TEN SUREFIRE SECRETS TO A SUCCESSFUL WORK-FROM-HOME ROUTINE

The concept of working from home has recently gained tremendous popularity, providing employees with the opportunity to work from home without having to deal with a daily commute. However, while the idea of a flexible work routine sounds enticing, it can be challenging to strike a balance between professional productivity and personal well-being. This article explores some essential secrets to creating a successful work-from-home routine that maximizes efficiency, fosters a healthy work-life balance, and ensures long-term success.

1. Establish a Dedicated Workspace: Creating a dedicated workspace is the first step to a successful work-from-home routine. Designate an area in your home solely for work-related tasks, free from distractions and interruptions. A well-organized and personalized workspace can help trigger a focused and productive mindset, increasing overall efficiency.

2. Set a Consistent Schedule: Consistency is key to maintaining a work-from-home routine. Establish a daily schedule that aligns with your regular working hours, including breaks and mealtimes. A structured routine helps maintain a sense of normalcy, prevents procrastination, and ensures that you allocate time for work and personal activities.

3. Dress for Success: While the allure of working in pajamas is undeniable, dressing up for work can significantly impact your mindset and productivity. Dressing professionally, even at home, signals to your brain that it's time to focus and work, creating a clear boundary between work and leisure time.

4. Limit Distractions: Working from home often means dealing with various distractions, such as household chores, family members, or social media. Identify your most significant distractions and take proactive steps to minimize them. Consider using noise-cancelling headphones or creating a do-not-disturb signal during work hours to maintain focus and productivity.

5. Prioritize Work Tasks: To avoid feeling overwhelmed, prioritize your work tasks each day. Create a to-do list and tackle the most critical tasks first. Breaking down larger projects into smaller, manageable steps can make them feel more achievable and help you stay on track with deadlines.

6. Take Regular Breaks: Incorporating short breaks into your workday is crucial to avoid burnout and maintain focus. Step away from your workspace, stretch, walk, or take a quick mindfulness exercise. These breaks can help recharge your mind and boost creativity.

7. Stay Connected with Colleagues: Working from home can sometimes feel isolating. To combat this, try to stay connected with colleagues through virtual meetings, instant messaging, or regular check-ins. Maintaining social interactions can foster a sense of camaraderie and prevent feelings of isolation.

8. Embrace Technology: Utilize technology to streamline your work-from-home routine. Collaborative tools, project management software, and communication platforms can enhance team efficiency and help you stay organized and connected.

9. Set Boundaries with Family and Friends: Educate your family and friends about your work hours and the importance of minimizing interruptions during those times. Setting clear boundaries will help them understand and respect your work commitments.

10. Prioritize Self-Care: Lastly, remember that your well-being is paramount to a successful work-from-home routine. Take care of yourself physically and mentally by getting enough rest, eating healthy meals, and engaging in joyful and relaxed activities.

In conclusion, crafting a successful work-from-home routine requires intentional effort and discipline. By establishing a dedicated workspace, maintaining a consistent schedule, and prioritizing tasks, you can strike a balance between productivity and personal well-being. Embrace technology, stay connected with colleagues, and remember to prioritize self-care to ensure that your work-from-home experience is fulfilling, successful, and sustainable in the long run.

TEN GENIUS HACKS FOR SUPERCHARGING YOUR SAVINGS AND RETIRING EARLY LIKE A BOSS

The allure of early retirement has captured the imagination of many, offering the promise of freedom, adventure, and a lifeless bound by the traditional constraints of work. While the concept may seem like a distant dream, crafting a well-defined savings strategy can transform this aspiration into a tangible reality. By implementing a thoughtful approach to financial planning and disciplined savings habits, individuals can pave the way for a comfortable and fulfilling early retirement.

1. Define Your Financial Freedom Goals

The journey to early retirement begins with a clear vision of what financial freedom means to you. Consider your desired lifestyle, hobbies, travel plans, and other aspirations shaping your post-retirement years. This foundation will serve as your compass, guiding your savings strategy and ensuring your efforts align with your dreams.

2. Create a Comprehensive Budget

Crafting a comprehensive budget is a fundamental step toward effective savings. Analyze your monthly expenses, categorize them, and identify areas where you can cut back. Prioritize essential expenses while reducing discretionary spending. Redirect the funds saved from trimming unnecessary costs toward your retirement fund.

