

Harnessing the Awesome Power of Self-Talk

Part 1

We All Do It! Go Ahead Admit It, You Do It Too!

The Impact of Our Incessant Internal Dialogue;

Or, “What You Say Is What You Get” In Life

The Power of Negative Self-Talk

The Good News is, it's Not Too Late to Change

Harnessing the Power of Self-Talk to Improve Your Memory

Questions; Ask and Your Brain Will Certainly Find an Answer

Daily Self-Questions; Focus Determines Your State of Mind

Goals, Decisions, and the Power of Commitment

The Dickens Pattern

The Rocking Chair Test

Your Mental Eraser

Part 2

The Five Steps to Re-Program Your Mind & Memory Using Self-Talk
and Visualization

Daily Memory Self Pep-Talk; Creating your own Self-Talk Scripts

Part 3

Harnessing the Power of Self-Talk Vocabulary to Achieve Your Goals

(Worksheet - Fill in the Blanks for Yourself)

What Are Your Personal / Professional Goals?

Self-Inquiry

The Words We Use When We Talk To Ourselves about our Goals

The Questions We Automatically Ask Ourselves

The Power of Repetition

Catch the Culprits

Make the Commitment

Review the List of Self-Talk Vocabulary

The Final Step

The Consensus Opinion – The Collective Unconscious

Part 4

Six Steps to Turn Desires into Success

Do it Yourself

Harnessing the Awesome Power of Self-Talk

PART 1

We All Do It! Go Ahead Admit It, You Do It Too!

No one can hear what you're thinking. So, go ahead, admit it to yourself. There are voices in your head . . . and they're talking to you all the time. From the moment you become conscious in the morning until you fall asleep at night, an incessant internal dialogue rambles on and on!

The problem with most of us is that we aren't aware of the impact of our own thinking on our lives, our health (our own bodies), our circumstances, and indeed, on our own minds. If you tell yourself (frequently) that you or your life circumstances are getting worse in some way, watch out! You're programming that thought to come true whether you want it to or not.

In order to examine your own thinking, first consider what you are saying all day long as you continuously talk to yourself. Notice the words you use, become aware of the sentences you form in your mind, especially pay attention to those words and thoughts which come up automatically again and again.

You can do *anything* you want to do within your own mind. Think about how you would like to have things go and re-program your self-talk to insure that this outcome will occur.

The Impact of Our Incessant Internal Dialogue; Or, “What You Say Is What You Get” In Life

First things first. Let’s examine our own self-talk.

You’ve got to catch yourself in the act of talking away. Not to pass judgment, blame, or “make yourself wrong” but simply to create an awareness of your self-talk. Once you notice a particular habitual thought pattern, examine it as if from a distance. Step back, be objective, and consider whether or not that thought serves your best interests, or sabotages your future outcomes.

EXAMINE WHAT OTHERS SAY (and consider the self-talk that occurs in minds that comes up with such thoughts). Once again, not to judge someone right or wrong for what they say. Simply notice whether or not such words and thoughts are beneficial or detrimental to their possible potential.

Do YOU recognize any of the following statements as your own?

“I can’t remember.” “I always forget.” “I have a terrible memory.” “My mind is going, I must be getting old.” “I’m so stupid.” “I can never remember names.” “I’m just no good at remembering things anymore.” “I may as well give up, I’ll never be able to remember that anyway.” “There I go again; I do this every time.”

Emerging research shows that there are indelible links between what we say to ourselves and what happens to us. Psychologist Shad Helmstetter, whose *What to Say When You Talk to Yourself*, has become a classic in the field, tells us “What we put into our brains is what we will get back out”. (See List of Recommended Reading.) Whether we realize it or not, we’re all engaged in a nearly constant subconscious dialogue with ourselves. Our behavior, feelings, sense of self-esteem, and even our level of stress are influenced by our inner speech.

The subconscious will work hard to manifest whatever you tell it. So if you are frequently programming your mind with statements such as “I’m becoming more forgetful all the time” or “I can never remember names” or “I keep forgetting where I put things” – you’re increasing the probability that it will all become what’s true for you. You are implementing the law of the “self-fulfilling prophesy”.

