

Your Personal Growth Guide

LIVE A LIFE YOU TRULY LOVE

By Danny Cook

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Welcome

In May of 2002 my dear Mum passed away.

Seven months later on my 38th Birthday I remember being in the shower absolutely sobbing my eyes out.

Why was I sobbing?

It had just hit me that this was going to be the very first time that my mum would not be calling and singing Happy Birthday to me (something that she had done every year since I moved out of home some 15 or so years earlier).

Wow - I did not realise how such a simple gesture from my mum had such a profound impact on my life.

Looking back I guess it made me feel like I was important and that I mattered, something which I obviously needed and was certainly great to feel.

It also made me realise that “Little Things Make a BIG Difference” and by just doing something little for someone else, could have such a profound and lasting affect on their life.

I think this moment on my Birthday was the catalyst and my inspiration to start this book.

This book has been many years in the making (and probably very frustrating to those around me waiting for me to finish) but I

think at the crux of the delay was my self doubt and my lack of self belief.

How could I write a book about helping people change for the better when I felt that my own life was not in order?

Why would anyone listen to me?

It was tough, I had to find a way to break through my own insecurities and vulnerabilities. I needed to go on a self awareness journey.

Thankfully there are so many inspirational people who are prepared to share their stories and wisdom (many of their teachings are littered throughout this book).

I have learnt so much from so many people and I truly thank them for their knowledge & generosity.

Looking back it also became obvious to me that the real reason I was researching and writing the book was because I needed help.

Help to understand who I really was and what made me think, feel and behave the way I do and why I have become the person I am.

It also enabled me to understand other people better as everything I learnt about myself I could also apply to others.

This book is all about helping you become whoever you need to be to get whatever it is that you want.

It is about saying “YES” to you and your possibilities.

The first part of the book is about really getting to know yourself and whether you feel things in your life could be better.

The second part of the book is all about providing you with the tools and techniques to make the change happen.

You may be thinking “Yeah that sounds great but why should I believe this guy” or maybe “I have tried this stuff before and it just doesn’t work for me.”

I understand this and I would probably be thinking the same thing, but rather than try and convince you I believe the only real way you will find out, is to try it yourself.

It is a bit like me saying that I have just baked the tastiest cake in the world. The only real way you will know if it is true is to taste the cake for yourself – then make up your mind.

The way I see it, if the book only gives you one small idea or suggestion and it helps you grow in some way, it has been of value to you.

Just like my mum’s singing birthday message I am hopeful that the little things I share in this book will have a lasting and positive affect on your life and the lives that you impact.

So please, I encourage you to taste the contents of this book and say YES to YOU and your possibilities and Live a Life You Truly Love.

WARNING:

Only proceed if you are willing to be brutally honest with yourself and if you are serious about making a positive change in your life.

What is Success?

I grew up in a small Government home in the Western Suburbs of Sydney. I had a loving family and looking back I had a fantastic upbringing.

One of my friends Dave, was from a big family and lived in a 3-storey mansion. My entire home would easily fit into his games room.

Dave's place had a swimming pool and a massive rumpus room with a full size billiard table and table tennis table.

To me, Dave's home was the ultimate.

I had been to his place countless times but Dave had never been to my place.

Looking back, I believe I was embarrassed about Dave coming to my place because it was so small compared to what he was used to.

One day I overcame my fear and asked Dave over. I was feeling very nervous when he arrived. I knew my mum and dad would make him feel welcome and special but I still felt nervous.

We went to my room to listen to music and one of my biggest life lessons was only moments away.

I always remember what Dave said to me next and when I thought about it how profound a life lesson it was.

“You are so Lucky”, he said. I couldn’t believe my ears. Me? Lucky?

“What do you mean Dave?” I asked.

Dave said “You are so lucky because you have your own room. I’d give anything to have my own room as I have to share with my brother”.

WOW – what an eye opener.

I thought Dave had everything because he lived in a big house, but what Dave really wanted was his own space and freedom, something which I had and I took for granted.

It made me realise two things about success.

1: The true meaning of success is whatever is important to each person.

2: Never assume that what is important to you is also important to someone else.

According to the Cambridge dictionary Success is “*the achieving of the results wanted or hoped for.*”

This short definition highlights two very important parts of success:

1: *The result you wanted or hoped for (your goal).*

This is important as you must know what you want, before you can achieve it.

2: *Achieving what you wanted or hoped for.*

This is important as it means that you have taken some type of action to achieve the result you wanted.

I believe there is also a very important part missing from this success definition.

In my view what is missing is the gap between the result you want and the taking of the action to achieve it.

This gap is **YOU** (your self worth, self belief, self confidence or self esteem).

It is about what **YOU** have to do, change or become to take the action to achieve the result you want.

It is about having a strong enough emotional reason that drives you to make it happen (even when things get tough or uncomfortable)

Let me explain.

Let's say your goal is to lose 2kgs and to lose 2kgs you must take action – sounds simple enough.

The gap to achieving the 2kg weight loss (**YOU**) is what you have to do, change or become to take action to achieve your result.

You must also have a strong reason as to why you want to lose the 2 kgs.

In other words;

- You have to become disciplined to stop eating a certain type of food.
- You will need to have a really strong reason why you want to lose the weight to make you exercise every day for 15 minutes.
- You have to improve your self control to become someone that can say NO to tempting food and people offering tempting food.

Without **YOU**, there would be no action and therefore no chance of achieving the result you wanted or hoped for.

In summary I believe the definition of Success should be;

Achieving what you wanted because of what you had to do, change or become to make it happen.

What I have noticed is that whenever I ask people what success means, in most cases, they say that success is the end result and typically this falls into 1 of 3 categories.

1: Something to do with money – how much money you have or make.

2: Something to do with possessions – what type of house, car, phone etc you have.

3: Something to do with Status – what type of position you hold in society, work etc. Eg. a CEO of a company, a principal of a school, captain of the team or that you are single or in a relationship.

I'm certainly not suggesting that the items in these 3 categories are not measures of success, far from it, what I am suggesting is that true success is knowing what you want and what you have to do, change or become to get what you want.

If what you want is to earn \$200,000 and you achieve it – congratulations you are successful.

If what you want is to buy a sports car and you achieve it – congratulations you are successful.

If what you want is to go out with your friends once a week and you achieve it – congratulations you are successful.

If what you want is to ask someone out on a date and you achieve it – congratulations you are successful.

If what you want is to apply for a new job and you do it – congratulations you are successful.

If what you want is to lose 2 kilograms and you achieve it – congratulations you are successful.

Take a moment and think about what you want and what you have to do, change or become to get what you want.

If this feels tough to do, keep reading as the aim of this book is to help you become crystal clear about what you want and to help you determine what you need to do, change or become to make it happen.

Who Are You REALLY?

Let me introduce you to someone who is very important & influential in your life.

Before diving into the “How To” parts of this book it is really important to get to know the most important and influential person in your life.

See if you can guess who it is from the following clues.

- This person has known you all your life.
- They know when you feel happy or sad.
- They can positively or negatively affect your self confidence, self esteem and self worth.
- They can inspire you to take action or scare you to do nothing.
- They can help you be loved and help you to love.
- They can make you feel safe or make you feel insecure.
- They can bring you great joy or drag you down.

Any idea who it is?

Let me introduce YOU to YOU.

That's right, the most important and influential person in your life is YOU.

But who are you REALLY and what makes you think, feel and behave the way you do?

It sounds simple but understanding who you really are and why you think, feel or behave the way you do will enable you to identify what is working for you, what is holding you back or what needs to change in your life so you can live a life that you truly love.

By getting to know yourself you will also be able to better understand other people and why they think, feel and behave the way they do (at the core we are virtually all the same).

Before you can even start to think about making a change in your life you need to know where you are in your life right now.

Without this, there is no way to know what you need to change and more importantly why you want this change.

You need to look at what is working and what is not working for you.

You may find that there is no need to change anything.

If it is not working you need to understand exactly what it is that is not working so you can then go about changing it, making sure it is for the better.

So how do you work out where you are in your life right now?
It is time to do an audit.

Do not worry, it is not like having a tax audit or a work performance audit, it is simply about getting a better understanding of the most important person in your life - YOU.

You often hear people describe words or a behaviour they do not like as a “Red Flag”, in other words the words or a behaviour they do not like or they need to be wary of.

This is simply a way of saying that the words or behaviour do not align with their belief about the words or behaviour.

Now a “Red Flag” does not mean the words or behaviour are bad or wrong, it just means that they are not in alignment with how you feel about the words or behaviour.

So let us now say that a “Green Flag” are words or a behaviour that you like and aligns with your belief about the words or behaviour.

For your self audit what I want you to do is to take notice of your thoughts, words and behaviours and categorise them as either “Red Flags” (you are not happy with them) or “Green Flags” (you are happy with them).

Simply, decide if your thoughts, words or behaviours make you feel unhappy (a “Red Flag”) or if they make you feel happy (a “Green Flag”).

There is no need to overthink this process, just quickly allocate your thoughts, words or behaviours as a “Red Flag” or a “Green Flag”.

To get the process started, imagine you wake up Monday morning and are about to go to work.

What thoughts do you have?

If your thoughts are fear, dread or unhappiness about going to work these thoughts are “Red Flags” or thoughts that could make you feel unhappy.

If your thoughts are excitement, gratefulness or happiness about going to work these thoughts are “Green Flags” or thoughts that could make you feel happy.

Now imagine you are at work and you are talking to a work colleague about your weekend.

What words would you use to describe your weekend?

If you use words like it was “boring”, “I did not do anything” or “I had a fight with my partner”, these words are “Red Flags” or words that could make you feel unhappy.

If you use words like it was a “fun time”, a “great weekend” or I went to an “amazing restaurant” these words are “Green Flags” or words that could make you feel happy.

What are your answers to the above? Remember there is no right or wrong - it is just how you currently feel about it.

The basic idea of this exercise is to create a list of “Red Flags” that are in your life (things that you do not like or are lacking) and a list of “Green Flags” that are in your life (things you like or you are grateful for).

As an exercise determine if the following for you are “Red Flags” or “Green Flags”.

- Your current exercise choices. “Red Flag” or “Green Flag?”
- Your current food and drink choices. “Red Flag” or “Green Flag?”
- Your current money situation. “Red Flag” or “Green Flag?”
- Your current job. “Red Flag” or “Green Flag?”
- Your current relationship with your partner (or family). “Red Flag” or “Green Flag?”

Now remember a “Red Flag” does not mean it is bad or wrong, it just means that it is not in alignment with how you feel about it or how you want it to be.

Keep going throughout the day and use the template on the next page to get a list of your “Red Flags” & “Green Flags”.

“Red Flags” (things that you do not like or are lacking)	“Green Flags” (things you like or you are grateful for)
Example – my pay	Example – my partner

Once you have your list the next step is to work out the “Red Flags” you would like to remove or improve and the “Green Flags” you would like to make better (you can use these “Red & Green Flags” in an upcoming chapter as goals for you to work on).

The point of the “Red & Green Flag” exercise is to highlight if your current life matches how you want your life to be.

Do you feel happy or unhappy with your life?

If you are feeling happy it means that your current life matches how you want your life to be.

If you are feeling unhappy it means that your life does not currently match how you want your life to be.

Our “Red Flags” and “Green Flags” are a reflection of our Story.

We all have a story (actually we have 2 stories).

Story 1 is the story you tell yourself about your life and how you interpret what is happening in your life.

Your story has been influenced by the people in your life and everything that has happened to you in your life from the day you were born until now (your experiences).

These experiences create your beliefs, attitudes and standards and influence what you focus on and the meaning that you give to what you focus on. They are a guide to how you live your life.

Everyone's story is unique, just like how everyone has a fingerprint that is unique.

We also have a 2nd story (story 2).

Story 2 is about your future (Future Me Story).

It is about your dreams and goals.

Story 2 is about having beliefs, attitudes and standards that are your guide to who you want to be and how you want your life to be.

Story 2 is still to be created and most importantly it is yours to create.

The best way to explain story 2 is to imagine that you are at the movies waiting for the main movie to start and next thing a short 2 minute movie trailer for an upcoming movie comes on.

After the short movie trailer is finished you think to yourself “Wow that looks really good, I want to see that movie”.

Isn't it amazing that after seeing just a short 2 minute overview of the movie you become really excited about wanting to see the full movie.

You may even tell your family and friends about it and you may even inspire some of them to go to the movies to watch it with you.

You just can't seem to get the movie out of your mind.

What is it about the movie that makes you feel this way?

Simply - it is the story.

Something about the story has resonated with you which then triggered your emotions into feeling a certain way. The

expectation of what is to come excited you and made you take action to organise to see the movie.

Quick question – if you were able to watch a short 2 minute movie trailer of how you want your life to be (your “Future Me Story”), would you feel excited about seeing the full movie and how it turned out?

Would you be excited to tell your family and friends about it or would your “Future Me Story” inspire others?

How do you feel about your “Future Me Story”?

There is no right or wrong answer to this question, it is simply how you feel about it.

If you are happy with your “Future Me Story” - that’s fantastic.

If you are happy with some parts of your “Future Me Story” and not others - that’s fantastic.

If you are not happy at all with your “Future Me Story” - that’s fantastic.

Huh, how is this fantastic?

Simple, you can change or re-write your “Future Me Story” to however you want it to be (this is what the majority of this book is about).

Like a movie trailer, your “Future Me Story” is only a short overview of what you want your life to look like, how you want your life to be or the person that you want to become (it is like looking out the windscreen of your car to where you want to go).

The most important thing is that your “Future Me Story” has to inspire you to want to take action and to make it happen.

Think of your “Future Me Story” as a “Vision” or a “Guide”, it is simply an overview of how you want your life to be.

If you are happy with how you want your life to be you can then work out the how and what you need to do to make it happen.

The great thing about a “Future Me Story” is if it is not inspiring to you - **Do Not Watch It** - create a new one.

Before you can create your ideal “Future Me Story” it is important to understand your current life story, why you are the way you are and identify who you need to become to be able to live your ideal “Future Me Story”.

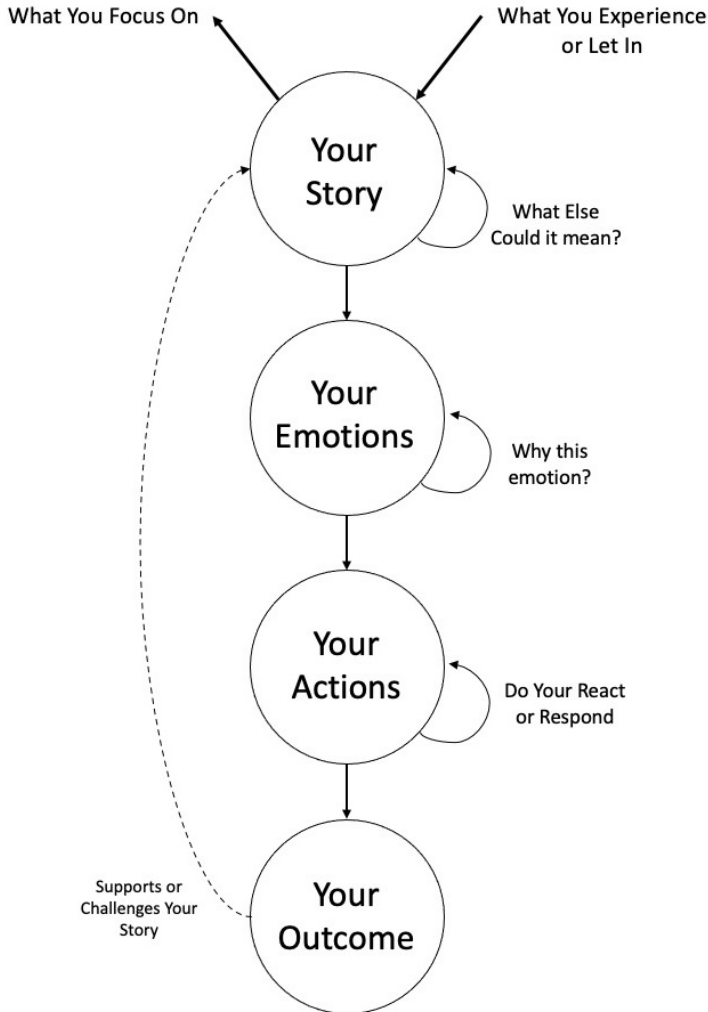
It is also important to understand why you are getting your current results or outcomes and what you can do to get a different result or outcome.

So let's get started.

Getting to Know the Real Me

The following is the “Getting to Know the Real Me” flow chart.

It is a diagram that shows how 3 simple parts of your life work together to get your results or outcomes.



The first 3 parts of the “Getting to Know the Real Me” flow chart are;

1: Your Story - this drives your emotions

2: Your Emotions - they drive your actions

3: Your Actions - they drive your result or outcome

Your actions will determine the 4th part (which is your outcome) and this will either support your story or question your story.

By making any type of change (big or small) to any or all of the 3 parts will give you a different result or outcome.

Here's a simple example of how the "Getting to Know the Real Me" flow chart works.

I want you to imagine that good friends Jack & Mary are waiting in a queue to get on a roller coaster ride.

As Jack waits in the queue he hears the screams of the people who are already on the roller coaster and he sees people who have been on the ride holding their stomach.

Jack is now thinking about the last time he went on a roller coaster and how it made him feel sick.

As Jack nervously stands in the queue he is feeling anxious and turns to his friend Mary and says "sorry Mary, I'm not going on the ride".

Mary says, "That's a shame" and adds "roller coasters are so much fun and I can't wait to get on this roller coaster as so many people have been screaming on the ride and holding their stomachs when they get off the ride".

After the ride Mary said to Jack that the ride was so much fun.

As you can see the outcome for Jack and Mary are completely different.

Now it is time to use the "Getting to Know Me" flow chart to work out why.

Jack's Experience.

Story - Jack focused on his previous bad experience and interpreted the screams and people holding their stomachs in a negative way.

Emotions - Jack's story made him feel scared and anxious.

Actions - Jack's emotions made him remove himself from the queue and not go on the ride.

Outcome - Jack chose to miss out on the roller coaster ride and by doing this it supported his story that roller coaster rides make him feel sick and anxious.

Mary's Experience.

Story - Mary focused on her previous positive experience of having fun on roller coasters and interpreted the screams and people holding their stomachs as a sign that this roller coaster ride could be scary but fun.

Emotion - Mary's story made her feel happy and excited.

Action - Mary's emotions made her stay in the roller coaster queue.

Outcome - Mary rode the roller coaster and had so much fun which supported her story that roller coaster rides make her happy.

As you can see, Jack & Mary's experiences are completely different.

How could Jack make a change so that his experience was different?

Simple, Jack could just change his story, his emotions or his actions or he could change two or more of these.

Jack's New Story - Jack could change the focus from his previous bad experience to having a good experience.

A way for Jack to do this is to ask himself "What Else Could it Mean?".

By asking this question Jack could identify that his previous negative experience was just a once off and that he had just eaten an ice cream before he went on the ride and that's why he was sick.

Jack could also ask himself "What Else Could it Mean?" when people are screaming on the ride or when people hold their stomachs after the ride.

It could mean it was the first time those people have been on a roller coaster ride and that's why they were screaming or they may have just had something to eat or drink before they got on the ride which is why they are holding their stomach.

Jack could also ask Mary why she loves going on the roller coaster.

Jack's New Emotions - From Jack's new story he could now feel excited or calm about going on the ride (but he may still feel anxious).

Jack's New Action - From Jack's new emotions he could now choose to stay in the queue and maybe talk to Mary about the ride.

Jack's New Outcome - Jack's new outcome was he experienced the roller coaster ride with his friend and had fun which supported his story that his previous negative experience on a roller coaster was a once off.

I know the above example is a quick overview so now it is time to dive a little deeper into each of the individual parts.



As mentioned previously **Your Story** is what you tell yourself and how you interpret what is happening to you.

Your story has been influenced by the people in your life and everything that has happened to you in your life from the day you were born until now (your experiences).

Your story determines what you focus on, what you let in or how you interpret what you experience.

At the core of your story are your standards.

Your standards are simply a reference point of what you will accept or tolerate and they are based on your beliefs & values.

If you have ever purchased a computer, a laptop, a mobile phone or any other electronic device you would have noticed that the device comes pre-programmed with default settings (or factory settings) that were set by the manufacturer.

Depending upon the electronic device the manufacturer sets the default settings for the font type, the font size, the language, the time zone, the ring tones or warning tones to name a few.

If you are happy with the default settings you can simply leave them as is but if you are not happy with the default settings you can go into the “Settings” of the device and change the settings to your liking.

If you think about it, the default settings are just like your own life default settings.

Every person on the planet has their very own and unique default settings which were initially set during their childhood years.

Your default settings were initially influenced by the people around you such as your parents, siblings, grandparents, aunts, uncles, cousins and friends.

For example if you were born into an English speaking family your default language would most likely be English. If you were born into a Chinese speaking family your default language would most likely be Chinese.

As you grow older your default settings are also influenced by school classmates and teachers, sporting teammates and coaches, work colleagues and bosses, the media and social media, boyfriends, girlfriends, partners and anyone else who was a part of your life.

These people also influence your beliefs and attitudes towards a whole range of things including relationships, money, health, self-improvement, work ethic, treating others with understanding and respect, love, connection, growth and contribution to name a few.

I call these default settings your “**STANDARDS**”.

In other words, it is how you view the world and the rules you live your life by.

Think about it like a pair of glasses that the optometrist has made especially for your eyes. Put someone else's prescription glasses on and your view of the world changes.

Standards are simply a reference point of what you will accept or tolerate and just like how the default settings in an electronic device can be changed, you can also change your own personal standards (that is if you are not happy with any of them).

Your standards may also change depending upon the people you are with, your physical state or your circumstances or mindset at the time.

What you will find is if your standard is not being met you will feel frustrated, upset or worried. These feelings will be the catalyst for you to say or do something to correct the way you are feeling and get back to your standard.

You have a standard for absolutely everything. Even if you think you do not have a standard about something, well that is your standard.

What is your standard when it comes to your relationships? The answer is whatever you are prepared to accept in a relationship before you say or do something to change or improve it.

What is your standard when it comes to your income? The answer is whatever income you are prepared to accept before you take action to change or improve your income.

What is your standard when it comes to exercise? The answer is whatever level of exercise you are happy to do each day, each week or each month.

What is your standard when it comes to your health? The answer is whatever your body currently weighs or looks like and what your vital signs like blood pressure and cholesterol are currently.

Here is a tip. A way to check your standard is to do something different and see how you feel about it or what you prefer.

If you feel frustrated, upset or worried it is most likely below your standard.

If you do not feel frustrated, upset or worried it most likely meets your standard.

I remember being on a cruise with my family a few years ago and noticed that everyday the same people were jogging around the deck and going to the gym to work out.

I was thinking, "Are these people crazy? Relax. We are on a cruise. Enjoy yourself".

I then realised that these people must have a standard to exercise every day regardless of where they were or what they were doing.

They had developed a habit or a routine to meet their standard.

I said to my family "I should go to the gym and work out" and you guessed it, saying the word should meant it did not happen (not entirely true as I did poke my head into the gym one day just to check it out).

Think of your standard like a thermostat on an air conditioner.

You set the thermostat to a certain temperature (say 22 degrees Celsius) to keep your room cool.

If the room temperature increases to 24 degrees the air conditioner then starts and operates until it reaches 22 degrees.

Once the temperature reaches 22 degrees the air conditioner stops and will not operate again until the temperature goes above 22 degrees.

If you change the temperature on the thermostat to 23 degrees, the air conditioner will only operate once the room temperature goes above 23 degrees.

We are exactly the same as the air conditioner. We operate once our standard is not being met.

If your standard for exercise is to walk 2 times a week - that is all that you will do.

If you decide to increase your standard and walk 3 times a week - you will now walk 3 times a week.

If for some reason you only go for a walk 2 times in one week it will feel odd as your new standard is 3 times per week.

Just like how the air conditioner operates until it reaches the desired temperature you will now make sure that you walk 3 times a week.

The next step is to set your standard to 4 walks per week - and then watch your standards magic happen.

If you surround yourself with people whose thermostat is set higher than yours, what you will find is eventually your thermostat will change to match the thermostat of those around you.

For example, if you hang out with people who love to exercise and talk about nutrition you will find that you will also start to talk about nutrition and you will exercise more.

It can also work in the opposite way and you could lower your standards if the people around you have a lower standard.

For example if you hang out with people who do not exercise and who eat unhealthy you will find you may also start to eat unhealthy and do not exercise.

To further explain, what would you do if you noticed there were a few dirty dishes in your kitchen sink?

1: Would you leave them there?

2: Would you put them in the dishwasher or wash them up?

3: Would you find the person that put them there and ask them to either put them in the dishwasher or wash them up?

There is no right or wrong answer, it simply comes down to your standard and whether your standard has been met or not.

In other words - will you tolerate the dishes being there?

If seeing the dirty plates in the sink frustrates, upsets or worries you it means that having dirty plates in the sink is something that you cannot tolerate and does not meet your standard.

These feelings will make you say or do something until you can tolerate it or until the situation meets your current standard.

If seeing the dirty plates in the sink does not frustrate, upset or worry you it means that having dirty plates in the sink is acceptable to you and meets your current standard. It means that you will not say or do anything to change the situation.

Of course the dirty plates will need to be cleaned at some point but this example is simply showing you the difference between what you will tolerate or what you will not tolerate, what meets your standard or what does not meet your standard.

I mentioned earlier that your standard can change depending upon the people you are with, your physical state or your circumstances or mindset at the time.

In the example above if you were happy to leave the dirty plates in the sink, your standard may change if a friend was coming over or if you felt energetic or you watched a renovation show where the kitchen was beautiful, clean and tidy. I will explain in more detail why our standards can change later in the book.

If you want to know what your standards are, take note of how you live your life and what you will accept or tolerate before you get frustrated, upset or worried enough to then say or do something to get back to your standard.

