

## **Believe It, Become It! How To Hurdle Barriers and Excel Like Never Before Dr. Paula Fellingham**

In America the traditional greeting is a handshake. In some Asian countries, do you know what they do? They put their hands together across their chests and they bow slightly forward. Do you know what this means, literally? It means “I bow to the divinity within you.” And today, my friends, I bow to the divinity within each one of you.... to your potential to not only reach but exceed your goals and be highly successful in every area of your life.

Today I’ll share principles that will give you “life power.” The power we need to **amplify** our lives – to achieve our maximum potential – the power to enable us to take immediate control of our thoughts, words and actions and live extraordinary lives. It’s the same power we’ll use to lift others to become their ideal selves.

There is, within every human being, the belief that we can be more than we are. I applaud you for being here today – for taking the time to discover new ways to illuminate your life – to spark an even more brilliant “life light.”

Today I’ll share proven strategies of all highly successful people. These are some of the foundational principles in *Believe It! Become It! How to Take Immediate Control and Create an Extraordinary Life*.

When you leave this presentation, you’ll know three POWER BELIEFS that will amplify your life in dramatic ways:

1. BELIEF: I Can Create Positive Change in my Life
2. BELIEF: I Am Joyful and Confident
3. BELIEF: I Become My Ideal Self by Vividly Imagining and Acting “As If”

Let’s return to the first belief – I Can Create Positive Change in My Life

Any change first begins with a thought...so that's the first step – to learn how to direct and control our thoughts.

WHY do we need to know how to control our thoughts? Because every word and action begins with a thought and because if you don't, you're like the person who allows her thoughts to take her wherever they will – thinking in self-negatives and being pulled backwards into the damaging beliefs of the past... blaming, resenting, coveting - crippling herself emotionally.

On the other hand, successful people know how to direct their thoughts in positive ways. They see the good in their lives – and they deal with the bad stuff in healthy ways. They get past the past and focus on the future. That's what we want, and here's how to do it:

Success begins with your own beliefs.

**“The greatest discovery of my generation is that human beings can alter their lives by altering their beliefs,”** wrote **William James**.

Within each one of us is a power we scarcely tap. This power has fueled heroic deeds since time began and has energized great inventors, artists and musicians throughout the ages. It's the exact same power available to each of us - every day of our lives. It is **the power of belief**.

What is a belief? It is **a sense of certainty** about something. For example, if you believe you're a good musician you think, “I feel certain that I'm a fine musician.” And that sense of certainty helps you produce beautiful music. On the other hand, a negative belief works the same way. If you say, “I'm a terrible singer” you'll produce the results that validate your belief.

**Marcus Aurelius** **“A man's life is what his beliefs make of it.”**

**Dale Carnegie** **“Believe that you will succeed. Believe it firmly, and you will then do what is necessary to bring success about.”**

As you develop the sense of certainty that positive beliefs provide, you'll be able to accomplish virtually anything, including those things that others think are impossible.

Let's take a look at **people who believed in themselves** and in their special contribution:

- **Dr. Seuss's first children's book was rejected by 23 publishers.**
- **Michelangelo endured 7 long years lying on his back on a scaffold to paint the Sistine Chapel. He was nearly blinded by the paint that dripped in his eyes.**
- **Michael Jordan was cut from his high school basketball team.**
- **Walt Disney went bankrupt four times before he succeeded.**
- **Charles Goodyear was imprisoned for debt and ridiculed by family and friends.**
- **Albert Einstein's doctoral dissertation was rejected and called "irrelevant."**
- Thomas Edison failed one thousand nine hundred ninety-nine times before his invention worked. He remarked, "I am not discouraged because every wrong attempt discarded is another step forward."

I believe we're all here to contribute something unique and that each of us has a special gift, a particular talent, to share with others.

### **Power Belief #1 I Create Positive Change as I Control My Thoughts**

#### **The first step to becoming is to get yourself out of the way!**

Michael despised his cubicle. He was envious each morning as he passed the offices with doors, occupied by executives behind large mahogany desks. Michael wanted a promotion, but it was a wish, not a goal. A wish is a goal without the "do" and without the deadline.

One evening Michael expressed his discontent to his wife. She quickly reminded him that he should be grateful for his job and be content. "Don't make waves," his wife counseled. "We're fine the way things are. Don't do anything that might put your job at risk!"

The next day Michael repeated her words in his mind as he walked by the executive offices. And he thought, "She's right. I'm not smart enough to get promoted, anyway."

What if Michael had taken another path in his mind? Instead of going down the low road of Negative Thought, he could be striding confidently along the high road

of Positive Belief - which always leads to successful **becoming**.

**You have a myriad of choices every moment...your mind will take you wherever you wish.** The very first and most important thing you need to understand is your role in creating the results that are your life.

And yet, many people are weighed down with **challenges that are absolutely no fault** of their own. **Children are abused, parents divorce, fat genes are part of life...bad things happen to good people.** But right now, **as adults, we have choices regarding how we deal with our past and present** circumstances. **We can either point fingers, blame, withdraw, resent, or we can turn our faces to the future and focus on solutions. We can allow ourselves to be pulled backwards, or we can** “take the best and discard the rest” from past experiences, and **move forward. The choice is yours.**

### **The Principle of CHOICE Makes Change Possible**

I remember the very moment it happened...I was sitting on the front row of a seminar when the speaker quoted **Eleanor Roosevelt**. That great lady said, **“No one can make me feel inferior without my consent.”** I remember thinking, *Wow! That means that we allow people to offend us...we allow people to make us angry. Our reaction to people and our circumstances is our choice!* And then my mind took it a step further and I thought, *That means that if we can allow people to make us angry, we can refuse to be offended, or angry...*

Time actually seemed to stand still as I pondered, then understood, this incredible concept: **We can respond to others and to our circumstances however we choose.** And I realized that the time had come to take control of my life.

Soon afterwards I learned about Victor Frankl. Let me take you to the place where he learned this same priceless lesson:

The year is 1945...you are in Auschwitz, Germany imprisoned in a concentration camp whose horror defies description.

Your entire family has been killed. You're a Jewish psychiatrist named Viktor Frankl.

The guards have stripped you, beaten you, starved you and deprived you of sleep. And yet, you live on....determined to somehow create meaning out of this horror.