3. Embrace Frugality and Mindful Spending

Cultivating a frugal mindset is key to maximizing your savings potential. Differentiate between needs and wants, and make conscious spending decisions. Opt for quality over quantity, seek out deals and discounts, and consider second-hand options. Each saved dollar contributes to your early retirement fund.

4. Automate Your Savings

Automating your savings is a powerful tool to ensure consistency. Set up automatic transfers from your income to your retirement accounts. This hands-off approach eliminates the temptation to spend, making consistent contributions a seamless part of your financial routine.

5. Maximize Retirement Accounts

Take advantage of tax-advantaged retirement accounts to turbocharge your savings. Contribute the maximum allowable amount each year, especially if your employer offers a matching contribution. These accounts provide both compound interest and tax advantages, amplifying the growth of your funds over time.

6. Diversify Your Investment Portfolio

A well-diversified investment portfolio can generate substantial returns over the long term. To create a well-balanced portfolio of assets, such as equities, bonds, and real estate, that aligns with your risk appetite and retirement schedule, speak with a financial advisor. To ensure your portfolio stays aligned with your goals, periodically examine and rebalance it.

7. Generate Multiple Income Streams

Explore opportunities to generate additional income streams beyond your primary job. Freelancing, consulting, starting a side business, or investing in income-producing assets can all contribute to your savings. The income generated from these endeavors can be directed toward your early retirement fund.

8. Cut High-Interest Debt

As part of your savings plan, give paying off high-interest debt, such as credit card balances, priority. The interest accrued on these debts can erode your savings potential. Allocate funds to aggressively reduce debt aggressively, freeing up more resources to contribute to your retirement fund.

9. Monitor and Adjust Your Strategy

Regularly review your savings strategy and make necessary adjustments. Life circumstances, goals, and market conditions may change over time. To ensure you keep moving toward your early retirement objective, stay educated and be ready to change your strategy as necessary.

10. Cultivate Patience and Persistence

Achieving early retirement requires dedication, patience, and a long-term perspective. The journey may present challenges and setbacks, but maintaining focus on your end goal will fuel your determination. Cultivate persistence in the face of obstacles, knowing that each step brings you closer to the moment when you can bid farewell to the traditional 9-to-5 grind.

In the pursuit of early retirement, a well-crafted savings strategy serves as your compass, guiding you towards financial freedom. By aligning your efforts with clear goals, embracing frugality, automating savings, maximizing retirement accounts, diversifying investments, and nurturing multiple income streams, you can transform the dream of early retirement into a tangible reality. Remember, every dollar saved and invested is a step closer to unlocking a future characterized by choice, adventure, and the liberty to live life on your terms.

MONEY: TOP TEN PROVEN METHODS TO MAKE QUICK CASH IN TODAY'S ECONOMY

Whether you need extra cash for a surprise expense, want to pay off some debts, or just want to treat yourself, there are plenty of ways to make money quickly. While these methods may not make you a millionaire overnight, they can help you achieve your financial goals faster. Here are ten proven ways to make money quickly:

Freelance Work: If you possess abilities that are in demand, such as writing, graphic design, web development, or social media management, consider freelancing. Websites like Upwork and Fiverr connect freelancers with clients seeking specific services.

Online Surveys and Market Research: Many companies pay for consumer opinions through online surveys and market research. Websites like Swagbucks, Survey Junkie, and Vindale Research offer to trade your opinions for money or gift cards. While you won't get rich from this, it's an easy way to make some extra money in your free time.

Sell Unwanted Items: Declutter your home and make money by selling items you no longer need or use. Platforms like eBay, Craigslist, and Facebook Marketplace allow you to list items and find interested buyers quickly. You'd be surprised how much money you can make from things collecting dust in your closet or garage.

Gig Economy Jobs: Apps like Uber, Lyft, and DoorDash make it easy to earn money by providing transportation or delivery services. Depending on where you are and what's available, you can pick up passengers or deliver food and groceries to earn quick cash.

Offer Your Skills: If you have handyman skills, offer services like lawn care, home repairs, or cleaning to your neighbors or local community. People often need help with these tasks and are willing to pay for your expertise.

