

BELIEVE IT!

BECOME IT!

MODULE ELEVEN



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BECOME IT!

MODULE 11

Pillar Principle #5 Performance

Feeling there is meaning in your life is eight times more likely to produce satisfaction than is a high income (King and Napa, 1998)

“When the truly great people discover that they have been deceived by the signposts along the road of life, they just shift gears and keep going.”

Nido Qubein

“Never despair, but if you do, WORK ON IN DESPAIR!”

Edmund Burke

PERFORMANCE FORMULA: Planning + Preparation + Personal Work + Persistence + Prayer = Practically Perfect Performance

Planning

By failing to plan you plan to fail. This reminds me of a story told by Thomas Monson:

Several days ago, while driving to my home, I approached the freeway entrance. At the on-ramp I noticed three hitchhikers, each one of whom carried a homemade sign that announced his desired destination. One sign read “Los Angeles,” while a second carried the designation “Boise.” However, it was the third sign which not only caught my attention but caused me to reflect and ponder its message. The hitchhiker had lettered not Los Angeles, California, nor Boise, Idaho, on the cardboard sign that he held aloft. Rather, his sign consisted of but one word and read simply ‘ANYWHERE.’

Here was one who was content to travel in any direction, according to the whim of the driver who stopped to give him a free ride. What an enormous price to pay for such a ride. No plan. No objective. No goal. The road to anywhere is the road to nowhere, and the road to nowhere leads to dreams sacrificed, opportunities squandered, and a life unfulfilled.

Your thoughts become clarified when you write them out, and they are deeply impressed in

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your mind as you read them over and over again.

We've already discussed each point in the **Believe It! BECOME IT! 5 Step Goal Plan**. Although simple, this plan guarantees goal achievement.

5 Step Goal Plan

- 1 Choose your goals
- 2 Divide your goals into small steps
- 3 Schedule your goal steps into a Daily Action Plan
- 4 Work your plan – *do it!*
- 5 Review your progress regularly

While we're planning, why not plan to win? William Arthur Ward contributed:

I AM A WINNER

...because I think like a winner, prepare like a winner, and perform like a winner.

...because I set high but attainable goals, work toward those goals with determination and persistence, and never stop until I reach them.

...because I am strong enough to say "No!" to those things that would make me less than my best, and to say "Yes!" to the challenges and opportunities that will make me grow and improve my life.

...because total commitment is my constant companion, and personal integrity is my life-time mentor.

...because I am learning to avoid the tempting shortcuts that can lead to disappointment, and the unhealthy habits that could result in defeat.

...because I have a well-earned confidence in myself, a high regard for my (family), teammates and co-workers, and a healthy respect of those in authority over me.

...because I have learned to accept criticism, not as a threat, but as an opportunity to examine my attitudes and to improve my skills.

...because I persevere in the midst of obstacles and fight on in the face of defeat.

...because I am made in the image and likeness of my Creator, who gave me a burning desire, a measure of talent, and a strong faith to attempt the difficult and to overcome the seemingly impossible.

...because of my enthusiasm for life, my enjoyment of the present, and my trust in the future.¹

One world-famous winner had a plan. Although Bobby Unser pumped gas in his father's service station in the 1950's, he was determined to become a world-class race car driver. His daily pursuit of success resulted in winning multiple accolades in the race car industry including a three time victory at the Indianapolis 500. Unser went from meager means to achieving

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considerable wealth, owning a ranch, airplane, racing cars, and Bobby Unser Enterprises that promoted everything from food products to auto tires.

After one of his victories, Unser was asked, “Bobby, what makes you a winner? Your cars are not that much better, are they?”

“I found out years ago that winning pays more than losing,” Unser replied. Then he added this profound thought, “It takes very little more to be successful than to fail.”

Winning is more than quick starts or periodic bursts of energy. From the point of preparation to the thrill of victory, winners are intent to win throughout the race.

“When you are in any contest, you should work as if there were – to the very last minute – a chance to lose it. This is battle, this is politics, this is anything,” advised President Dwight D. Eisenhower.

The little bit more planning, preparation, personal work, persistence and prayer – produces winners who are strong to the finish.ⁱⁱ

Preparation is the second part of the Performance Formula equation. It is Pillar Principle #4 and was discussed previously.

