



PROSPER

PROFESSIONAL COACHING

maximise your business : achieve your prosperity

Monthly Maximise

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Welcome to Monthly Maximise. This edition we continue our theme of maximising business through implementing strategies that don't cost a cent. Some of these are so simple they're often overlooked.

Change your Thinking and Change your Results..... "T F A R"

Sounds simple, and it is simple, but not necessarily easy. Every result we experience has come from the way we have been thinking. T F A R is a formula that describes the process we experience from our thinking through to our Results and Outcomes, and the really good thing about having awareness and understanding of how this works, is that we can apply it to achieve the Results we're after.

So how does it work? Well think about something you would like to achieve. A goal or something you would like to have better at your business. Maybe you would like to have your team working together harmoniously, aligned, in motion, thriving, getting jobs completed on time, completed to the standard, in a fun way. This is a common desired outcome for most business owners.

Thoughts This is the most important step of all. This is when you must get really clear about what it is you really want. This is when you need to be AWARE and be very DELIBERATE in what and how you CHOOSE to THINK. You get to CHOOSE whether you THINK you can or if you THINK you can't achieve the desired outcome or Result.....depending what you CHOOSE will ultimately determine the Result.

So let's decide and CHOOSE that we CAN create a team working together harmoniously, aligned, in motion, thriving, getting jobs completed on time, completed to the standard, in a fun way.....CHOOSE to think positively, optimistically, about achieving the result and how it will impact and what it will mean to you and your team, your clients, your bottom line.....

before you go any further.....take a moment now to get some awareness of how you feel about the results, what emotion is coming through?, how are you feeling?.

Feel You should be feeling positive, optimistic, delighted, excited and enthusiastic.

Actions This is where you follow through on your Thinking and Feelings. Your actions will be determined and will be a reflection of your thinking and Feelings.

Result Your Result will be positive, and a reflection of your Thinking, your Feelings, and your Actions.

Your **THOUGHTS** and THINKING determines how you

FEEL which determines

Your **ACTIONS** which will determine your

RESULTS

Now if you replay the whole scenario again but by choosing to hold onto negatives thoughts or can't do it, then everything will flow on exactly the same way with the feelings and actions and result being the opposite.

Accentuating the Positive by Dr. Tony Alessandra

It's been estimated that we each have upwards of 50,000 thoughts per day. How many of yours are negative? Sometimes you have to do a mental spring cleaning to get rid of those negative ones that have become ingrained attitudes. Stopping self-destructive thoughts is like stopping any other bad habit—it takes time and effort.

Among the most effective ways to do this are visualization and affirmations. Affirmations are positive statements about yourself that you repeat over and over in your head until they're programmed into your subconscious.

Visualization, or "imagineering" as Walt Disney called it, is mentally picturing yourself the way you want to be. You've heard the old saying "I'll believe it when I see it"? Well, the reverse is also true: "I'll see it when I believe it!" Affirmations and visualizations may not feel true at first. They may not even be true! But they can become so.

Consider what happens when you tell yourself over and over, "I'm lousy at remembering names." There will never be any improvement there. So if you catch yourself saying, "I'm terrible at remembering names," stop and immediately say to yourself, "I'm good at remembering names."

Or consider the effect of telling yourself, "I'm feeling pretty good today." Or "I can lose ten pounds." Or "I am good at getting people to see things my way." Anything you say to yourself over and over will actually influence your reality.

Writing down your affirmations in some handy place—above your desk, on your bathroom mirror, on the dashboard of your car—will help keep them in mind as well as in sight. Use affirmations and visualizations to project what success will feel like and look like. Imagine, in as much detail as you possibly can, how you feel as your team acknowledges your clarity of vision, your deliberate actions, your optimism or how your confident presence causes heads to turn everywhere you go.

-- **Dr. Tony Alessandra**

Wishing you a prosperous July

Best Regards

Karl

If you Think you Can or if your Think you Can't.....You're Right (HenryFord)