Babysitting or Pet Sitting: Babysitting or pet sitting can be a lucrative gig, especially if you have experience or references. Parents and pet owners are always in need of reliable caregivers, and you can earn money while caring for kids or animals.

Participate in Focus Groups: A lot of businesses hold focus groups to get input on their goods or services. You can find opportunities in your area or online. These sessions typically pay well for your time and opinions.

Tutoring/Teaching: If you are really good at something, think about providing tutoring or teaching services. You can teach students of all ages, from elementary school to college, and charge hourly rates for your expertise.

Rent Out Your Space: If you have a spare room, consider renting it out on platforms like Airbnb. Additionally, you might charge rent for your driveway, storage space, or parking space if you live in a high-demand area.

Perform Odd Jobs: Websites like TaskRabbit connect people looking for help with various tasks, from assembling furniture to yard work. Sign up, list your skills, and start accepting tasks in your area to earn quick cash.

While these methods can help you make money quickly, it's essential to manage your finances wisely and consider the tax implications of your earnings. Additionally, always be cautious of potential scams and research any platform or opportunity thoroughly before getting started. With determination and a bit of effort, you can reach your financial goals faster by exploring these money-making options.



"While these methods may not make you a millionaire overnight, they can help you achieve your financial goals faster."

UNLOCK THE POWER OF COMMUNITY WITH THESE AWARENESS BOOSTING STRATEGIES

Establishing a strong local presence is crucial for businesses and organisations in today's cutthroat business environment. Local awareness not only helps businesses connect with their immediate community but also fosters trust and loyalty among local customers. Whether you're a small business owner, a nonprofit organization, or an individual looking to make a positive impact locally, there are several strategies you can employ to boost local awareness effectively.

1. Build Relationships within the Community: One of the most effective ways to increase local awareness is by building genuine relationships within your community. Attend local events, join community organizations, and engage with neighbors and fellow business owners. You can create a positive and lasting impression by actively participating in local activities and demonstrating your commitment to the community.

2. Leverage Social Media: In today's digital age, social media platforms offer powerful tools to connect with your local audience. Create and maintain accounts on well-known social networking sites, including Twitter, TikTok, Facebook, and Instagram. Share timely information about your company or organisation, regional news, and neighbourhood activities. Engage with your fans by swiftly answering comments and messages.

3. Support Local Causes: Demonstrate your commitment to the local community by supporting local causes and charitable organizations. Partner with local nonprofits, sponsor community events, or organize your charity drives. Not only does this help raise awareness for your business or cause, but it also shows your dedication to making a positive impact locally.

4. Optimize Your Online Presence: Make sure your business or organization is discoverable online. Make a user-friendly website that offers crucial details like your location, business hours, and contact information. Use search engine optimisation (SEO) strategies to increase the position of your website in local search results. Encourage pleased clients to provide favourable reviews on websites like Google My Business.

5. Collaborate with Other Local Businesses: Collaboration with other local businesses can be mutually beneficial. Consider partnerships or joint marketing efforts with complementary businesses in your area. For example, a local bakery and coffee shop can collaborate on a promotion, helping each other attract more customers.

6. Host Local Events: Organizing or hosting local events can significantly boost local awareness. These events could range from workshops, seminars, or community gatherings. Be sure to promote these events through various channels, including social media, local newspapers, and community bulletin boards.

7. Offer Local Specials: Create special offers, discounts, or promotions exclusively for local customers. This strategy not only incentivizes local residents to choose your business but also makes them feel appreciated and valued.

8. Engage with Local Media: Local media outlets, including newspapers, periodicals, radio stations, and TV shows, frequently impact how people in the area think. Reach out to local media outlets with interesting stories or news related to your business or organization. Press releases, interviews, or feature articles can help you gain valuable exposure.

9. Attend Local Fairs and Expos: Participating in regional trade exhibitions, expos, and fairs can be a great method to reach a wider local audience and promote your goods or services. Set up an engaging booth and interact with attendees to leave a memorable impression.

10. Measure and Adapt: Finally, regularly monitor the impact of your local awareness efforts. Use tools like website analytics, social media insights, and customer feedback to gauge your progress. Adapt your approach based on what your neighbourhood finds to be most effective.

In conclusion, boosting local awareness is fundamental to building a strong and sustainable presence within your community. By actively engaging with your local audience, leveraging digital platforms, and demonstrating your commitment to local causes, you can create a positive and lasting impact that benefits both your business or organization and the community.