As you are experiencing this hell on earth you come to an incredible understanding:

The guards can torture you, but you have the power to respond to them however you CHOOSE. They can beat you, but they can't take away your will to live. They can strip you, but you can clothe yourself with mental power beyond their reach.

They can starve you, but you can feast on your dreams of the future.

You see, Victor Frankl imagined himself at a university pulpit, teaching the future generation about the ultimate freedom - the freedom to choose how you respond to life.

He was passionate about living to tell his story so that never again would a human being be allowed to cause such suffering as he had endured.

Those prison guards couldn't make Victor Frankl angry or discouraged. Think how our lives would change if we truly understood and applied this concept! We would no longer blame others. We wouldn't say, "You make me angry!" because we'd understand that no one MAKES us angry; we can choose to be in control of our emotions. We wouldn't blame people, our circumstances, the weather, etc. for anything. We wouldn't say, "I can't get up that early...I'm just not a morning person" because we're any kind of a person we choose to be! This is an incredibly important principle. This means that you and you alone own your thoughts, feelings, words, and actions. Is this difficult? Yes, because it's easier when you can point to someone else while you're saying, "It's not my fault...he made me do it!" It's my parent's/husband's/boss's fault!" (Flip Wilson, years ago said, "The devil made me do it!")

Let's talk about Marlene – she didn't get it.

Marlene was furious at David, her husband. It was 7:30 at night and he still wasn't home. She had made a lovely dinner and had prepared his favorite dessert. Marlene and both children had waited until 7:00 o'clock, but they finally gave up and ate without him. With each passing minute Marlene became more angry. She complained to the children about their father's irresponsibility, and after dinner she impatiently paced the floor. When David finally arrived, Marlene exploded with a flood of accusations and belittling remarks.

Was Marlene's behavior justified? Maybe David had promised to be home at 6:00 pm and this was the fourteenth time he was late. Maybe it was the first time - that doesn't matter. The question is, should David's behavior determine Marlene's reaction?

If Marlene understood that we are responsible for our emotions, regardless of the words or actions of others, perhaps she would have taught her children a far different lesson that night. This is how the evening should have been:

Marlene thought, *Darn...David is late again. I wonder what happened. I hope this dessert will taste as good when he gets home.* "Well, kids," she remarked cheerfully, "It looks like Dad won't be here for dinner, but look how delicious this looks....hop up to the table and let's eat." Instead of focusing on David and the possible reasons for why he wasn't there, Marlene focused on the children. She asked each one about what they learned at school that day, she shared her experiences of the day, and she genuinely enjoyed the meal. After dinner Marlene read stories to the kids.

Does understanding this principle mean that we never get upset when things go wrong? Of course not. The difference is that we don't blame others for our reactions. We learn how to control our emotions and we wait until an appropriate time to discuss the problem. And when the time does come to talk about it we communicate in a way that doesn't create more problems.

As you listened to that example, you may have thought, *You don't understand; I have some real challenges in my life. And there are genuine toxic personalities I have to deal with on a daily basis! It's really NOT my fault that my life is the way it is.*"

OK, let's go there.

First let me console you by saying that it is at the very core of human nature to blame other people. It's like survival of the fittest - self-preservation - to try to escape accountability. You don't want to be responsible, because if you are....you're accountable.

It's *far more difficult* to accept accountability for your life. But once you "get it" and grab hold - taking control and the responsibility for the results in your life - you'll begin to achieve as you've never achieved before.

## **Let's talk about our self-beliefs.**

We each carry with us mental pictures of ourselves; our self beliefs. These beliefs may be unclear to our conscious mind, but they are there, down to the last detail. They're our ideas about who we are, formed from past experiences, successes and failures, embarrassing moments, and the way people have treated us, especially during childhood. From all these experiences we mentally create a picture of ourselves. Once a belief goes into this picture it becomes fact to us and we don't question its validity, but act upon it as if it were true.

**Your self beliefs form the foundation for your personality and your behavior.** Therefore, these **self beliefs are the key to change** because **your actions are always consistent with your beliefs and your beliefs can be changed.**

**Because our actions are always in harmony with our beliefs, when we believe we're successful we usually are – when we believe we'll fail we find ways to validate that belief.**

**How about the child who's told she's no good in math?** Parents say things like, "None of our family is good in math. We just don't understand it!" Other parents make similar comments about music or athletics.

Did anyone ever tell you that you weren't a good singer, or that you were clumsy? Most adults can easily remember stinging comments like these.

Raise your hands if you ever heard a negative comment about your abilities when you were growing up.

Children who hear such remarks, day after day, soon come to believe them. They create self-talk that's negative. "*I'm just no good in math...none of my family is.*" Or, "*I could never make the team, so I just won't try out.*" Or, "*Since I can't sing, I shouldn't take chorus and I'd make a fool of myself if I tried out for the school musical.*" Then, sure enough, they don't excel in those areas, but they don't ever think that the trouble may lie in their core beliefs about themselves – and those beliefs could be wrong!

And the saddest fact is - we sometimes carry these negative beliefs throughout our lives! We develop limiting beliefs about who we are and what we're capable of

from our earliest years and based on past failures, we believe we'll fail in the future. But the wonderful news is - *the past doesn't equal the future!*

How about the **businesswoman who believes she can't sell?**

Oh, she'll agree:

- **she has good people-skills; she's friendly and personable.** But she was
- **rejected by the first six people** she tried to sell a product to, and now
- **firmly believes she'll never be a good salesperson.**
- **"I'm just not good at selling!"** she'll explain. And sometimes, instead of saying, "I'm not a good salesperson," she says, "I'm a failure." And then she
- **allows her failure in one area to affect other areas of her life.**

**But there's good news!**

**Dr. Maltz wrote: "Numerous experiments have shown that once the concept of self is changed, other things consistent with the new concept of self are accomplished easily and without strain."**

**The key is you. You must:**

- **Believe you can change and want to change your negative self-beliefs**
- **Identify the beliefs you need to alter**
- **Learn and use key skills**

We're going to go straight to learning a key skill. This may be the most important thing you learn today. I'll teach you how to control your thoughts.

There are three steps -

## **LABEL**

**Label your negative thoughts the moment they enter your mind. Like this:**

- **"That was negative."**
- **"That was unkind." (critical)**
- **"That wasn't like me...I usually don't think negative thoughts."**

## **REPLACE**

**Replace your negative thoughts**

Replacing negative thoughts is best done by trying to 'be' the person you're

thinking about, with his life experiences, needs and desires. This requires you to put yourself in the other person's position and consider **why** he's speaking or acting as he is.