Personal Work

When asked to describe significant regrets in their lives, more than eight out of ten people focused on actions they did not take rather than actions they did. In other words, they focused on things they failed to do rather than things they failed at doing (Ricaurte, 1999).

Thomas A. Edison remarked, “Success is 99% perspiration and 1% inspiration.” Nido Qubein observed, “You may have the loftiest goals, the highest ideals, the noblest dreams, but remember this: nothing works unless you do.”

James Whitaker, the first American to reach the summit of Mt. Everest, knew about hard work and putting forth tremendous effort to reach a goal. Avalanches, dehydration, hypothermia and the physical and mental fatigue caused by the lack of oxygen at 29,000 feet all stood between him and the top of the world’s highest mountain. All of those who dared to climb it before Whitaker had failed. He succeeded.

“You don’t really conquer such a mountain,” he said. “You conquer yourself. You overcome the sickness and everything else – your pain, aches, fears – to reach the summit.”

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After all the planning and preparation, if we want to hurdle barriers and excel like never before, we need to just do it.

Ky Won, age 48, set the difficult goal to stop smoking. In his words: “In order to stop smoking, I said to myself, *All right, this is the litmus test for my whole life. I can't give in!* When I made up my mind to stop smoking, I immediately began.”

Duane, age 65, had a goal to run everyday. He said, “I go first thing in the morning to help me wake up and get my body system going. I dictate into a hand held tape recorder. This helps me feel I'm making good use of the time. I later take the dictation off and put it on the computer. After several weeks or months your body will get accustomed to the exercise and anticipate the lift it gives. My advice: Keep putting one foot forward and then the other.”

Madelyn, age 52, from San Francisco, had two great fears. She was extremely afraid of water, and of public speaking. She told this story:

I was panicked about swimming and about being in front of a group. I was nervous as could be! But I did it! I learned how to swim, and now I am actually not too fearful when I give presentations. The secret is the more I did it, the more I realized that these goals were doable and that I was capable! My confidence has grown through the years as I have done the things I was afraid of.

Persistence

“Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not, unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent.”

Calvin Coolidge

Comparing people who tend to give up easily with people who tend to carry on, even through difficult challenges, researchers find that persistent people spend twice as much time thinking...about what they have already accomplished, the fact that the task is doable, and that they are capable of it (Sparrow, 1998)

Those who do not feel they are taking steps toward their goals are five times more likely to give up and three times less likely to feel satisfied with their lives (Elliott, 1999).

Washington Roebling, builder of the Brooklyn Bridge, modeled persistence in a remarkable way.

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The Brooklyn Bridge, which links Brooklyn to Manhattan Island, is one of the most famous bridges in the world. At the time it was first conceived in 1883, however, bridge-building experts throughout the world told the designer, a creative engineer by the name of John Roebling, that his idea wouldn't work.

Roebling convinced his son Washington, who was also an engineer, that his idea had merit. The two of them developed the concept, resolved the problems others had forecast, and enthusiastically hired a crew to build their bridge. After only a few months of building, a tragic on-site accident took John's life and severely injured Washington, who became unable to talk or walk. Everyone thought the project would have to be abandoned, since the Roeblings were the only ones who knew the dynamics of building the bridge.

Washington, however, could still think, and he had a burning desire to see the bridge finished. As he lay in his hospital bed, he had an idea. He would communicate with the engineers by using one finger to tap out in code, on his wife's arm, what he wanted her to tell them.

Washington tapped out his instructions for 13 years until the bridge was completed."
(God's Little Devotional Book for Leaders)

The story of Rudy Ruettiger is another excellent example of persistence. Indeed, his story became the material for the movie 'Rudy', released in 1993. It is the story of a young man with a dream and undaunted persistence to play football for Notre Dame. Rudy's family, friends and teachers told him that he wasn't college material. They explained that he was too short and not good enough to play. Rudy attended Holy Cross, a college nearby, and worked diligently to achieve excellent grades. He applied, and was denied, admission to Notre Dame every semester until his junior year in college. Rudy then joined the Notre Dame football team as a walk-on player. His dream was finally realized during the last game of his senior year when all of his teammates, one by one, turned in their jerseys so the new coach would allow Rudy to play.

