

Mindset 101

By James L. Jeffley



Greetings!

Regardless of where you are in your life right now, I want to remind you of a simple truth:

You ARE More Powerful Than You've EVER Imagined.

I remind you because this truth lives at the core of your being. It's at the core of EVERY human being. The problem (opportunity) is that our "conditioning" (the process of being taught by everyone and everything in our environment in order to "help" us learn how to fit in to their version of "normal") is often more about our deficiencies than our strengths. This almost constant barrage of messages about how we're not "this" or "that", or how we're "too this", or "not enough of that" turns "innocence" into "ignorance" and "compassion" into "weakness".

In other words, we're born intelligent and taught to be stupid.

Throughout history (and herstory too) many great thinkers were aware of this simple truth:

"It shall be done unto you as you believe." - **Jesus**

"I think, therefore I am." – **Descartes**

"It's not what you look at that matters, it's what you see." - **Henry David Thoreau**

"All that we are is the result of what we have thought. The mind is everything. What we think, we become." - **Maharishi Mahesh Yogi**

"You get what you focus on." – **Lynn Grabhorn, "Excuse Me, Your Life Is Waiting"**

A colleague of mine, John Zulli, calls it "Information Transduction". He explains it like this:

You have a "thought". For every "thought" we have, there's an "emotion" attached to it: happy, sad, scared, anxious, indifferent, etc... Every "thought" and "emotion" triggers a "physiological response" in our body. Our body produces a certain chemical (serotonin, dopamine, endorphins, adrenaline, cortisol, etc...) that has us "feel" that emotion.

Let's try it out!

Take a deep breath. Now, think of someone or something you love. How do you feel? Are you calm, at peace, relaxed, happy?

Take a deep breath. Now, think of someone or something you can't stand. How do you feel? Are you stressed, agitated, anxious, or mad? Okay, go back to the happy place!

It all shifted for you in a heartbeat, didn't it? **THAT'S** how powerful your thoughts are. You can shift your attitude, energy, emotions and enthusiasm all with your thoughts.

Your thoughts and words have power – whether you write them, speak them, type them or say them to yourself in your head.

So, the first step in developing a “Success Mindset” is to become aware of your thoughts and their impact on your body and your relationship with others.

Bring Awareness To Everything You Do

There's a line from a gospel song entitled “I need you to survive” that says, “I won't harm you with words from my mouth”. Our words have the power to “hurt” or “heal”. Be mindful of your thoughts and words and their impact on yourself and others. Don't speak out of rage or anger or hate. If you can't say anything nice, keep your mouth shut! Be especially nice to you!

Okay, so what does all of this have to do with being successful or finding a job? **Everything!**

If you keep thinking or telling yourself, “no one will hire me” ... “I don't have enough education” ... “I'll never find a job” ... “no one's hiring” ... you know what – you won't get a job! You will, in effect, talk yourself right out of consideration. Your negative self-talk will impact your attitude and answers during the interview (phone or in-person).

We talk ourselves “into” and “out of” everything!

The next time you're feeling a strong emotion of any kind, take a moment and notice the thought that preceded it. Keep in mind, the thought was probably triggered by an image, memory, sound, smell, taste or belief you have. Where does that thought come from? Is it your own, or were you taught it by someone a long time ago and you've been blindly repeating it, taking it as your own experience or value?

Three steps to developing a more positive, successful mindset:

1. Shut up. Spend a few minutes of every day being quiet. Turn off the phone, computer, TV, radio, etc... Sit in a comfortable place and just be still. Do this every day for at least five minutes. It may be difficult at first; most people aren't used to that much quiet. You'll adjust after awhile.
2. Kill something. Not “*someone*”, some *thing*. Developing a more successful mindset may require that you stop hanging out with your “failure-focused friends”. If you're associating with people who are filled with negative thoughts and words, constantly

critical of this or that, that's a relationship that is dragging you down. You may have to kill the television, or at least the news hour. Most of the news is negative and a constant diet of negative stuff = negative thoughts, feelings and emotions. You may have to kill that video game. 2-3 hours a day of shooting, looting and violence takes its toll.

3. Fill up on good stuff. There are lots of motivational people in the world, from all walks of life: business, sports, politics, activists, regular people too. There are books, web sites, posters, calendars, etc... that are filled with motivational stories, quotes and advice. Fill up your head (and your heart) with positive, affirming thoughts. Surround yourself with positive, affirming people. As you do, your mindset will begin to shift, and so will everything else around you.

I wish you Peace beyond all understanding.

- James

James Jeffley is a professional speaker, author, coach and corporate trainer. He has taught tens of thousands of adults around the world how to create a Vision, make a Plan, create Partners and Act on their dreams. Learn more at www.mindsetmentor.org