- **“I can understand why she's doing that...it's because she...”**
- **“If I understood her better, I'd probably like her more. I'll get to know her.”**
- **“Hey - different strokes for different folks!”**

## **FOCUS FORWARD**

### **Focus Your Thinking Forward**

- **“I usually don't think unkind thoughts like that. I'll do better next time.”**
- **“I might not have all the facts. I'll learn more and then it'll probably make sense.”**

**(For adults who regret their past actions)**

- **“I made the best decision I could with the information I had at the time. Now I have more information, and I'll do better in the future.”**

The steps to change negative self-beliefs aren't difficult but as with all things worth doing, it requires effort. And yet – don't let yourself become discouraged if changing your thought patterns is hard. Your previous ways of thinking are habits, and it takes about three to six weeks to break a habit.

I'd like you to help me illustrate this. Will everyone please fold your arms? Now unfold them and fold them again the opposite way. **HABIT** is so powerful.

It comes back to the question, “How badly do I *really want to change*?” That reminds me of a well-known story about Socrates.

Socrates Story.

I'd like to submit that when our desire for change is great enough, we'll make the effort to control our thoughts and direct them in positive ways.

Before we leave this power belief – let me ask you - what are the three things we do to control our thoughts when a negative thought enters our mind?

Label, replace, focus forward. Excellent!

## **Power Belief #2 Speaking Positively is the Key to Joy and Confidence**

Who do you admire most in your life? Who are you drawn to? Usually it's the joyful ones who smile, laugh, compliment others and radiate happiness.

### **I Create My Own Happiness (is part of this belief)**

**Happiness is all about focus. Whatever you focus on pulls you in that direction, either negative or positive. So the secret to happiness is to *choose* to focus on the positive, no matter what. Abraham Lincoln reminded us, "Folks are about as happy as they make up their minds to be."**

There's a vast amount of research on this.

An experiment conducted at Stanford University by S. Lyubomirsky, in 1994, concluded that: **Happy people do not experience one success after another and unhappy people, one failure after another. Instead, surveys show that happy and unhappy people tend to have had very similar life experiences. The difference is that the average unhappy person spends more than twice as much time thinking about unpleasant events in their lives, while happy people tend to seek and rely upon information that brightens their personal outlook.**

**How can we focus on the positive? Exactly how do we create happiness? How do we create joy and confidence?**

### 10 Ways to Create Joy and Confidence

1. **Think gratitude.** Instead of looking at what you don't have, pay attention to what you have and to the good things about your life.

**Dale Carnegie** remarked, "Happiness doesn't depend on outward conditions. It depends on inner conditions. It isn't what we have or who we are, or what we are doing that makes us happy or unhappy. It's what we think about it. For example, two people may be in the same place, doing the same thing, and yet one may

**be miserable and the other happy. Why? Because of a different mental attitude.”**

Story of woman at NATO Headquarters, Mali, West Africa

2. **Offer love and kindness** – be others-centered.  
**Mother Teresa said, “Spread love wherever you go. First of all in your own home. Give love to your husband, your wife, your children, your next door neighbor. Let no one ever come to you without leaving better and happier. Be the living expression of God’s kindness. Kindness in your eyes, kindness in your smile, kindness in your warm greeting.”**
5. **Be flexible and cheerful.** Our ability to adapt well and be cheerful is an indicator of our strength of character.

Story of Dr. Charles Garfield and the employee in a toll booth

6. **Be passionate about something.** People who open their eyes each morning and immediately look forward to something that they’re passionate about are usually interesting folks who focus on the positive. My son David – an All-American swimmer (now on a mission in Oklahoma) got up every morning at 4:45 to get in the pool. Why? (Tell why) Because they want it so badly - We need to schedule time for things we love doing - you can give love better from your overflow – so fill your cup! In our book we talk a lot about HOW to do this.
7. **Use Positive Self-talk and Healthy Self-fulfilling Prophecies**

We want to turn self-talk from negative to positive:

Instead of negative self-talk:

- “I’m so stupid!”
- “I’m such a lousy mom”
- “I’ll never understand this computer!”

Say:

- “This isn’t what I’m best at, but I’ll keep trying and get better!”
- “Each day I’m more patient and loving.”
- “I’m clever enough to figure this out!”

**Another thing we can do to create joy and confidence** is to:

## 8. Ignore your negative thoughts

We all have thousands of thoughts each day. Some are going to be positive and productive, and others will be worrisome, fearful, covetous, etc. **The question isn’t whether or not you’re going to have negative thoughts – we all do - it’s what you choose to do with the ones you have.**

You really only have **two choices**. You can either **worry about them**, analyze them, think more and more about them, **or** you can **dismiss them**; let them go! When you have a thought – that’s all it is...just a thought. It can’t hurt you without your permission.

Think of your negative thought as a match which has just been lit. (LIGHT A MATCH!) You can either blow it out immediately and stay healthy, or you can create a mental snowball and let it burn, hurt and scar you.

(Paula blow it out) “The choice is yours.”

Let’s look at two examples:

Karen, painfully shy, was completely convinced that her introversion and her low self-esteem were her parent’s fault. Karen bitterly explained, “My parents didn’t do a very good job, and that’s why I’m a social failure.”

Karen let the negative thoughts fester and wound her; convincing herself that she should indeed be unhappy. Instead, she should realize that although her childhood was difficult, **IN THIS PRESENT MOMENT SHE HAS A CHOICE** and can direct her thoughts. Another example:

Darrel and Katie had a quarrel just minutes before Darrel left for work. Darrel “blew out the match” and let the negative thoughts go soon after he left the house. Katie, on the other hand, was still stewing and angry about the issue when Darrel

came home at 6:00 o'clock that night.

While Darrel was able to have a productive day, Katie didn't get anything accomplished because she spent hours calling family and friends to complain and get advice. What she didn't understand is that an argument that happens in the morning is no longer an actual argument, it's a thought in your mind.