Young Janelle Hanson, age 19, understands persistence. She recounted, "I dedicated over 1800 hours to my dance performance. It was difficult, but worth all the sacrifice. When my muscles ached so badly that I thought it impossible to finish, I would tell myself, *'It's only 2 ½ minutes; you can do anything for 2 ½ minutes! Pull it together and finish!'* Quitting was never an option for me."

Soo Hee, age 45, earned a PhD in a second language. Mr. Hee said, "When I made up my mind to earn a PhD at a quite old age, I put into practice studying right from that moment without delay. And then I devoted myself only to studying."

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Howard, age 55, reminisces about the importance of persistence in obtaining an MBA degree. "In my accounting class I found it was difficult to remember hundreds of rules. I made flash cards and used them all day each day. I reread the rule 50-100 times."

Prayer

THE HEALING POWER OF PRAYER

This interesting discovery concerning prayer was reported by Dr. Larry Dorsey in the Reader's Digest Magazine in June, 1995:

It was during residency training at Parkland Memorial Hospital in Dallas, Texas, when I had my first patient with terminal cancer in both lungs. I advised him on what therapy was available and what little I thought it would do. Rightly enough, he opted for no treatment.

Yet whenever I stopped by his hospital bedside, he was surrounded by visitors from his church, singing and praying. *Good thing, I thought, because soon they'll be singing and praying at his funeral.*

A year later, when I was working elsewhere, a colleague at Parkland called to ask if I wanted to see my old patient. *See him?* I couldn't believe he was still alive. I studied his chest X-rays and was stunned. The man's lungs were completely clear. There was no sign of cancer.

"His therapy has been remarkable," the radiologist said, looking over my shoulder. *Therapy?* I thought. *There wasn't any - unless you consider prayer.*

I had long ago given up the faith of my childhood. Now, as an adult, I believed only in the power of modern medicine. Prayer seemed an arbitrary frill, and so I put the incident out of my mind.

The years passed, and I became chief of staff at a large urban hospital. I was aware that many of my patients used prayer, but I put little trust in it. Then, in the late '80's, I began to come across studies, many conducted under stringent laboratory conditions, which showed that prayer brings about significant changes in a variety of physical conditions.

Perhaps the most convincing study, published in 1988, was by cardiologist Dr. Randolph Byrd. A computer assigned 393 patients at the coronary-care unit of the San Francisco General Hospital to one of two groups. Half were prayed for by prayer groups, and half were not remembered in prayer. No one knew to which group the patients belonged. The

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prayer groups were simply given the patients' first names, along with brief descriptions of their medical problems. They were asked to pray each day until the patient was discharged from the hospital, but were given no instructions on how to do it or what to say.

When the study was completed ten months later, the prayed-for patients benefited in several significant areas:

- They were 5 times *less* likely than the unremembered group to require antibiotics.
- They were 2 ½ times less likely to suffer congestive heart failure.
- They were less likely to suffer cardiac arrest.

If the medical technique being studied had been a new drug or surgical procedure instead of prayer, it would probably have been heralded as a breakthrough. Even hard-boiled skeptics like Dr. William Nolen, who had written a book questioning the validity of faith healing, acknowledged, "If this is a valid study, we doctors ought to be writing on our order sheets, 'Pray three times a day.' If it works, it works."

(*Dr. Larry Dorsey*) I have since given up practicing medicine to devote myself to researching and writing about prayer and how it affects our health. There are studies which suggest that prayer can have a beneficial effect on high blood pressure, wounds, headaches and anxiety. Here are some of the things I've found:

Prayer Can Take Many Forms. In the studies I've seen, results occurred not only when people prayed for explicit outcomes but also when they prayed for nothing specific. Some studies, in fact, showed that a simple "Thy will be done" was more powerful than specific results held in the mind. In many experiments a simple attitude of prayerfulness, an all-pervading sense of holiness and a feeling of empathy, caring and compassion, seemed to set the stage for healing.

Love Increases the Power of Prayer. The power of love is legendary. It is built into folklore, common sense and everyday experience. Throughout history, tender, loving care has uniformly been recognized as a valuable element in healing. In fact, a survey of 10,000 men with heart disease (published in *The Journal of American Medicine*) found close to a 50-percent reduction in frequency of angina in those who perceived their wives as supportive and loving.