THE ART OF ATTRACTING WEALTH: A GUIDE TO BECOMING A MONEY MAGNET

In a world where financial success is often considered a hallmark of achievement, the concept of becoming a "money magnet" has gained traction. The idea is not just about accumulating wealth but fostering a mindset and lifestyle that naturally draws financial abundance. Here's a comprehensive guide on transforming your relationship with money and positioning yourself as a magnet for prosperity.

Cultivate a Positive Money Mindset

To attract wealth, start by rewiring your beliefs about money. Replace scarcity thinking with abundance affirmations. Visualize your financial goals regularly, fostering a positive mental environment that aligns with attracting prosperity.

Set Clear Financial Goals

Define your financial objectives with precision. Whether it's saving for a home, starting a business, or building an investment portfolio, clarity in your goals provides a roadmap for your money magnet journey.

Embrace Continuous Learning

Stay informed about financial trends, investments, and opportunities. Continuous learning positions you to make informed decisions and take advantage of wealth-building avenues that align with your goals.

Expand Your Revenue Streams

Having just one source of income can prevent you from achieving financial success. Explore diverse avenues such as investments, side businesses, or passive income streams. Multiple sources of income enhance your financial magnetism.

Practice Mindful Spending

Conscious spending involves making intentional choices about where your money goes. Prioritize spending on things that align with your values and long-term goals. Mindful spending fosters a healthy financial ecosystem.



Maintain Eye Contact

Establishing and maintaining eye contact is a crucial element in effective communication during public speaking or presentations. Not only does it signify attentiveness and confidence, but it also serves as a non-verbal cue that engenders trust and rapport between the speaker and the audience. By deliberately connecting with various individuals in the audience, you convey a sense of inclusivity and direct involvement, making them feel acknowledged and connected to the discussion.

The act of maintaining eye contact as you speak has the power to draw the audience into the conversation, keeping them engaged and focused on your message. It shows that you are approachable and present, encouraging a sense of intimacy and connection that can bridge the gap between the speaker and the listeners. This conscious effort signifies genuine interest and respect for the audience, promoting a comfortable and interactive environment.

Utilize Body Language and Gestures

Leveraging body language and deliberate gestures significantly enhances your presence during presentations, adding depth and clarity to your message. Your physical demeanor and non-verbal cues have a profound impact on how your audience perceives your content. One aspect to focus on is maintaining good posture, which not only portrays confidence but also signifies authority and control over the topic being discussed. Standing tall with an open and relaxed stance exudes a sense of poise and assurance, immediately capturing the audience's attention.

Practice Active Listening

Active listening is a cornerstone of effective public speaking, transforming a one-sided conversation into an engaging and interactive dialogue. Beyond verbalizing, attentive listening involves observing the audience's reactions, recognizing their non-verbal cues, and being receptive to their feedback. By honing in on these responses, you not only capture the audience's interest but also establish a more profound connection. This valuable connection paves the way for a dynamic and two-way communication experience.

Embrace Mistakes and Learn from Them

Even the most seasoned speakers make mistakes. Accept them as chances for development and education. If you stumble or forget a point, take a deep breath, and continue with poise. Be authentic and genuine; the audience appreciates speakers who show vulnerability and resilience.

Authenticity is key in public speaking. Audiences appreciate speakers who display authenticity and humility, showcasing their genuine selves rather than attempting to be flawless. By acknowledging and accepting mistakes openly, you exhibit vulnerability, which makes you more relatable and human to your audience. This authenticity forges a stronger connection with the audience and earns their respect and trust.

You can definitely improve your public speaking abilities with practice and the right strategies. By following these ten essential hacks, you can elevate your public speaking abilities and leave a lasting impact on your audience. Embrace the challenge, and you'll become a confident and influential communicator with time.

FIND OUT MORE ABOUT DOCTOR

DL WALLACE

An Entrepreneur Who's Revolutionizing the Workforce Through Soft Skills Training

In the ever-evolving landscape of the modern workforce, the importance of soft skills cannot be overstated. Dr. DL Wallace, a seasoned expert in the field of Soft Skills Training and Development, has been spearheading a paradigm shift in employee development, entrepreneurial growth, organizational efficiency, and business strategy for over two decades. His journey as the CEO and Founder of Success Training Institute (STI) has not only transformed individuals and organizations but has also earned him global recognition in the education technology sector.