I'd also like to suggest we make an effort to

9. **Eliminate *all* negative expressions**, no matter how benign they may seem because our subconscious minds take it all in – and anything negative becomes part of who we are. So **get rid of little negatives that weaken you.**

- **“I'll never get through this – there's so much to do!”**
- **“If I didn't have bad luck I wouldn't have any luck at all!”**
- **Yep – I knew it! Just when things were starting to go well, this had to happen.”**

**Another key is to**

10. **Stop asking yourself bad questions and start asking good ones.**  
Instead of:

- “Why does this always happen to me?”**
- “Why can't I ever remember names?”**
- “Why don't they like me?”**

**Ask yourself:**

- “What could I do to make myself feel happier right now?”**
- “What can I learn from this that will make me a better person?”**
- “Who can I help today?”**

**By improving the words you consistently use you can immediately improve the quality of your thoughts, your emotions and your life.**

Let's learn another skill that will help you change your core self beliefs: They're called:

## Confidence Concept Cards

Let me tell you about my friend - a previously struggling and now highly-successful salesperson who made this idea work for her. She put 3x5 inch cards where she could easily see them - on her bathroom mirror, her desk at work, in her car (on the visor), and in her planner. These cards were Confidence Concepts that affirmed her goodness.

“I am a great salesperson.”

“I radiate confidence and kindness to everyone.”

“I am a loving wife and patient mother.”

“I am organized and efficient at work and at home.”

“Nothing is impossible because I’m successful in every area of my life.”

Can this type of positive input, read regularly and believed sincerely can have a powerful impact on your level of confidence? Absolutely!

Speaking positively to yourself and others is the KEY to joy and confidence!

The lesson is to look at life through lenses dipped in optimism and to remember that “As a man thinketh in his heart, so is he.”

We can do this – we CAN speak more positively to ourselves and others.

Before we leave this second power belief, I want to be sure we’re on solid ground with speaking positively to ourselves and others. Highly successful people know how to turn negatives into positives: Let’s do one together:

“I can’t do that!”

(Label) “That wasn’t like me – I usually don’t think negative thoughts”

(Replace) “I can do anything I decide to do!”

(Focus Forward) “I’ll try it again.”

## Power Belief #3

### I Become My Ideal Self By Vividly Imagining and Acting ‘As If’

**Before we can talk about imagining our goals and becoming our ideal selves, we need to understand the importance of setting high, achievable goals. Every successful person does this.**

**“Some men see things as they are and say, ‘Why?’ I dream of things that never were and say, ‘Why not?’”**

**George Bernard Shaw**

**“Nothing Happens Unless First a Dream”**

**Carl Sandburg**

Our challenge? To turn our invisible dreams into measurable realities.

(pix)

Imagine a pilot coming over the intercom and announcing: “I have some bad news and some good news. The bad news is we’ve lost one engine and our direction finder. The good news is we have a tail wind and wherever we are going we’re getting there at a rate of 600 miles an hour. People often fly along like that – directionless, but being pushed swiftly along by the winds of circumstances.

(pix)

I love the story about the time Justice Oliver Wendell Holmes misplaced his ticket while traveling on a train. Watching him fumble through his belongings and pockets in growing frustration, the conductor said, “Don’t worry about it, Mr. Holmes. I’m sure you have your ticket somewhere. If you don’t find it during the trip, just mail it in to the railroad when you reach your destination.” Holmes looked the conductor in the eye and said, “Young man, my problem is not finding my ticket. It’s finding out where in the world I’m going!”

## **7 Steps to Success**

### **Choose Only Those Goals You Deeply Care About and Are Absolutely Committed to Achieving**

The more deeply you are convinced of the absolute necessity of reaching your goals, the more tenacity you’ll exert as you work toward them.

How do you decide on your goals?

- Go somewhere alone
- Think deeply and slowly about the most important things in your life

- Carefully consider where you want to be in ten years  
Ask yourself, “What do I want to be doing in ten years? Who do I want to be with? What do I want to look like? What do I want my life to look like?”
- Then think about your life in five years...in one year...in six months...in one month.
- Create detailed, visual pictures in your mind of your ideal self and your ideal life
- Use our “I Dr.” 3-Step Formula:  
Identify your goals  
Decide which are highest priority  
Resolve to focus like a laser beam

## 2. Write Your Goals in Detailed Specifics

This is of upmost importance. There was an experiment conducted in 1985 with 100 high school students who all decided on future goals.

50 of the students talked about their goals but never wrote them down

50 students wrote their goals in specific terms and gave time limits

Ten years later the students were questioned.

Of the fifty students who didn’t write their goals down, 15% achieved them

Those who wrote in specific details with time deadlines, 92% achieved their goals

Give your mind a clearly-defined goal it can envision and work toward. Here’s a good example: “I will give the presentation to 12 people before Friday at noon.”

## 3. Give Yourself a Time Limit

You want dreams with a deadline.

## 4. Break Goals Into Small, Do-able Steps

No matter how large the task, it is infinitely easier when broken down into daily tasks.

If \_\_\_\_\_ is one of your goals, this is how it’d look:

<b>Goal</b>	<b>Time Limit</b>	<b>How</b>
-------------	-------------------	------------

#### **4. Consistently and Enthusiastically Take Action**

**“Nothing good or great can be done in the absence of enthusiasm.”**

Tom Peters

When the alarm goes off and you know that means work-out time, instead of thinking “Oh, man...there is *no way* this body can get on that treadmill” Think, “OK – mind over mattress - here we go again – another chance to turn this body into a macho machine or raving beauty!” Have fun with it...your subconscious is paying attention!

#### **6. Notice What’s Working (or not) and Reward Yourself Along the Way**

Positive reinforcement is the best way to learn!

For example, if your goal is losing weight, then immediately reinforce the slightest progress. The moment you choose to walk by the cookie jar instead of reaching in, say to yourself, “Good job! I feel great at 138!” (or whatever is your ideal weight)

#### **7. Continue to Make Course Corrections Until You Achieve**

(pix) All airplane pilots, CEOs and ship captains understand this: staying on-course as you progress toward your goal requires course corrections. From time to time, as you move toward your goal, you’ll veer a little to the right or to the left because distractions and obstacles are inevitable. Count on them; don’t let them discourage you. Make course corrections and get back in the groove.

And those are the seven steps to successful goal achievement. Now once you have your goals and you know where you’re going – how can the power of imagination help you get there – help you become your ideal self?