Prayer Can Be Open-Ended. Most people who pray are convinced that it can be used in a purposeful, goal-specific manner. But research shows that open-ended entreaties seem to work too. Invocations such as "Thy will be done," "Let it be," or "May the best thing happen" do not involve "using" prayer for specific outcomes, nor do they involve sending

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complicated messages.

Perhaps this is what some people mean when they advocate, “Let go and let God.” Many recognize in their own prayers a spontaneous, uncontrollable quality that brings results.

Prayer Means You Are Not Alone. A patient of mine was dying. The day before his death, I sat at his bedside with his wife and children. He knew he had little time left, and he chose his words carefully, speaking in a hoarse whisper. Although he was not a religious person, he revealed to us that recently he had begun to pray.

“What do you pray *for*?” I asked him.

“It isn’t ‘for’ anything,” he said thoughtfully. “It simply reminds me that I am not alone.”

Prayer is like that. It is a reminder of our unbounded nature, of the part of us that is infinite in space and time. It is the universe’s affirmation that we are not alone.

(Reader’s Digest, March, 1996)

Prayer was the last piece of the Performance Formula. The sum of the parts equals a practically perfect performance.

Practically Perfect Performance

This is where I address the nitty-gritty of goal achievement. Performance is about taking action. As Nike says, “Just DO IT!” After all the plans and preparations have been made, we just need to do it. We need to exert mind over mattress and get out of bed early enough to enjoy peaceful and productive mornings. We need to be organized enough to spend time working on our goals without sacrificing a full life with our families and friends. To hurdle barriers and excel like never before, we need to have a genuine willingness to do whatever it takes to succeed. Perhaps not only succeed, but *exceed* our expectations!

Six Ways to Exceed Your Expectations

1. Avoid the Perfection Trap

At a seminar I attended in Los Angeles the presenter provided an analogy I’ll never forget. He first explained that many people fall short of their goals because they wait for ideal conditions and perfect projects before they move forward. He then said, “These people are like the runner who positions himself at the starting line.” And he moved into place as if to run. The presenter

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then said, “*On your mark*” and he dropped to a runner’s stance and squatted. “*Get set.*” The presenter looked eagerly forward and moved into a final pre-race runner’s position. Then he froze while repeating, “*Get set. . .Get set. . . Get set. . .*”

His point was well made and well taken. Too many times I have been like that runner, carefully planning and preparing but reticent to take action because I wasn’t totally ready or circumstances weren’t exactly perfect. Can you relate to this? Suggestions to avoid the perfection trap:

- When thoughts enter your mind like, “I’m not good enough at this yet,” Or, “This project just isn’t perfect yet,” do this:

Label:	“There’s the perfectionist in me!”
Replace:	“I expect it to be good, but not perfect.”
Focus Forward:	“I’m pleased with excellence without perfection.”

- Delay giving in to the urge for perfection. Force yourself to let a little time pass before re-doing or fixing things to make them perfect. During that delay, repeat the label/replace/focus forward process above. Time usually dilutes a sense of urgency and gives you a chance to re-think your tendency to make it perfect.
- Write an affirmation card that says, “I’m a relaxed person who can let unnecessary things go. I practice moderation and toleration.”

A study, completed in 1996, at the University of Georgia, concluded: “Those who believe they will fail to achieve their goals are unhappy, but so too are those who believe they will *exactly meet their goals*. Those who are happiest believe they will meet *some of their goals* and will receive satisfaction from multiple aspects of their lives.”

2. Reconcile Yourself to Obstacles

On your journey toward goal achievement, realize at the outset that you’ll encounter obstacles and challenges on the way. Indeed, distractions, delays, detours and disappointments are part of the process of becoming. Few things worthwhile are achieved without effort and struggle. Hours may be long, complications profound, and frustrations many, but your strength of character is defined by your ability to overcome.

3. Learn from Failure

Each time you encounter a setback, refuse to allow it to affect your self-esteem or your momentum. Instead, ask valuable questions:

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- “What can I learn from this?”
- “How will this help me become a better person?”
- “Was this the result of poor efforts, unrealistic expectations or circumstances beyond my control?”
- “Did I cause this problem? How?”
- What can I do to improve?
- How can I avoid a similar problem in the future?”