Dr. Wallace's brainchild, Success Training Institute, has emerged as the world leader in superior soft skills training. Established in 2012, this award-winning education technology company, headquartered just north of Dallas, Texas, has been the driving force behind a transformative learning experience. STI's clientele spans colleges, universities, workforce commissions, school districts, and corporations across diverse industries.

What sets STI apart is its commitment to personalized learning. Their tailored platforms offer pre and post-assessments, individualized learning plans, and access to data and analytics, enabling learners to chart their growth path comprehensively. The institute's range of services caters to both individuals and corporations, providing essential training in compliance, leadership, problem-solving, team building, customer service, and more.

Success Training Institute offers a variety of plans tailored for entrepreneurs, college students, sales professionals, HR experts, and many more. Their programs are designed to accommodate nearly any budget, offering rapid certification programs that yield tangible results within weeks, with immediate improvements in productivity, positivity, and efficiency. The cornerstone of their training approach is a series of power-packed, 8-minute video segments that can be consumed on-demand, making it accessible for employees at all levels.

Moreover, STI is not only bridging the gap for current employees but also laying the foundation for future professionals. Their Virtual Internship Programs offer college students the chance to enhance their post-graduation employability. These students earn valuable soft skills certifications, strengthening their resumes and gaining opportunities to work remotely while supplementing their college expenses.

The impact of Success Training Institute extends far beyond traditional learning. As a Top Innovator in Education Technology, STI's commitment to original content, unique instructional methods, and an evergreen library is fundamentally changing the professional development landscape for students and companies alike. Dr. DL Wallace's vision has given rise to a transformative force that is equipping individuals and organizations to thrive in the fast-paced, ever-changing world of work. MoneyCentral Magazine recently had the privilege of engaging in a candid conversation with Dr. DL Wallace, delving into his remarkable journey and the profound impact of Success Training Institute. Here's what transpired in this exclusive interview:

What inspired you to focus on soft skills training, and how did you embark on this journey?

Several years ago, when I owned another company, I noticed our new hires' challenges with many of the soft skills basics. Keep in mind that these new hires were all college grads, and yet they had difficulty maintaining focus, collaborating with others, managing time, and resolving conflict. We had two options: Develop a viable training system or keep replacing people. Of course, replacing people may be more convenient, but training them is a much better investment. We chose to train them. I began developing a soft skills curriculum, and we started with early morning training calls that were only 8 minutes per day. Why 8 minutes? It fits the hectic schedules of our team. Soon, we noticed remarkable improvements just by elevating the soft skills of our employees. Other companies started asking if we could do the same for them, and the rest is history.

Can you share some success stories or testimonials from individuals or organizations that have benefited significantly from Success Training Institute's programs?

My favorite part of this business is hearing the powerful testimonials from our clients. We even post quite a few of them online. One story that sticks out to me most is from a single mother from South Carolina. Her daughter was enrolled in college and was off to a bad start. Not making friends, poor grades, and losing confidence. She begins taking our soft skills courses, just a few daily lessons from her phone. She started with Adaptability and Work Ethic. According to her mom, she went from dropping out and returning home to making the Dean's List her freshman year! We hear these stories all the time because college and career success are based on well-developed soft skills. All the research proves this, and it's great to see it happening. Most students don't fail or drop out of college because they have a low IQ. It is because they have unaddressed emotional deficiencies, and our company solves that problem for college students and professionals in the workplace.



As a leader in soft skills training, what do you believe are the most crucial soft skills for individuals and organizations in today's professional landscape?

There are so many necessary soft skills that it's hard to rank them because everyone is different. It's like asking, "What are the three best foods for your body?" or "What is the best book to read?". It all depends on the individual. That's why we offer pre-assessments to all our clients because it helps craft an individualized learning plan specific to the person's needs. Some new employees need to focus on Time Management, while others need Self-Regulation or Managing Stress. The best part about the platforms we develop is they are NOT one size fits all. We all have different needs and are at different stages of emotional development, which is why our platforms are designed to accommodate the soft skills needs of each participant.

