

Reprogram Your Mind For Success

8 Mindsets That Lead to Consistent Victory

MINDMAP

Do a Mental Detox Before You Seek to Adopt a Success Mindset

You're having a tough time achieving the kind of success you want because you are probably hanging on to a few 'toxic' mindsets that undermine you.

Get rid of these so you can be in a better position to reprogram yourself for better success.

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|-----------------------|--|
| Mental Roadblock #1: | Others are to blame for your failure (includes situations too) |
| Mental Roadblock #2: | Real change is impossible (flat out impossible / not the right circumstances / not the right time / not enough resources) |
| Mental Roadblock #3: | Your past mistakes define you (alternative: you have to start with a "clean slate" to make real changes) |
| Mental Roadblock #4: | I can't be helped (I have to figure things out on my own – answers are purely self-revelation / Others won't help) |
| Mental Roadblock #5: | I don't deserve success (I'm not worth changing / others come before me) |
| Mental Roadblock #6: | I'm perfect the way I am |
| Mental Roadblock #7: | I need to change... Tomorrow (I don't have time / tomorrow never comes) |
| Mental Roadblock #8: | Success and Money aren't everything (sour grapes / giving yourself an excuse not to improve or not to even try) |
| Mental Roadblock #9: | Success is not worth it (I don't want to sell out / I don't want to give up my soul or the real me) |
| Mental Roadblock #10: | I don't want to turn into someone I will hate (zero sum game mentality / you can INSPIRE others instead of getting them to ENVY you) |

Assume that you CAN change

Assumption = belief re REALITY of your life / capabilities / identity

Assumptions are choices – you choose to interpret reality / they are not 'hard wired' / you always have control over them

Change is the only constant in life – you're already changing / change is part of who you are

Change happens on 2 key levels – change from within / change from outside

Belief in your ability to change is the **KEY** to your mindset transformation

This is crucial / not an option / non-negotiable

Quick Exercise: Find 3 examples in your life when you **CHANGED** because you **NEEDED TO**.

Focus on what prompted the change

Focus on **BEFORE** and **AFTER**

What does this teach you about yourself? (reactive versus proactive)

If you are reactive: Dwell on what you can **LOSE**, to get the push to change

If you are proactive: Focus on what you stand to **GAIN** to get the push to change

Failure is NOT to be feared but PREPARED for

Setbacks happen: instead of fearing it / wishing it away / asking 'why me' / expect it and prepare for it

FACT: average millionaire in US has gone bankrupt 3.5 times! (Source: Thomas Stanley, the Millionaire Next Door)

Expecting failure is not the same as wanting it to happen or wishing for it

Measure your success the right way (often we feel we failed when we really didn't)

Fail quickly / Fail in many ways to map out path to success quickly and cheaply

Learning to let go emotionally

Document everything

Connect the dots

Focus on your **END GOAL**

The key? Build **GRIT** (Angela Duckworth – Grit = secret to success = getting knocked down but keeping at it... all the way to the end)

Goals reveal your objectives and empower you to achieve them

Goals are crucial for success (even unsuccessful people know this)

- provides map
- broken down into small parts – milestones
- leads to timeline

Problem: Most people view goals as things they **SHOULD** work for

- they are options

- we need to pursue them when the time is right or when we have the right resources
- no sense of urgency
- no do or die positioning
- treated as a LARGE-SCALE “To Do List”

Successful people let their goals DEFINE them

- They are goals in the first place because they come from PASSION deep within
- Achieving these goals validate:
 - * Personal values
 - * Personal character
 - * Pride
 - * Personal meaning (what you’re about)
- They aren’t things they SHOULD do but things they MUST do

Recast your goals until they PUSH you up and OUT

If your goals don’t GIVE YOU the energy you need to push yourself and expect more of yourself:

- * redefine: what’s at stake
- * recast: what would success mean for you as a person / how does it relate to a deeper reality?
- * refocus

Goals must do the following or else you need to CHANGE them

- energize / give you WHY
- direct / give you WHAT TO AIM FOR
- instruct / give you HOW
- be broken down
 - * sub-goals
 - * daily to do list
 - * repeatable
 - * scalable
 - * measurable
 - * can be associated with emotional states

The more you achieve sub-goals, the more they become habits

Success is a HABIT

Actively Take Control of your LIFE

Success is an act of faith

- you believe in certain things
- you don’t leave anything to chance because you take action
- you take control because you don’t just act once and hope for the best / you keep taking action
- Real active faith takes action again and again and again

Don’t settle...

Different ways to enter a house:

- front door
- if not, side / roof / back / basement / tomorrow / next week / the week after / with others

When you take action celebrate the fact that you **ARE** taking action

- you're not hoping and wishing / fantasizing
- you're not waiting for things to fall into place
- celebrate your ability to actively **SHAPE YOUR REALITY**

The more you practice your ability to take action the more you

- become more proactive
- get used to working towards your goals
- fail faster and learn faster
- encounter new opportunities

Decide after enough deliberation and stick to it

Successful people DECIDE / THEY MAKE A DECISION and they START

The Toxic Effect of Analysis Paralysis

- * Just giving yourself an excuse to hold off decision
- * There will never be a point where knowing 'everything' will make all risk disappear
- * Don't **FREAK YOURSELF OUT** when deciding
- set a deadline but: not too imminent / not too distant

Decision means action

- you haven't really decided if you do not take action
- you haven't really decided if you have not taken on **RISK**
- it means you are prepared to say **YES**
- it means you are prepared to say **NO** to things that throw you off or distract you

Decision means commitment

- Prepare for setbacks
- Prepare to improvise / innovate / negotiate
- Decision doesn't mean expecting things to be smooth sailing!

Decision means knowing when to stop

Remember these

- commitment speaks volumes about your character
- commitment

Believe that you don't know everything about your goals and must learn more

The older you get the more you assume

- Assumptions shortcircuit and undermine learning

Assume a Growth Mindset

Focus on your core competency and work outwards from it

Break down your goal

- core competency versus everything else

What do you do with non-core tasks?

Delegate

Outsource

Postpone

Ignore

Forget

Believe and act like there is always a way through ANY problem

People are overcome by problems not because they're dumb or unlucky.

They just aren't prepared. You have to have a system.

Identify: Find the opportunity in any situation. Come up with a solution.

Optimize: Make sure your solution is the most efficient / fast / comprehensive / test

Dominate: Master the problem by using optimized solutions

Scale : Use the solution extensively or increase its size

Know when to cut your losses

Successful people relish calculated risks

No risk means no reward

The difference between risk taking and gambling

Education means risk reduction

Successful people always find ways to assume more risk while managing it

- They seek risk / they don't run away from it
- they CONTROL risk
- Plan B / insurance / hedged bets / diversification

Use Best Practices when adopting a Success Mindset

Mindsets are like muscles

- for them to get stronger, you have to USE them
- for them to get better, you have to CHALLENGE them

There is no better time than now to start

Every setback is an opportunity to learn

If you have a system, you will not fail