**“Great living starts with a pix held in your imagination of what you would like to do or be.”**

Harry Fosdick

If you have a poor self image in any area of your life because of past negative experiences, there’s good news! **You can improve your self image by creating new, positive experiences to replace the old ones. That’s right!**

## **Positive Experiences Can Be Simulated; They Can be Created “Artificially” in Our Minds!**

You see, the very nature of the human brain and nervous system allows you to literally *create experiences* in your mind. Experimental and clinical psychologists have proven:

- **The nervous system cannot tell the difference between an ACTUAL experience and an experience IMAGINED IN GREAT DETAIL.**
- **Your nervous system reacts obediently to what you think or imagine to be true – whether it’s actually true or not. In other words, people always feel, act and behave according to what they *imagine to be true* about themselves and their circumstances.**

Experiments done years ago proved these statements to be true.

### **Mental Free-throws**

In one experiment there were 3 groups of free-throw-shooting basketball players.

The first group never practiced (they were scored, like each group, on the first and last days)

The second group practiced throwing free throws every day for 20 days - 20 minutes a day.

The third group never touched a ball. Instead, they spent 20 minutes each day for 20 days just IMAGINING they were sinking free throws. They imagined it in great detail.

The result? The first group didn’t improve at all. The second group improved 24%. The third group - the boys who just imagined the ball going through the hoop - improved 23%!

Every Accomplishment is First Created in our Imagination

- Gymnastics champion Mary Lou Retton has described how she rehearsed every routine in her mind, visualizing every step, every leap and turn, every

hand placement before putting her body through actual performance.

- Juliet McComas, concert pianist, said, “If I visualize the keyboard, I can practice in an airport or at my kitchen table. It’s just as useful as actual practice.”
- Arnold Schwarzenegger said, “As long as the mind can envision the fact that you can do something, you can. I visualized myself being there already – having achieved the goal already.”

### **Form a Picture and “See Yourself” Succeed**

Four ways to do this:

(Power point – list the highlighted sentence in these four points)

1. 1. Each day take 5 minutes and relax - close your eyes. Create a mental motion picture of yourself as you would like to be. Imagine, in great detail, your “best self:” Imagine your face radiant and smiling; your body at its optimum shape and fitness level; your clothes well-fitting and nice. Imagine (in great detail) doing something extremely well that you enjoy doing...

**“Imagine how you would feel if you were already the sort of personality you want to be.”**

Dr. Maxwell Maltz

2. 2. As you go through your day, when life becomes overwhelming and you need a mental break - take a “mini vacation in your mind.” This is easily done with practice. You simply create in your mind a wonderful place where you’re very happy. For some this is an exquisitely-decorated palace - for others it’s a walk along a warm, clean, sandy beach with someone they love. For still others it’s a beautiful room with a large, comfortable bed...and a big window looking out onto a pond and flower garden.

Wherever you go in your mind, that place needs to be seen in great detail. Touch the palace walls, smell the ocean, feel the soft pillow on the bed. Are you with me here? Can you visualize?

Dr. Norman Vincent Peale: “Fill your mind with all peaceful experiences possible, then make planned and deliberate excursions to them in memory.”

3. A third way you can use this marvelous tool of visualization is to release yourself from damaging beliefs from the past or to heal yourself from past pain.

Everyone who has experienced emotional pain and heartache knows that it is very real and extraordinarily difficult to forget. Although you can't erase the past, you can help yourself heal with visualization. Here's how: When a painful memory forces itself into your mind, **label** it with "That hurt" (because it did) and then **replace** it with a thought about how the person SHOULD HAVE ACTED. Instead of letting your mind re-play the experience as it was, imagine what how it should have been.

4. A fourth way you can use visualization is to imagine yourself into the future, performing successfully: giving a presentation; achieving a goal; being patient/kind/forgiving, etc.

Again, you create mental pictures in your mind – in great detail. You imagine every part of the experience. Like this: I think to myself,

*"I'm going to give this presentation to my department in 24 hours. I've prepared well; I know the material. I will imagine what it will be like. I'm going to get up tomorrow morning with a positive, upbeat attitude and look forward to the presentation. I'll put on my navy blue suit, my hair will look great and I'll feel really good about my appearance. I can see myself right now...yeah, I look good! After a healthful breakfast, I'll go through the presentation highlights out loud, so it will be on the tip of my tongue. Then I'll take my briefcase and drive to work calmly because I've left plenty of time to get there. As soon as I get to work I'll email the department and remind them of the meeting. I'll answer my mail and pick up my presentation hand-outs. On the way to the meeting I'll get a drink of water, and then confidently open the door of the board room. Inside I see my colleagues looking at me with admiration and respect. I go to the front of the room and lay out my materials. I stand in front of the group confidently - with my shoulders back and smiling...anxious to begin. As I present I am articulate and witty. I remember to speak slowly enough to be understood, and I patiently answer every question. My co-workers are interested in my information and enjoy the meeting. Afterwards I thank them for their interest and participation and I graciously accept their compliments."*

Do you see how it works?

**Now what if the unexpected happens – a flat tire, the computers are down, or a co-worker is sarcastic during your presentation?**

**You'll be gracious and calm no matter what happens because you understand that neither other people nor your circumstances can determine your reactions.**

Dr. Harry Fosdick: “Hold a picture of yourself long and steadily enough in your mind’s eye and you will be drawn toward it. Picture yourself vividly as defeated and that alone will make victory impossible. Picture yourself vividly as winning and that alone will contribute immeasurably to success.”

Acting “As If” while you’re becoming your ideal self requires being consciously aware of your thoughts.

One summer during the 1950’s a bright Stanford College student named Henry Eyring labored over a difficult physics problem. Finally he decided to ask his father for help. This young man’s father was not just any ordinary guy – he was a Nobel-prize-winning scientist. As the wise scientist studied his son’s problem he asked, “Isn’t this problem similar to one that we worked on last week?” Young Eyring answered, “Yes, I guess so...” And his father then asked, “Well, what have you been thinking about this week...I mean when you were walking along, or in the shower, or driving? Weren’t you thinking about this problem?” His son admitted that no, he didn’t think about the problem at all. The brilliant father then asked a question which his son never, ever forgot. He said,

**“Son, what do you think about when you don’t *have* to think about anything?”**

Henry admitted that he didn’t think about science. And then, with a sad expression on his face, the Nobel-prize winner remarked, “Then you better not be a scientist. You should go into whatever field you think about when you don’t have to think about anything.”