If your standard is being met you will feel content and in your comfort zone.

If your standard is not being met you will feel uneasy and out of your comfort zone. It is a point that will trigger you into action.

If you are happy with this standard – great.

If you are not happy with this standard you can either accept this standard or you can change this standard.

I challenge you to increase or improve one of your standards today.

For example. The standard I am increasing is my standard of doing 15 minutes of exercise each day.

My new standard is 20 minutes of exercise each day.

Your turn now;

The standard I am increasing or improving is;

.....

My new standard is;

.....

How do you think you will feel when you increase or improve your standard?

I encourage you to come back to this exercise tomorrow when you can answer this question.

At the core of your standards are;

1: Your beliefs

2: Your values

Your beliefs are what you accept as true, often without questioning or proof.

They are influenced by the way you were raised, the positive and negative events in your life and past results of your decisions.

Beliefs are usually linked to a behaviour.

Beliefs are the underlying influence of your values.

Your values are the guiding principles you live by.

Your values are what you think is good, fair and meaningful.

Your values determine what you look for and what you avoid.

Let me explain the difference between a belief and a value using the example above about the dirty plates left in the sink.

Your belief: It is rude for someone to leave dirty dishes in the sink.

Your value: I value fairness (everyone should clean up after themselves).

Belief: Your belief is what you accept as true (often without questioning or proof) and is influenced by the way you were raised, the positive and negative events in your life and past results of your decisions.

In the above example the behaviour of someone leaving the dirty dishes in the sink is a behaviour that you have labeled from your past experiences as being rude.

Value: Your value is what you think is good, fair and meaningful and determines what you look for and what you avoid.

In the above example, as your belief is that leaving dirty dishes in the sink is rude, your underlying value of fairness has not been shown and it upsets you.

In this example where could this value of fairness come from?

It depends, but as an example if someone grows up in a family with brothers or sisters, it is most likely that the brothers and sisters were treated fairly by their parents.

If one sibling did not do something they were supposed to or they were treated differently by the parents, the other siblings may label this behaviour as unfair, leading them to value fairness.

Another example is imagine you are at a restaurant with a friend and the waiter comes over to take your order. You notice that the waiter does not look you in the eye when taking your order but looks your friend in the eye when taking their order.

Your belief: You believe that the waiter is rude.

Your value: You value respect.

Now let us look at it from your friend's perspective.

Your friend's belief: The waiter was courteous.

Your friend's value: They value respect.

In this example you will note that you and your friend both value respect. The difference is that your belief meant that your value of respect was not met (a negative experience) while your friend's belief meant their value of respect was met (a positive experience).

There could have been several reasons why the waiter did not look you in the eye.

Maybe the waiter may have been intimidated by you, maybe they were too busy writing your order down to look at you or maybe you had something on your face and the waiter did not want to look and embarrass you or maybe the waiter was attracted to the other person.

Whatever the reason, the belief you accepted as being true about the waiter's behaviour conflicted with your value of respect and therefore made you feel upset.

What I have noticed is that when I am really upset or angry my beliefs, values and standards were being questioned.

As my beliefs, values and standards are at the core of who I am, I felt the words or behaviour I was experiencing questioned who I am and what I stand for.

It made me realise how important my beliefs, values and standards are to me and that I need to have a story that will positively serve me.

What is Your Story?

As a result of your standards, beliefs and values you create your story based on what you focus on, how you talk to yourself and what you let in from what is going on around you.

Think of it like a filter that only lets through what you want it to let through.

Ask yourself the following questions about your story.

Does your story focus on what you have or what is missing or lacking in your life?

Does your story focus on what could go wrong or what could go right?

Does your story focus on what is good about a person or situation or what is wrong with a person or situation?

Does your story focus on what you can control or what you can't control?

Does your story focus on the past, the present or future?

Does your story focus on finding the reason to do something or the reason not to do something?

Does your story tell you that you are not good enough or not worthy or does it tell you that you are good enough and are worthy.

Does your story tell you that you will never be good at something or does it tell you to keep trying so you will get better?

Does your story tell you that it will never happen to you so why bother or does it tell you it is just a matter of time before it happens so keep going.

Does your story tell you to shut other people out or does it tell you to include them?

Does your story tell you that nobody cares about you, you are a victim or you are not worthy of love?

There is certainly no right or wrong with any of the above answers.

It is just about getting an understanding of what your story is, who you are and if you are not getting the outcome you want, to see where you can make a change.

What you focus on and what you tell yourself can become a habit and like any habit, if you are not happy with it or if it is not serving you positively, it could be in your best interest to change it.

Now imagine you work with someone whose story is to look for reasons not to do things.

You ask this person if they would like to go for a walk with you in the lunch break.

As their story is to look for reasons not to go for a walk, they might say things like it is too hot or it is too cold, there is not enough time, it could rain or my feet are sore.

I am certainly not suggesting that the person's reasons to not go for a walk are not valid, not at all, the idea of this example is to highlight that if the person's story is to find reasons not to do things, this is what they would typically say or do.

On the other hand, if the person's story is to find reasons to do things, they might simply say, sounds great - see you at lunch time.

If you are finding you are more like the person who finds a reason not to do things and you would like to change this, here is a simple solution.

Next time you are asked to do something, change your story and just say "Yes" (but only if it is practical and safe to do so).

What you will find is that you typically only hear the words or see the behaviour that supports your story or view of the world.

This is called Confirmation Bias.

Confirmation Bias is a term to describe how you search for, interpret, favour or recall information in a way that confirms or supports your beliefs or values.

For example, you are watching the news and a story comes on about politics. The story talks positively about the political party you support so you interpret the information favourably as it supports your political beliefs.

You then watch another news program and they are also reporting on the same political story. However, they interpret the political news story differently and are talking negatively about the political party you support.

As the story is not in alignment with your beliefs or values (confirmation bias), you view the second news program and their interpretations unfavourably.

This Confirmation Bias can happen in any of your interpretations.

To change what you are focusing on or to change the meaning you have about what you focus on, you can use the power of "ELSE".

According to the dictionary the word Else means "in addition", "other" or "more".

When it is combined with Who, What, Where, How, When & Why it becomes a powerful tool that challenges you to discover different options or alternatives.

The reason it is such a powerful tool is that it simply asks a question.

A question challenges you to find an answer.

When you are asked a question it is your natural instinct to want to answer the question.

How are you?

What is your favourite drink?

What is your mother's name?

See it is hard not to answer? (did you answer this question?)

So to use the power of "Else" to change what you focus on you could ask yourself questions like;

What Else could it mean?

How Else could I interpret what has been said or done?

Why Else would the other person say or do that?

When Else did this happen to me and how did I respond?

Who Else has said or done that to me and how did I interpret it?

Where Else has this happened to me and what were the circumstances?

Use your own Else questions or other questions that will evoke an answer.

For example, if you have ever tried a diet and it didn't work, your story might be that diets never work and that you have tried everything but you just cannot seem to lose any weight.

To help change your story you could use the following Else questions.

What Else could it mean not losing any weight?

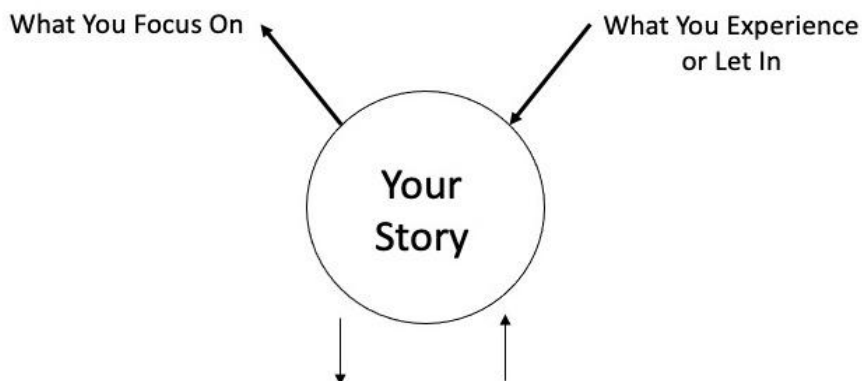
How Else could I lose weight?

Why Else would the diet not be working?

When Else did I lose weight and what happened to me?

Who Else could you speak with or learn from about diets and losing weight?

Where Else could you go to learn about diets or losing weight?



To help change your story, ask the **Else** Questions.

What Else Could it mean?

How Else could I interpret what's been said or done?

Why Else would the other person say or do that?

When Else did this happen to me and how did I respond?

Who Else has said or done that to me and how did I interpret it?

Where Else has this happened to me and what were the circumstances as to why it happened?

Or

Use your own Else questions.....

In summary, your story is made up of your beliefs and values which creates your standards.

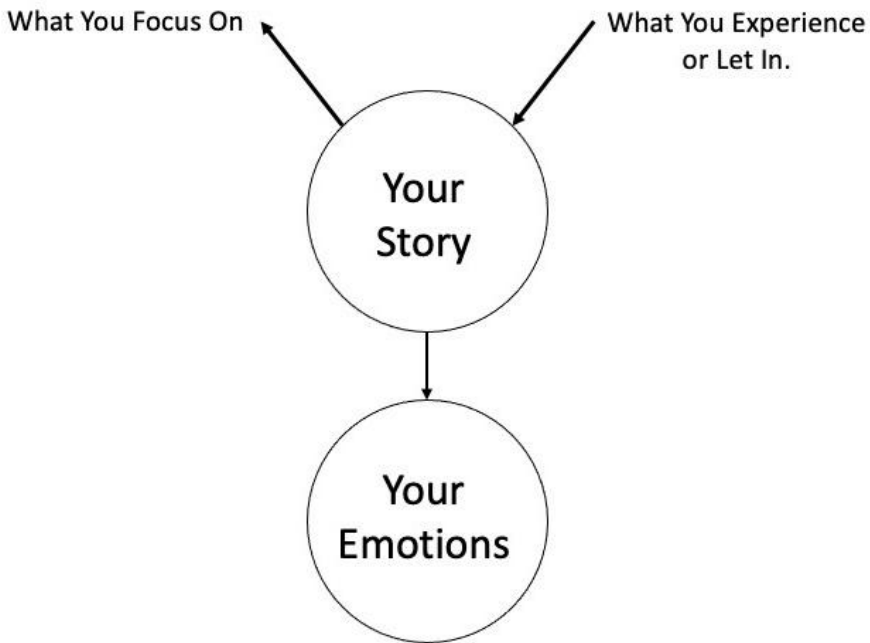
Your standards are your guide to how you live your life.

Your story may trigger one or more of your emotions and depending upon your story, your emotion/s will determine whether you take action or not.

The result is your outcome.

Understanding why our emotions are triggered is crucial and this is what the next section is all about.

Your Emotions



Your emotions phase is simply the feeling you have from your story.

The feeling is based on your previous experiences and is linked to your 6 Emotional Needs.

The emotion can be positive or negative and is the driving force to whether you take action or not.

Emotional Needs are the foundations of your happiness and emotional well being.

A HUGE thank you to Tony Robbins for his amazing insights and wisdom in categorising these needs into 6 basic human emotional needs.

What are Emotional Needs?

At the core of every person we have 6 emotional needs.

1: The need for **certainty** (safety or security) in our life.

2: The need for **variety** in our life.

3: The need for **significance** (to feel important).

4: The need for **connection** with others and to love and to feel loved.

5: The need for **growth** (self improvement).

6: The need for **contribution** (to make a positive difference in other people's lives without expecting anything in return)

The first 4 Emotional Needs (certainty, variety, significance & connection) are **Survival** Needs. Think of these like your basic survival needs of having food, water, shelter and sleep.

We try to satisfy our survival needs everyday and can satisfy these needs in positive ways or in negative ways.

The remaining 2 Emotional Needs (growth & contribution) are **Thriving** Needs.

Growth is about you. It is when you are learning, challenging yourself or improving yourself for the better.

Contribution is about others. It is where you help others and make a positive difference to their lives.

When you satisfy your need for contribution, you thrive and have a real sense of fulfillment. It makes you feel alive and sets your soul on fire.

The 6 Emotional Needs

Survival Needs

Certainty

The need to feel safe, secure and in control.

Variety

The need for challenges, risks and the unknown.

Significance

The need to feel important, needed and wanted.

Connection

The need to feel connected and loved by others

Thriving Needs

Growth

The need for self improvement.

Contribution

The need to help others and make a positive difference

Let's take a closer look at each of the 6 Emotions Needs.



The need for certainty is the need to feel safe, secure and in control of the future.

If one of your dominant needs is certainty, typically you want a life filled with certainty and want your life to stay the same – which is virtually impossible.

In order to bring certainty you may avoid new situations or people or you may feel the need to control your environment or the people around you.

You enjoy planning, thrive on a schedule and are very organised.

You are reluctant to take risks and have new experiences. You may even show addictive or obsessive behaviors.

The following are examples of needs of certainty.

- The need to feel safe and secure.
- The need to avoid pain or gain pleasure.
- The need to feel in control.
- The need to be in your comfort zone.

- The need to be right.
- The need for things to be in order.
- The need for routine.
- The need for power.
- The need for dependability and reliability.
- The need for familiarity.



The need for variety is the need for challenges, risks and the unknown.

If one of your dominant needs is variety, typically you are generally outgoing, like new situations and like meeting new people.

You are always willing to do something new, have many interests and are unafraid of taking risks.

You like change which could lead to frequent job or relationship changes, just for the sake of variety.

You can be unfocused and lack planning skills.

The following are examples of needs of variety.

- The need to be spontaneous.
- The need to be creative.
- The need to be out of your comfort zone.
- The need for freedom.
- The need for excitement.
- The need for adventure.
- The need for a challenge.

- The need to take a chance or a risk.
- The need for the unknown.



The need for significance is the need to feel important, needed and wanted.

If one of your dominant needs is significance, typically you have a desire to be seen, heard and listened to. In other words, you want attention, recognition and to be noticed.

Significance provides you with a sense of validation.

If you are not feeling significant or receiving validation from your positive words or behaviours, you may look at using negative words or behaviours to gain recognition.

You are highly driven to be successful and love setting and reaching goals.

You are committed to a cause or several causes.

You can be highly competitive, perfectionistic or dramatic.

The following are examples of needs of significance.

- The need to feel important.
- The need to feel valued.

- The need to feel recognised.
- The need to feel respected.
- The need to feel appreciated.
- The need for attention.
- The need for influence.
- The need to feel like a hero.
- The need to feel special.
- The need for validation.
- The need to feel needed.
- The need to feel wanted.
- The need to be unique.



The need for connection is the need to feel connected and loved by others.

If one of your dominant needs is connection, typically you are constantly seeking out a close relationship with someone or something.

You may sacrifice self-care in order to take care of others or maintain a partnership. You may even lose your sense of self and find it hard to say “no”.

You value loyalty and generosity with those you love.

You give freely and others find you trustworthy.

The following are examples of needs of connection.

- The need to feel a closeness to others.
- The need for a relationship with others.
- The need to feel loved and to love.
- The need for intimacy.
- The need to belong.
- The need for loyalty.
- The need to feel a part of a community.

- The need for inclusion.
- The need for trust.
- The need to feel worthy or deserving.



The need for growth is the need for self improvement.

If one of your dominant needs is growth, typically you are always striving to be better and learn more.

You are typically very good at your job, but may move on quickly once you believe there is nothing else to learn or you have reached your full potential.

You tend to be always on the go and neglect the rest and relaxation that you need.

You are always pushing boundaries, both your own and those set for you by others.

You are very independent and are rarely attached to material things.

You may find it hard to connect with others and sometimes may move on too quickly from relationships.

The following are examples of needs of growth.

- The need to challenge yourself.

- The need to learn.
- The need for self improvement.
- The need to improve.
- The need to be better.
- The need for knowledge.



The need for contribution is a need to help others and make a positive difference.

If one of your dominant needs is contribution, typically you are an extremely empathetic and compassionate person.

You enjoy giving back and sharing what you have.

You want to leave a legacy.

You will likely make a big difference in your community and in some cases you can lose sight of the fact that giving begins at home and you may neglect those closest to you.

The following are examples of needs of contribution.

- The need to help others.
- The need to make a positive difference to others.

We all need to satisfy each of the 6 Emotional Needs and your experience of life up until today, will determine the importance of each of the 6 Emotional Needs.

Typically you will have 2 needs that are your dominant emotional needs.

From these 2 needs there will be one prominent need which is your driving need.

By knowing your driving emotional need it will enable you to understand yourself better.

It will make sense why you think the way you do, why you say the things you do and why you behave the way you do.

It is all linked to whether your dominant emotional needs are being met or not.

You may discover that you are satisfying your emotional needs in positive ways or in negative ways.

Think about a child who throws a tantrum. The emotional need that they are wanting to satisfy could be the need for significance however to satisfy this need they are using a negative behaviour.

The child could also show a positive behaviour to satisfy their need for significance by putting their toys away.

Either way, the child receives attention so their need for significance is being met.

To help discover what your dominant Emotional Needs are, quickly answer the following 8 questions.

1: What frustrates you about your current job?

2: What frustrates you about your current money position?

3: What frustrates you about your current relationship/s?

4: What frustrates you about your health?

5: What do you like about your current job?

6: What do you like about your current money position?

7: What do you like about your current relationship/s?

8: What do you like about your health?

Once you have answered these questions, go back and look for any words or phrases in the Emotional Needs summary above that reflect your answers to the 8 questions above.

If you find any of your words or phrases take note of the corresponding Emotional Need.

How many Emotional Needs do you have?

Of these Emotional Needs, what need do you think is your Driving Need?

Knowing your dominant and driving needs, does it make sense to you why you think, talk and behave the way you do?

If you are struggling to find your dominant Emotional Needs try the following exercise.

Thoughts, Words & Behaviours Audit.

A Thoughts, Words & Behaviours Audit is about being mindful of the thoughts you have, the words that you say and how you behave in different situations.

It is also about being mindful of your thoughts, words and behaviour when you feel frustrated as this is a sign that one of your dominant needs is not being met.

It is then determining which of the 6 emotional need categories these thoughts and words fall into and discovering if there is an emotional need that is dominant or your driving need.

For example, if you find you are talking about having a routine or about being in control - one of your dominant needs is certainty.

If you find yourself thinking about doing something new or if thinking about taking a risk doesn't bother you - one of your dominant needs is variety.

If you find that what you say or do gets you attention or you like it when something you do gets noticed - one of your dominant needs is significance.

If you find you are constantly seeking out a close relationship with someone or if you value loyalty - one of your dominant needs is connection.

If you find you are always striving to be better and learn more or you like to push the boundaries - one of your dominant needs is growth.

If you find you are always helping other people or you like sharing what you have - one of your dominant needs is contribution.

My dominant 2 needs are the need for certainty and the need for connection.

My need for certainty is more about having the feeling of being in control.

I am a nervous passenger in a car as I feel like I have no control.

I am happy to drive everywhere because it gives me the feeling of being in control.

My need for connection is about feeling loved and having a positive connection with others.

My driving emotion is connection.

I know the thoughts I have, the words I speak and the behaviours I show are all about satisfying my dominant need for certainty and my driving emotional need for connection.

If my driving need for connection is not being satisfied I know that to satisfy this need that my behaviour may sometimes come across as being a people pleaser or emotionally needy.

Knowing and understanding my behaviour enables me to make changes and improve how I satisfy my emotional needs.

Although my words and behaviour may seem odd to people with different emotional needs, all I am trying to do is to satisfy my own dominant and driving needs.

I have found that by understanding my dominant and driving needs, how I feel when they are not met and the thoughts, words and actions I take to satisfy these needs, has given me an insight into why other people say what they do and act the way they do.

Simply, they are just like me and are trying to satisfy their dominant and driving needs.

In addition, by listening closely to the type of words people say and by observing their behaviours it helps me learn the dominant and driving emotional needs of the person.

For example, if you are talking to someone and they talk about being organised, having a routine or they do not like taking any risks, you can safely say that one of their dominant emotional needs is certainty.

This helps you to understand what motivates them.

In a business situation, if you learn that your customer likes certainty, you could talk to them in a language that matches their need.

You could mention that some of the benefits of your product or service are that they provide reliability, peace of mind or will put the customer in control.

By understanding we all need to satisfy our emotional needs it provides us with the opportunity to help others satisfy their needs.

Here's a few examples.

Example 1 - Helping a child satisfy their needs.

Certainty - you could provide an environment that makes the child feel safe.

Variety - you could encourage the child to try new things or to do something a new way.

Significance - you could make the child feel important by praising their behaviour or by spending time with them.

Connection - you could say and do things that make the child feel like they belong and are loved.

Growth - you could encourage the child to learn something new or to improve themselves in some way.

Contribution - you could encourage the child to help another child or to be a part of a community event that helps other people.

Example 2 - Helping your partner satisfy their needs.

Certainty - you could say and do things that make your partner feel safe and secure in your relationship.

Variety - you could be spontaneous with your partner and go on an adventure or maybe to dinner, for a coffee or anything else.

Significance - you could say and do things that make your partner feel valued, respected, appreciated or special.

Connection - you could say and do things that make your partner feel loved and bring you closer together.

Growth - you could encourage your partner to learn something new or to challenge themselves in some way.

Contribution - you could encourage your partner to volunteer or to be a part of a community event that helps other people.

Rewriting the story about relationships.

Issues or disagreements with your partner, your family, your friends or a work colleague, although may be frustrating, are actually quite healthy.

The reason is there is typically a surface issue (a behaviour) that you argue or disagree about when in fact, what is really upsetting you is an under the surface emotional need that is not being met.

For example, your partner leaves their wet towel on the bathroom floor after they have a shower - this is the behaviour or the surface level issue. Your standard of having a tidy home is not being met and you feel frustrated,

You have asked your partner many times not to do this but it still happens.

You and your partner argue or disagree about this behaviour.

The reason you are frustrated with your partner's behaviour is not the fact the towel is on the ground, the real reason is that one or more of your emotional needs are not being met.

Maybe your need for significance is not being met as your partner's behaviour makes you feel disrespected or maybe your need for connection is not being met as your partner's behaviour makes you feel that they do not listen or care about what you say.

Now let us look at it from your partner's perspective.

Maybe your partner's need for significance is not being met so leaving the towel on the ground is the only way to get some attention from you or maybe their need for connection is not being met as telling them what to do makes them feel disconnected from you.

Whatever the reason, the behaviour is secondary to the emotional need not being met.

If you think about any disagreement that you have ever had you will find that one or more of your or the other person's emotional needs were not being met.

The words or behaviour from you or the other person that started the disagreement are only the surface issues.

Think back to your last disagreement and determine the emotional need or needs that were not being met by the words or behaviour of the other person.

To help work this out, answer these 2 questions quickly and honestly.

Ask yourself,

1: What were the words or behaviour of the other person that upset or frustrated me? Example - they left the towel on the bathroom floor.

2: Why did the words or the behaviour of the other person upset or frustrate me? Example - I felt disrespected or it made me feel disconnected.

Tip 1: Keep asking yourself question 2 until you uncover an emotion or feeling.

Tip 2: Start your answer to question 2 with "I felt....." or "it made me feel....."

Tip 3: Use only 1 word when describing how you felt or how it made you feel. Example - I felt disrespected. It made me feel vulnerable.

3: Rather than feeling.....(insert your 1 word answer from question 2) I need to feel..... (insert a 1 word feeling).

Example: Rather than feeling disrespected, I need to feel respected.

Feeling respected is the emotional need of significance.

If you think about it, the real reason you were upset or frustrated was that you needed to feel respected (significant) and the words or behaviour of the other person was not satisfying your need to feel respected.

So next time you have a disagreement, look for the emotional need that is not being met, rather than the behaviour that upsets you.

What I have found is that the following are the main reasons for most disagreements or issues (particularly in relationships).

- There is a battle for power or control.
- There is a lack of respect, recognition or feeling valued.
- There is a lack of care, trust or closeness.

Digging deeper on these reasons the emotional needs that are not being met are:

- The need for certainty.
- The need for significance.
- The need for connection.

Having an understanding of your emotional needs and those of your partner can be used to help resolve these issues.

If you are really finding it difficult to work out your dominant or driving needs, try the following “Uncovering Your Emotional Needs” exercise.

The template for you to use in the “Uncovering Your Emotional Needs” exercise is in a few pages, so before you get there I will explain what you need to do.

Firstly, think of a time when you felt really frustrated or upset about something.

You were so frustrated that your blood was boiling and steam was coming out of your ears.

In the “Uncovering Your Emotional Needs” template, there are a list of feelings in Column 1.

If any of the feelings in Column 1 were missing when you felt frustrated or upset, put a tick in column 2 next to the feeling/s.
Tick as many feelings as you like.

For example, let’s say you were really frustrated about your friend being late to pick you up and they did not call to let you know they would be late.

The feelings you may have felt missing were acknowledgement and appreciation.

In this case you would put a tick next to acknowledgement and appreciation like in the template extract below.

Column 1	Column 2	Column 3	Column 4
The Feeling of	What feeling is missing when you feel frustrated, upset or something negative happens to you?	What feeling is present when something positive happens to you or you feel grateful or happy?	Total
Accomplishment			
Achievement			
Acknowledgment	✓		
Adventure			
Appreciation	✓		

Repeat this exercise focusing on another time when you felt really frustrated or upset about something. Put a tick in column 2 next to the feeling/s that you felt were missing.

Tick as many feelings as you like.

Next, focus on a few times when something happened that made you feel happy and grateful.

Look at the list of feelings in column 1 and see if any of these reflect the feelings you were having at the time.

If any of the feelings in column 1 were present when you felt happy and grateful, put a tick in column 3 next to the feeling/s.

Tick as many feelings as you like.

Using the example above and changing it slightly, let's say your friend called to let you know that they were running about 5 minutes late and they were very sorry for keeping you waiting as they knew you had to be somewhere at a certain time.

The feelings you may have felt were acknowledgement and appreciation.

In this case you would put a tick next to acknowledgement and appreciation like in the template extract below.