You may also consider whether psychological issues contributed. Students of the mind understand that our beliefs and mental powers significantly shape the nature of our experiences. While your projects will vary and your work environment may change, you always take your belief patterns wherever you go. For that reason it is imperative that you analyze, as dispassionately as possible, whatever contributions you may have made to your own failure and to your perceptions of the experience.

There is value in failure. The value lies, in part, in its ability to reveal elements in your personality never seen at other times. After all, anyone can succeed when he's surrounded by loving people, a supportive environment, and interesting projects. It's in the face of obstacles and failure that weaknesses and strengths become obvious. Losing to an adversary may expose weak interpersonal skills and rejected proposals may reveal mediocre job skills. Failure tests our character, resolve, optimism and our ability to respond in positive ways. Without minimizing the disappointment, we really only have two choices regarding our response to failure. We can either allow it to impede our progress, or recognize that within each failure are gifts: something to learn and an opportunity to grow. And within each person is the ability to take failure and use it as a stepping stone to success.

Before setting out to achieve new goals we should ask ourselves questions about past failure. “Why haven't I reached the goals I created in the past? Why have I failed? What's holding me back?”

While you're evaluating past failure, obey two rules:

Rule Number One: Don't blame others.

Rule Number Two: Only analyze past failures to learn from them.

Rule #1 Don't Blame Others

We've discussed the futility and negative consequences of blaming others, and the rewards of using your agency to choose positive paths. Think about taking all the energy previously used for blaming/resenting others/ heaping piles of guilt on yourself, and spending that energy in a

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positive way - like focusing on achieving a highly-defined goal! Imagine the results! Again, there are prerequisites for this: First, a belief that you can do it. Second, a desire. Third, consistent effort. But oh...the pot at the end of that glorious rainbow is living an extraordinarily happy life!

Additional thoughts on blaming others:

“Nobody is a real loser – until they start blaming somebody else.” John Wooden (one of the greatest basketball coaches of all time)

“The longer you dwell on another’s weakness, the more you infect your own mind with unhappiness.” Hugh Prather

“A man placed on a strict weight-loss program gave in to temptation one morning and bought doughnuts at the bakery. When asked why he heated on his diet, he said it was God’s fault for opening up a parking place right in front of the bakery as he drove by. When all else fails, some people blame God!” Glenn Van Ekeren

“The coach of a high school baseball team became frustrated with the performance of his first base player. Error after error made it difficult for the other players to have faith in him and winning games depended on his improved performance. One afternoon the coach grabbed a glove and headed for first base to show the player how it should be done. The first ball that was hit toward him took a bad hop and clobbered the coach in the chest. Next came a popper just outside the first baseline. Lost in the bright sun, the ball glanced off his glove and hit him in the forehead. Then a wild throw from the shortstop caused the coach to dive, splitting open the seat of his pants. Exasperated, the coach turned to his first base player, handed him the glove and shouted, ‘You’ve got this position so messed up, even I can’t do a thing with it!’” Glenn Van Ekeren

A mother brought her two arguing children together and demanded they make immediate amends. The siblings hesitantly apologized to each other, and then the younger commented, “I’m apologizing on the outside, but I’m still angry on the inside.”

True forgiveness roots out negative beliefs. It doesn’t bury the hatchet while allowing the handle to remain exposed. Although this is challenging, nonetheless there is a requirement to let go of blame, resentment and negative feelings from the past if you are to move forward unencumbered; free of the backwards-pulling negativity that prevents progress.

Rule #2 - Only Analyze Past Failures to Learn From Them

The only reason for looking backwards at your mistakes is to help you become a better

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person - by learning what did and didn't work. For example, if you were fired from a job, it's healthy to ask why. Perhaps financial troubles caused the company to cut 200 jobs; it had nothing to do with your skills. However, maybe you were fired for a personal reason that you need to evaluate carefully.

When assessing your strengths and weaknesses, one of the best things to do is talk with a trusted friend or relative, someone whose opinion you value. Spend time with that loved one and take an honest look at where you are and where you want to be. Talk about how *you* perceive your strengths and weaknesses, and ask for his honest opinion. Discuss why he thinks you haven't reached previous goals. Then, listen with an open heart, never taking offense. Write down his ideas, and *consider* using them to help you determine your goals.