I would like to ask you that same question. “What do you think about when you don’t *have* to think about anything? Where do you allow your thoughts to take you?”

**“A man is what he thinks about all day long.”**

Ralph Waldo Emerson

**I'd like to suggest that during moments when you don't *have* to think about anything - count your blessings, think about your past successes, imagine yourself highly successful in the future...**

In the Theater of Your Mind you can play whatever scenes you choose. What I'm suggesting is that you steer your thoughts down positive paths during times when you don't *have* to think about anything.

As we leave this Power Belief, I'd like to share a wonderful story told by Rachel Naomi Remen, MD. She's the author of the outstanding book “My Grandfather's Blessings.” (Penguin Putnam, NY, 2000, pg. 120,121).

Years ago, I cared for a desperately sick two-year-old boy with bacterial meningitis. Deeply unconscious, Ricardo lay in a nest of IV lines and monitor cords, his tiny body almost hidden by the technology that supported and documented his struggle to live. His mother, a slight Filipina woman, sat at the foot of his bed day after day. She even slept there, sitting in her chair and leaning forward across the mattress. Whenever any of us came to examine Ricardo or draw blood from him, we would find her there, often with her eyes closed, one hand under her baby's blanket. She was holding on to his foot.

After he began to recover and the life-support equipment was withdrawn, I asked her about this. She smiled and looked away, a little embarrassed. But she told me that for all those days she had felt that his life depended on her holding on to his foot. Moved, I asked her what had been going on in her mind all that time. Had she been praying for his recovery? No, she told me, while she was holding his foot, she would just close her eyes and dream her dreams for him.

Day after day she would watch him grow up. She would imagine taking him to his first day of school, see him learning to read and to write and play ball, sit in church at his first communion, watch him graduate from high school, dance at his wedding. She would imagine him as the father of her grandchild. Over and over and over again. She flushed slightly. “Perhaps,” she told me, “it made a difference.”

Dr. Remen then added, “Sometimes we may strengthen the life in others

when we have an image of the future and hold on to it fiercely, much as Ricardo's mother did."

**If you imagine positive scenes, over and over in your mind, your confidence level will increase, your performance will improve, and you will be able to act AS IF you already *are* the person you want to *become***

## **PILLAR PRINCIPLE #2 POSITIVE CRISIS**

**"Relief is Just a Crisis Away"**

**Relief = Really Extraordinary Living in Everyone's Future  
Really Extraordinary Living in Eternal Focus**

Powerful technique that insures breakthrough achievement of your goals

You may be thinking, "Another crisis is the last thing I need!"

**Debilitating Stress** – feeling of being overwhelmed and out of control - should be avoided

**Enabling Stress** – normal part of living

**Positive Crisis** – is part of healthy, enabling stress

**It's a compelling situation where time is critical and action is crucial.**

**Positive Crisis propels you to action with an intense sense of urgency.**

Intentionally introducing crisis into your life is positive and good when it gets you over the hurdles of inertia, doubt or laziness and serves as a catalyst for goal achievement!

**Here's an acronym:**

**I ACT !**

Identify the Intolerable Event

Choose an Action that Guarantees Success

Create a Compelling Consequence

Form a **T**ime Frame

**I**dentify

**A**ction

**C**onsequence

**T**ime

Positive Crisis Examples:

1. Disorganized woman – invited a friend to see her clean house in 2 weeks
2. Special Forces soldier afraid of skydiving – joined a skydiving class
3. Overweight man – created an exercise and diet routine that included others (\$500)

### **PILLAR PRINCIPLE #3 PARTNERING**

No man is an island, no man stands alone  
Each man's joy is joy to me, each man's grief is my own  
We need one another, so I will defend  
Each man as my brother, each man as my friend  
John Donne

We all know how important it is to have someone, or something, help us reach our goals.

I heard once that your friends and loved ones are like pillars on your porch. Sometimes they hold you up, and sometimes they lean on you. Sometimes it's just nice to know they're standing by.

Partnering with someone provides the following benefits:

- Encouragement – we all appreciate a cheering section!
- Strength in numbers – most things seem easier with two or more people helping
- Different, creative ideas – two heads are usually better than one
- Accountability – we're more apt to do it when we must account to someone
- Sense of humor – we lighten up when we're with people who joke with us
- Fun – it's usually more enjoyable to share experiences with a friend

Find a partner who:

- Sincerely cares about you and your well-being
- Will nudge you kindly if you stray off course
- Is nonjudgmental enough to neither reject you if you don't succeed nor become jealous when you do
- Keeps your secrets
- Consistently and enthusiastically encourages you

Here's a Partnering Plan:

- Share your goals and every detail of how you intend to achieve them. Discuss your Daily Action Plan with your partner.
- Ask her if she'll meet with you once a week for a heart-to-heart progress report.
- Tell her you invite her advice and criticism when she thinks you're stagnating or regressing.
- When you meet with your friend, tell about your progress and talk about how it's all working for you. Ask for her honest suggestions and advice.

If you need encouragement during the week, first try to help yourself with rewards, good self-talk, music, food, whatever works. If you're still discouraged, call your partner.

This is the same basic method that Alcohol Anonymous uses. Any veteran of their program knows the value of a "sponsor" – someone who partners with you, offers encouragement and "throws you a rope" when you need it.

I'd like to suggest some additional partners that will help us change our moods – motivate us – help us succeed:

One of my favorites? MUSIC

You know, one of the keys to extraordinary living is to be able to make yourself feel good when you *don't* feel good, or when you don't even *want* to feel good. The great news? Your body can change its state almost immediately!

You've done this before, so you'll recognize how easy it is. For just a moment think back to a time in your life when you heard a song that really

motivated you or touched your heart. Maybe it was the theme song from the movie “Rocky” or perhaps it was “God Bless the USA.”

Let’s try it right now.....

How did you feel when you were listening? Motivated? Excited? Deeply patriotic?

Music can be a powerful partner to lift and motivate you.

And one of the most healing partners and greatest allies?

Time

Have you noticed that sometimes – even though the nature of a problem remains the same - your perspective and your level of intensity towards it changes with time? That explains the popular saying “time heals all wounds.” Time can be your friend and partner as you try to overcome anger, jealousy, revenge, etc. and as you work to honestly forgive people.