Column 1	Column 2	Column 3	Column 4
The Feeling of	What feeling is missing when you feel frustrated, upset or something negative happens to you?	What feeling is present when something positive happens to you or you feel grateful or happy?	Total
Accomplishment			
Achievement			
Acknowledgment	✓	✓	
Adventure			
Appreciation	✓	✓	

It is your turn now so please go to the next page and start the exercise.

To get the best results, think of at least 3 occasions when you felt frustrated or upset and at least 3 occasions when you felt grateful or happy.

Use these occasions to determine the feelings that you felt were missing or the feelings that the occasions gave you.

Column 1	Column 2	Column 3	Column 4
The Feeling of	What feeling is missing when you feel frustrated, upset or something negative happens to you?	What feeling is present when something positive happens to you or you feel grateful or happy?	Total
Accomplishment			
Achievement			
Acknowledgment			
Adventure			
Appreciation			
Approval			
Attention			
Being Right			
Challenge			
Community			
Confidence			
Connection			
Contribution			
Control			
Creativity			
Equality			
Fairness			
Freedom			
Fun			
Importance			
Inclusion			
Individuality			
Influence			
Integrity			
Intelligence			
Intimacy			
Knowledgeable			
Leadership			
Order			
Power			
Prestige			
Pride			
Recognition			
Respect			
Safety			
Security			
Specialness			
Trust			
Uniqueness			
Valued			
Other (describe the feeling.....)			

Once you have completed the “Uncovering Your Emotional Needs” template on the previous page, add up the number of ticks against each feeling in column 2 and column 3 and place the total in column 4.

Example:

Column 1	Column 2	Column 3	Column 4
The Feeling of	What feeling is missing when you feel frustrated, upset or something negative happens to you?	What feeling is present when something positive happens to you or you feel grateful or happy?	Total
Accomplishment	✓	✓✓	3
Achievement			
Acknowledgment	✓✓✓	✓✓✓	6
Adventure	✓✓	✓	3
Appreciation	✓✓✓	✓✓✓✓	7

The next step is to find the feeling/s that have the highest scores in column 4 and find the corresponding feelings in the table below.

For example, in the table above “Appreciation” has the highest score with 7 and “Acknowledgment” has the second highest score with 6.

In the table below you will find “Appreciation” in the emotional need column of **“Connection”** and you will find “Acknowledgement” in the emotional need column of **“Significance”**.

Certainty	Variety	Significance	Connection	Growth	Contribution
Being Right	Adventure	Achievement	<i>Appreciation</i>	Accomplishment	Community
Confidence	Challenge	<i>Acknowledgement</i>	Approval	Individuality	Contribution
Control	Creativity	Attention	Connection	Intelligence	
Fairness	Freedom	Importance	Inclusion	Knowledgeable	
Integrity	Fun	Influence	Intimacy	Pride	
Order		Leadership	Respect		
Safety		Power	Specialness		
Security		Prestige	Trust		
		Recognition	Valued		
		Uniqueness			

Based on the example above, the dominant emotional needs are Significance & Connection.

As Connection has the highest score (7), Connection is most likely the driving emotional need.

What this means is that this person responds best to words, behaviours or tasks where they feel that they are or will be appreciated or acknowledged.

It also means that the words, behaviours and preferred tasks performed by this person tend to seek appreciation or acknowledgement.

From your **“Uncovering your Emotional Needs”** template, complete the following.

The feeling with the highest score in Column 4 is

The feeling with the 2nd highest score in Column 4 is

Now in the table below circle your two highest scoring feelings.

Certainty	Variety	Significance	Connection	Growth	Contribution
Being Right	Adventure	Achievement	Appreciation	Accomplishment	Community
Confidence	Challenge	Acknowledgement	Approval	Individuality	Contribution
Control	Creativity	Attention	Connection	Intelligence	
Fairness	Freedom	Importance	Inclusion	Knowledgeable	
Integrity	Fun	Influence	Intimacy	Pride	
Order		Leadership	Respect		
Safety		Power	Specialness		
Security		Prestige	Trust		
		Recognition	Valued		
		Uniqueness			

What emotional need column is your highest scoring feeling in?

What emotional need column is your 2nd highest scoring feeling in?

Congratulations, you have just worked out your dominant emotional needs.

Of these needs, which need do you think is your driving emotional need?

Is your highest scoring feeling in the same column as your driving emotional need?

Congratulations again, you have just worked out your driving emotional need.

Now you know your dominant and driving emotional needs, does it make sense why you respond best to words, behaviours

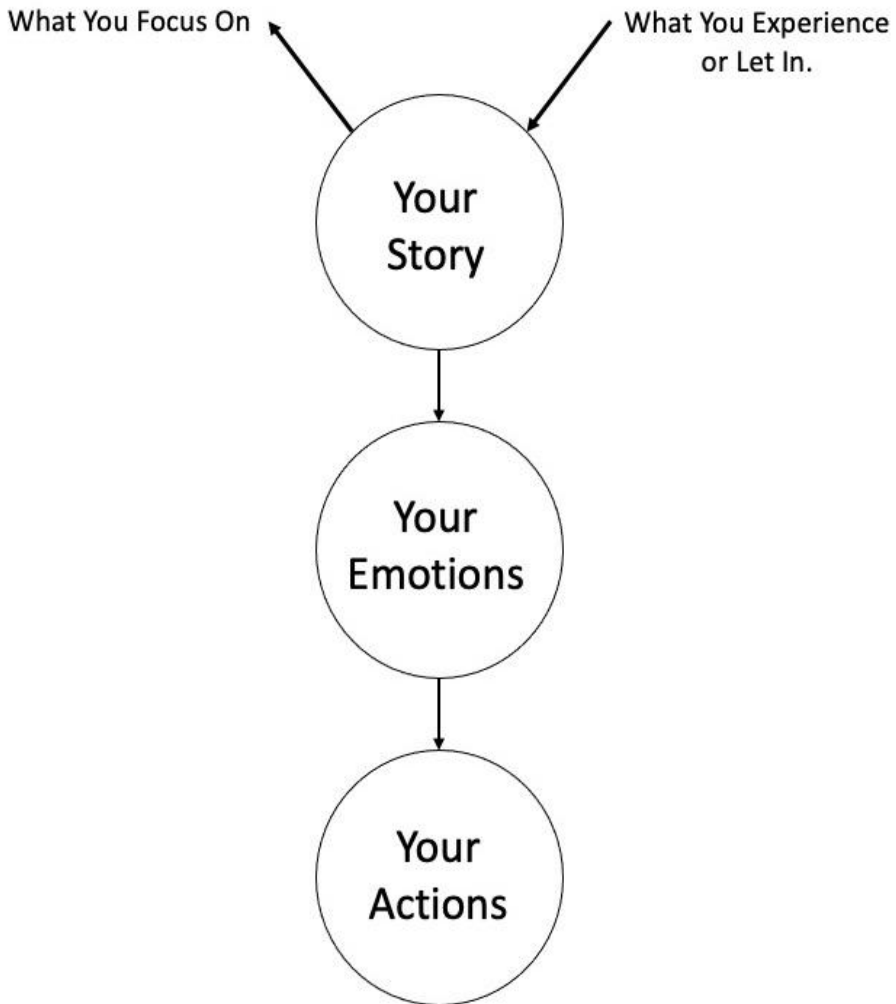
or tasks that make you feel your dominant or driving needs will be or are being met?

Does it make sense why you feel frustrated or upset if your dominant or driving needs are not being met?

Does it also make sense why your words, behaviours and the tasks you like to perform are trying to satisfy your dominant or driving needs?

Here is a tip. If you are ever lacking motivation focus on behaviours or tasks that will satisfy your dominant or driving emotional needs.

Your Actions



The action phase is simply what you do or say from the emotion you feel.

The strength of the emotion will determine the level of action you take (this may also be nothing).

The action could have a positive effect or the action could have a negative effect.

Before acting on your raw emotion take a short reframing break and ask yourself “What else could it mean?”

This way you can control your action so rather than reacting to your emotion you can respond.

Imagine you are driving to work one day when someone pulls out in front of you and you have to slam on the brakes. You are upset with the person because you could have been in an accident. What action do you take?

Do you React or Respond?

If you react, you will curse at the driver, wave your arms at them and for the rest of the trip to work you will be thinking about that driver.

You get to work and tell your work colleagues all about the incident and how upset you are. When you get home you repeat the story to your family and how much of a hopeless driver the other person was and how they ruined your day.

By reacting you have let the other person have control over you and the situation.

If you respond, you will curse about the driver for a very short time and then think to yourself that it is not worth getting upset over as you and your car are OK. You will then proceed to work with the same mindset that you had prior to the incident.

The incident will be such a minor thing in your life that you would not even think of telling your work colleague or family about it because in the scheme of things it is such a minor thing.

The funny thing is that the other driver who pulled out in front of you most likely forgot about the incident very soon after it happened and let us be honest, I am sure that at some point in our driving careers we have caused another driver to get upset.

By responding you have kept control and the other person has no power over you or the situation.

What do you think you will do next time someone does something to you?

Will you react or respond?

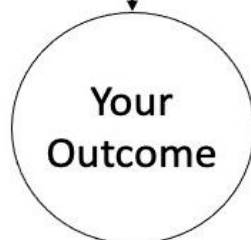
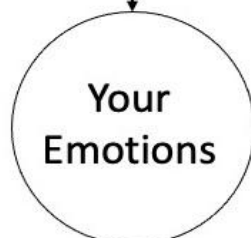
Take this lesson and apply it to any part of your life.

Take a deep breath, count to 10 and then respond.

Your Outcome

What You Focus On

What You Experience
or Let In.



**Your
Story**

**Your
Emotions**

**Your
Actions**

**Your
Outcome**

Your outcome is simply the result you end up with after going through the other 3 stages.

Your outcome can be positive or negative (success or failure) and either in alignment or out of alignment with your story.

Was it the outcome you wanted?

If you want a different outcome you simply make a change to any of the stages.

Change your story - your emotions will change, your actions will change and your outcome will change.

Change your emotions - your actions will change and your outcome will change.

Change your actions - your outcome will change.

With a different outcome your story will change, which affects your emotions which affects your actions.

Are You Happy with Your Life?

The reason I am asking you this question now is because the upcoming chapters are the "How To" parts and I want you to start to think about your life and identify if there is a part of your life you would like to change or improve.

Earlier in the chapter our story was discussed. Our story is what you tell yourself about your life and how you interpret what is happening in your life.

It is a guide to how you live your life.

Our story affects our thoughts and words, which affect how we feel, which affects the action we take, which affects the outcome we get.

As our thoughts and words are the foundations to our happiness let us do a quick happiness check.

Think about your finances.

What thoughts do you have when you think of your finances and what words do you use when talking about your finances?

Do these thoughts and words make you feel happy or unhappy about your finances?

Are these thoughts and words more about being grateful for your financial situation or about what you are lacking?

Think about your relationships.

What thoughts do you have about your relationships and what words do you use when talking about your relationships?

Do these thoughts and words make you feel happy or unhappy about your relationships?

Are these thoughts and words more about how grateful you are for your relationships or what you are lacking in your relationship?

Think about your health.

What thoughts do you have about your health and what words do you use when talking about your health?

Do these thoughts and words make you feel happy or unhappy about your health?

Are these thoughts and words more about how grateful you are for your health or what is lacking from your health?

The point of this exercise is to do a quick check on what is making you feel happy or unhappy because at the core of our happiness and our willingness to change are our thoughts and words.

Our thoughts and words affect how we feel which affects the action we take which affects the outcome we get.

If you are feeling happy it simply means that your current life matches how you want your life to be. Your reality matches your story.

If you are feeling unhappy it simply means that your life does not currently match how you want your life to be. Your reality is different to how you want your story to be.

This is not a bad thing, in fact it is actually great as you now have something you have identified that you can work on improving.

I have been asked over my life by various people “Are you happy?”

In most cases I answered “Yes I am happy”.

I think the real question that should be asked is “Could I be happier?”

By asking this question it unlocks whether your reality matches your story. This then enables you to identify the area/s in your life where you feel things need to improve or be better, or where your story is not matching your current life.

For example, you ask your partner, friend or work colleague if they are happy.

They will most likely answer yes (and this will most likely be the end of the conversation).

Then ask “Could you be Happier”?

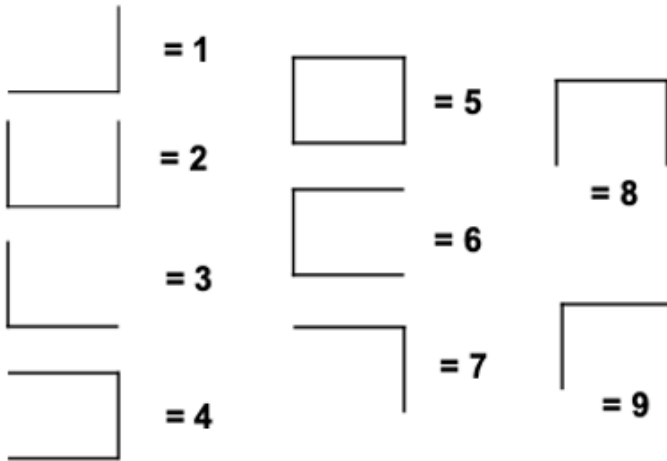
At this point it gives the other person the opportunity to think about and tell you what is missing from their life.

Your partner, friend or work colleague might reply, “I would love to make more money” or “I would love to lose some weight” or “I would love to feel appreciated” or “I would love to impact more people” or “I would love to feel important”.

You will notice that if it is important that they will most likely say “I would love to.....”

If you have identified that you are not happy with a part of your life, this is good, as the change you want can be used as your goal in the upcoming chapter exercises.

The GPS To Success – What Is It?



Before learning about the GPS to Success I would like you to study the above shapes and their corresponding numbers for about a minute.

Once you have done that, close the book or close your eyes.

What I want you to do now is test yourself on how many of the shapes and their corresponding numbers you can remember.

How many did you honestly remember?

If you are struggling to remember many, you are not alone.

Imagine if you did the same test in an hour or maybe next week or next month or maybe in 10 years how many do you think you would remember?

If you are like most people you probably will not remember any but for some people you may remember number 7 as the shape looks like a 7.

I attended a seminar over 25 years ago where they had this same quiz.

Everyone at the seminar struggled to remember many of the patterns and numbers but once the presenter demonstrated a way on how to remember every number for every pattern, every time, I was completely blown away.

To this day I can still easily recall every shape and its number – 100% of the time.

How is this possible you may be asking?

Simple - the answer is Noughts & Crosses.

1	2	3
4	5	6
7	8	9

In the above Noughts & Crosses format (you might know it as Tic Tac Toe or something different where you live) please look closely at the shape where the number 1 is.

Now look back at the previous page and you will see that the shape is.



Now look at the next shape and number and you will see.



If you look at the other numbers and their shapes you will see that they correspond to the numbers and shapes on the previous page. The pattern also looks like a telephone keypad and how the numbers appear on the keypad.

So on the top row the numbers go from left to right - 1, 2 & 3.

In the middle row the numbers go from left to right - 4, 5 & 6.

In the bottom row the numbers go from left to right - 7, 8 & 9.

Be sure to test yourself on how many numbers and shapes you remember in an hour, or maybe tomorrow, next week, next month, next year or if you remember, in 25 years time.

Test your family and friends and see how they go.

Hopefully knowing this simple formula will enable you to get the answer 100% right, every time.

If for some reason you come up with an incorrect shape or number, by knowing the formula you will be able to work out where you went wrong and more importantly, enable you to find the correct answer.

So what has this got to do with success?

If you think about it, the noughts and crosses formula is just a simple and easy way to remember how to solve the puzzle.

Just like how the noughts and crosses quiz has a formula, success also has a formula.

This is why I created the GPS to Success. An easy to remember formula on how to achieve success.

Let me explain further.

According to the Macquarie Dictionary;

GPS means - *a Global Positioning System, that navigates you to your selected destination.*

The “GPS to Success” is a system that helps you navigate to your selected destination (your goal, result or outcome).

I remember the first time I used my GPS was to drive to an appointment. It felt amazing to have an electronic device take control and navigate me to my destination.

Through the magic of electronics and satellites, the GPS system worked out where I was, where I wanted to go and then worked out the best way to get me there.

It took me on roads I had never been on before and although I took a wrong turn along the way (this was my fault) the GPS got me back on track and guided me to my destination.

When I thought about it, the GPS used a 3 step process to guide me to my destination.

Without all 3 steps I would not have made it to the location of my appointment.

The 3 steps were:

- 1: I had to put into the GPS where I wanted to go (my destination).
- 2: I had to have enough fuel in my car to get to my destination.
- 3: I had to take my foot off the brake, start driving and follow the directions towards my destination.

What I discovered is that these 3 simple steps are the exact same steps that anyone that has ever had any type of success in their life has followed (whether they realise it or not) and without all 3 steps they would not have achieved their success.

The 3 GPS steps are:

1: **Goal** - You must know your destination (the goal, result or outcome you want). The more clarity you have, the better it is.

2: **Purpose** - You must have the emotional fuel or a strong enough reason to get you to your destination.

3: **Start** - You must take your foot off your emotional brake and move towards your destination.

GPS - Keeping It Simple

As demonstrated with the Noughts & Crosses exercise above, I have found that the best way to remember something is to keep it simple and this is the basis of the GPS to Success.

If you can remember back to your early school days the “+” (plus, addition or sum) sign is probably one of the first mathematical equations you learnt about.

The teacher would say something like, “What is $1 + 2 + 3$ equal?”

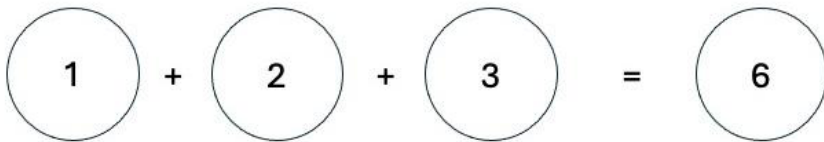
The class would yell out “6” and the teacher would say “Correct”.

The teacher would then try and trick the class by changing the order of the numbers. “OK, what is $2 + 3 + 1$ equal?”

The class would yell out “6” and the teacher would say again “Correct”.

The teacher would then really try to trick the class by asking what the missing number is in the following - $1 + ? + 3 = 6$

The class would yell out 2 and the teacher would once again say “Correct”.


$$\textcircled{1} + \textcircled{2} + \textcircled{3} = \textcircled{6}$$

As you can see the children in this class understood that the order of the numbers in this equation did not matter, but what did matter was that all of the numbers were there.

The same applies to the GPS to Success. What matters is that all of the ingredients of success are there.

With this simple analogy in mind now replace the numbers in the equation with the following.

Replace the number **1** with **“Goal”**.

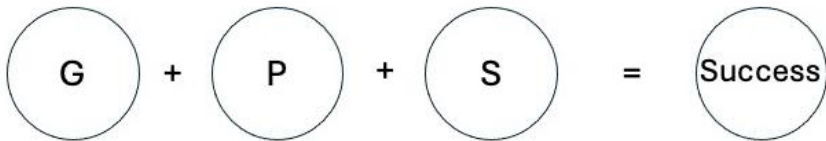
Replace the number **2** with **“Purpose”**.

Replace the number **3** with **“Start”**.

Replace the number **6** with **“Success”**

The GPS to Success recipe now looks like this.

Goal + Purpose + Start = Success



By using the simple GPS to Success recipe if for some reason you have not achieved your success you can then determine what number or ingredient is missing.

You can then work on fixing or changing that ingredient. You may also find that one or all of the ingredients need to be fixed or changed.

The following is a simple example with weight loss.

Sally wanted to lose 2 Kilograms (about 4.5 pounds) for a party she was going to in 6 weeks.

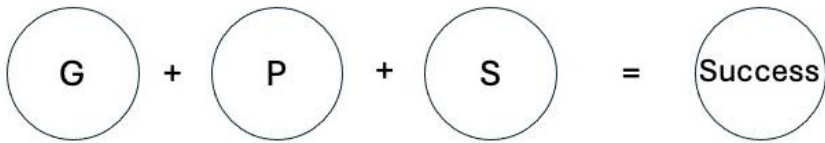
For the first 3 weeks she was exercising regularly, eating healthy food and had lost 1 Kilogram (about 2.2 pounds).

For some reason after the 3rd week she reduced the amount of exercise she was doing and started to eat more unhealthy food.

Sally eventually stopped exercising, returned to her old eating ways and her weight ended up back at her starting weight.

Why?

To find out the reason why we will use the GPS to Success to identify what ingredient or ingredients of the recipe Sally is missing.



1: Goal - Did Sally set a weight loss target?

2: Purpose - Did Sally have a strong enough emotional reason to lose weight?

3: Start - Did Sally take any action?

6: Success - Did Sally reach her weight loss goal?

Quick question - which ingredient/s do you think Sally is missing?

Let us work it out.

1: Goal - Sally had set a weight loss goal to lose 2 kilograms in 6 weeks – Yes.

2: Purpose - Sally said she wanted to lose weight for a party – Maybe?

3: Start - Sally exercised and ate healthy food for 3 weeks – Yes.

It looks like what was missing for Sally is **2 - Purpose**.

Sally's reason for losing weight (lose the weight for a party) was not strong enough to make her take the action needed to lose all of the weight she desired.

What happened to Sally is very common with people who want to lose weight.

They are clear about the number of kilograms or pounds that they want to lose, they take proactive action but because they have not uncovered their true emotional reason to achieve their goal their action will slowly or eventually stop. The result being that the weight loss does not occur.

To help Sally to achieve her desired weight loss she would need to work out her true emotional reason and then restart her weight loss journey.

In the upcoming chapter “Why Do You Really Want It?” I will share with you a method for uncovering your true motivation.

In this instance, maybe Sally's reason could be she wanted to feel confident in her appearance or she wanted to stop feeling embarrassed by her weight or maybe she wanted to get the attention of someone going to the party and wanted to look and feel good about herself.

If for some reason you have not achieved the success you want, ask yourself which of the GPS ingredients (it could be one or all of them) were missing.

Goal - Did you have clarity about what you wanted?

Purpose - Did you have a strong enough emotional reason?

Start - Did you take proactive or uncomfortable action?

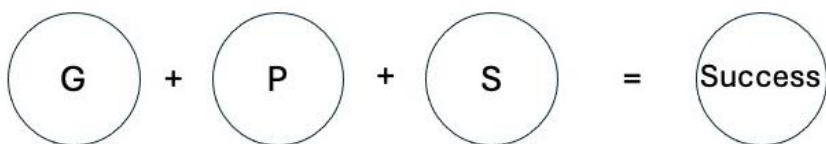
Once you can identify the missing ingredient or ingredients you can then fix or change these parts and put them into your very own personal GPS to success recipe.

So in summary the 3 simple GPS to Success steps are:

1: Goal – You need to put into your personal GPS system where it is that you want to go.

2: Purpose – You need to have the right emotional fuel to get you to your destination.

3: Start – You need to take your foot off your emotional brake and put it onto your action accelerator to start your journey.



To simplify it;

1: Know what you want.

2: Know why you want it.

3: Take action to get it.

Seems simple enough but why do so many people fail to achieve their success?

What I have discovered is that anyone that has ever had any type of success or positive change in their life (again whether they realise it or not) has been able to answer YES to 4 questions honestly to themselves FIRST – before they embrace the 3 parts of the GPS to Success.

Without a YES to all 4 questions, they may take some action but it will soon fizzle out and most likely stop, leaving them filled with doubt and asking themselves “What is wrong?”.

Firstly – there is nothing wrong – it is just that their inner self does not believe their answers to the 4 questions and therefore it STOPS them.

The 4 questions all focus on your beliefs so to make it simple to remember I have called them the 4b's.

So what are the 4b's (belief) questions?

1: Do you believe you deserve or are worthy to have what you want?

2: Do you believe you have the knowledge, skills or mindset to have what you want?

3: Do you believe it is possible to have what you want?

4: Do you believe it is worth the time or sacrifice to have what you want?

If you are finding it hard to answer YES to any or all of these questions, hang in there, as the following chapters are designed to help you find your YES.

Also, if you think about it, the 4 questions are all linked to the **"Purpose"** part of the GPS to Success because the questions are all about how you feel and are a direct influence on having the right emotional fuel to get you to your destination.

Ultimately the purpose influences your action which affects your success.

I believe that having a clear purpose or emotional reason is the biggest roadblock that most people have in achieving the outcome they want.

Let's have a closer look at each part of the GPS to Success.



G: The first part of the GPS to Success is knowing your destination, your goal or the outcome you want.

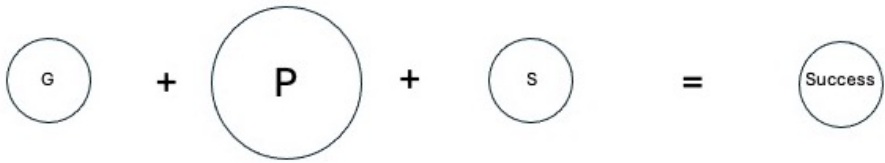
For many of us working out what we really want is a hard thing to do (the next chapter has different ways to help you work this out).

What I have found is that the more specific you are or the more clarity you have with your end destination the easier it is for your internal GPS to guide you there.

If you are finding it hard to work out the exact details of your end destination, you are better off having at least a basic idea of where you want to go as this will give you something to head towards.

You may even find that as you move towards your end destination you will be able to work out further details.

Once you know where it is that you want to go you must make sure that you have the fuel to get there. There is no point heading off on a journey if you have only got enough fuel to go a few blocks.



P: The second step in the GPS to Success is having the right fuel or strong enough emotional reason to get you from where you are now to where it is you want to go.

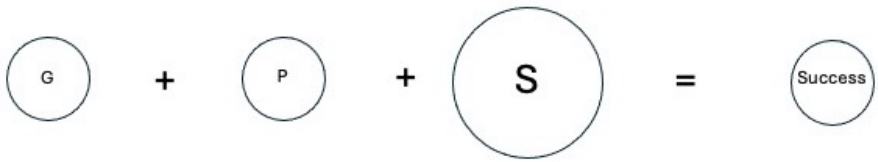
It is important to fill up your car (mind) with the correct fuel otherwise the car (mind) might not start or it might stop during your journey.