Success Training Institute (www.simpysuccess.com) provides customized learning platforms. How do you ensure that these platforms cater to the diverse needs of your clients, including colleges, corporations, and individuals?

It all starts with communicating with our clients and understanding what they want to accomplish. For some, it's student or employee retention. For the colleges that have access to resell our training programs under its brand, fundraising may be the focus. Once we have an initial consultation, our team of experts customizes video commercials, organizes lesson material, and adds analytics to track and monitor the key data points. We are the only company that offers our clients a tailor-made soft skills training experience, and it's one of the features that makes us unique in this industry.

In your view, how does soft skills training contribute to organizational efficiency, and what tangible improvements have you observed in companies that have implemented your programs?

First, soft skills are going to make organizations more productive. Remember, when we master our emotions, we become better people, which makes us better at everything we do. Organizations don't have to hire new people because the Success Training Institute helps the people they have become even better. For college students, increased productivity means better grades. For the sales professional, it means more closed deals. Better people are always more productive. Next, we see strong gains in retention. The biggest challenge in the workplace is turnover. Our soft skills programs boost confidence, competencies, and individual satisfaction, all contributing to employees staying on jobs longer. Last but certainly not least, we see the gains in revenue. Turnover is expensive for every organization. Our programs have been proven to reduce by as much as fifty percent! That's literally putting money back into the pockets of our clients.

What challenges do you perceive in the current landscape of employee development, and how does Success Training

Institute address these challenges?

The remote workforce is growing rapidly and is changing the way we see a typical workday. It can also have adverse emotional impacts. When people don't connect interpersonally, they lose a valuable skillset our company helps restore. Remote work is also changing the way people want to learn. Most are turned off by live training sessions that confine them to crowded conference rooms for several hours daily. They want training to adjust to their lifestyles. Our programs are mobile-friendly, video-based, and self-paced because that is the future of learning. Each lesson is 8 minutes or less because the adult attention spans are shrinking. Companies that don't recognize these trends will lose employees in droves. Back in the day, employees adjusted to the workforce. Today, the workforce has to adjust to the employee, including training and development.

Could you elaborate on the Virtual Internship Programs offered to college students? How do these programs bridge the gap between academic learning and real-world professional skills?

Our virtual internship programs are second to none because they offer the best of all worlds. First, college students get to work remotely. Next, they gain soft skills and hard skills. Last but certainly not least, they get paid! They apply online, interview online, and are assigned a virtual supervisor. They can work in our Marketing, Content Creation, IT, Sales, or Administrative departments, which gives them real-world experience that accommodates the demands of their collegiate schedules. Many colleges are located in small towns where internship opportunities are limited. Our programs allow them to complete project-based assignments from anywhere in the world without the hassle of long commutes or the cost of new wardrobes.

The success of STI's training is often highlighted by its quick impact on productivity and positivity. Can you share some insights into the unique instructional methods or strategies that contribute to this rapid improvement?