What you expect to happen is far more likely to happen. The brain is like a computer; and a computer’s capabilities are strictly determined by its programming. Program it poorly and GIGO (Garbage In, Garbage Out); program it properly, and it’s at your service for accomplishing incredible things.

What ever you think you are, you are. Or, whatever you think, you are. — Anonymous.

The Power of Negative Self-Talk

Leading behavioral researchers have told us that as much as SEVENTY-SEVEN PERCENT of everything we think is negative, counterproductive, and works against us (Helmstetter). Year after year, word by word, our life scripts are etched. Layer by layer our self-images are created. Hundreds, even thousands of times, we tell ourselves the same words and thoughts repeatedly of what we cannot do, cannot and will never accomplish. Repetition is a convincing argument! And as we begin to believe what we are hearing it begins to become true.

If everything you tell yourself about yourself becomes a directive to your subconscious mind, then any time you make a statement about yourself that is negative you are directing your subconscious mind to make you become the person you just described . . . negatively!

For example, let’s consider the common problem of not being able to remember names. For twenty-five years you may have said to yourself, “I can never remember names.” Then one evening you go to a party. You are introduced to someone whose name you want to remember and you say to yourself, “I’m going to remember this person’s name.” What happens ten seconds later? You forget the name! Why? Because for the past twenty-five years you have been telling yourself that that’s what you’ll do. You have been PROGRAMMING yourself to forget!

“It Is The Mind That Maketh Good Or Ill, That Maketh Wretch Or Happy, Rich Or Poor”-

Edmund Spenser

The Good News is, It’s Not Too Late to Change

You can reprogram your mental computer in new, more life enhancing ways which will have a positive impact on your behavior, your attitude, your capabilities, your outcomes.

DON’T BEAT YOURSELF UP PSYCHOLOGICALLY

BOOST YOURSELF UP WITH POSITIVE SELF-TALK

The key to reprogramming our own brains is realizing our alternatives. We have a choice each time we think: to think or react positively or negatively. Pay attention and you’ll begin to hear your inner voice chattering away. Whenever you hear yourself thinking a negative word, phrase, or sentence, immediately translate it into a positive. Whether you “believe” it’s true yet, or not, change your reaction as soon as you recognize its negativity.

Harnessing the Power of Self-Talk to Improve Your Memory

The instant you realize you’ve said, “I can’t remember”, immediately say “CANCEL!” (Even say this out loud for more impact on the brain. Don’t worry about what other people think, they could probably use the technique themselves.) Then replace this negative statement with “I am learning to remember more”, or a similar positive statement. Replace these culprits with more beneficial vocabulary

Here are some alternatives to use:

Instead of “I always forget” (never even use that word), say to yourself, “Facts are coming to me more easily and I am beginning to remember more.” Replace “I have a terrible memory” with “My memory serves me well.” When you think, “My mind is going, I must be getting old”, cancel that thought; think instead, “My mind is improving; the older I get, the better my mind is becoming because I am doing something about it NOW.” Override “There I go again”

with ‘That’s okay, this one thing may have slipped my mind for a moment, but my powers of retention are improving.’

Keep feeding yourself positive pictures of yourself (your mind, your body, your life) and pretty soon your brain will catch on that something’s changing here. It won’t happen in a day any more than you’ll get physically fit after one trip to the gym. If you continue to go to the gym or to program your mind with positives, results will quickly start showing up and you can begin to congratulate your brain for its great work and reinforce the results.

“The Greatest Discovery Of My Generation Is That Human Beings, By Changing The Inner Attitudes Of Their Minds, Can Change The Outer Aspects Of Their Lives” - William James

Questions; Ask and Your Brain Will Certainly Find an Answer

Have you ever noticed that much of what you say to yourself comes to mind in the form of a question? For example: “Why am I so forgetful?” “Why do I always do this to myself?” “Why can’t I remember that fact?” “How come I can never remember names?” “Why does this always happen to me?”

