

FUNDAMENTALS OF TRANSACTIONAL INTELLIGENCE™

The Foundational Discipline for Navigating Transactions.

Most professionals learn what TQ is. Fundamentals of Transactional Intelligence™ (FOT) is where you learn how to use it — rigorously, in sequence, in the transactions that matter most.

FOT100

4pm Pacific
12 live sessions

USD \$5,950 · CAD \$6,900 · AUD \$7,900
Tuition

STUDIED IN SEQUENCE. BUILT AROUND THE THIRTEEN STEPS.

The Methodology.

FOT moves through six areas, with the Thirteen Steps for Navigating Transactions™ as the structural spine throughout.

- 01 — **Thirteen Steps for Navigating Transactions™**
The codified discipline for designing and moving through consequential transactions.
- 02 — **The Transaction Cycle™**
Eight sequential exchanges — the map of every complete transaction.
- 03 — **Narratives of the Transaction Cycle™**
Eight stories that must be accepted before a transaction can advance.
- 04 — **Personality in Transaction™**
Four characteristic ways of moving through the cycle, with distinct assets and breakdowns.
- 05 — **The Infinity Loops™**
Four personality-specific breakdown patterns — observable and reversible.
- 06 — **Conditions of Life™**
Fifteen domains of human experience behind what every party actually wants.

FOT100

Live Session Schedule

4pm Pacific

• 27 Oct

• 10 Nov

• 24 Nov

• 8 Dec

• 22 Dec

• 12 Jan

• 26 Jan

• 9 Feb

• 23 Feb

• 9 Mar

• 23 Mar

• 13 Apr

- HOW IT WORKS
- Structured. Applied. Live.**
- Curriculum studied in order
 - 4–6 hour modules between sessions
 - Exercises tied to real transactions
 - Virtual cohort sessions
 - TQ AI Coach on demand
 - Faculty support throughout

The 100th Cohort.

FOT100 marks seventeen years of continuous delivery — and the first cohort to convene since the bestseller launch of HIGH TQ.

Alumni are invited to review the program at 50% of tuition — and to mark the occasion by bringing a friend or colleague into the discipline.

WHO THIS IS FOR

For professionals ready to move beyond what instinct and experience alone can produce.

OUTCOMES

The Practitioner FOT Produces.

FOT does not hand you techniques to borrow. It changes what you can see — and what you do follows from what you see. Each of the six areas of the methodology produces a named capability.

01 — You navigate by discipline, not instinct

You design and move through consequential transactions deliberately — from first contact to completion — with the Thirteen Steps as the recurring structure you apply to every exchange that matters.

02 — You know where the transaction actually is

You locate any exchange on the Transaction Cycle — and can tell the difference between a transaction that is advancing and one that is being politely endured.

03 — You build the narratives each exchange requires

You construct the specific story each exchange needs before it can advance — and recognize when that narrative is absent, so you stop pushing a transaction that cannot yet move.

04 — You know your own way of transacting

You name your Personality in Transaction — its home exchange, its natural asset, and its characteristic breakdown — and read the same in every party across the table.

05 — You catch your loop while it is running

You recognize your Infinity Loop in the moment — and choose, consciously, to move forward through the exchange the loop is designed to avoid.

06 — You read what every party actually wants

You work from the Conditions of Life — the motivational landscape underneath every stated position — rather than negotiating with the surface of the exchange.

WHAT THE EVIDENCE SHOWS

Thousands of professionals • More than twenty countries • Since 2009

+48.2%

INCOME

Average income reported during the six months of FOT, above the income practitioners could state with certainty before it began. No negative cohort average in thirteen years.

103.9%

HEALTH

Average completion of the physical-activity commitments practitioners contract at the outset — on average, above the level committed to.

119.1%

MONEY

Average completion of contracted financial activities — deposits, investments, debt service — run through the Contract, Fulfill, and Measure exchanges in real time.

Measured across 78 FOT cohorts and 959 practitioners over thirteen years of continuous delivery. Anticipated Income is a certainty floor — signed contracts, base salary and retainers, closed-deal commissions, reliable recurring revenue. Projections, pipeline, and any income attributed to the program are excluded by design. Figures are self-reported at program exit.

TUITION

USD \$5,950 • CAD \$6,900 • AUD \$7,900

Alumni review: 50% of tuition

On average, practitioners have reported approximately \$2.76 in above-anticipated income for every dollar invested.

FORMAT

12 live sessions • Six months
4pm Pacific