The type and amount of emotional fuel needed depends on your goal and the action you need to take.

If you go walking everyday for 20 minutes and you decide to walk for an additional 15 minutes, the emotional fuel needed to take the action and go for the walk will be relatively low. The emotional reason could be simply to stop feeling bored.

However rather than going for a 20 minute walk you decide your goal is to run for 1 hour, the emotional fuel will need to be

different. The emotional reason could be to challenge the strength of your mind.



S: The third step in the GPS to Success is often the hardest which is taking your foot off the brake, putting your foot on the accelerator and actually allowing the GPS system to guide you.

If you keep your foot on the brake you have no chance of reaching your end destination.

What usually stops us from taking our foot off the brake and putting our foot on the accelerator is fear, doubt and a lack of self confidence, self worth, self esteem and self belief.

I like to call this “Stuff”.

“Stuff” could be the result of things that have happened to you in the past or the result of what’s happening to you in your life now.

Stuff can be real or perceived to be real.

Getting rid of the “Stuff” that has a negative influence on you will help you take action.

For me, the “Stuff” that stopped me taking action for so long, was a lack of self worth.

The GPS formula made me realize that being teased at school about my physical appearance was one of the triggers for my lack of self worth.

Also being cheated on by my girlfriend on New Years Eve added a fear of being rejected to my lack of self worth issue.

Looking back over my life it affected me in so many ways – some of these may sound petty or not worth worrying about but they still impacted on me negatively through my life.

It made me guarded, I would not put up my hand and answer a question at school.

I was too scared to ask a girl for a dance at a disco or nightclub.

I was too scared to walk into a crowded room.

I would not speak up in a group situation.

I found it hard to charge for the work that I would do for people.

There are also lots of other things.

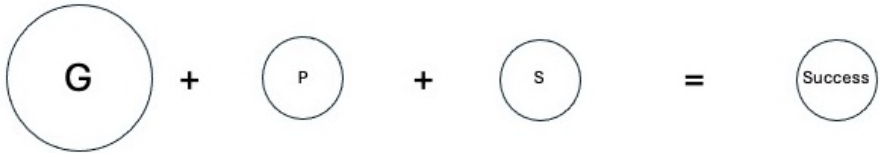
Identifying the Stuff was a hard and emotional thing to do but I am so pleased that I have done it as it feels like a weight has been lifted off my shoulders and I can be my true authentic self now.

Although getting rid of your “Stuff” will help you take action the real heroes of taking action are having a strong enough emotional reason and clarity about what it is that you want.

So let us look in more detail at each component of the GPS to Success to get you started.

What Do You Really Want?

The first ingredient in the GPS to Success is “Goal”.



G: Goal – You need to put into the GPS system where it is that you want to go.

The more clarity you have about where it is you want to go the easier it is for your own personal GPS to guide you there.

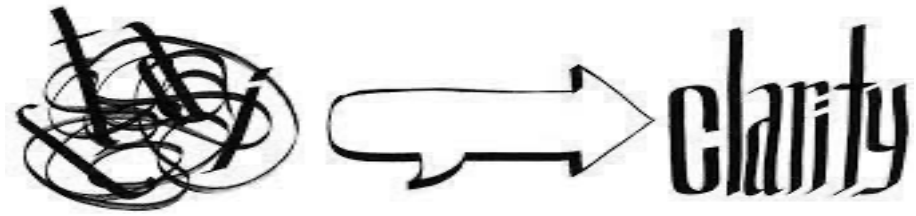
Imagine getting into a taxi and not knowing where it is that you want to go.

The taxi driver will most likely say “sorry I can’t help you” and ask you to get out of the taxi.

What the taxi driver needs is a passenger who knows where it is that they want to go, and as simple as it sounds, the taxi driver needs your destination so they can take you there.

Your mind works in the exact same way. It needs to know where you want to go so it can find a way to take you there. The greater the clarity the better.

This chapter is all about helping you bring clarity to what it is that you really want.



“What Do I Really Want”?

For some people this is a really easy question to answer but for so many people it is one of the most difficult questions in their life to answer.

Why is it such a difficult question for some to answer?

I think there are many reasons including;

- You have never thought about it before so you are not sure where to start or how to work it out.
- You think you do not deserve to get it.
- You think it is not possible for you to get it.
- You think you do not have the know how to get it.
- You have been negatively influenced by a previous experience or the opinions of other people and do not try.
- You think by wanting something it makes you feel or look selfish.
- You think it is not worth your time or effort.

Although knowing what you really want can be a difficult question to answer, it is a **MUST** that you have an answer.

As simple as it sounds, if you know what you want you can at least start on your journey to get it. The greater the detail the better.

Imagine being at the local park and someone asks you to help find their lost dog.

You say “Yes” and then ask the dog owner for a description of the dog.

Why did you ask for the description of the dog? Simple, because you know without the dog’s description you have no chance of finding it.

You also know that the more detail the dog owner gives you the greater the clarity you will have about the dog you are looking for and therefore the better the chance you have of finding it.

The dog owner tells you that the dog is a female golden labrador, about 6 months old with a distinctive brown mark on its left ear.

Although the dog owner's description of their dog is good, you feel you need to have more clarity so you ask the dog owner

“What else can you tell me about your dog?”

The dog owner says “It is wearing a pink collar and the dog’s name is “Goldy”.

Because of the dog owner's description there is a great chance that you will be able to find “Goldy”.

Knowing what you want is also like trying to do a jigsaw puzzle without knowing what the finished jigsaw puzzle looks like. It is so much quicker and easier to do the jigsaw if you know what the final picture looks like.

The idea of this chapter is to provide you with simple and proven methods to work out what it is that you really want.

Later in the chapter you will learn the following 2 simple methods to bring clarity to what you want;

1: The “Reverse to Go Forward” Method

2: The “What Else” Method

You will also learn how to re-word your goal for laser sharp focus.

But before you can bring clarity to what you want you need to have at least a really basic idea of what it is that you want (this is where I struggled).

It is OK *to* Ask for What You Want.

Let me ask you a couple of quick questions.

1: What is your favourite colour?

2: What is your favourite food?

3: What is one thing you want to achieve this month?

4: What is your life's purpose?

If you are like most people you can quickly answer what your favourite colour and food are. However when it comes to answering what is one thing you want to achieve this month or what is your life purpose, it is slower, harder or maybe something that you could not even answer.

For some people thinking about what they want is one of the hardest things to do but without knowing what you want, let us face it, you can never get it.

So how do you work out what you want?

That is where Santa can shine a light for you.

Remember back to when you were a kid and someone asked you "What do you want for Christmas?"

Without hesitation you would say something like, "a red bike, with a bell and streamers from the handle bars" (although these days it would probably be an e-bike).

In most cases I bet I can guess what you got for Christmas - a red bike, with a bell and streamers from the handle bars.

What do you say now if someone asks you “What do you want for Christmas or your Birthday?”

It is most likely you say something like, “I do not know, it does not worry me, whatever, do not worry about getting me anything”.

Why does this change as we get older?

As a kid we knew exactly what we wanted. We could visualize it. We could feel the thrill of using it AND most likely we got it.

We would also ask for what we wanted without ever thinking that we would not get it.

Your goals, success, outcomes or whatever it is that you want are just the same.

Unless you know and ASK for what you want, how are you ever going to get it?

Now substitute Christmas presents, for what you really want.

Ask yourself, “What do I want for Christmas?” (What do I really want?).

When you ask yourself this question a few things happen.

You need to think about what you want and you need to describe it in detail what it is that you want (remember - a red bike, with a bell and streamers from the handle bars).

Just like knowing what you want for Christmas, once you know what you want, you keep thinking about it and thinking about it and thinking about it.

If anyone asks you what you want you can instantly reply.

You visualize it, you feel the thrill of having it AND then EXPECT to receive it.

On the other side of the coin, have you ever asked someone what they wanted for Christmas or for their Birthday or for dinner and they answer, "I do not know, it does not worry me, whatever, do not get me anything".

Do you find this frustrating? I do.

It would be great if they knew what they wanted and said, "I would like!"

How easy would it be and how much time would you save if the person could actually tell you what they wanted for Christmas or for their birthday or for dinner.

If they said they wanted a pair of blue socks in size 10 you could go to a shop where socks are sold and buy a pair of blue socks in size 10. How easy is that!

This is exactly what your own personal GPS system needs.

Imagine if the person could not tell you what they wanted, you could spend hours looking for a present that they may not even want.

So next time you are asked what you would like for Christmas, your birthday or for dinner, let the person know what you want.

For some people knowing or asking for what they want makes them feel like they are being selfish, far from it. What it means is that you understand the importance of knowing what you want because if you do not know you can never get it.

Here's a tip - if you ask someone what they want and they say "I do not know", simply ask them, "If you did know, what would it be?"

You will be amazed how quickly they respond with what they want. Try it on your partner or your family and friends.

To further illustrate the importance of "Asking for What You Want", look at the picture below with the young child holding onto a glass of water.



Now imagine that the child is standing on a tiled floor and you have a feeling that they may drop the glass.

What would you say to them?

“Do not drop it”.

or

“Hang on tight to the glass”

Both of the above phrases are sending a message to the young child, they have similar meanings but the second phrase “Hang on tight to the glass”, probably best represents what you actually want to happen here.

Although both answers have a similar meaning the words I believe the child would hear in answer one are “**drop it**” (I am guessing this is what they may do) and the main words I believe that the child would hear in answer two are “**hang on tight**” (hopefully this is what she does).

What is interesting is that in answer one the focus is on what you “**do not**” want to happen. In answer two the focus is on what you “**do**” want to happen.

I believe focusing on what you do want to happen is a better option.

To prove this, it is a simple matter of asking yourself “What do I really want to happen here?”

Answer 1: What I really want to happen here is “Do not drop it”.

or

Answer 2: What I really want to happen here is “Hang on tight to the glass” (sounds better and a much clearer direction to the child about what you want to happen)

Now try this simple exercise.

If I said to you “**Do not** think of your mother”, who did you think of?

If you are like most people your answer is “Your mother”.

But why? I said to you “**Do not**” think of your mother.

Simple - the words that get your attention are “think of your mother”, (just like in the young child holding the glass example above the focus was on dropping the glass).

It is like the words “Do not” do not exist or have any effect at all.

So if I do not want you to think of your mother a better phrase could be, “think of your father”.

To prove this point further next time you are doing a search in Google type in “Do not show Donald Trump”.

Although the Google search is “Do not” show Donald Trump, what does Google do? Show pictures and stories of Donald Trump.

Try it, and see for yourself.

So a better thing to do if you do not want to see Donald Trump is to ask Google to show you another president or politician.

This simple change of focus is key to working out and asking for what you really want.

So next time you say “I do not want that” or “do not do that” or “do not say that” (basically anything where you are saying do

not, not or no) practice asking yourself **“What do I really want?”**, then answer the question.

When I first started to do this exercise I noticed there were a lot of signs that had “Don’t” (do not) or “no” on them.

For example;

- Don’t run
- No Parking
- Don’t Litter
- Don’t Walk on the Grass

Now imagine what most people will do or think of doing when they see these signs (it is most likely the exact opposite of what the sign wants them to do).

- Don’t run - Run
- No Parking - Park
- Don’t Litter - Litter
- Don’t Walk on the Grass - Walk on the Grass

By asking “What do I really Want” the signs could now read like this.

- Don’t run - “Walking Only”
- No Parking - “Keep this space clear”
- Don’t Litter - “Place your rubbish in the bin”
- Don’t Walk on the Grass - “Walk on the path”

It is so important to be clear about what you want and to practice every chance you get.

What is the Outcome I Want?

Another way to practice asking regularly for what you want is to ask “What is the outcome I want?”

The great thing about focusing on the outcome you want is that it challenges your mind to find the way/s to get the outcome.

By getting into the habit of focusing on what outcomes you want, you also stop focusing on the tasks that need to be completed, which are often the brakes that stop us doing things.

For example:

Question - What is the outcome I want from work today?

Answer - I want to complete all of my tasks in a timely manner.

Question - What is the outcome I want from the conversation I will have with a potential customer?

Answer - I want the customer to say YES to an appointment or to receive information on my product or service.

Question - What is the outcome I want from driving to work?

Answer - I want to get to work safely and on time.

You may have noticed that in the examples above that there was no mention of any tasks that had to be performed - it is just the outcome you wanted.

When writing this book I would often focus on the tasks, like write 3 pages before breakfast. When I changed my focus to the outcome I wanted (create an easy to use method for people to

work out what they want), I found that I became inspired and excited to sit down in front of the computer and start typing.

Next time you are in front of your “To Do” list, check to see if your list contains tasks or outcomes. Try changing your tasks to outcomes and then notice if there is any difference in your approach or willingness to achieve the outcome.

The “Reverse to go Forward” Method

Believe it or not, one of the best ways to work out what you want is to think about what you do not want or you do not like. This is the basis of the “ Reverse to go Forward” method.

Let me give you an example.

Let us say that you want to go on an enjoyable holiday.

The first thing you need to do is to think about the 3 things that you did not like about your last or previous holiday/s.

Here are some examples of mine.

1: It took too long to get there (it was a 5 hour drive).

2: I have little kids and there was no kids club or kids play equipment.

3: I didn't like paying \$375 per night and not having breakfast included.

Using the “Reverse to go Forward” method you can now bring clarity to your ideal holiday.

What is the reverse of “It was a 5 hour drive to get there?” I want something that's an easy drive - only 2 hours drive away.

What is the reverse of “There was no kids club or kids play equipment?” I want somewhere that has a kids club and play equipment for the kids.

What is the reverse of “I didn’t like paying \$375 per night and not having breakfast included?” I want to pay a maximum of \$300 per night, which also includes breakfast.

Now using the results from the Reverse to go forward technique you have worked out your ideal holiday destination.

Simply, **what I want is** – A holiday destination that is within a 2 hour drive that has a kids club, kids play equipment and is only \$300 or less per night which also includes breakfast.

This statement is now the outcome you want which will guide you to find your ideal holiday.

Imagine how easy it would be now for a travel agent to help you or for you to search on-line for your ideal holiday destination.

You can also tell your family, friends and work associates your ideal holiday destination and see if they can make any recommendations.

Simply knowing what you truly want gives you and the people you share this with, a crystal clear picture of your desired outcome.

Reverse To Go Forward - Holiday Example

Reverse	Forward
What was it about the holiday that you did not like.....	So, what it is that you want from a holiday.....
It was a 5-hour drive to get there	I want something that is only 2 hours' drive away
There was no kids club or kids play equipment	I want somewhere that has a kids club and play equipment for the kids.
I did not like paying \$375 per night and not having breakfast included.	I want to pay a maximum of \$300 per night which also includes breakfast.
What I want is...	A holiday destination that is within a 2-hour drive that has a kids club, kids play equipment and is only \$300 or less per night which also includes breakfast.

Now imagine how easy it would be for you to get what you wanted if your personal GPS system had the same type of detail to guide you.

It is well known that to get better at something you need to practice so I encourage you to practice the reverse to go forward method every chance you get.

For example, next time you are asked what you would like for your birthday rather than saying “Whatever” or “I do not know” or “I do not care”, use the reverse to go forward method. Think about what you do not want or like and reverse it.

Maybe you do not like long sleeve shirts in dark colours. Well the reverse of that is a short sleeve shirt in bright colours.

As mentioned before how much easier would it be for the person buying you the gift to go out and buy you a short sleeve shirt in bright colors.

This simple method can be used in any area of your life.

It can also help students to choose a job.

For example a student about to leave school may be thinking;

- I do not want a job where I work indoors.
- I do not want a job that is repetitive.
- I do not want a job where I have no contact with customers.

Now let us use the reverse to go forward method to help work out a possible job for this student.

What is the reverse of “I do not want a job where I work indoors.”

I would like a job where I work outdoors.

What is the reverse of “I do not want a job that is repetitive”.

I would like a job where there is plenty of variety.

What is the reverse of “I do not want a job where I have no contact with customers”.

I would like a job where I speak to customers.

Now using the results from the “Reverse to go Forward” method the student has worked out a possible job.

Simply, the job they are looking for is a job where they work outdoors, where there is plenty of variety and where they speak to customers.

Reverse To Go Forward – Job or Career Example

Reverse	Forward
What is it about a job or career that you do not think you will like.....	So, what it is that you want from a career or job.....
I do not think I would like a job where I work indoors.	I would like a job where I work outdoors
I do not think I would like a job that is repetitive	I would like a job where there is plenty of variety
I do not think I would like a job where I have no contact with customers.	I would like a job where I speak to customers
What I want is...	I would like a job where I work outdoors, where there is plenty of variety and where I speak to customers.

The student can now speak with their career advisor and say they are looking for a job where they work outdoors, where there is plenty of variety and where they speak to customers.

Based on this description one job that springs to mind is a landscape gardener.

As a landscape gardener you work outdoors, there is plenty of variety and you speak to customers.

By the student knowing what they do not like, the “Reverse to Go Forward” method has provided the student with a guide to working out what they really want.

Whether the landscape gardener job ends up being the best job for the student is hard to know until they actually start working.

If for some reason the student did not like being a landscape gardener they can then use the “Reverse to Go Forward” method to bring further clarity to what they want.

They could ask, what is it about landscape gardening that I do not like?

Once they identify what it is they do not like they can then work out the reverse.

The following is an example of the “Reverse to go Forward” method for Relationships.

Reverse To Go Forward - Relationship Example

Reverse What was it about your previous relationship or your current relationship that you did not like.....	Forward So, what it is that you want from a relationship.....
I did not like being disrespected.	I want to be treated with respect
I did not like feeling unimportant.	I want to feel important.
I did not like feeling unappreciated.	I want to feel appreciated.
What I want is...	What I want is a partner who will treat me with respect and who will make me feel important and appreciated.

Do you see how much easier it is to focus on what you want once you know and have clarity on what you want?

Although physical looks are important, what works best is focusing on the emotional needs that a new partner can help you satisfy or you are looking for in a partner.

Here is an example for a job.

Reverse	Forward
What is it about your job that you do not like.....	So, what it is that you want from a job.....
I do not like working 60 hours a week.	I want a job where I work 40 hours a week
My skills are not appreciated at work	I want to feel that my skills are appreciated at work
My wage (\$.....) pays the bills but it is not enough for me to have an enjoyable social life.	I want to receive a wage of (\$.....) that allows me to pay my bills and have an enjoyable social life.
What I want is...	What I really want is a new job where my skills will be appreciated, I work 40 hours a week and my wage is at least \$.....

Now try your own Reverse to Go Forward by completing the table on the next page.

Reverse To Go Forward – Your Example

Reverse	Forward
What is it about that you do not like.	So, what it is that you want from
What I want is...	

If you are finding it difficult to think of something to put into the “Reverse to Go Forward” table above, ask yourself the following questions and use your answer/s as the items in the “Reverse” column.

- 1: What frustrates you about your current job?
- 2: What frustrates you about your current money position?
- 3: What frustrates you about your current relationship/s?
- 4: What frustrates you about your health?

Once you have your answers in the “Reverse” column, think of the opposite and put your answers in the “Forward” column.

Now summarise the “Forward” column answers into a “What I Want” statement.

What I want is.....

Once you have decided that you want something the next step is to bring as much clarity about it as possible.

The “What Else Method”

One way to bring greater clarity to what you want is with the **“What Else”** method.

The “What Else” method challenges you to really think about what you want and to describe what you want in great detail.

How? By simply asking “What Else?” until you are unable to describe what you want any more.

Imagine you are asked what type of car you want and you answer “I want to own a sports car”.

It is great that you know you want a sports car but what type of sports car do you want?

What is the make, the model, the colour or the age of the sports car?

What accessories do you want?

Without knowing the details of the sports car you want it is impossible to get it.

Here is an example.

Example 1: What I want is a Sports Car.

Now describe the sports car by asking What Else?

What Else do you know about the sports car?

I know I want it to be an Audi R8

What Else?

I know I want it to be black.

What Else?

I know I want it to be less than 5 years old.

What Else?

I know I want it to have less than 30,000 km's.

What Else?

I know I want it to be an all wheel drive model.

What Else?

I know I want it to have a V10 engine.

What Else?

I will stop there for the sports car example but when you are doing this exercise keep asking "What Else?" until you are unable to describe what you want any more.

Sports Car Summary

A summary of what I want is - I want a black all wheel drive Audi R8, that is less than 5 years old with a V10 engine that has traveled less than 30,000 kilometres.

As you can see the simple “What Else?” question has enabled you to describe what you want in greater detail.

By asking “What Else?” and describing your ideal sports car a clear vision of the sports car you want has come alive in your imagination.

Rather than wanting just a sports car you now know in detail exactly the sports car that you want.

So if the following two people were telling you that they wanted a sports car, which one do you think would have a better chance of getting the sports car and why?

Person 1: I want a sports car

or

Person 2: I want a black all wheel drive Audi R8, that is less than 5 years old with a V10 engine that has traveled less than 30,000 kilometres.

I think it is obvious that person 2 is more likely to get the sports car they want for the simple reason that they can describe in detail what they are after.

Also, by describing in detail what they are after it means that they have become emotionally attached which is an important factor in taking action to get what you want.

Example 2: What I want is a romantic partner.

Now describe your ideal romantic partner by asking “What Else?”

What Else do you know about your partner?

I know I want them to be honest.

What Else?

I know I want them to be respectful.

What Else?

I know I want them to be caring.

What Else?

I know I want them to have a sense of humour.

What Else?

I know I want them to make me feel safe and secure.

What Else?

I know I want them to be spontaneous.

What Else?

I know I want them to have a positive mindset.

In summary - I want a partner that is honest, respectful, caring, spontaneous, has a positive mindset, a great sense of humour and who will make me feel safe and secure.

Example 3: What I want is a job.

Now describe your job by asking What Else?

What Else?

I know I want the job to challenge me.

What Else do you know about your job?

I want to be part of a team.

What Else?

I know I want it to be sociable.

What Else?

I know I want it to be within a 20 minute drive from my home.

What Else?

I know I want it to pay at least \$80,000 a year.

What Else?

I know I want it to allow me to work from home two days a week.

What Else?

I know I want it to have career progression possibilities.

In summary - I want a job that is challenging, has career progression possibilities, is within a 20 minute drive from my home, allows me to work from home two days a week, pays at least \$80,000 a year and has a sociable team.

By having a clear description of the job you are looking for you can now start your search or advise your job agency.

In all of the “What Else” and “Reverse to Go Forward” examples above you will find that when you read the Summary of what is wanted that you can imagine the outcome happening, just because there is so much clarity.

It is now time for you to do your very own “What Else?” and “What Else Summary”.

What I want is.....

Now describe what you want by asking What Else?

What Else?

I know I want it to.....

What Else?

I know I want it to.....

What Else?

I know I want it to.....

What Else?

I know I want it to.....

What Else?

I know I want it to.....

What Else?

I know I want it to.....

What Else?

I know I want it to.....

In summary what I want is.....

Now you have your “What Else?” summary, this is all you need to think about, talk about, look for, share and become obsessed about getting.

Try it and watch the magic happen.

Here is a tip. A great time to think about or say your “What Else?” summary is when you are brushing your teeth. Most people brush their teeth a few times a day so it is a great opportunity to get into the habit of saying out loud or thinking to yourself, your “What Else?” summary. The more you say or think about it, the better.

We will also be using the principles of the “What Else?” method in later chapters except we will be changing it to “Why Else?” to work out why you want what you want and “How Else?” to work out the action you need to take to get what you want.

If you are really struggling to work out what you want, try the following “Wheel of Life” exercise.

Once you have completed it, come back and try the “Reverse to Go Forward” and the “What Else” method to bring greater clarity to what you want.

The Wheel of Life

The “Wheel of Life” simplifies most things that happen in your life into 4 categories.

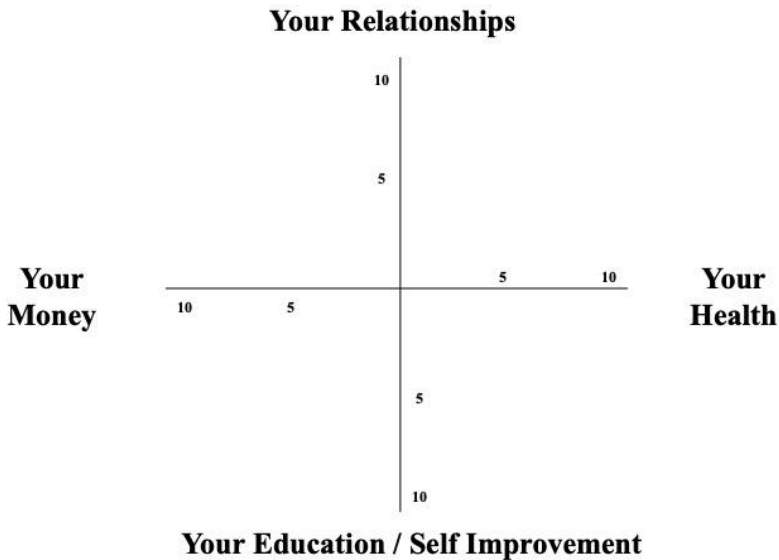
1: Your Relationships

2: Your Health

3: Your Education & Self Improvement.

4: Your Money

The Wheel Of Life



The idea of the “Wheel of Life” is to think about each of the 4 categories and place a mark on the line which represents how you currently feel about each area.

For example, if you feel that things are great and cannot get any better in that area of your life, you would place a mark on the line next to number 10.

If you feel that things cannot get any worse in that area of your life, you would place a mark on the line next to Zero or number 1.

There is no right or wrong answer, it is just about discovering how you feel about each of the areas.

Now grab a pencil and start the exercise.