Have you ever heard someone say, “I need to step away from the problem.” That’s a very wise thing to do. Those who objectively see the importance of distancing themselves from a problem are less likely to lose control as they get “caught up” in the heat of the moment. People prone to losing their temper and slashing out with angry words usually benefit by taking a step back – actually moving all the way out of the room in some cases – and letting time cool them down.

Time is also gives us perspective. Let’s talk about that. Think of a problem that’s challenging you right now. Imagine it in your mind – create a mental picture of it. Now imagine pushing the picture away from yourself. Push it farther and farther away until it is very small and far away. Now look at it with a new perspective...smaller, huh? Now do that same thing in reverse. Take the picture and bring it closer to you. Closer, closer, bigger and bigger. And now the problem is right in front of your face. This usually intensifies your feelings about it. So push it away again until it disappears altogether. Gone. All the way gone.

If you did that exercise carefully and with real imagination, it was mind expanding as you realize that you can, indeed, affect how you feel about a problem as you imagine it right in your face vs. moving it farther away and watching it

diminish and disappear. Your perspective is a valuable partner as you strive for change and improvement.

Other “partners” who can help us:

- Exercise
- Walking
- Dancing
- Movies
- Prayer
- Scripture reading

Did you ever think about God as your partner – to help you reach your goals and become your ideal self?

I believe that He is, without question, our most powerful “partner.”

## **Pillar Principle #4 Preparation**

**“In all things, success depends upon previous preparation,  
and without such preparation there is failure.”  
Confucius**

**“It takes a lot of unspectacular preparation to produce spectacular results.”  
Roger Staubach**

Famous basketball coach Bobby Knight was interviewed shortly after his Indiana Hoosiers captured the NCAA National Championship title. The interviewer asked him, “Why is it, Bobby, that your basketball teams at Indiana are always so successful? Is it the will to succeed?”

“The will to succeed is important,” replied Knight, “but I’ll tell you what’s more important – it’s the will to prepare. It’s the will to go out there every day, training and building those muscles and sharpening those skills.”

### **During your preparation time, eliminate procrastination**

At a seminar I once attended in Phoenix, I was making conversation with a gentleman during the break. I asked, “Are you going to buy the presenter’s product?” The man answered, “No way! At the last seminar I attended, about a year ago, I bought an audio cassette tape series that I’ve never even opened!” I

then asked him, “What are the tapes about?” He replied, “Procrastination.”

To eliminate procrastination from your life:

- Openly discuss the reasons you procrastinate with your family, a friend, or the person you partner with to achieve your goals. Sometimes verbalizing our concerns enables us to get past them more easily.
- Consider the consequences of NOT doing the tasks. Ask, “What will happen if I don’t do this?” Sometimes this helps spur us into action.
- Each day do FIRST the things you least enjoy. Put them at the top of your “To Do” list.
- As soon as thoughts enter your mind like, “I’ll do that later...” Do this:
  - Label “No, that’s procrastinating...and that’s not like me.
  - Replace “I’ll do that at 2:00pm today.”(set a definite time).
  - Focus Forward “I feel great when I don’t procrastinate!”
- \* Visualize yourself doing things immediately when you should be doing them.
- \* Affirm each day: “I feel great when I don’t procrastinate!” And until it becomes a habit, reward yourself each time you act in a timely manner.

## **Pillar Principle #5 Performance**

**“Whatever I have tried to do in my life, I have tried  
with all my heart to do well.”**

**Charles Dickens**

### **PERFORMANCE FORMULA:**

**Planning + Preparation + Personal Work + Persistence +  
Prayer = Practically Perfect Performance**

Let's break out this formula:

## Planning

If you fail to plan you plan to fail.

Helmut Schmidt:

“It must be born in mind that the tragedy of life doesn't lie in not reaching your goal. The tragedy lies in having no goal to reach. It isn't a calamity to die with dreams unfulfilled, but it is a calamity to not dream. It is not a disgrace not to reach the stars, but it is a disgrace to have no stars to reach for. Not failure, but low aim is the problem.”

Edgar A. Guest reminds us,

You are the fellow that has to decide

Whether you'll do it or toss it aside. ...

Whether you'll try for the goal that's afar

Or just be contented to stay where you are.

(“You,” *The Light of Faith*, Chicago: Reilly and Lee, 1926, p. 133)

Preparation. That was our previous pillar principle.

Joseph Wirthlin:

“Remember that success results when preparation meets opportunity in your lives. You will not always know precisely what opportunities will come or when they will come. But you can be sure they will be valuable only to the extent that you are prepared to respond to them. You can see the equation of preparation plus opportunity equaling success in the lives of leaders in the Church, government, business, professions, and, hopefully, in your own lives.”

“Running Your Marathon,” *Ensign*, Nov. 1989 p.73

Personal work

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.”

## Persistence

Calvin Coolidge:

“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.”

Ben Banks tells the story about a difficult bicycle trek he was on:

“On day three of our journey, I learned that even though we may have some uphill struggles in our lives, our attitude will determine how we face them. On that day we crossed the Continental Divide three times, rising from an elevation of 4,800 feet to 8,300 feet. Climbing steep mountain passes on a bike requires the right attitude to get to the right altitude. It’s the same with life. By setting worthwhile goals and keeping your eyes fixed on them, you will learn self-discipline and accomplish much. Yes, there were times when climbing the steep mountain grades was as much as I could bear, but I didn’t give up, because I was fixed in my purpose.”

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

**Edmund Burke**

**A plaque hung on the wall of Mother Teresa’s orphanage in Calcutta. The words were written by Kent Keith**

People are often unreasonable and self-centered.  
Forgive them anyway.

If you are kind, people may accuse you of ulterior motives.  
Be kind anyway.

If you are honest, people may cheat you.  
Be honest anyway.

If you find happiness, people may be jealous.

Be happy anyway.

The good you do today may be forgotten tomorrow.  
Do good anyway.

Give the world the best you have, and it may never be enough.  
Give your best anyway.

For you see, in the end, it is between you and God.  
It never was between you and them anyway.

## Prayer

Russell M. Nelson, famous heart surgeon, tells the following story:

“Through prayer, we can show our love for God. And He has made it so easy. We may pray to Him any time. No special equipment is needed. We don’t even need to charge batteries or pay a monthly service fee.