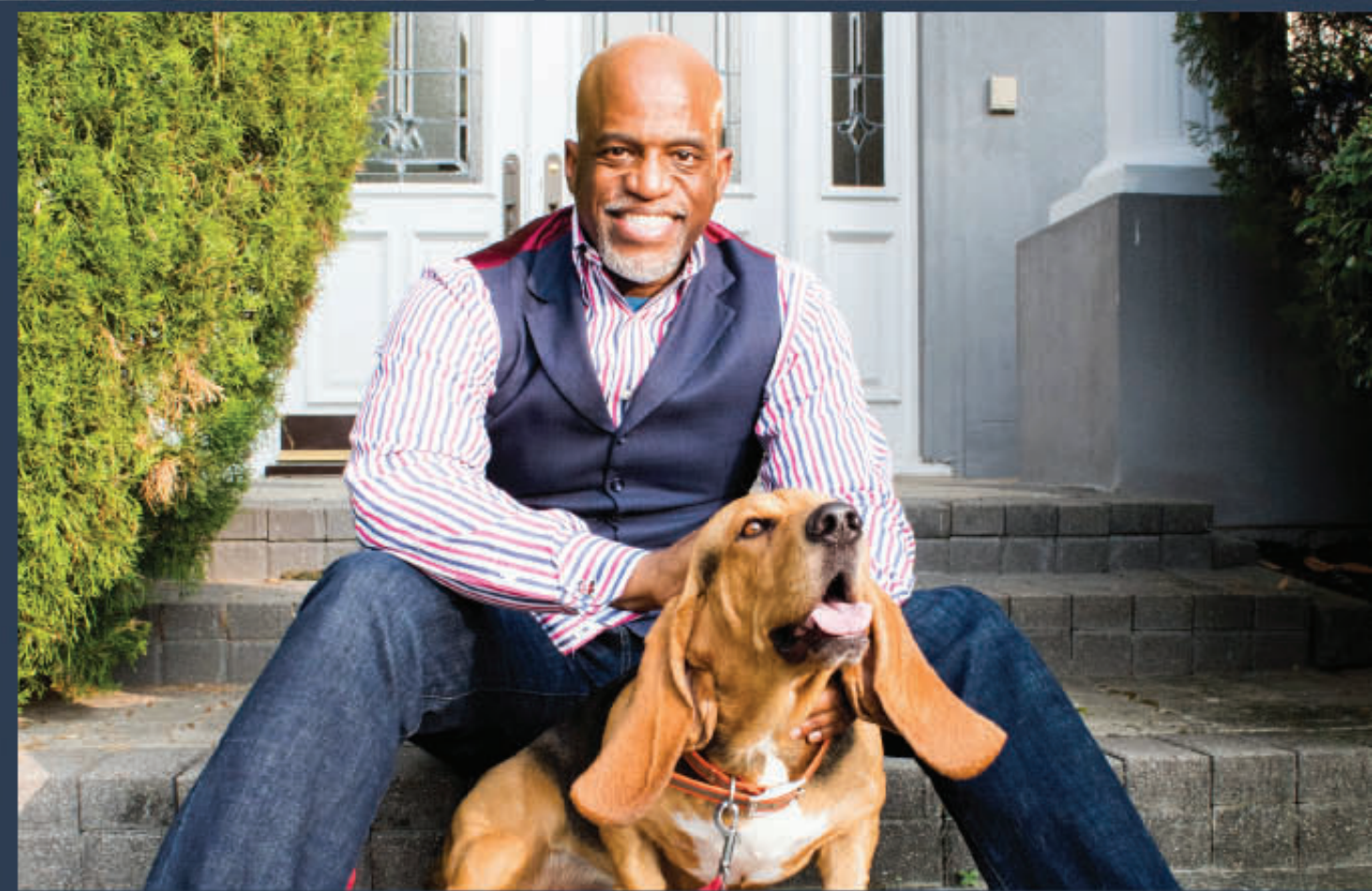
Two terms are important when answering this question. Pedagogy and Heutagogy. The first is the one we are most familiar with in traditional education. This is highly structured learning where students enter a classroom and are taught by one or more instructors. Everyone must learn the same thing at the same time. No exceptions. On the contrary, heutagogy is self-directed learning, which allows participants to learn based on need, interest, and other learning preferences. Most online training programs are pedagogical and shouldn't be because that methodology is most effective in organized classroom settings. We developed heutagogical learning model called the SIPS Instructional Method. It is proven, practical, and powerful. Those who engage in our online courses see measurable gains in crucial soft skills in less than 8 minutes per lesson per day. The content is relevant and appeals to various types of learning preferences. There is a short quiz after each lesson to gauge retention, and our model has the highest user engagement rates in the industry.



"Our programs are mobile-friendly, video-based, and self-paced because that is the future of learning. Each lesson is 8 minutes or less because the adult attention spans are shrinking."

As a Top Innovator in Education Technology, how do you envision the future of online training, especially in the context of soft skills development? What advice would you give entrepreneurs, HR professionals, and individuals looking to enhance their soft skills and stay competitive in today's dynamic business environment?

I recently met one of the most accomplished and respected business leaders in the United States at a reception. During our conversation, he quickly said that Soft Skills ARE the new Hard Skills. He pointed out what he had observed over his many years in business and added that small, private colleges and universities need viable soft skills partnerships to remain relevant in the years to come. Of course, I wholeheartedly agree. For entrepreneurs, HR professionals, and business leaders across all industries would be well served to place soft skills in their rightful place: the most important skillset any professional can acquire. In a time where emotional health and wellness are more prominent than ever, we cannot overlook the importance of soft skills any longer. We are fortunate to be in the right place at the right time.