On the “Wheel of Life” drawing above, place a mark on the “Your Relationships” line that best represents how you feel about your relationships at the moment.

When you think about your relationships, think how you are feeling about your relationship with your partner, your family, your friends, your work colleagues and any other relationships that you currently have.

Now place a mark on the “Your Health” line that best represents how you feel about your health at the moment.

When you think about your health, think how you are feeling about your weight, your mental health, your exercise routine, your blood pressure, your attitude towards getting healthy and fit, your cholesterol and anything else that relates to your health.

Next, place a mark on the "Your Education / Self Improvement" line that best represents how you feel about your education and self improvement at the moment.

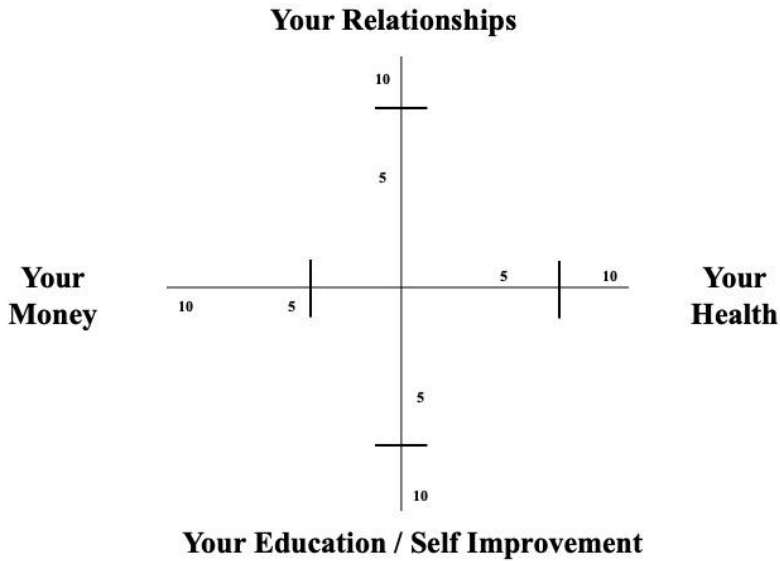
When you think about your Education & Self Improvement, think how you are feeling about your knowledge, your attitude, if you are growing or stagnant, your religious beliefs and anything else that relates to your education and self improvement.

Finally, place a mark on the "Your Money" line that best represents how you feel about your money / finances at the moment.

When you think about money, think how you are feeling about your income, your assets (property, shares etc), your liabilities (loans) and credit card balance, your savings, your possessions (cars and appliances) and anything that relates to your money situation.

Your Wheel of Life should end up looking something like the drawing on the following page.

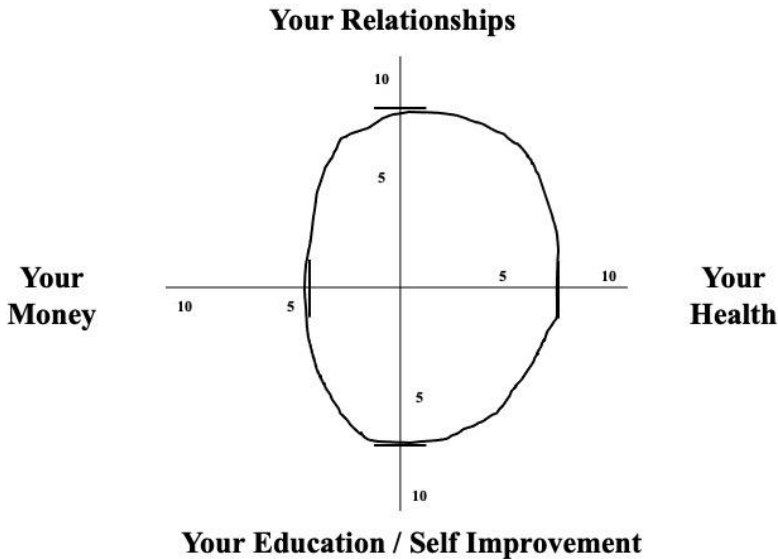
The Wheel Of Life



Once you have placed a mark on the line which best represents how you feel about each of the areas you can now do the following 2 exercises.

The first exercise is to join the marks on each line with a curved line (there is an example on the next page) so you end up with a circular type shape.

The Wheel Of Life



Once you have drawn the curved line and joined all of your marks your shape may look round like a wheel or it could look like an odd shaped circle.

The shape does not matter, the first part of the exercise is all about capturing how you currently feel.

Imagine this wheel had to roll down the road. Would it be able to roll, would it be a bumpy ride or would it be able to gain momentum as it rolls?

The second exercise is to ask yourself what does 10 out of 10 to mean for each area of your life? If you originally selected a 10 out of 10 ask yourself what would you like 11 out of 11 to mean in that area of your life?

For example, say on the Money line you place a mark at 6 out of 10.

This 6 out of 10 represents how you currently feel about your Money.

By asking yourself what does 10 out of 10 mean, the idea is to help you think about what it is that you really want.

For example, 10 out of 10 could mean;

- To have \$"X" amount of income per week, fortnight, month or year.
- To pay off my home or car loan in "X" amount of time.
- To have \$"X" in my savings account.
- To be able to go out for dinner and not have to worry about the bill.
- To have passive income that matches my expenses.
- To own "X" amount of properties.
- To own "X" amount of shares.
- To be able to help my children buy a property or car.

Whatever 10 out of 10 means for you it is about making you realise that there is a gap between where you currently are and where it is that you want to be.

We will look at ways to close the gap in the following chapters.

You may even find that after doing this exercise you are closer to 10 than you thought. You may even be at 10.

If you are struggling to work out what your 10 out of 10 means, you are not alone.

For some people they need someone else to define 10 out of 10 for them. When someone else has defined it for them they are more inclined to take the goal on board.

If this is the case for you here's some 10 out of 10's for you.

1: Your Relationships.

Speak to a family member or friend this week and tell them what you appreciate about them.

2: Your Health.

Exercise 10 minutes a day, 3 days a week.

3: Your Education & Self Improvement.

Watch two self improvement videos (up to 10 minutes in length) 2 times a week.

4: Your Money.

Within the next 3 months, increase your current income by 10%.

Now if you are really struggling to work out what you want - hang in there.

In the next chapter there are a few simple exercises that will definitely help you work out what you want.

It is crunch time now. Do you see yourself closing the gap or are you happy where you are?

If you have a partner, what do you think the shape of their “Wheel of Life” would be?

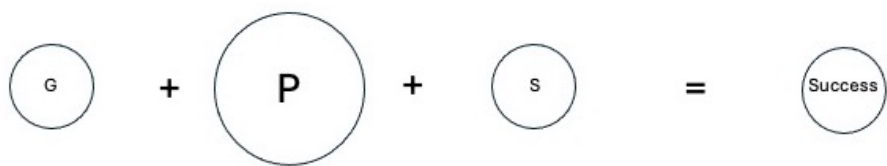
Would it be virtually the same as yours, would it be completely opposite to yours or would it be somewhere in between?

Now imagine a tandem bike where your “Wheel of Life” is the front wheel and your partner’s “Wheel of Life” is the back wheel.

As you and your partner ride the tandem bike does it feel bumpy, smooth or do you gain momentum as you roll forward?

This is a great exercise to see your journey forward together and to work out if any adjustments to you or your partner’s “Wheel of Life” needs to be made.

Why do you REALLY Want it?



P: The second step of the GPS to Success is about having the right fuel or a strong enough emotional reason (drive, motivation, purpose, inspiration or desire) to get you to your destination.

There is no point heading off on your journey if you only have enough fuel to go a few blocks or if there is no way of refueling once the fuel tank gets low.

If you fill up with the incorrect fuel, it is possible the engine might not start or it might stop somewhere during the journey.

This is what can happen to you on your success journey if you do not have the right emotional fuel or enough emotional fuel to get you to your destination.

The type and amount of emotional fuel needed depends on your goal and the amount of uncomfortable action you need to take.

A general rule of thumb is the more uncomfortable action you need to take, the stronger the emotional fuel you will need to have to take the uncomfortable action.

For example:

If you go walking everyday for 30 minutes and you decide to walk for an additional 10 minutes, the emotional fuel needed to walk for the additional 10 minutes will be relatively low. The emotional reason could be simply to enjoy the extra freedom.

However, rather than going for a 30 minute walk you decide your goal is to run for one hour, the emotional fuel needed to achieve this goal will be different. The emotional reason could be to challenge the strength of your mind.

This chapter is about helping you find a strong enough emotional reason to drive you to take the uncomfortable action needed to achieve your goal.

I say uncomfortable action because it is the only time when real progress is made.

I want you to imagine that you are at home on your own watching your favourite TV show, snacking on your favourite snack food and drinking your favourite drink.

You did not feel like cleaning up today so the house is untidy, the kitchen is a mess and there are things out of place that would you normally be away.

You think – “Who cares, I’m just feeling so good, relaxing doing something for me that I really love doing.”

But then.....your phone rings.

You reluctantly answer the call and it is someone you have not seen for a while.

They say “I am 2 minutes from your home, can I pop in and see you as I have got something to give you?”

Of course you say “Yes” but then absolute pandemonium strikes.

You rush to the kitchen to tidy it up, you put away all of the items out of place, you tidy up the house, change your clothes, do your hair and when the door bell rings, you calmly open up the door and say “Hi great to see you”.

OMG. What has just happened?

Your mood changed in a millisecond from being calm and relaxed to stressed and panicked.

The stress and panic motivated you to get out of your comfy chair and race around your home tidying up like a person possessed.

Was it really the stress and panic or was it something else?

What was the emotional fuel that pushed you to take this uncomfortable action?

I believe there are two main reasons why we do anything and it all has to do with **FEELINGS**.

1: You want to remove some type of emotional pain to stop **feeling** a particular way.

2: You want to increase some type of emotional pleasure to start **feeling** a particular way.

There is also another reason and it has to do with feeling fulfilled or living with purpose.

This is also a type of emotional pleasure.

Fulfilment is when you do something for others that makes you feel amazing and makes you feel like your life has a meaning, a reason or a purpose. You will learn more about finding your purpose later in this chapter.

If you think about the knock on the door example above, what could be some of the feelings you wanted to stop or what could be some of the feelings you wanted to have?

Maybe it was to stop feeling embarrassed, ashamed or that you were not in control.

or

Maybe it was to feel pride or in control.

or

Maybe it was a combination of both. To stop feeling embarrassed and to feel in control.

Whatever it was, the emotional reason was so strong that you sprung into action, which is a critical part of achieving your goal/s.

Another point to consider here is that there is a possibility that you cleaned up to match the standard of the other person who was visiting.

You may know that the person visiting has a high standard when it comes to being clean and tidy so you wanted to match that standard to maybe stop feeling inferior or to feel in control.

It was still your feelings though that drove you to take the uncomfortable action.

Would you have reacted the same way if the person visiting was a family member or someone whose standard for being clean and tidy matched how your home was at the time?

If you did not clean up, maybe you felt in your comfort zone. Your comfort zone is when you feel there is no need to take any action.

In other words you are happy to put up with any emotional pain you may be feeling (if any) and/or you are happy with the amount of emotional pleasure you are feeling.

Your comfort zone can also be your enemy because taking action to get your goal is driven by the need to remove emotional pain or the need to gain emotional pleasure.

The knock on the door example also highlights that sometimes we can confuse what we think we want with what we really want (which is feeling related).

For example, we thought we wanted a clean and tidy home but what we really wanted was to stop feeling embarrassed and to feel in control.

We use a drill and a drill bit but what we really want is a hole.

Another example to illustrate this point is when someone says that they want a million dollars.

What they really want is the million dollars to stop them **feeling** a particular way or to experience a particular **feeling**. It could be they want a combination of stopping a **feeling** and having a **feeling**.

The million dollars is simply the means to the end and typically there are always several means to get to the end.

The key is to understand the feeling/s behind the decision as to why they want the million Dollars.

In other words what is really driving them to want to feel a particular way or to stop feeling a particular way?

I have found in most cases the initial reason to want something is not actually the real reason.

I was showing a man in his 60's the GPS system and when I asked what he wanted he said "I want a 4 Wheel Drive Range Rover."

I asked him why he wanted it and he said it would be great to travel around Australia in it.

After using the "Why to Feel" method (I'll tell you about this shortly) it was discovered that he didn't really want the 4 Wheel Drive Range Rover, what he really wanted was to feel respected.

An amazing turnaround.

Once he identified what he truly wanted he could work on ways to make that happen.

Yes having a 4 Wheel Drive Range Rover could make him feel respected but he also worked out that there were multiple other ways he could feel respected.

The important thing here is that he identified his real motivation (or the feeling he wanted to have) which was strong enough to make him take uncomfortable action.

If you think back now to the million dollar example before, what could be some of the real reasons that someone may want a million dollars?

- Maybe they want the feeling of **freedom**.
- Maybe they need to feel **safe, secure or certain**.

- Maybe they need to feel **superior** or they need to feel **validated**.
- Maybe they want to stop feeling **uncertain or scared**.
- Maybe they want a feeling of **achievement**.
- Maybe they want to stop feeling **unimportant**.

It could also be that they actually need a million dollars to buy a property and they want the feeling that having the property will give them or stop them feeling.

Besides having a million dollars, how else could you get these feelings?

To have the feeling of **freedom**, I could.....

To feel **safe, secure or certain**, I could.....

To feel **superior** or to feel **validated**, I could.....

To stop feeling **uncertain or scared**, I could.....

To have the feeling of **achievement**, I could.....

To stop feeling **unimportant**, I could.....

How did you go?

The idea of this exercise is to help remove any confusion between what you think you want (in this case a million dollars) and what it is that you really want (which is feeling related).

The uncomfortable action taken is a result of the need to remove the emotional pain or the need to gain emotional pleasure.

What I have found is that in most cases, it is the need to remove the emotional pain that is the dominant need and the main trigger of action.

When the emotional pain is unbearable you will often think or say things like “I have had enough”, “I am over it” or “never again”.

The emotional pain can be unbearable when you are at “rock bottom”. Interestingly it can also happen when you are at a peak time in your life, when you may have achieved material success and are yearning for the feeling of fulfillment or simply the feeling of wanting something more in your life.

Although it is painful at the time, in fact it is a fantastic thing as you are in a peak state to take action and make a change.

Why To Feel

If you have ever been around a five year old they have this amazing ability to find out the truth by using a simple word and persistence.

The word they use is **WHY?**

Imagine you are telling a five year old that you are going to their Aunty's place but their Uncle will not be there.

What does the five year old say?

Why?

From this question you might answer something like, "He just cannot make it today."

The five year old is never happy with the first answer so they ask again, "Why?"

You may say, "He is busy today."

You guessed it, the five year old says "Why?"

You then answer, "He has got to be somewhere else today."

Why? – "Because he just has to."

Why? - "Will you stop asking."

Why? – “It is too hard to explain.”

Why? – “It just is.”

Why? – “Because I cannot tell you.”

Why?

With steam coming out of your ears you say with lots of emotion
“Because your Uncle does not love your Aunty anymore.”

Next thing, the five year old says “Can I have a drink?”

They have changed their “Why” question to asking for a drink because they now know the real reason why their Uncle will not be there today and they have moved on.

What has just happened here?

The five year old has used a clever questioning technique to find out the truth.

They have also persisted to get the answer they want.

Using the five year old’s simple method I created the “**WHY TO FEEL**” method.

The basic idea is you ask “Why” until a feeling is uncovered or in other words until your emotional fuel, your true motivation, inspiration or the reason for wanting what you want is revealed.

It is just like how the five year old above asked “Why” until they got the truth about their Uncle.

A while ago I was speaking to a lady and she mentioned that she would like to go overseas to visit her family that she had not seen for a while.

When I asked this lady how the planning of the trip was going she said that she did not think that she would be able to go as she could not afford it and she did not think she could get the time off work.

Hoping I may be of some help to the lady I decided to use the **Why to Feel** process so she could discover her true motivation for wanting to go overseas then determine her next step to achieve this.

After asking her several **Why** questions I could feel the lady getting frustrated however the truth finally surfaced and so did the tears.

Discovering her real motivation certainly touched a raw nerve for her but her deep emotional reaction was the catalyst for her to plan and go on a trip overseas.

The real reason why she wanted to go overseas was to see her family. In particular she wanted to see her Uncle, who she was close to and had not seen for over 10 years. He was very sick and did not have too much time to live.

What she really wanted was the feeling of connection with her Uncle. The feeling that she did not want was the feeling of regret, if she did not get to see her Uncle.

I believe the feeling of regret was the stronger feeling of the two and the major reason why she took out a loan and booked the trip.

What I experienced watching this lady was truly remarkable and inspiring. I am pleased to say that she got to spend time with her uncle (who absolutely loved that she had made the effort to visit him).

So how do you use the “Why to Feel” method?

The “Why to Feel” method works best with a partner, a friend or someone you are comfortable talking to about this type of thing with and who has your best interest at heart.

If you do not have anyone that can help you right at this moment or you would prefer to do the exercise on your own, just use the “Why Else” method later in the chapter.

One of the main reasons to do this exercise with someone else is because if you are asking yourself “Why”, you may not want to

answer or you will think about your answer or analyse what it means or maybe change it so it sounds more realistic or so that it does not make you feel uneasy.

What you really need is to be vulnerable so that your answers are raw and from your heart.

By having someone asking “Why” you will most likely answer the question quickly which will uncover your real feelings.

I guarantee you will feel frustrated, cranky and want to yell at the person asking you “Why”, but hang in there as you are just about to experience an emotional high and something that can change your life for the better, forever.

What the exercise is really about is uncovering the real emotional fuel that will drive you to take the uncomfortable action to get your goal.

For the person asking “Why” (or if you are asking someone else Why?) the aim of this method is to keep asking “Why” until the answer you receive includes a feeling or emotion.

Typically you will need to ask “Why” about five to seven times to get the true answer.

Once you hear a feeling or emotion write it down then keep digging deeper and deeper.

If the answers are sounding similar or repetitive, ask “What frustrates you about feeling this way and follow up with why?

Remember the feeling or emotion could be a feeling the other person wants to stop or it could be a feeling the other person wants to have.

If the same feeling or emotion keeps appearing you can safely say you have unlocked the true emotion or feeling.

The final questions are;

If I understand you correctly, you want your goal because you want to **start** feeling.....(fill in the blank with the emotions uncovered).

and/or

If I understand you correctly, you want your goal because you want to **stop** feeling.....(fill in the blank with the emotions uncovered).

and/or

If I understand you correctly, you want your goal because you want to **start** feeling.....(fill in the blank with the emotions uncovered) and you also want to **stop** feeling.....(fill in the blank with the emotions uncovered).

It is important to use “Because”, because it clarifies the reason and it positively influences acceptance of the reason.

Here is an example. Say the person’s goal is to get a new job.

Ask your first Why?

“Why do you want a new job?”

“I’m sick of where I work.”

Ask why?

“I do not like the boss.”

“Why?”

“They are disrespectful to me.”

“Why does this frustrate you?”

“I like to feel respected.” BOOM, you have now uncovered one of their emotional needs.

The feeling of wanting to be respected falls under the Emotional Need of “Connection”.

If you want to, you could dig deeper on this emotional reason.

“Why do you want to feel respected?”

"I need to feel valued."

"Why do you need to feel valued?"

"I did not feel valued growing up."

"What frustrates you about not feeling valued growing up?"

"My mum and dad favoured my sibling and I felt unloved."

Boom - they have just revealed a deep emotional need to feel loved.

The feeling of being loved also falls under the Emotional Need of "Connection".

"If I understand you correctly, you want a new job because you want to feel respected and loved."

and/or

"If I understand you correctly, you want a new job because you want to stop feeling disrespected and unloved."

In this example the person has just identified their driving emotional need - the need for Connection.

How they want this need to be met is through feeling respected and loved.

If you think about it, this person started off saying they wanted a new job when in fact what they really wanted was to feel respected at work.

In this example, feeling loved may be an emotional need the person may need to satisfy away from work.

It may also be if they satisfy their need to feel loved away from work it may help them satisfy their need to feel respected at work or vice versa.

The driving emotional need of feeling respected is the emotional fuel needed to inspire this person to take any uncomfortable action.

Who knows, a talk with the boss or work colleagues or a change of attitude or how they interpret what is been said to them could improve the situation, so they **do** feel respected.

Some other possible questions that can be asked to start the “**Why to Feel**” method are;

What frustrates you about not having this goal?

Why does this frustrate you?

How would you feel if you did not achieve this goal?

Why do you feel this way?

Why?

Why?

Why?

Keep asking why until you get the real reason or motivation.

Although we are all different when it is all said and done, deep down we are all after the same type of thing.

Virtually every time I have tried the “**Why to Feel**” method the following are the core basic needs that motivate people.

There are more but these are the most common.

- The need to feel safe, secure or have certainty.
- The need for change or excitement.
- The need to feel in control.
- The need to feel connected or loved.
- The need to feel right.
- The need to feel important.
- The need to feel appreciated.
- The need to feel respected.
- The need to feel superior or like a hero.
- The need to feel influential.
- The need to feel like a winner.

You may have noticed that the above feelings all fall into one of the 6 Emotional Need categories.

As a refresher from an earlier chapter the Emotional Needs are;

1: The need for **certainty** (safety or security) in our life.

2: The need for **variety** in our life.

3: The need for **significance** (to feel important).

4: The need for **connection** with others and to love and to feel loved.

5: The need for **growth** (self improvement).

6: The need for **contribution** (to make a positive difference in other people's lives without expecting anything in return).

The following is a list of common feelings people want to stop feeling or want to feel.

Because I want to stop feeling.....	Because I want to feel.....
Afraid	Accepted
Anxious	Adventurous
Ashamed	Brave
Bitter	Calm
Bored	Confident
Confused	Connected
Depressed	Daring
Distant	Excited
Frustrated	Free
Helpless	Fulfilled
Humiliated	Fun
Insecure	Happy
Irritated	Inspired
Lonely	Joy
Reluctant	Loved
Resentful	Optimistic
Sad	Peaceful
Scared	Proud
Trapped	Relaxed
Unhappy	Safe
Unworthy	Strong
Worthless	Worthy

Do any of these feelings stand out to you? Circle the ones that do.

Are there more feelings that you want to stop or more feelings that you want to have?

Your Fulfillment Why

Fulfilment is when you do something for others that makes you feel amazing and makes you feel like your life has a meaning, a reason or a purpose.

Although you may have discovered your Why or emotional reason, for some people they need their “Why” to be turbo charged to take any uncomfortable action.

Let me ask you this question.

As a percentage, what are the chances of you making \$1 million in the next 12 months?

For example, is it a 10% chance, a 50% chance or a 90% chance?

If you are already making \$1 million in a year, change the amount to 10 times your income. Example, what are the chances of you making \$10 million in the next 12 months?

Think of your number or write your number here%

Now as a percentage, what are the chances of you making \$1 million (or your \$ amount) in the next 12 months if you were put in a position where if you did not make the \$1 million (or your \$ amount) all of your loved ones would die? Sorry if this sounds confronting to anyone.

Think of your number or write your number here%

OMG, did your number skyrocket? Did it change to 100% or really close to it?

What has changed?

The goal is still the same (to make \$1m or your \$ amount), the time frame is still the same (in the next 12 months) the only thing that has changed is the “Why” or the emotional reason.

In this example, the why or emotional reason is so strong that it will drive you to take the uncomfortable action needed to achieve the goal.

It proves that with the right why or a strong enough emotional reason that anything is possible.

There is also a very powerful yet subtle change in focus in the above example.

When you were first asked to write down your percentage chance of making \$1 million in the next 12 months, the focus was purely on you. The \$1 million was the outcome for only your benefit.

Then when you were asked to write down the percentage chance of making \$1 million in the next 12 months if all of your loved ones died because you did not make the \$1 million, the focus changed from being on you to the effect your action or inaction would have on someone else.

The \$1 million was now the outcome that benefited someone else (in this case, your loved ones).

WOW! How amazing.

What I have noticed is that for some people because the focus is purely on them they are motivated to achieve their goal however for some people having the focus on themselves provides no real motivation to achieve their goal.

If you feel like you need extra motivation and will take uncomfortable action to get your goal if it helps someone else - USE it to your advantage.

I call this the “Who Else” method.

Once you have your goal, ask yourself “Who Else will benefit from me achieving my goal?”

It could be your partner, your child, your family, your friends, your work colleagues or maybe even your pet.

Once you discover who else will benefit, ask yourself “Why is this important to me?”

Keep asking yourself “Why is this important to me?” until you have your driving emotional reason.

Then, take action.

The first time I realised the real power of the Who Else method was when I was about to climb up a ladder onto a roof to fix a problem.

As I was climbing the ladder I had flashbacks to previous times when my ladder had slipped and I had fallen to the ground.

As I reached the top of the ladder and maneuvered to step onto the roof, I froze.

Although I had a goal to get onto the roof and fix a problem, my fear of falling off the ladder stopped me taking the action I needed.

I tried several times to take the first step onto the roof but each time my fear stopped me.

I thought to myself "What can I do? I need to get onto the roof and fix the problem?"

Without realising it at the time I was about to use the "Who Else" method.

I thought to myself "One of my children is stuck on the roof and they need my help."

Without hesitation I stepped onto the roof and fixed the problem.

OMG! How amazing it felt to overcome my fear so quickly and take the uncomfortable action I needed to take.

In another example of using the “Who Else” method I was helping a guy who wanted to lose weight.

He had tried many diets to lose weight and although he lost a little bit of weight, he would eventually stop the diet and put the weight back on.

I asked him “Who else would benefit from you losing weight?”

Without hesitation he said “My kids” (he had 3 kids - a boy and 2 girls who were all less than 10 years old at the time).

He went on to say that he was worried that if he did not lose the weight that he might not be around to enjoy his kids growing up.

At this point it was important for him to link achieving his goal to how it would benefit his kids.

He came up with benefits for all of his kids but one of his reasons really stood out to me.