Prophets have long told us to pray humbly and frequently.

Many of us have had experiences with the sweet power of prayer. One of mine was shared with a stake patriarch from southern Utah. I first met him in my medical office more than 40 years ago, during the early pioneering days of surgery of the heart. This saintly soul suffered much because of a failing heart. He pleaded for help, thinking that his condition resulted from a damaged but repairable valve in his heart.

Extensive evaluation revealed that he had two faulty valves. While one could be helped surgically, the other could not. Thus, an operation was not advised. He received this news with deep disappointment.

Subsequent visits ended with the same advice. Finally, in desperation, he spoke to me with considerable emotion: “Dr. Nelson, I have prayed for help and have been directed to you. The Lord will not reveal to me how to repair that second valve, but He can reveal it to you. Your mind is so prepared. If you will operate upon me, the Lord will make it known to you what to do. Please perform the operation that I need, and pray for the help that you need.”

His great faith had a profound effect upon me. How could I turn him away again? Following a fervent prayer together, I agreed to try. In preparing for that fateful day, I prayed over and over again, but still did not know what to do for his leaking tricuspid valve. Even as the operation commenced, my assistant asked, “What are you going to do for that?”

I said, “I do not know.”

We began the operation. After relieving the obstruction of the first valve, we exposed the second valve. We found it to be intact but so badly dilated that it could no longer function as it should. While examining this valve, a message was distinctly impressed upon my mind: Reduce the circumference of the ring. I announced that message to my assistant. “The valve tissue will be sufficient if we can effectively reduce the ring toward its normal size.”

But how? We could not apply a belt as one would use to tighten the waist of oversized trousers. We could not squeeze with a strap as one would cinch a saddle on a horse. Then a picture came vividly to my mind, showing how stitches could be placed—to make a pleat here and a tuck there—to accomplish the desired objective. I still remember that mental image—complete with dotted lines where sutures should be placed. The repair was completed as diagrammed in my mind. We tested the valve and found the leak to be reduced remarkably. My assistant said, “It’s a miracle.”

I responded, “It’s an answer to prayer.”

The patient’s recovery was rapid and his relief gratifying. Not only was he helped in a marvelous way, but surgical help for other people with similar problems had become a possibility. I take no credit. Praise goes to this faithful patriarch and to God, who answered our prayers. This faithful man lived for many more years and has since gone to his eternal glory.

We should pray in accord with the will of our Heavenly Father. He wants to test us, to strengthen us, and to help us achieve our full potential. When the Prophet Joseph Smith was held in Liberty Jail, he pled for relief. His prayers were answered with an explanation: “All these things shall give thee experience, and shall be for thy good.”

### **Practically Perfect Performance**

This is where we 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.

Thomas Carlyle reminds us that “conviction is worthless until it converts itself into conduct.”

## **Six Giant Steps Toward Goal Achievement**

### **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 then said, “ON YOUR MARK” and he dropped in 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 didn’t move, and repeated “GET SET.....GET SET.....GET SET.....”

His point was well made and well taken. Too many times I have been like that runner. Can you relate to this also? To avoid the perfection trap, do this:

- When thoughts enter your mind like, “I’m not good enough at this yet,” Or,  
“This project just isn’t exactly right 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.
- Write an affirmation card that says, “I’m a relaxed person who can let unnecessary things go. I practice moderation and toleration.”

### **2. Reconcile Yourself To Obstacles**

On your journey toward goal achievement, know 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.

### **3. Learn from Failure**

Each time you encounter a setback, refuse to allow it to affect your self-esteem or your momentum. Evaluate. Ask,

- “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?
- What can I learn from this?
- How can I avoid a similar problem in the future?”

There is value in failure. The value lies, in part, in its ability to reveal elements in your personality that you never see 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 are obvious.

We really only have two choices regarding our response to failure. We can allow it to impede our progress or recognize that within each failure are gifts: something to learn and an opportunity to grow. Use failures as stepping stones to success.

### **4. Don't Give In to Worry**

Worry is like a rocking chair: It keeps you busy, but it doesn't get you anywhere!

All outstanding achievers share one trait: they're convinced of the importance of their goals and they pursue them with great tenacity, refusing to allow anything – including failure and concern – 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.

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 talked about Confidence Concept Cards. Those differ from Goal Affirmations because they talked about self. Goal affirmations express positive beliefs about your goals. They describe the emotions you feel when you reach your goal. (They’re part of acting “As If” while you diligently pursue your goals).

Goal Affirmations 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) read and say your Goal Affirmations with conviction. These statements are written as if you’ve already achieved your goals. They serve as visualization tools to help you create a “real experience.”

There are three things to remember when writing Goal Affirmations. Use:

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

Here are some examples – 6 goals for your career and 6 goals for physical improvement.

## Work Goals

## Goal Affirmations

- |    |                        |   |
|----|------------------------|---|
| 1. | To be more appreciated | “I feel great when my boss congratulates me for good 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 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’m 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.” |

Marvin Ashton, successful businessman, suggested:

“Set your goals—without goals you can’t measure your progress. But don’t become frustrated if the victories don’t come quickly or easily. Remind yourself that striving can be more important than arriving. If you are striving for excellence—if you are trying your best day by day with the wisest use of your time and energy to reach realistic goals—you are a success, and you can feel proud of your accomplishments.”

I’d like to share a Daily Action Plan that will help us apply many of the principles we’ve discussed in our daily lives.

## Daily Action Plan

### MORNING

1. Immediately upon arising, go to a special place where you can spend 5 minutes relaxed and quiet as you imagine your ideal self and achieving your major goals.

2. As you get ready for the day, read the Confidence Concepts on the 3x5 cards in your bathroom.

- “I am calm and think clearly under pressure.”
- “I am cheerful and optimistic.”
- “I ENJOY my life!”

3. Make a “To Do” list of things you intend to accomplish that day. Add the items you didn’t accomplish the day before. Put tasks into small, do-able steps with a time limit.

## **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 5 minutes to imagine in detail and to review your progress.
2. As you prepare for bed, read your 3x5 cards.
3. Right before you go to sleep think thoughts of gratitude and love.

**Close with stories and powerful ending – see Dr. Paula Fellingham for these stories/ending.**  
**Diamonds – Golconda Diamond Field**  
**Paderewski – the Master**  
**The Asian Bamboo Tree**