Another way to learn from past mistakes is to analyze the following areas relative to your weaknesses and strengths. Ask yourself questions to:

- A. help you understand what has held you back
- B. learn from your past weaknesses
- C. prevent past mistakes
- D. turn weaknesses into strengths

And then create healthy, forward-focusing statements that will help you progress.

Psychological (thoughts, words and actions)

A Question: "What thoughts/words/actions have kept me from my goal?"

Statement: "I think positive thoughts and only do that which takes me toward my goals."

B Question: "What bad habit should I eliminate?"

Statement: "I can stop procrastinating and begin following through right away."

C Question: "What mistakes have I made that I can learn from?"

Statement: "I've used negative self-talk and that's hurt me. Now I think only positive thoughts about myself and others."

D Question: "What weakness can I turn around and make a strength?"

Statement: "I've been too critical of others. Now I look for people's good qualities."

Environment (home, work space, recreational environment)

A Question: "What circumstances do I put myself in that make it difficult to succeed?"

Statement: "I create an environment that helps me reach my goals."

B Question: "What can I learn from my past weaknesses?"

Statement: "I've always had a huge "snack" when I got home from work, and now I eat a piece of fruit and then wait until dinner."

C Question: "What can I do to prevent mistakes?"

Statement: "I put a lock on the refrigerator." (Just kidding) "I have my fruit snack"

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waiting and a note to remind me of my resolve, until it becomes a habit.”

D Question: “How can I turn my weakness into a strength?”

Statement: “I use lots of positive reinforcement and partner with caring loved ones who help me reach my goals.”

Relationships (romantic, family, business, social)

A Question: “What people in my life weaken me? Who strengthens me?”

Statement: “I surround myself with people who help me reach my goals.”

B Question: “I’ll list the people who pull me down and who lift me up.” (Write their names down)

Statement: “Since I know who weakens me, I don’t associate with them. I only associate with people who strengthen me.”

C Question: “Can I prevent mistakes by associating only with good, strong people who truly care about my well-being?”

Statement: “I prevent mistakes by associating with people who truly care about my well-being. I avoid all others.”

D Question: “How can I turn past relationship failures into strengths?”

Statement: “I know what doesn’t work with relationships, and I know what does. I only do those things that contribute to healthy, peaceful relationships.”

As you’ve moved through this book, you’ve spent some time examining what’s held you back, and you’ve looked at things that have possibly prevented you from achieving past goals. If you took the time to do the exercises above, you’ve questioned your limiting beliefs and you now have the skills to move forward.

4. Don’t Give In to Worry

Sometimes when we encounter setbacks we allow those experiences to prevent us from enthusiastic forward movement because of worry and anxiousness. We allow failure to discourage us and shake our self-beliefs. Have the strength of character to refuse self-recrimination. Rather, spring back with a healthy rebound after defeat and realize that worry is like a rocking chair: it keeps you busy, but it doesn’t get you anywhere!

All outstanding achievers share one trait: they are convinced of the importance of their goals and they pursue them with great tenacity, refusing to allow anything – including failure and concern – to keep them from success. Reserve your precious energy for a laser beam focus on your goals.

5. Schedule Time to Review Progress

Set aside a regular time each day, week, month and year to review your goal progress. When

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goal review is a normal part of your schedule it's easier than if you have to "work it in."

Use your "Review Progress" time as a brief routine checkup (your yearly review may take longer), not as an exercise in faultfinding. Daily progress will usually be negligible, but greater progress is obvious when reviewing past weeks, months, and years.

Have an objective and subjective measurement for each goal. An example of an objective measurement:

Daily: "I called three more contacts today than yesterday."

Monthly: "I sold six more products this month than last month."

For subjective measurement, ask yourself, "How do I feel about my progress? How is my attitude? How strongly am I committed to my goals? What is my confidence level?"

Daily: "I am more confident selling than I was last week."

Monthly: "I'm really proud of the progress I've made!"

6. Goal Affirmation

Power Belief #2, "I Am Joyful and Confident" included information about creating affirmations to improve your self-beliefs. Those differ from Goal Affirmations because they talk about self. Goal affirmations address your positive beliefs concerning your goals. These statements describe the emotions you feel when you reach your goal.