He said “I am going to lose weight because I want to be able to walk my 2 daughters down the aisle at their weddings.”

WOW! How powerful.

As a dad of 2 girls myself I had a lump in my throat hearing this.

I am pleased to say that he did lose weight and at the time of writing this book his girls are still to be married and he has kept the weight off.

What these examples highlight is that some people are motivated into taking uncomfortable action if their efforts benefit someone else.

What I have found is that the type of people who really embrace the “Who Else” method are the people who have a dominant or driving emotional need of “Contribution”.

As a refresher, the emotional need of “Contribution” is the need to make a positive difference in other people's lives without expecting anything in return.

As mentioned earlier, if this sounds like you, use it to your advantage.

The WHY Else Method

If you are trying to work out your “Why” and you would prefer to do this on your own or you do not feel comfortable doing the “Why to Feel” method with someone else, try the “Why Else” method below.

By asking “Why Else?” it challenges you to really think about why you want something.

Remember your “Why” could be linked to removing some type of pain or to increasing some type of pleasure.

The aim of this exercise is to discover an emotional reason that is so strong that you will take proactive and uncomfortable action to get what you want.

When doing the “Why Else” exercise keep asking “Why Else” until you uncover an emotion, then keep asking “Why Else” until the emotion feels so strong that you have goosebumps thinking about it or saying it out aloud.

If your Why feels superficial, embarrassing or unlike you, great - own it, as it will drive you to take uncomfortable action.

As this exercise is uncovering your true feelings it may feel awkward, hang in there as it is critical to helping you achieve your goal.

What you are working towards is an answer to the “Why Else” question that contains a feeling.

Because I want to feel.....

or

Because I want to stop feeling.....

Example 1: What I want is a Sports Car.

The sports car I want is a black all wheel drive Audi R8, that is less than 5 years old with a V10 engine that has traveled less than 30,000 kilometres.

Why do you want the sports car?

Because I have always wanted one.

Why Else do you want the sports car?

Because my friend let me drive his sports car and it was great to drive.

Why Else do you want the sports car?

Because it felt great to be in it.

Why Else do you want the sports car?

Because I want people to look at me when I drive it.

Why Else do you want the sports car?

Because I want to feel important.

Why Else do you want the sports car?

Because I want to feel like a hero.

I will stop there for the sports car example but when you are doing this exercise keep asking “Why Else” until you are able to fill in the blanks below.

Because I want to feel.....

or

Because I want to stop feeling.....

In the “Why Else” exercise above the real reasons why the sports car was wanted were uncovered. It was because of a need to feel important and like a hero, in other words the emotional need of significance.

If feeling important and like a hero is a strong enough emotional reason to take uncomfortable action to get the sports car, then fantastic.

If you are having trouble answering the “Why Else” questions or your answers do not contain an emotion or feeling, answer the following questions.

What feeling will the sports car stop you having?

Why is it important to stop having this feeling?

Why Else is it important to stop having this feeling? (keep repeating this question until you unlock an emotional reason).

What feeling will the sports car give you?

Why is having this feeling important?

Why Else is it important to have this feeling? (keep repeating this question until you unlock an emotional reason).

Remember the idea of this exercise is to keep asking Why Else until you can fill in the blanks below.

Because I want to feel.....

or

Because I want to stop feeling.....

Sports Car Summary

The sports car I want is a black all wheel drive Audi R8, that is less than 5 years old with a V10 engine that has traveled less than 30,000 kilometres.

Now we can add in the “Why” I want it.

I want the sports car because I want to feel important and like a hero.

Now we can combine what is wanted with why it is wanted to form the following.

The sports car I want is a black all wheel drive Audi R8, that is less than 5 years old with a V10 engine that has traveled less than 30,000 kilometres. The reason I want this sports car is because I want to feel important and like a hero.

It is now about becoming obsessed with this phrase in the above paragraph by regularly writing it down, thinking about it or saying it aloud.

Clarity is king. When you read the summary of what you want and why you want it, you can now imagine the outcome happening, just because there is more clarity.

It is your turn now.

Remember to keep answering the Why Else questions until you can fill in the blanks below.

Because I want to feel.....

or

Because I want to stop feeling.....

Your Example: What I want is.....

Why is it important to you to have it?.....

Why Else is it important to you?.....

Why Else is it important to you?.....

Why Else is it important to you?.....

Why Else is it important to you?.....

Why Else is it important to you?.....

Why Else is it important to you?.....

Now look back through your answers and find a feeling or emotion and fill in the blanks below.

The reason I want it is:

Because I want to feel.....

or

Because I want to stop feeling.....

Now fill in the summary below.

What I want isand the reason is because
I want to stop feeling.....and / or I want to
feel

Struggling to Set Your Goal?

If you or someone you know are struggling to work out your goal, the “Why to Feel” and “Why Else” method can help you uncover it.

The following are examples of the types of questions that could be asked of you, you can ask yourself or you could ask others to help unlock the goal.

To start ask;

What currently frustrates you about your job, your relationships, your health or your finances?

Write your answer down and then ask “What Else” is frustrating about it?

Repeat this until you have a list of frustrations.

If you or the other person you are asking says that everything is fine, ask the following questions.

“What is something that you want that you do not currently have?” and “What frustrates you about not having it?”

“What is something that you currently have but you do not want?” and “What frustrates you about having it?”

The idea is to identify a frustration (problem or concern) that can then be used as a goal.

For example, say the frustrations about a current job are that the pay is low, the expectation is to work 50+ hours a week and no appreciation is shown for the work done.

The basic goal from these frustrations could be to get a new job.

By using the previously mentioned “Reverse to Go Forward” and “What Else?” methods, the new goal could be to find a new job where my skills will be appreciated, where I work 40 hours a week and where my wage is at least \$xx.

Once the goal is known you can then use the “Why to Feel” method to unlock the emotional reason as to why you want this goal.

Why do you want to feel appreciated? Why? Why?

Why do you want to work only 40 hours a week? Why? Why?

Why do you want to earn \$xx? Why? Why?

So after uncovering all of your WHY’s, which of the WHYs is going to drive you and make you take the uncomfortable action you need.

Now fill in the summary below.

What I want is and the reason I want it is because I want to stop feeling.....and / or I want to feel.....

Your emotional reason is often linked to your purpose and being fulfilled.

What is Your Purpose & Is it Important?

Your purpose is simply using your thoughts, words or actions to make a positive difference to other people's lives and in doing so, it makes you feel amazing and sets your soul on fire.

It is what gives your life focus, drive, and fulfillment.

Think of it as the deeper reason you get up in the morning, beyond just routine or obligation.

It often answers questions like how do I want to contribute, what truly matters to me or what impact do I want to have?

Your purpose does not have to be big or dramatic, it could be something simple like making someone smile or supporting your family.

Having a purpose is so important as it can guide your decisions, inspire you to take action and give your life more meaning.

When you live with purpose, every step and every choice feels intentional and deeply rewarding.

One of the toughest things to do is to clearly define your purpose, particularly if you have never given it any real thought.

The good thing about a purpose is that it is something you can refine if you feel it is not a true reflection of who you are, what you are truly about or if it is not inspiring you or guiding you.

You may even find that as you have more life experiences or experience more of life that your purpose may change or have more clarity.

If you are finding it difficult to work out your purpose you could always borrow someone else's purpose that resonates with you until you find your own.

So how do you work out your purpose?

There is no set in stone way to work out your purpose however what I have found works best for most people is following the 3 step process below.

Step 1: Determine the skills, strengths, knowledge or experiences you have that when you think about them, talk about them or are doing them, make you feel amazing?

What is your superpower or what are you passionate about?

Step 2: Who else or what else could benefit from knowing what you know?

How would you describe the people or circumstances that could benefit from what you know? eg. people who lack self confidence or people that feel that they are unheard or abandoned pets in an animal shelter.

Step 3: What result or impact would it have on other people if they knew what you know?

How would their life be better?

Once you have an answer for each step you can bring it all together into a purpose statement.

My purpose is to use my (Step 1), to help (Step 2) so that (Step 3).

In other words your purpose is to use your (skills/strengths) to help (who/what you want to help or change) so that (the result/impact you want to create).

Here are a few examples:

Your purpose could be to use your creativity (Step 1) to help people tell their stories (step 2) so that they feel seen and heard (Step 3).

Your purpose could be to use your leadership skills to help disjointed companies so that every employee feels valued and included.

Your purpose could be to use your experience in mentoring to support young people feeling lost so that they feel valued and they can thrive.

Your purpose could be to use your skills in public speaking to help communities and causes so that they amplify their voices to drive meaningful change.

Your purpose could be to use your skills and knowledge in personal growth, to help individuals feeling stuck in their life, so that they feel empowered to live boldly and authentically.

So let us take a closer look at each of the 3 parts.

1: What is your superpower? (skill, strength, knowledge or experience. eg. I am great at solving problems).

To help work out your superpower here are a few questions to answer.

What do you love to talk about?

What do you love to think about?

What gets you excited?

What are you passionate about?

What are you good at or enjoy doing?

What comes easy to you?

What interests you?

What are the things you get thanked for?

What do you know well, understand deeply, or have a lot of experience in?

What breaks your heart or makes you feel like something is unfair?

What things do you do that make you forget to eat?

What has someone else said to you or done for you that made you feel like you really mattered?

Now make a list of your superpowers.

.....
.....
.....

Now you have a list of your superpowers, find one or two that really stand out to you or when you read them you get goosebumps or you feel more alive and excited.

You now have your Step 1:

2: Who can benefit from your superpower (the circumstances of others eg. people who lack self belief).

Describe the people or circumstances that could benefit from what you know.

The greater the detail the better (the What Else method is great for this).

Example.

I like to help people who are feeling lonely.

What else do you know about these people?

Typically these people are 60 or older.

What else do you know about these people?

Typically they live alone.

What else do you know about these people?

Typically the person is separated or divorced or their spouse or partner has passed away.

You can now summarise who could benefit from your superpower by saying the people I can help are 60 or older, single and live alone.

Now make a list of who can benefit from your superpower/s.

-
-
-

Now you have a list of who can benefit from your superpower/s, summarise the list to clearly define who you can help.

The people I can help are typically.....
.....

You now have your Step 2:

3: How do others benefit from your superpower? (they gain self belief, confidence and take action to feel better about themselves).

What is the outcome or impact you hope the other person receives from your superpower/s?

Using the example in Step 2 (you help people that are 60 or older, single and live alone), the outcome or impact your superpower can bring them is;

- To help them feel connected.
- To help them feel like they matter.
- To help them feel better about themselves.

You can then simplify this to make people feel better about themselves.

Now make a list of how others benefit from your superpower/s.
.....
.....
.....

Now you have a list of how others can benefit from your superpower/s, summarise or simplify these benefits.

The benefit people get is

You now have your Step 3:

It is time to bring the 3 steps together.

My purpose is to use my (Step 1).....
to help (Step 2).....
so that (Step 3).....

How does it feel when you read your purpose statement?

Do you feel excited or inspired when you read it?

If so, fantastic.

If not, review Step 1 as this is the most important step.

Step 1 is all about **you** and what **you** are passionate about (this may be hard for some people to do but it is a must) whereas Step 2 & 3 are all about working out how you can help others from what you are passionate about.

If you are struggling to work out your superpower or what you are passionate about, here are a few questions for you.

If money was no issue in your life and you didn't have to work, what would you do or how would you spend the majority of your time?

If you were asked to speak about any topic for 1 minute, what would you talk about?

If you are still struggling to find your superpower or what you are passionate about, this is normal.

Over the next few days or so take note of what you like to think about, talk about or activities you like to do.

You can also take different actions to discover your superpower like taking up a new project or hobby, taking on a side project or volunteering somewhere.

When you have a list then you can do your Step 2 & Step 3.

Once you have your answers, write your purpose statement and see how it feels.

If you are still not feeling it, that is fine. You can search for someone else's purpose statement that feels right for you or just wait a week and relook at it with fresh eyes and ideas.

My purpose is simply to inspire people to say YES to their possibilities so that they live a life they truly love, and in doing so, inspire other people to do the same.

I know my purpose statement isn't in the exact 3 step format above however it contains information from the 3 steps.

1: Superpower - I love using my personal development skills, knowledge and experiences to help people say YES to their possibilities, in other words to help someone believe that what they want is possible for them.

2: Who will benefit - Anyone that needs a cheerleader or someone to believe in them.

3: Impact - I want the person to live a life they truly love and to then inspire other people to do the same.

What I have also noticed is that having a purpose is a great conversation starter when you first meet someone.

When you first meet someone you are usually asked "So what do you do?" and typically you would say the job or skill you have (I'm an accountant or plumber or teacher) but when you say your purpose and in particular your Step 3 it is a completely different ball game.

How would you react if when you met someone for the first time they said their purpose or said their step 3?

Imagine asking the other person "So what do you do?" and they say "I help people who live alone to feel connected and that they matter."

WOW! What a great introduction and a real conversation starter.

Try saying your purpose or your step 3 next time you meet someone and see the difference it makes to your conversation. It may seem odd at first but remember it is your authentic self speaking.

What's Stopping You Getting What You Want?

It is time to take your action brake off.



The third step in the GPS to success system is often the hardest which is taking your foot off the brake, putting your foot on the accelerator and actually allowing the GPS system to guide you.

This is often the hardest step, as all of our self doubts, fears, insecurities and negative past experiences rise to the surface and stop us from taking action.

Imagine you are sitting in your car, you have programmed the GPS system to where it is that you want to go, you have a full tank of the right fuel but then you just sit in your car with your foot firmly planted on the brake.

How will you ever get to where it is that you want to go?

The answer is simple, NEVER.

Something has to change (and this is what this chapter is about).

First of all, we need to take a good hard look at ourselves and work out exactly what is causing us to put our foot on our action brake.

There are lots of reasons why this could be happening and I am hopeful that by the end of the chapter you will uncover your reasons why and learn how you can take your action brake off and let your success journey begin.

What I have found is that there are three key areas that keep your foot on the brake and stop you from taking action.

1: Your Identity (who you are is not in alignment with who you want to be).

2: The Limiting Beliefs you have learnt and hung on to.

3: A Lack of Momentum.

1: Your Identity

Who you are is not in alignment with who you want to be.

One of the reasons why we keep our foot on our action brake is because of our identity.

Your identity is simply how you view yourself and the rules you live your life by.

Your action brake is applied when the identity you currently have is not in alignment with the identity you want to be or who you need to be to get what you want.

For example, if you want to be fit and eat healthy food but the current you is someone that does not like exercise and loves eating junk food, then your identity is out of alignment with who you want to be.

When the current you and the future you are not in alignment, your action brake is applied.

Now I want you to imagine an iceberg.

The section of the iceberg above the water is like your conscious mind (the tip of the iceberg).

It is only a small part of your mind and it is where your current thoughts, feelings and perceptions are visible to you and the world (and your subconscious mind).

The section of the iceberg below the water is like your subconscious mind (the base of the iceberg).

It is a significant part of your mind and is where your thoughts, words, emotions, beliefs, behaviours and experiences are stored (your past) and it is only visible to you.

The subconscious mind does not know if your thoughts, words, emotions, beliefs, behaviours or experiences are true or false or right or wrong, its job is to just store them.

What happens is when your conscious mind thinks a thought or when you say something, your unconscious mind is checking on what it has stored from the past to see if there is alignment.

If there is no alignment it quickly says “No Deal” and applies the action brake.

In this case you may feel or experience some type of negative feeling.

If there is alignment, the subconscious mind says “Deal” and the action brake is released.

In this case you may feel or experience some type of positive feeling.

As an example, let's say that you want to be in a loving and caring relationship with a special partner.

You then think about having a special partner and what it would be like to be in this loving and caring relationship.

You also talk about having a special partner and what it would be like to be in this loving and caring relationship.

This is your conscious mind at work (the tip of the iceberg).

When your subconscious mind (or the base of the iceberg) hears your thoughts and words about the relationship you want, it says "Hang On", "What I have stored from the past is not in alignment with what you are thinking and saying about what you want".

The subconscious mind found in storage thoughts and words from your past such as "I'm not lovable", "I'll never be able to find love", "I can't trust anyone" "All relationships are horrible" and "I'll never be good enough."

At this point the action brake is applied.

So how do you get the conscious mind and subconscious mind to work together to release the action brake?

This can be a challenge but I hear you say **Challenge Accepted.**

In simple terms it is about changing what the subconscious mind has in storage from your past.

The good news is that your past started a millisecond ago, so anything that you think, say or experience from now on will go straight into your subconscious mind's storage.

This means you have the opportunity to fill your subconscious mind's storage with whatever you want.

Remember, your subconscious mind does not know if your thoughts or words are true or false or right or wrong, its job is to just store them.

So why not fill your subconscious mind's storage with thoughts, words, emotions, beliefs, behaviours and experiences that are positive and are going to benefit you.

In the relationship example above, you can start to fill your subconscious mind's storage with thoughts and words such as "I am lovable", "I am open to love", "I am trusting", "Relationships are wonderful and help me to grow" and "I am good enough".

See and feel the difference?

Here is another example.

Imagine your goal is to double your income.

You then start to think and talk about doubling your income (your conscious mind).

At this point your subconscious mind is searching for what it has in storage about money and increasing your income.

After hearing your thoughts and words and checking if they are in alignment with what is in storage the subconscious mind says “No Deal” and your action brake is applied.

What the subconscious mind found were your thoughts and words like, “I will never be able to get more money”, “Having money is bad”, “My job will never pay me double”, “I have tried to get more money but I just keep failing”.

It is no wonder the action brake is applied.

To start the process of releasing the action brake, it is time to fill your subconscious mind’s storage with thoughts, words, emotions, beliefs, behaviours and experiences that are positive and are in alignment with doubling your income.

Try thinking or saying things like “My income is not limited to my current job as opportunities are everywhere”, “Having money is good and the more money I have will help me to do more good things in the world”, “I am learning to create more value so the money will follow”, “I am valuable and worth it”, “I have not failed - I have learnt and I’m getting stronger, smarter and wiser”.

Remember, your subconscious mind does not know if your thoughts or words are true or false or right or wrong, its job is to just store them.

So, every chance you get, put into your subconscious mind's storage the thoughts, words, emotions, beliefs, behaviours and experiences that reinforce the identity that you want to be or who you need to be to get what you want.

One simple way to fill your subconscious mind's storage with good things is through showing gratitude or being grateful.

Choose a few times a day and be grateful for your life and the people and events in your life.

I am so grateful for my parents, my brothers and sisters, my grandparents, my aunties and uncles, my cousins and my friends.

I am so grateful to have children.

I am so grateful to have a special partner that loves me and makes me feel safe and secure.

I am so grateful for the holidays, experiences and fun times I have shared with others.

I am so grateful for my five senses and to be able to experience so much of life.

I am so grateful for my health.

I am so grateful to have a job, a car and a home.

I am so grateful for my spiritual belief.

I am so grateful that I was able to share a coffee with a friend today.

Your turn now.

I am so grateful for.....(fill in the blank).

Here are a few tips about being grateful.

1: Rather than focusing on what you are lacking or missing, focus on what you have and be grateful for this.

I'm so grateful for.....(fill in the blank).

2: Imagine that something that was in your life is now not in your life. How does that make you feel? Show gratitude for what you had.

For example, imagine you have hurt your foot and you are finding it really hard to be grateful, particularly as your foot is giving you so much pain.

Now for a brief moment imagine that you have lost your foot.

How does that feel?

Do you now feel grateful to have your foot?

Do you feel differently about having a small pain in your foot?

I am so grateful to have a healthy foot.

Your turn now.

I'm so grateful for.....(fill in the blank).

Remember the greater the stockpile of a thought or word in your subconscious mind's storage that aligns with your thoughts and words about what you want, the quicker your action brake will be released.

Another way to fill your subconscious mind with the thoughts, words, emotions, beliefs, and behaviours of the person you want to become is by acting as if you are already that person.

It is like going to a fancy dress party where you take on the look and the persona of a character.

If you are going to a fancy dress party as a rock star, you then think like the rock star, dress like the rock star, talk like the rock star and act like the rock star.

With enough conviction you become the rock star.

The same applies if you need to improve or grow as a person to achieve your goal.

You need to think, look, act and behave like the person you want to become.

This will fill your subconscious mind with the right thoughts, words, emotions, beliefs, and behaviours so that your conscious mind and subconscious mind are in alignment and your action brake is released.

It is now time to take a closer look at the beliefs your subconscious mind has stored to see if they are helping you or limiting you (keeping your action brake on).

2: Limiting Beliefs and How to Overcome Them

In an earlier chapter we discussed the 4b's (4 belief questions).

These highlighted that unless your inner self believed that your answers to the 4 belief questions are YES, that you would not take the proactive or uncomfortable action needed to get the outcome you wanted.

As a refresher about the 4b's, what I have discovered is that anyone that has ever had any type of success or positive change in their life (whether they realise it or not) has been able to answer YES to 4 questions honestly to themselves FIRST – before they embrace the 3 parts of the GPS to Success.

Without a YES to all 4 questions, they may take some action but it will soon fizzle out and most likely stop, leaving them filled with doubt and asking themselves “What is wrong?”

Firstly, there is nothing wrong. It is just that their inner self does not believe their answers to the 4 questions and therefore it STOPS them.

So what are the 4b (belief) questions?

a: Do you believe you deserve or are worthy to have what you want?

b: Do you believe you have the knowledge, skills or mindset to have what you want?

c: Do you believe it is possible to have what you want?

d: Do you believe it is worth the time and the sacrifice to have what you want?

If you are finding it hard to answer YES to any or all of these questions, this could be the reason that you are not taking any action and why success is avoiding you.

I believe that this is the biggest roadblock that most people have in achieving the outcome they want.

Let's review each question and explore ways to get to YES.

a: Do you believe you deserve or are worthy to have what you want?

If your answer is YES, that is great.

If your answer is No, why do you feel that you are not deserving or worthy to have what you want?

Do you feel you are not good enough?

Do you feel you are not lovable?

Do you feel you are not smart enough or talented enough?

Do you feel good things always seem to happen to other people?

Do you feel you will be judged, criticised or ridiculed if you succeed?

Do you feel like an imposter or do you fear being told your success was just luck?

Do you think you will feel guilty or ashamed if you succeed?

Do you think wanting more is selfish or wrong?

Do you feel if you are successful you will lose connection with others?

Do you fear being seen, speaking up, standing out or risking rejection?

Do you feel you are left behind when you compare yourself to others?

WOW what a list.

If any of these are true for you it is easy to understand why it is so hard to take your foot off the brake and take any action.

Do any of these sound like you? If so, which one/s?

Can you think of anything else that makes you feel like you are not deserving or worthy to have what you want?

Now you have an idea of your limiting beliefs, it is time to reframe them so that they become your driving beliefs.

We were all born worthy and deserving, but when seeds of doubt, unworthiness and fear were planted in our mind somewhere on our life's journey, it all changed.

These negative seeds (I like to call "Stuff"), have a negative impact on our self confidence, self worth, self esteem and self belief.

The negative seeds are simply negative experiences or "Stuff" from our past, that become negative beliefs which turn into limiting beliefs.

Reframing, changing or getting rid of the limiting beliefs or "Stuff" can be challenging and scary however it is a MUST if you want to start your journey of having what you want.

I remember being at a seminar and realising that I had so much negative "Stuff" in my mind and this negative "Stuff" was holding me back.

At the lunch break instead of talking to the other seminar attendees I decided to have lunch at the local McDonalds and spend this time having a good hard look at myself working out what the hell was holding me back.

It was a really tough and emotional exercise as I went back through my life and had an honest look at where all of my doubts, fears and uncertainties started.

It was certainly worth it though as it made me understand where the road blocks were and that I had to break through the road blocks for me to move forward.

I also realized that the road blocks were actually a symbol for my own “MIND BLOCKS”.

These “MIND BLOCKS” are the things that stop me taking action.

These “MIND BLOCKS” were created during different stages of my life and were shaped by the beliefs and values of the many people, the environments and the circumstances of the time.

However, because they were not broken or addressed they became my everyday reality.

So how do you change these “MIND BLOCKS”? (seeking professional help is always recommended if needed).

One way to start the process is with a technique called “Mind Rewind”.

Imagine you are watching a movie and for some reason you have forgotten or missed an earlier part of the movie that explains why the main character is acting the way they are.

You have a choice.

1: You can keep watching the show without knowing why the character is acting the way they are.

2: You rewind back to the part of the show that explains why the character is acting the way they are.

What would you do?

The “Mind Rewind” technique uses option 2.

If there is a mind block that is holding you back the quickest and easiest way to change or remove the mind block is with the Mind Rewind technique.

The Mind Rewind technique is about rewinding your mind back until you reach the time in your life when something happened to you or where someone said or did something that has negatively affected your life from that point in time.

The idea is to review the event and gain a better understanding of what was said, what was going on in your life, what was going on in the lives of the other people involved at the time (if known) and whether your interpretation of the event could have been different.

I am hoping that when you have a different perspective about the event then the negative effect it has had on your life can be reframed or removed.

I want it to give you freedom from your past.

You may find that at the end of this exercise that nothing has changed but even if it sheds a different light on the event or gives you clarity on why a negative belief was created, it will be a worthwhile exercise (I also recommend trying the exercise a few times).

Let's try the exercise. It is best done with your eyes closed, on your own and with no distractions.

Read through the different stages below first, then close your eyes and take a few deep breaths.

Once you are feeling relaxed, rewind your mind back to the time when something happened to you or where someone said or did something that negatively affected you or your life.

For example, if you feel that you are not good enough, go back in your life's time line until you reach the moment you started to feel this way or to when the belief was created.

I understand that this may be a difficult or painful exercise for some of you. If it is too much, start again when you are feeling in a better mindset or when the time feels right.

Once your mind has taken you back to this time, I want you to imagine that you are now watching a TV show about the event. The characters on the TV show are you and whoever and whatever else was involved.

It is important here that you are watching what happened rather than being a part of the cast. Keep yourself separate from the event.