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SNEAK PEEK: CELEBRITY HOMES UNLOCKED GISELE BÜNDCHEN'S MANSION

Gisele Bündchen is the new owner of a 7.5-acre equestrian ranch in Southwest Ranches, Florida. The property includes a newly remodeled home with nine bedrooms, soccer facilities, tennis courts, an infinity pool with hot tub and fountain water features, and 10 large horse stalls. According to public records, Gisele paid \$9.1 million for the ranch.

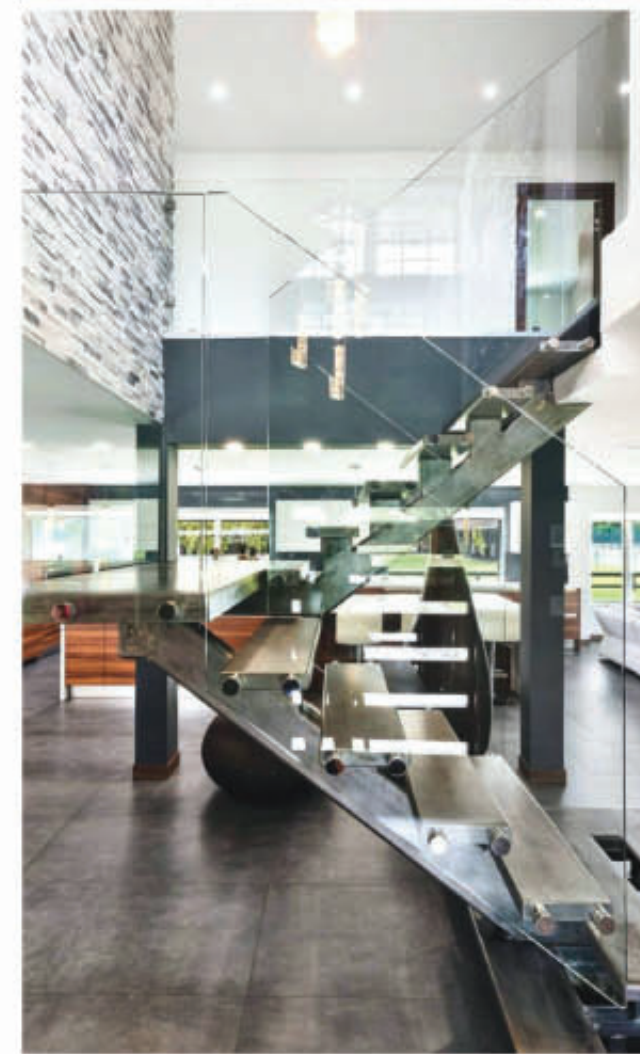
Highlights of Gisele's new home with almost 5,200 square feet include a first-floor primary suite with its own sitting area and private bathroom, an open concept living room with a fireplace and a floating-glass staircase, a gourmet kitchen with Italian Calacatta quartz countertops and a built-in bar. There is also an outdoor kitchen with a hibachi grill, pizza oven, BBQ pit, and a wine fridge.

Gisele has owned multiple properties with her former husband, Tom Brady, in New York, Massachusetts, Montana and Florida, and she recently purchased a \$11.5 million home in Surfside, Florida – just across the water from Tom's home in Indian Creek. No word on where Gisele and her two teenage children will spend most of their time, but the Southwest Ranches home is near several of Florida's top-rated private schools. The listing agent, Chad Bishop, said that Gisele plans to have horses, chickens and other farm animals, "a real animal-friendly property."

Located near the Everglades about halfway between Miami and Fort Lauderdale, Southwest Ranches is a rural neighborhood of large estates, including quite a few equestrian ranches, which led to the town's name. Horses are almost as common as people in Southwest Ranches with miles of parks and trails to ride. The town is home to a number of national and local celebrities, including Dwayne "The Rock" Johnson, Chicago Bears stars Devin Hester and Brandon Marshall, and Miami Heat star Udonis Johneal Haslem.

The seller was represented by Chad Bishop and Saddy Abaunza Delgado with ONE Sotheby's International Realty, while the buyer was represented by Laura Valente with Global Luxury Realty LLC. Photo Credit: Eric Igualada / ONE Sotheby's International Realty

Photo Credit: Eric Igualada | Source: TopTenRealEstateDeals.com







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