Goal Affirmations are beneficial as they help you create the picture images in your mind that become like real experiences. They also impress the goal over and over on your subconscious mind which virtually guarantees goal achievement.

Twice each day (morning and night) you should read and say your Goal Affirmations with conviction. These statements are written as if you've already achieved your goals. Remember, your subconscious mind can't tell the difference between reality and something imagined in great detail. Your Goal Affirmations serve as visualization tools to help you create a "real experience." Combine that with acting *as if* while you're diligently pursuing your goals, and success will be yours! Here are sample Goal Affirmations for the first twelve goals in the "Goals For Extraordinary Living" section. There are three things to remember when writing Goal Affirmations. Use:

1. Personal pronoun ("I")
2. Present tense verbs ("feel")
3. Emotion words ("pleased")

Work Goals

Goal Affirmations

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- | | | |
|----|------------------------|---|
| 1. | To be more appreciated | "I feel good when my boss congratulates me for my excellent work" |
| 2. | To be more influential | "It makes me happy when my boss asks my opinion." |
| 3. | To be more competent | "I'm pleased when I see the good work I'm doing." |
| 4. | To be more creative | "My creative imagination is one of my best talents." |
| 5. | To be more efficient | "I feel great when I finish my work quickly and efficiently." |
| 6. | To get promoted | "I am thrilled that my boss offered me the new position." |

Physical Goals

Goal Affirmations

- | | | |
|----|---------------------------|--|
| 1. | To be more attractive | "I am delighted when I look in the mirror." |
| 2. | To be healthier | "It's great to know that I'm almost never sick." |
| 3. | To weigh more or less | "I feel fine at 129!" Or, "I feel great at 208!" |
| 4. | To be more physically fit | "I like the way my body looks and feels." |
| 5. | To have more energy | "It feels super to have so much energy!" |
| 6. | To be stronger | "I'm happy to know I can lift my own body weight." |

Successful people have control of their lives, with clearly defined goals and purposes that they affirm. They know where they're going and they don't leave things to chance, but make life happen for themselves and their loved ones. On the other hand, so many people seem to have a weekly goal of simply "making it to Friday," so they can "celebrate" on the weekend.

A goal-seeker's greatest hope is to not only achieve the goal but to exceed it. For example, if your goal is to be more influential at work, you're most happily surprised when the owner invites you to be the new vice president! Those who follow the Believe It! BECOME IT! strategies discover that their fondest dreams become realities. Then, the next step is to set new goals and move up to the next level of living.

Daily Action Plan

Successful people spend at least fifteen minutes every day thinking about what they are doing and can do to improve their lives. (Niven, 1998)

MORNING

1. Immediately upon arising, go to a special place in your home where you can spend just 5 minutes relaxed and quiet as you imagine achieving your major goals. Imagine, in great detail, accomplishing each goal. Envision your relief and joy as you reach each

BELIEVE IT!
BECOME IT!

goal. Project your mind forward to success.

2. As you get ready for the day, read the positive thoughts, power beliefs, and affirmations on the 3x5 cards posted in your bathroom. They're like this:

- "I create positive, healthy changes in my life."
- "I am joyful and confident."
- "I feel great at 128!"
- "I am a highly successful salesperson."
- "I enjoy meeting people and selling product that I believe in."

3. Make a "To Do" list of things you intend to accomplish that day. Be sure and add the items you didn't accomplish the day before. Write your list in small, do-able steps. Set a time limit for each item, if you wish.

DURING THE DAY

1. Do the most important things first and cross off each item as you complete it.
2. Focus on listed tasks only; don't get distracted. Delegate all you can.
3. Throughout the day be positive, grateful, and imagine success.
4. No matter how busy you are, do one thing (even if it's small) for yourself, and one kind thing for someone else.

EVENING

1. Take 10 minutes at the end of the day to repeat Morning Step 1.
2. As you get ready for bed, repeat Morning Step 2.
3. Right before you go to sleep think thoughts of gratitude and love.

**"Whatever I have tried to do in my life, I have tried with all my heart to do well."
Charles Dickens**



Dr. Paula Fellingham's

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