Keep your eyes closed and as painful as it might be watch the event unfold.

Once the event has unfolded, rewind your mind back to the beginning of the event.

Replay the event and focus on the person playing you. As you watch the event unfold ask if the person playing you could have interpreted what happened or what was said in a different way?

If so, how else could they have interpreted what happened or what was said?

Replay the event and focus on whoever else was there.

What was happening in that person's life at the time?

Why would they have said or done what they did?

Could they have said or done it differently?

Were they saying or doing what they did to hurt you or to protect you?

Would they have known what they were saying or doing would have such a negative effect on your life?

I am certainly not trying to remove any possible blame from the other person, I just want you to understand what was happening to the other person at the time.

Now with a different and older set of eyes on the event have you been able to see things in the event differently?

Does the event still have the same negative effect on you?

Do you interpret the event the same way or do you interpret it differently now?

I am hopeful that you have been able to gain a better understanding of the event or maybe a different interpretation of the event which provides you with some level of healing or some closure.

If not, the challenge now is to decide if you will let the event still have a negative effect on your life (as I mentioned earlier, seeking professional advice is always recommended).

If you are finding it hard to let go of a limiting belief try reframing it into a positive driving belief.

Talk to yourself in a positive and uplifting way.

For example, if your limiting belief is that you will feel judged, criticised or ridiculed if you succeed or fail to do anything, use the following reframes.

Say these reframes as often as you like or need.

- I am capable of overcoming any obstacle.
- I have done it before and I can do it again.
- I have strength and resilience.
- I am unstoppable.
- I am in control of my emotions - not the other way around.
- I choose joy over fear.
- I am worthy of success and happiness.
- I am worthy to have what I want.
- I am deserving - it is my turn now.

When you say these reframes how does it make you feel?

Now do the Mind Rewind exercise again except this time, rewind back through your life and look for evidence of when you were worthy or deserving.

Make a note of these times or what happened below.

.....
.....
.....

Well done, these examples are proof that you ARE worthy and deserving.

Next time you feel that you are not worthy or deserving read the examples that you wrote above.

Tell yourself you are worthy and deserving because;

.....
.....
.....

Would you like \$100?

What would you say if I offered you a brand new \$100 bill (it is not fake by the way).

I am sure you would say “Yes please - I’ll take it.”

What would you say if I scrunched up the \$100 bill so it was wrinkled and then offered it to you?

I am sure you would say “Yes please - I’ll take it.”

What would you say if I scrunched up the \$100 bill so it was wrinkled, put dirt on it and then offered it to you?

I am sure you would say “Yes please - I’ll take it.”

What is interesting here is that the \$100 is worth the same amount (\$100) regardless of whether it is brand new, scrunched up, wrinkled or has dirt on it.

Sometimes in life we may feel scrunched up, wrinkled or have dirt put on us and we feel like our worth has dropped.

You are exactly the same as the \$100.

Your worth stays the same even though you may feel scrunched up, wrinkled or have dirt put on you.

Remember you are worthy and deserving.

While we are talking about money, what would you say if I offered you **\$1 million**?

I am sure if you are like most people you would say YES.

How would having the \$1 million make you feel and how would it change your life?

Would it make you feel amazing and free?

Would it make you feel like a huge weight had been lifted from your shoulders?

Would you feel happy?

Could anything upset you at the moment?

Would you look at life differently?

Now what about if I asked you if you would like \$10 million?

I am sure you are getting even more excited now but what if I said that I will give you the \$10 million now, but you will not wake up tomorrow.

What would you say?

OMG. If you are like me you most likely said “No way”, “Not a chance” or “Keep your money.”

What has just happened?

Hopefully in an instant you have realised that your life is valuable, that your life is worth living and that you are worthy and deserving of more in your life.

What is your answer now to the question “Do you believe you deserve or are worthy to have what you want?”

I’m hopeful it is YES, YES, YES, YES, YES.

b: Do you believe you have the knowledge, skills or mindset to have what you want?

If your answer is YES, that is great.

If your answer is No, why do you feel this way?

Start your answer with “Because”.

Examples:

Because I am not smart enough or talented enough.

Because I feel I will be judged, criticised or ridiculed if I say I want new knowledge, skills or a different mindset.

Your turn now.

Because.....

Because.....

Because.....

Now you have your “Because” reasons, you can reframe them.

For example, if your limiting belief is that you are not smart enough or talented enough, use the following reframes.

- I am in charge of my choices and decisions.
- I am the master of my destiny - not other people or my circumstances.
- I am capable of overcoming any obstacle.
- I have done it before and I can do it again.
- I have strength and resilience.

- I am unstoppable.
- I am constantly growing and improving.
- I believe progress is more important than being perfect.
- I am better today than yesterday.

When you say these reframes how does it make you feel?

The next step is to work out the actual skills, knowledge or mindset that you need to achieve your goal.

If your goal is to start your own business the following is an example.

The skills I need are sales and advertising copywriting skills.

The knowledge I need is how to define my target market and create a marketing campaign aimed at my target market.

The mindset I want is to be confident in my ability to make it happen.

As you now know the skills, knowledge and mindset you need, you can start the process of obtaining these.

For sales, advertising, copywriting skills and marketing knowledge you can search online, attend a webinar or ask people who have these skills and knowledge for their advice.

If the mindset you want is to be confident, you can practice being confident in different situations. You could ask a stranger for the

time, you can go to a venue you would not usually go to, you could send an email or message to someone you admire, to name just a few.

It is your turn now.

I want to

The skills I need are.....

The knowledge I need is.....

The mindset I want is.....

What is your answer now to the question “Do you believe you have the knowledge, skills or mindset to have what you want?

If you are not quite at yes, try answering this reframe.

Do you believe you know where to look or how to get the knowledge, skills or mindset to have what you want?

I am hopeful it is YES, YES, YES, YES, YES.

c: Do you believe it is possible to have what you want?

If your answer is YES, that’s great.

If your answer is No, why do you feel it is not possible to get what you want?

Start your answer with “Because”.

Examples:

Because I am not good enough to make it happen.

Because I never seem to be able to have what I want.

Your turn now.

Because.....

Because.....

Because.....

Now you have your “Because” reasons, you can reframe them.

For example, if your limiting belief is that you are not good enough to make it happen, use the following reframes.

- I am capable of overcoming any obstacle.
- I have done it before and I can do it again.
- I have strength and resilience.
- I am unstoppable.

When you say these reframes how does it make you feel?

Your next exercise is to think of times or events throughout your life where you got what you wanted.

Example - you got the job you wanted, you got the car you wanted, you lost the weight you wanted, you got the partner you wanted, you went on a holiday when you wanted.

Make a note of these times or what happened below.

.....
.....
.....

Well done, these examples are proof that it is possible for you to get what you want.

If you have not thought of anything, that is OK, ask other people for examples or just keep thinking and asking yourself for examples.

Next time you feel that it is not possible to get what you want, read the examples you wrote above.

The presenter at a seminar I went to posed an interesting comment to the group.

He said that there will be no need for prisons by 2030.

The group immediately reacted by giving multiple reasons why this would not be possible.

What reasons can you think of?

All of the reasons given were valid and logical however what the presenter was demonstrating is what typically happens when we think about what it is that we want to achieve.

We automatically come up with multiple reasons why this will not happen.

The presenter then instructed the group to forget about the reasons why it would not happen and to think about the reasons why it will happen and the ways to make it happen.

This simple mind shift was incredible as the group became very energetic about coming up with ways (some very creative) to make having no prisons by 2030 a reality.

What reasons can you come up with?

Whether any of these ideas would actually work was not important, what was important was learning that a small mind shift could make such a massive difference.

In order for you to experience the effects of this simple mindshift, you have to do it yourself.

Once you have finished this chapter go for a 20 minute walk and think only about the things that you really want in your life (I have also found smiling while you think improves your thinking).

Remember during the walk you are only thinking of what it is you want - no barriers or reasons why it is not possible - only what it is that you want.

When you return from your walk write these things down and note how you felt at the end of the walk.

What is your answer now to the question "Do you believe it is possible to get what you want?"

I hope it is YES, YES, YES, YES, YES.

d: Do you believe it is worth your time or the sacrifice to have what you want?

If your answer is YES, that is great.

If your answer is No, why do you feel it is not worth your time or the sacrifice to have what you want?

Start your answer with "Because".

Examples:

Because by spending time on what I want I will lose connection with others.

Because by spending time on what I want I will be judged, criticised or ridiculed.

Because I know I will fail anyway so there is no point trying.

Your turn now.

Because.....

Because.....

Because.....

Now you have your “Because” reasons, you can reframe them.

For example, if your limiting belief is that by spending time on what you want you will be judged, criticised or ridiculed, use the following reframes.

- I have decided to choose me over other peoples opinions.
- My future me will be thankful for my sacrifice today.
- I am capable of overcoming any obstacle.
- I have strength and resilience.
- I am unstoppable.

When you say these reframes how does it make you feel?

Your next exercise is to think of times or events throughout your life where you actually spent your time or sacrificed something and got what you wanted.

Example: You spent time learning about a subject you wanted to know about, you spent time at the gym to lose weight or tone up your body, you sacrificed spending time with your family on the weekend to earn extra income, you sacrificed a few hours a year so that you could help out a charity.

Make a note of these times or what happened below.

.....
.....
.....

Well done. These examples are proof that it is possible for you to spend the time or make a sacrifice to get what you want.

Next time you feel that it is not possible to get what you want, read the examples you wrote above.

If you are still feeling that it is not worth your time or the sacrifice to go after what you want, it could be one or more of the following three reasons why you are feeling this way.

1: The answers to all of the other three belief questions above are yet to be Yes.

2: Greater clarity is needed about what you want to have.

3: A strong enough emotional reason is still needed to prioritise getting what you want over what else you are spending your time and effort on.

If you believe any of the above reasons could be true for you, here are a few tips to get you to Yes.

- Go back to the other three belief questions and use the tips and tools to get to Yes.
- Get greater clarity by describing what you want in as much detail as possible. Ask yourself "How else can I describe what I want?" Write it down then keep asking yourself and writing it down until you are unable to describe it any further.
- Uncover the real emotional reason "Why" you want it by asking yourself "What is the emotional pain it will stop me having" or "What is the emotional pleasure it will bring me?" Keep asking yourself these questions until your answer is a raw emotion that feels inspiring.

How would your life be if you got what you wanted?

How would your life be if you did not get what you wanted?

What is worse?

What is your answer now to the question "Do you believe it is worth your time or the sacrifice to have what you want?"

I hope it is YES, YES, YES, YES, YES.

3: Create Momentum

When you think of a snowball that has rolled to the bottom of a snowy mountain compared to how it started when it was at the top of the mountain, its growth has been phenomenal.

The way it achieves this growth is by simply rolling down the mountain and by gaining momentum and extra snow as it goes.

As it rolls down the mountain its momentum makes it virtually unstoppable.

It is incredible to think that all it took for this small snowball to turn into an unstoppable goliath was to simply start rolling and to gain momentum.

I believe each and every one of us is like a snowball with so much potential waiting to be unleashed, and like the snowball we just have to take action and create momentum.

I like to think of this as the **Box Road Method - One Tiny Step at a Time.**

The Box Road Method

I remember going for a walk with my three children and towards the end of the walk we had a choice of two ways to get home.

The first way was an easy walk on relatively level ground and the second way was by “Box Road”, a steep hill that seemed to go on forever.

Imagine a five year old, a nine year old and an eleven year old all staring up at a massive hill which to them would have seemed like the first hill of a roller coaster and being asked which way they would like to walk home.

The unanimous answer of course was the easy way.

I asked them why they did not want to walk up Box Road and they said “We are too tired, it is too hard, it is too steep.”

“Great” I said, “Let’s go up Box Road.”

You can imagine the dirty looks I was getting but I knew that in about 10 minutes time the kids would have learnt one of the most valuable life lessons - all thanks to Box Road.

As we started our journey up the Box Road hill it did not take long for the children to start to whinge and whine about how steep the hill was, how tired they were and how sore their legs were.

After only 10 metres of walking I had heard virtually every excuse as to why they could not keep going.

It was at that time we stopped.

I said "OK, it is time for a game."

"What, Huh, a game" the children said in a surprised tone.

"Yes, a game" I said.

"The rules are simple, everyone is going to get a turn to find something on the footpath, that is not too far in front of us that we all have to walk to."

At that point the children's competitive spirit kicked in and they all wanted to be the one to go first.

Before we started, I asked the children to all look at the top of Box Road and said this is where the game is finishing.

Although minutes before they were cursing the thought of the top of Box Road, things had now changed and they could not wait to get started going up the hill.

My 5 year old went first and had to nominate something on the footpath for us to get to.

They noticed a small stick on the footpath about 3 metres up the hill and soon the race was on to get there. When we reached the small stick we all yelled and screamed in celebration.

My 9 year old found a piece of paper about 10 metres up the hill and soon we were all charging up the hill. Again we all celebrated.

My 11 year old's target was a rusted section of a metal fence about 5 metres up the hill and off we all flew. When we reached it, you guessed it, we all celebrated.

The children had about 5 turns each and before you knew it we were all standing at the top of Box Road.

We danced in celebration and although we were huffing and puffing we all looked at each other and said "WOW! That was amazing, we made it."

What had just happened?

Simple - we had changed our focus and were distracted from the end point (our BIG goal) to a point just in front of us that was within reach (a tiny goal).

This simple change in focus changed our attitude from excuses ("We are too tired, it is too hard, it is too steep") to let's go.

It was amazing. After taking only a few small steps up the Box Road Hill we felt a sense of achievement.

Celebrating the small wins along the way up the hill also added to our feeling of achievement.

This feeling of achievement melted away any fear, dread and doubt we all had about reaching the top of the hill.

We realised it was just our thoughts about how hard it would be to get to the top of Box Road that was really stopping us.

The further up the hill we went the greater our self belief became about reaching the top.

Once we reached the top the feeling was amazing and in some respects it was a relief that we had a way to get to the top.

What is your **Box Road** goal?

Try this exercise.

Write down a BIG goal of yours that currently feels out of reach or is like being at the bottom of Box Road looking at the top of the hill.

My BIG Goal is

What are the excuses you currently have for not wanting to start on your journey up the hill to achieve your goal?

The children's excuses were ("We are too tired, it is too hard, it is too steep").

My Excuses are.....
.....
.....

Now imagine you are standing at the bottom of Box Road.

Look up the hill about 2 metres and focus on something you see on the footpath.

Now replace that thing you see on the footpath with something you can focus on to move up a tiny amount on your own Box Road hill.

My first tiny step is to

Now imagine you have completed your first tiny step -
CONGRATULATIONS.

What is the next tiny step you can take?

My next tiny step is to

My next tiny step is to

My next tiny step is to

Each time you complete a tiny step, congratulate or reward yourself on this achievement.

The following is an example of the Box Road method where the BIG goal (top of Box Road) is to lose 2 kilograms in weight in 2 weeks.

Day 1 & 2:

My first tiny step is to drink a half a glass of water before I eat (the theory of having water before you eat is that it can take up space in your stomach and make you feel full sooner).

Day 3 & 4:

My next tiny step is to chew my food longer before swallowing it.

Day 5 & 6:

My next tiny step is to reduce the amount of food I put on my plate by about 10% or 1/10th.

Day 7 & 8:

My next tiny step is to walk for 5 minutes a day.

Day 9 & 10:

My next tiny step is to walk for 10 minutes a day.

Day 11 & 12:

My next tiny step is to walk 20 minutes a day.

Day 13 & 14:

My next tiny step is to replace 1 snack with a piece of my favourite fruit.

Day 15:

Check the scales.

Remember, every time you complete a tiny step, celebrate your achievement and whatever the scale says on Day 15 - Celebrate your achievement.

In the above example if any of the steps seem too big, you can then use the Box Road method to break the step down into tiny steps.

For example if drinking a half a glass of water before you eat seems like it is at the top of your Box Road, break it down into smaller steps.

1st Tiny Step: Put a few drops of water into a glass and drink it before you eat.

2nd Tiny Step: Drink a quarter of a glass of water before you eat.

3rd Tiny Step: Drink a half a glass of water before you eat.

The aim of the Box Road method is to break down the steps or tasks that you need to do into tiny manageable steps so that your mindset changes from finding excuses not to start, to Let's go.

Now write down a tiny step you can do for the next 3 days.

FORGET ABOUT YOUR BIG GOAL FOR NOW.

Day 1 Tiny Step.....

Day 2 Tiny Step.....

Day 3 Tiny Step.....

Try it for 3 days and if this worked for you, repeat for the next 3 days.

Remember "Small Upward Steps, Conquers the Hill".

Be Committed

What is easier? Being 100% committed or 98% committed.

The answer I believe is 100% committed.

The reason is that when you are 98% committed you constantly face decisions that test you, creating pressure and the possibility for your action brake being applied.

If you are 100% committed there are no decisions that have to be made.

Imagine you are at your friend's place for dinner, you are on a diet and your friends offer you a mouthwatering dessert.

What do you say?

If you are 100% committed the decision to say no is easy in fact there is no decision.

If you are 98% committed you face a decision which is also affected by the environment that you are in.

There is a chance you will be weak and or will be persuaded by your well meaning friends to have some of the dessert. Your goal has taken a back seat to temptation.

The powerful thing about being 100% committed is that once you have made a 100% decision you never have to think about it again.

Being 100% committed means no more mental tug of war and it simply cuts off any other options.

As an example imagine a tight rope walker performing in a circus without a safety net.

Their level of concentration would be intense.

Their focus would be laser sharp.

Their thoughts would only be on the outcome of making it safely to the other side.

They would practice walking the tight rope with a safety net first.

They would mentally rehearse every aspect of the walk.

Their mind would completely block out any negative thoughts or outcomes.

They are 100% committed.

If they were anything but 100% committed there is a good chance they could fall.

One way to be 100% committed and take your action brake off is to remove the safety net - just like the tight rope walker above.

What is your safety net and how can you remove it?

How committed are you to getting your goal?

The real question is, will you commit or quit?

Just Try It

Imagine that you are going to a restaurant with a friend and you have never had the type of food served at the restaurant.

When you arrive at the restaurant you find out that it offers a “Try Before You Dine” option for new patrons.

The restaurant has a great variety of food to try but based on the smell and the look of the food it does not really inspire you to taste it.

Your friend says “Come on and try this dish - it tastes amazing”.

What do you do?

1: Say to your friend “Let’s go to another restaurant”.

2: Say to your friend “I am not hungry - let’s go for a drink at a bar”.

3: Say to yourself “I will just try one of the dishes, the one that looks and smells like what I usually eat”.

4: Say to yourself “I will try everything and then work out what I like and do not like”.

Of the 4 options above which one would you do?

If you answered 1, 2 or 3 it is time to put into action the “Just Try It” method.

Option 1, 2 & 3 are typical responses for people that want to make a change but then a voice inside their head speaks up and talks them out of taking action.

Who is this voice inside their head?

What gives this voice so much power?

The “voice” is simply the memory of your past whose job it is to keep you safe by stopping you from doing things that will trigger a negative emotion or experience.

This “voice” gets its power by using fear and uncertainty.

The “voice” is fantastic in some situations where it can save you from physical or mental harm but it is your biggest enemy when it comes to growing and taking action.

Regardless of whether what you want is good for you the “voice” constantly reminds you that you are not good enough, it will never happen to you or there must be something wrong with you.

Wow - what a great friend your “voice” is. NOT.

If only the “voice” had a twin that encouraged and supported you or told you that you are worthy and that you are definitely good enough or that what you want is possible.

I think we would all love a “voice” like that.

The GOOD news is, you do.

It is called your Self Esteem - in other words it is you.

Think of voice 1 as someone else that is talking to you and you are the listener.

Think of voice 2 (your Self Esteem) as you talking to yourself and where you are also the listener.

Voice 2 has so much more power as you can control what you say to yourself (your story).

One of the easiest ways to listen to your own Self Esteem voice is to give it a name.

Give it the name of someone that you truly respect and admire. Someone who encourages you and makes you feel good about yourself or someone who has achieved what you want to achieve.

For example, let's call your Self Esteem “John”.

When in doubt or if you are feeling down, ask John to tell you what to do or tell you the words you need to hear.

On the other side of the coin, it makes sense to also give a name to the “voice” that brings you down or makes you feel bad about yourself.

Maybe you could name this voice after someone that you distrust or dislike.

This will make it easier for you to stop listening to what this voice is saying when it comes to stopping you growing or taking action.

For example purposes only, let's call this voice “Mary”.

You can simply say “Mary I am not listening to you” or “Mary I do not care what you say about me because I am good enough, I am worthy and I will make it happen.”

You may have noticed that by doing this you are actually talking to yourself (as if John had taken over).

The main difference is that you listen to the negative voice and you talk to yourself with the positive voice.

Listen to your positive self and “Just Try It” or better still, live the Nike slogan and “Just Do It.”

Find the Formula

One of the things that puts the brakes on us taking action is not knowing where to start or not knowing exactly what we need to do to get our goal.

If this is happening to you the simple solution is to find the formula that has worked for you or someone else before. Why reinvent the wheel?

Regardless of the goal you want to achieve, someone in the world has been there and done that before you (or has achieved something very similar).

Your challenge is to find the formula that these people have used and follow it (your goal may not be identical but the formula will be).

It is like finding a recipe to a meal that you like then following the recipe to make it.

To find the formula you can:

- Search online for information on the topic relating to your goal.
- Search on Facebook, LinkedIn, Reddit and similar sites for groups discussing the topic relating to your goal.
- Sign up to watch a webinar/s on the topic relating to your goal.
- Ask your family, friends or work colleagues for advice or recommendations.

- Reach out to someone that has achieved the goal that you want to achieve and ask them for advice or recommendations.
- Search the local library for books or audio programs on the topic relating to your goal.
- Search for magazines on the topic relating to your goal.

Keep asking and looking for the formula until you find it, then start.

If your goal is to lose 2 kilograms, how do you get started and what do you actually have to do to lose the weight? What is the formula?

If your goal is to earn \$150,000 per year, how do you get started and what do you actually need to do to make it happen? What is the formula?

If your goal is to be in a loving relationship, how do you get started and what do you actually need to do to make it happen? What is the formula?

If your goal is to write a book, how do you get started and what do you actually need to do to make it happen? What is the formula?

If your goal is to start a business, how do you get started and what do you actually need to do to make it happen? What is the formula?

Most people know that to lose weight you need to change your diet and exercise.

But what does that exactly mean?

You may have never been on a diet before or maybe your family and friends have said to eat or drink this type of food or you have watched videos on YouTube that shows people doing different exercises.

This is where you need to find the formula that has worked for other people. There may be many formulas and you need to find the formula that is going to work best for you.

Another way to find the formula that is going to work best for you is to tap into your subconscious mind's storage and ask it to find 3 things that if they are not done, will guarantee you will fail at getting what you want.

This may sound counter intuitive, but it works.

For example, let's say your goal is to lose 2 Kilograms in a month.

What are 3 things that if they are not done will guarantee you will fail at losing 2 Kilograms in a month.

1: Keep eating the same type and amount of food.

2: Not exercising.

3: Putting off starting the diet until week three leaving only one week to lose the 2 Kilograms.

So by knowing what will make you fail, it makes sense that if you do the opposite you will have success.

In this example, the opposite is;

1: Change the type of food you eat and the amount of food you eat.

2: Do regular exercise

3: Start the diet right now.

I know it sounds simple but you have just created the formula to losing 2 Kilograms in a month.

Your turn now to find the formula that is going to work best for you.

What are 3 things that if they are not done will make you will fail at (insert your goal).....

1:

2:

3:

So, by knowing what guarantees you will fail, it makes sense that if you do the opposite you will have success.

What are the opposites of the above?

1:

2:

3:

Congratulations - you have just created the formula to your success.

What is Your Song?

In 1990 I traveled through Europe on a Contiki tour for 18 to 35 year olds.

I had such a great time and one that I will always remember (the best thing is I met my wife on the tour).

One of the things that happens on a Contiki trip is that your group is allocated a “song” for the tour. The idea is that the song bonds the group together.

The song is played virtually every time you get on the tour bus or when the group are at an event together.

The song for my tour was “Hurt so Good” by John Mellencamp (who also performed under the stage name "John Cougar").

To this very day, if I hear the song “Hurt So Good” my mind takes me back to 1990 where I can recall in detail the people on the bus, the magical destinations of Europe and the great fun times that I had.

I find it incredible that a song can trigger so many memories and my recall of the details of the memories is amazing.

You may have also been on a Contiki tour or something similar and have experienced the same thing.

You may also have a song from school, a relationship or an occasion that when you hear it, it triggers some memories and emotions for you.

If there is a song that triggers sad emotions for you it is time to choose a different song for this exercise.

Maybe pick a new song and make it your motivational song.

To help you take action, pick a song that is motivational or inspirational and play it when you need some help to take any action towards your goal.

For example, let's say you want to go for a 15 minute walk but you are struggling to get motivated to go.

Play your chosen motivational song.

When you hear your song, you will feel a change come over you and before you know it you will have your shoes on and you will be out the door walking.

What is your song?

Block out the Negative Noise & Backseat Drivers

If you have ever been near a cigarette smoker you may have experienced “Passive Smoking” which is breathing in the smoke from another person's cigarette.

Your health may be negatively affected by the smoke even though it is not your choice to breathe in the smoke.

The simple things you can do to avoid the smoke are to move away from the smoke, limit your exposure to the smoke or wear a mask to protect yourself from the smoke.

I am not suggesting smoking is wrong or people who smoke do not care about other people's health, far from it, I am just saying that breathing smoke passively may have a negative health impact.

So if breathing smoke passively can have a negative health impact can the same be said for listening passively, where the words you hear have a negative impact on your mindset?

Firstly, let me explain passive listening.

Passive listening is about listening to the words that other people say and the impact these words have on you.

Depending on the words people use around you, it may have a positive impact on you or they may have a negative impact on you.

The impact is ultimately determined by how you respond to these words.

Positive words may inspire you or challenge you or make you feel alive.

Negative words may demotivate you, make you feel anxious or make you feel that you are not enough.

The words could be from your partner, your family, your friends, your work colleagues or in any social environment.

It may be a brief encounter with the words or you could be exposed everyday.

You also have people in your lives who are back seat drivers (people close to you and with influence).

Although some of your back seat drivers use their words and actions to support and encourage you, some are there to place uncertainty in your mind or to try to stop your journey.

Why would they do this to someone they know and love?

It comes back to their own personal experiences of life.

Maybe their own family and friends treated them this way and they do not know any different.

The thing is, back seat drivers that are not so good for you are projecting their own fears and doubts onto you.

It is how you respond to these words which is important.

In the passive smoking example above the easiest way to avoid the smoke was to take yourself away from the smoke.

The same applies if you are experiencing negative passive listening or negative back seat drivers.

The easiest way to avoid negative passive listening or negative back seat drivers is to take yourself away from these words.

I know this sounds simple and I know in reality it may be extremely difficult to do particularly if the negative words are coming from your partner, family, friends or work colleagues.

If you do find yourself in this situation you could;

- Point out to the other person the negative effect their words are having on you (it could be a good thing for the other person too as they may not have realised the effect their words were having and by changing their words it could improve their life too).

- Learn to interpret the negative words differently by asking yourself, "What Else?" could these words mean? Why is this person using these words? (it could be that they are hiding an emotional need not being met).

Remember it is how you respond to passive listening and back seat drivers which will determine if your action brake is applied.

What will you do next time you are in this situation?

Take Back Control

Whether we like it or not, at some point in our lives we have all said or done something based on the opinions of others or how we think others will perceive what we say or do.

Why do we give others so much power and control?

I believe it is because of low self esteem, low self confidence, fear, uncertainty or doubt.

For example, let's say you want to call someone.

You might think, "They are probably busy, they are probably not there, they probably do not want to talk to me or what I have got to say would not be important to them".

This is an amazing phenomenon because if you think about it, you have not actually spoken to the person yet, the other person has not said any of this to you, yet you somehow have convinced yourself that it is a reality.

You have actually given away your control of the situation to the other person and the other person has no idea about this control you have given them.

Once you call them they may say those things to you (they may not also) but at the moment, you have fueled the fear, uncertainty and doubt in your own mind.

Your mind has made this the reality and you have not even picked up the phone yet.

Take control back.

So how do you solve this?

Simple.

1: Work out what is the worst case scenario.

Example 1. If you are contacting someone to go on a date, the worst possible scenario is that they will say no or they will say maybe another time.

Example 2. If you are contacting a new or existing customer about buying a product, the worst possible scenario is that they will say no or maybe call next month.

Example 3. If you are calling to book accommodation, the worst case scenario is that they will say there are no vacancies or there are vacancies in a month's time.

Once you work out the worst case scenario the next step is to accept that the worst case scenario could be the outcome (unless it will physically hurt you or is going to kill you, you will then need to rethink the worst case scenario).

2: Accept that the worst case scenario could happen.

By accepting that the worst case scenario could happen it means that anything else is a bonus or you are prepared and not disappointed if the worst case scenario actually happens.

3: Take action.

Do the task you wanted to do and if the worst case scenario happens, you can accept it and consider it as experience.

By taking action the idea is that your fear, uncertainty and doubt is melted away.

Focus

Here is an exercise to help you focus on what you want to help release the action brake.

It is called “Focus 500”.

Imagine that you have just set up a new bank account and the account name is “Focus 500”.

The idea is to grow your “Focus 500” Bank account to a balance of \$500 as quickly as possible.

The rules of the game are simple.

Every time you notice something red, \$50 is deposited into your “Focus 500” bank account and every time you notice something white, \$100 is subtracted from your “Focus 500” bank account.

What would you do to get your bank account as quickly as possible to \$500?

You are probably thinking that is easy, just look for things that are red in colour and avoid things that are white in colour.

You are absolutely right. As simple as it sounds you just need to look for things that are red.

If you have a spare few minutes try walking around your house, your office or wherever you are reading this and see how quickly

you get a balance of \$500 into your “Focus 500” bank account (if you do not have many red or white things around, use other colours).

The purpose of this exercise is to show you how important it is to focus on what you want and that with each deposit into your “Focus” bank account you gain momentum.

Once you know that you are looking for “red” items you may not even notice any other colours.

It also shows you that focusing on things that are white can be detrimental to your goal.

Only a few paragraphs earlier we learnt that the best way to put \$50 into our “Focus 500” bank account was to simply find items that are red.

What about if I changed the name of the “Focus 500” bank account to “Focus Happiness” or “Focus Worthiness” or “Focus Healthy” or “Focus Wealthy” or the choice is yours. “Focus What is Important to You”.

Let’s first look at “Focus Happiness”.

If you wanted to add \$50 to your happiness account, what does Red mean in this case?

For example to add \$50 to your Focus account you are looking for or doing things that make you happy or brings you joy or makes you appreciative (a reward).

What is your White or something that subtracts \$100.

For example to subtract \$100 from your Focus account you are looking for or doing things that make you unhappy or does not bring you joy or makes you unappreciative.

It is important to note that momentum can be created either way, in other words you can create momentum adding to your bank account while on the other hand you could also gain momentum taking money out of your bank account.

Choose wisely.

It Only Takes 5 Seconds

Finally, one of the simplest tools to use to take your action brake off is the Mel Robbins “5 Second Rule”.

The “5 Second Rule” is a simple countdown method that interrupts your self doubt and negative self talk and refocuses you on taking action.

The theory is that when you think about taking action there is a 5 second window where the little voice in your head reminds you of all of the reasons why you should not take action.

The little voice will say things like, “you are not good enough, you will never be able to do it, you have failed before and you will fail again, why would anyone want to talk to you or do not bother trying”.

Typically at the end of the 5 seconds the little voice has convinced you not to take any action - so you do not take any.

What the 5 second rule does is step in and silences your little voice and changes your focus from inaction to taking action.

The 5 Second Rule is very simple to use because all you need to do is count backwards from 5 (5, 4, 3, 2, 1).

Once you say 1 you then take action - 5, 4, 3, 2, 1 - Action.

It is like the launch of a rocket ship - 5, 4, 3, 2, 1 - blast off, and we know how powerful a rocket ship is.

The reason why counting backwards is so effective is because it interrupts the little voice trying to stop you.

The little voice is silenced as your mind needs to think about the task of counting backwards from 5.

The “5 Second Rule” would not be as effective if you had to count upwards from 1 to 5 because over your life you would have done this task so many times and it is something that you can do without thinking.

This then gives your little voice the chance to speak up and plant fear and doubt in your mind.

It is a bit like jumping in your car and driving to the local shops. You can probably do this without thinking, however try driving in reverse to the shops and see how much thinking you need to do.

So when you are thinking about taking action try the “5 Second Rule” and most importantly, after you reach 1 - take action.

I hope this chapter has given you an insight into how you can take your action brake off and let your success journey begin.

Believe in Yourself and 5, 4, 3, 2, 1 - Take Action.

Sayings to Inspire Your Journey

This chapter contains a mix of “Life Sayings” and “Mindset Hacks” to help you look at things differently and live a better life.

“What you plant is what you grow - plant apples, you get apples. Make sure you plant the right seed”.

“If you can’t change it - accept it”.

“Next time you are talking to someone, think about whether they are looking for your advice or whether they just need you to listen to them”.

“Just because someone thinks or says something is so, does not mean it is so”.

“Whether it is in relationships or in business, attract rather than chase”.

“Your excuses are telling others your choices”.

“One of the best ways to help yourself is to help others”.

“Believe it can happen, believe in yourself and take action”.

“Show respect and look for what is right (rather than what is wrong)”.

“What would you prefer? Easy now and hard later or hard now and easy later. Either way, things will be hard”.

“Be the reason someone else’s day is better”.

“Focus on what you want rather than what is stopping you getting what you want”.

“Chase what you want. Do not take what you get”.

“Fear is thinking about what can go wrong and excitement is thinking about what can go right. Are you fearful or excited?”

“When you hear yourself saying “I cannot do it”, change it to “How can I do it?”

“We numb the negative feeling of being vulnerable to protect ourselves but in doing so we also numb the positive feelings of being vulnerable”.

“Say YES to things. It opens up opportunities and creates momentum. You never know where it will take you”.

“Make things happen rather than let things happen”.

“If you are focusing on what can go wrong, ask yourself, “What if it works out?”

“This year will be my best year because.....”

“What you hold on to, holds you back”

“I am great at.....

I am really proud of.....

When things get tough, remember what you are great at and what you are proud of as you are amazing and you deserve the best”.

“If you feel like you “have” to do something, change it to “get to” do something. It will change how you feel about the task.

Example - Change “I **have to** go to work” to “I **get to** go to work”.
Feel the difference?”

“Are you a Cheerleader or Fearleader? Choose wisely”

Mindset Hacks

The Power of Music

What I have found is that by asking someone to name the first song that comes into their mind when asked about a topic, it provides an insight to how they feel about the topic.

The reason is because at some point in the person's life they have bonded to the lyrics or the message in the song. This is then stored in their unconscious mind.

When asked to name a song about a topic, the subconscious mind then looks in storage and says “Aha”, I have found a song.

Of course it may not be 100% accurate because the person may have just heard the song on the radio but in most cases it will give you an insight into the person's feelings.

Try it on your partner, your children, your family and friends and make sure when you ask, it is unexpected. This way you will have the best chance of finding out their feelings.

For example, ask your friend to name the first song that comes to mind when they think about their job.

What you will find is that it is either the title of the song, some of the lyrics or the overall meaning in the song that reflects how they feel about their job.

If they say a song that reflects unhappiness there is a good chance they are not happy with their job and of course if they say a song that reflects happiness, there is a good chance they feel good about their job.

Your turn now, name the first song that comes to mind when you think about your mother.

What was the song?

Does it reflect how you feel about your mother?

My song was "You are so Beautiful" by Joe Cocker and it absolutely reflects how I feel about my mother.

The Message or the Method?

When a major news event happens it is interesting to see the multiple ways the story can be told.

You can learn about it online, on television, on the radio, in the newspaper, through family, friends or work colleagues and I am sure there are many other ways as well.

Depending upon your preferred method to learn about news events will determine the source you turn to.

You choose this source primarily because you want to know the “Message” (what has happened or what has been going on) and you like the “Method”, the way the source delivers the information to you.

If the “Message” was delivered to you by another “Method” you may become frustrated with the “Method”, you may not be so responsive to receive the “Message” or you may choose not to take in the “Message” at all.

For example, imagine there has been an election in your country, you want to know which political party won and your preferred method of receiving the “Message” is through a radio station that only plays music from the 80’s and 90’s.

The reason you like to learn the “Message” by this “Method” is because the “Method” provides the information in a relaxed tone

and it only tells you a brief overview of what happened and what you need to know.

How would you feel about receiving the “Message” if the only radio station available to listen to was a talk back radio station where the announcer spoke in a very serious tone and every detail about the election was provided?

In this example, I am guessing if you are like most people you would switch off from this “Method”, you would try to find another way to get the “Message” or you would simply miss out on learning the “Message”.

The problem is, you could be missing out on a “Message”, that could be very important.

For some of us, this is what happens when well meaning people try to provide us with a “Message”.

If you do not like the “Method” of the other person you may become frustrated with the person, you may not be so responsive to receive their “Message” or you may choose not to take in the “Message” at all.

It makes me wonder how much great information I have missed out on over the years because I did not like the “Method” of delivery.

Imagine there is a person in your life and when they try to tell you a message, you completely switch off.

This person could be trying to tell you about a new opportunity that could make you a lot of money but you automatically tune out and do not listen.

You later find out from someone who also received the exact same information from the same person that you switched off from, that the “Message” they received has made their money worries disappear.

I think the moral of the story is to listen to the “Message” and then decide if it is of any value to you.

It is also a sign of respect for the other person.

Now looking at this from another perspective, if you are the person trying to give the “Message” to another person, will the “Method” you use enable this to happen or will it make the other person switch off or not listen to you.

If you think about it, it may not be your “Message” that others are not responding to, it could simply be the “Method” you use to deliver the “Message”.

So is it the “Message” or the “Method” that is most important?

In my mind - both are important.

If you have the “Message”, it is important to give the “Message”.

If you have ever felt unsuccessful delivering your “Message”, learn and try different “Methods”.

What works with one person may not work with another person.

For example, yelling at a child to put their toys away could be a method that works well with one child where another child may need a kind nurturing tone to put their toys away.

If you are a leader at work, one “Method” of motivating one person may not work with another person.

It is about adapting or finding a “Method” to suit the person receiving the message.

Let go of the past

Start with a clear glass of water and pour in some mud.

The water will become dirty.

To make the water clear again, remove the mud from the water.

What you will find is that no matter how hard you try, some of the mud will never go away.

One way to make the water clear is to pour in clean water into the glass until all of the residue of the mud is gone and you are left with a clear and clean glass of water.

This is an analogy of life.

You start with things going good in your life (a clear glass of water) until something negative happens to you (mud in the water).

As much as you try to get rid of all of the negativity (mud) you find that some will always remain.

The best way to get rid of the negativity (mud) is to continually think, speak and act positively and you will find the negativity goes away (you end up with a clear glass of water again).

Are you clear?

How Are You?

I have a simple question that I like to ask people that helps me quickly find out how someone looks at life.

It is certainly not 100% conclusive but it usually gives me a good idea.

In fact, you have probably been asked this question today by someone.

Drum roll please. The question is.....

How are you?

When I ask this question I listen very carefully to the person's response.

Typically there are two types of responses.

Not Bad

or

Good, Great, Excellent or something similar.

When someone says “Not Bad”, it could be just an automatic response but it could also be that the person is really saying that things are usually bad for them, but at the moment, they are not that bad.

When someone says “Good, Great or Excellent, this could be interpreted that everything is usually good, great or excellent for them.

Try this question on people you know and really listen to their answers.

If someone says Not Bad, from what you know of this person does this reflect their attitude towards life?

If someone says Good, Great or Excellent, from what you know of the person does this reflect their attitude towards life?

As I mentioned earlier the answer to this question is not a definitive indication of someone’s attitude towards life but I am sure if you are like me that after asking this question to all types of people and listening to their responses that it is a great initial indicator.

In my opinion there are 2 types of people in the world.

People that find problems & people that find solutions.

Putting it another way there are people that find a reason to do something and people that find a reason (an excuse) not to do something.

You guessed it, if someone says “Not Bad” I am quietly confident that the person is a problem finder.

If someone says “Good, Great or Excellent” I am quietly confident that they are a solution finder.

I have noticed how accurate this is when dealing with people in customer service roles.

As an example, I had trouble with my mobile phone and called my provider.

When my call was answered, the first question I asked the customer service representative was “How are you?” They responded “Not Bad”.

You guessed it, it was a real headache and they could not find a solution to my problem.

I thanked them and decided to call the help centre again for help later.

When I called back and asked my “How are you?” question, it was a breath of fresh air to be answered by a “Really Good, How are you?”. I could tell there and then that I was going to get a result.

Sure enough, I did.

I encourage you to ask “How are you?” to people you know who are positive, go-getters or successful and listen to their answers.

What do you think they will say?

I bet you are thinking about how you answer this question? Do you say, “Not Bad” or do you say “Good, Great or Excellent”?

The thing is it does not make you a good or bad person it is just one way that you show the world the type of person that you are.

There are many other ways that you can show the world the type of person you are like by your actions, by your thoughts and by your words.

So, How Are You?

How Heavy is a Glass of Water?

The weight of the glass of water does not matter, it is how long that you hang on to it that matters.

Try this exercise. Grab a glass of water and hold your arm outstretched so that the glass of water is in line with your eyes.

If you are like most people, you hold it for a minute - nothing happens.

After an hour your arm begins to ache.

Hang onto it for a few hours and your arm gets numb.

The weight of the glass has not changed but the longer you hang on to it the heavier the glass gets.

Imagine the glass of water is like the stresses and worries of life.

Think about them for a short time and there is no problem.

Think about them a bit longer and it starts to hurt.

Think about them all day long and you will feel numb and unable to do anything.

Simple solution - put the glass down.

Hot or Cold?

Imagine you are having a shower and you want the water to be hotter. What do you do?

Some of you are probably thinking, that is easy – turn up the hot water.

Some of you are probably thinking, that is easy – turn down the cold water.

Some of you are probably thinking, that is easy – turn up the hot water a little bit and turn down the cold water a little bit.

Well – everyone is right.

I know that you may need to make a few further adjustments to get the water pressure right but this exercise is about the water temperature.

The purpose of this exercise is to show you that there is usually more than one way to get the result you are after and it all depends on how you think.

So if you answered “Turn up the hot water”, I challenge you next time you are having a shower to turn down the cold water.

If you said “Turn down the cold water”. I challenge you next time to turn up the hot water and if you said that you would “Turn up the hot and also turn down the cold” I challenge you to try either turning up the hot only or turning down the cold only.

With this simple exercise I want you to experience first hand how a change in thinking can also get you the same result or as the old saying goes – there is more than one way to skin a cat.

If you are like most people you probably knew that there were other ways to get the water hotter but because you have been adjusting the tap one way for so long you have stopped thinking about alternatives.

As an example, when was the last time you went to the shops and drove a different way to the route you usually take?

Next time you go to the shops try driving a different route and see what happens.

You can use this type of thinking to find solutions to your problems.

Remember the hot and cold tap exercise showed that there is usually more than one way to get the result you are after.

So tap into your thinking power and ask yourself specific questions about your problem like;

- What are some alternative solutions to my problem?
 - What action do I need to take today to solve the problem?
 - Who do I need to talk to about how to solve my problem?
- (then contact them).

Ask friends, family or work colleagues if they can see any solutions to the problem.

Who knows, your solution could be just around the corner.

Do You Let Numbers Define You?

Do you let numbers define who you are, what you achieve and what you think you can achieve?

Numbers such as your weight, your income, your school grade, your age and your bank balance to name a few, all influence who you are.

Some people use these numbers as a motivation to improve, some use these numbers to compare against others and some define themselves by these numbers.

Take a swimmer for example. The number that currently defines them is the best time that they have swum for a particular distance – eg their best time for swimming 100 metres in freestyle is 1 minute and 30 seconds.

Numbers are just a measurement of today. We can create the numbers of tomorrow by making a change today.

It is only a number.

It is a bit like an elephant in a circus.

The elephant has a chain around its leg that is attached with 100 links to a stake in the ground.

The elephant walks until the chain is tight and then it stops.

As time goes by the elephant is conditioned to believe that this is as far as it can go.

How wrong this is.

If the elephant became motivated and used its strength and will power it could easily pull the stake out of the ground and walk wherever it wanted to.

In the elephant's case the number 100 (chain links) is how the elephant's freedom is defined.

Are we like the elephant? Do we have numbers in our life that we have been conditioned to accept and chain us down?

What would happen if we were like the elephant and were motivated and used our strength and will power to break these numbers?

What about if you could change that number – just even slightly.

Would that make a difference in your life?

What do you need to do to change the number?

Simple – think of a number that is an improvement.

Make the Most of Every Day

Imagine that you are able to listen to the Eulogy at your own funeral.

What would your partner say about you?

What would your family say about you?

What would your friends say about you?

What would your work colleagues say about you?

Have you made a difference in their lives?

What are you being remembered for?

Did you leave a legacy of some description?

How did you make them feel? Was it good or bad? Do you like what you hear?

The good news is that if you are reading this then you are alive and if you did not like what you think they would say, you can start making a change right NOW.

Let's change the question slightly. Imagine you are able to listen to the Eulogy at your own funeral – what do you **want** your partner, family, friends and work colleagues to say about you?

Make a list and become your list.

I often notice at funerals that people say that you have got to live life to its fullest and make the most of every day.

But what does this mean?

It is easy enough to say but how many people take their own advice and actually make the most of every day or live their life to the fullest?

I am sure their intentions are pure but then what happens?

What can you do today to make the most of every day and live your life to the fullest?

Your Next Chapter Starts Now...

Thank you for investing your time to read this book.

I hope the information has been of value to you and you are inspired to live a life you truly love.

I hope you were able to really get to know yourself and gain a greater understanding of why you think the way you do, why you say the things you do and why you behave the way you do.

I hope you were able to bring clarity to your goals.

I hope you were able to unlock your true emotional reason for wanting your goals.

I hope you were able to remove your emotional brakes.

Your story is yours to create, so make it inspiring.

Become the person you need to become.

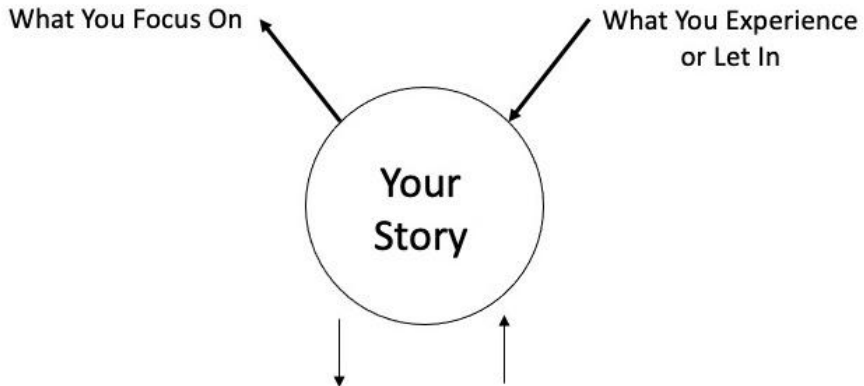
Remember you are amazing and one of a kind.

God Bless you and go and Live a Life You Truly Love.

Personal Growth Templates

[illegible]

Else Type Questions



To help change your story, ask the **Else** Questions.

What Else Could it mean?

How Else could I interpret what's been said or done?

Why Else would the other person say or do that?

When Else did this happen to me and how did I respond?

Who Else has said or done that to me and how did I interpret it?

Where Else has this happened to me and what were the circumstances as to why it happened?

Or

Use your own Else questions.....

Uncovering your Emotional Needs Template

Column 1	Column 2	Column 3	Column 4
The Feeling of	What feeling is missing when you feel frustrated, upset or something negative happens to you?	What feeling is present when something positive happens to you or you feel grateful or happy?	Total
Accomplishment			
Achievement			
Acknowledgment			
Adventure			
Appreciation			
Approval			
Attention			
Being Right			
Challenge			
Community			
Confidence			
Connection			
Contribution			
Control			
Creativity			
Equality			
Fairness			
Freedom			
Fun			
Importance			
Inclusion			
Individuality			
Influence			
Integrity			
Intelligence			
Intimacy			
Knowledgeable			
Leadership			
Order			
Power			
Prestige			
Pride			
Recognition			
Respect			
Safety			
Security			
Specialness			
Trust			
Uniqueness			
Valued			
Other (describe the feeling.....)			

Dominant & Driving Needs Summary

Certainty	Variety	Significance	Connection	Growth	Contribution
Being Right	Adventure	Achievement	Appreciation	Accomplishment	Community
Confidence	Challenge	Acknowledgement	Approval	Individuality	Contribution
Control	Creativity	Attention	Connection	Intelligence	
Fairness	Freedom	Importance	Inclusion	Knowledgeable	
Integrity	Fun	Influence	Intimacy	Pride	
Order		Leadership	Respect		
Safety		Power	Specialness		
Security		Prestige	Trust		
		Recognition	Valued		
		Uniqueness			

The Reverse to Go Forward Method

Reverse	Forward
What is it about that you do not like.	So, what it is that you want from
What I want is...	

The What Else Method.

What I want is.....

Now describe what you want by asking What Else?

What Else?

I know I want it to.....

What Else?

I know I want it to.....

What Else?

I know I want it to.....

What Else?

I know I want it to.....

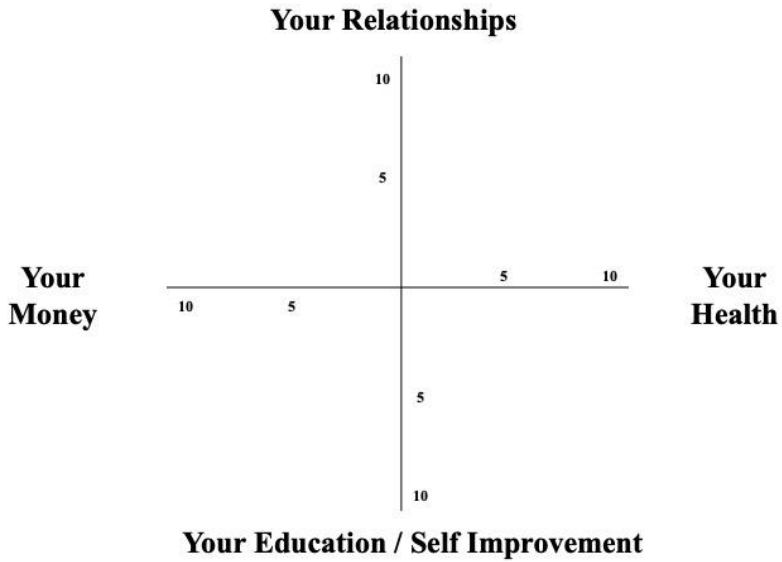
What Else?

I know I want it to.....

In summary what I want is.....

.....

The Wheel Of Life



The Why Else Method

What I want is.....

Why is it important to you to have it?

Why Else is it important to you?.....

Why Else is it important to you?.....

Why Else is it important to you?

Why Else is it important to you?

Why Else is it important to you?

Why Else is it important to you?

Now look back through your answers and find a feeling or emotion and fill in the blanks below.

The reason I want it is:

Because I want to feel.....

or

Because I want to stop feeling.....

Now fill in the summary below.

What I want isand the reason is because
I want to stop feeling.....and / or I want
to feel.....

THANK YOU for reading my book – I greatly appreciate it.

Regards
Danny Cook