Begin to notice how you feel when you ask yourself questions like these. Most of us don’t like the feeling. That’s because as soon as your mental computer receives such a question, it instantly goes searching its data banks for an answer until it finds one for you (consciously or subconsciously)! When you focus on a question, your brain believes the answer is there somewhere, even if in vague unformulated thoughts. Thus, the mind dutifully tells itself, “Well, I am so forgetful because... I’m getting old, I always forget, I’m stupid, I’m losing it, my parents became forgetful when they got old, it happens to everyone so I’m no different, it’s inevitable, I have to accept it.”

These answers pop up automatically. However, are they really TRUE?

“Whatever you think you are, you are. Or, whatever you think, you are.” - Anonymous

By changing the questions you ask yourself, you can change the answers you get.

“Seek and Ye Shall Find. Ask And Ye Shall Receive” - The Bible

The meaning you derive from an experience depends on how you communicate with yourself. If you want a superior life, ask yourself superior questions. When you come up with one of these self-defeating questions, ask yourself instead: “What would I like to feel in this situation?” “What would I prefer to have happen to me in the long run?”

Then, allow your mind to respond with a clear answer and a picture to illustrate that discovery. See it. Feel it. Believe it is possible. And trust that your brain will find a way to manifest this positive outcome.

Instead of asking “Why can’t I remember?”, or worse, “Why do I *always* forget?” try asking yourself “How can I begin to remember names (for instance) and have fun in the process?” (Then learn the “Six Sure-fire Steps to Remembering Names” and cause your new self-programming to create the new you who can!)

Instead of asking the question “Why does this always happen to me?” Ask “What have I learned from this challenging situation or event that can benefit me?” You might even try, “How can I become capable of remembering even more successfully?” and see how resourceful your brain can become and how good asking THESE QUESTIONS makes you feel!

Remember, whatever you focus on, you’ll most likely manifest in your life; for whatever you ask yourself, you’ll receive an answer from your brain. Life is a mirror of our consistent thoughts. It’s far better to focus on what you want than what you don’t want.

“If You Can Dream It, You Can Do It” - Walt Disney

So daily ask yourself questions that cause your brain to become a creative positive resource for producing the life you wish to create, the future you’d like to come to pass. Ask such things as “Is my mind is getting sharper every day now?” The answer is, of course, “YES!” Ask, “Can I trust my memory?” Then respond with “I trust my memory to be a reliable resource at all times.” Think of the questions to which your mind will produce the following responses: “I remember all I need to know.” “I am exercising my mind and it is growing stronger.” “My

memory improves with use.” “I enjoy having a good memory.” “My brain is the ultimate computer and it serves me well.”

Daily Self-Questions; Focus Determines Your State of Mind

If you sincerely wish to improve your mind and memory try the following:

When you first wake up in the morning, before you even open your eyes, ask yourself some great questions such as: “What am I most happy about today?” “What can I discover today about my mind and its fantastic capabilities?” “What great results will my mind achieve today?” Keep your eyes closed until you come up with concrete, definite answers to these questions. Clearly see the pictures and feel the emotions that flood into your body along with the answers to your Self-Questions. Then ask “What am I most excited about learning and mentally practicing today?” Discover an answer before you go on to any other thoughts.

Next, focus on responding to the question, “What mental accomplishments am I most proud about in my life now?”

And finally, “What am I committed to doing with my mental powers in my life now?” Remember to ask frequently, “Do I have a great mind?” And always answer, “Yes!”

Once your brain has searched and found answers to questions such as these, imagine what a powerful state of mind you will be in! Begin each day this way. Remember this secret, the quality of your life is largely determined by the quality of the questions you ask yourself daily.

Goals and Decisions; the Power of Commitment

Life mastery requires consistent commitment. For things to change for you, then you must change how you think about yourself. There are no failures in life as long as you’ve learned something from the experience. *Everything* happens for a reason and a purpose that serves you. They say “Masterpieces Take Time.” To be the best you can be, to achieve true greatness, to work with everything you have requires 100% commitment. Decide daily to live at the highest possible level. Stretch yourself; stretch your mind, your memory. Demand more of yourself than anyone else could ever expect. Strive to achieve things that seem to be beyond your present

ability or skill. Stretch your mind and it will become more flexible. Memory power does not come from having a certain level of mental ability; it comes from adopting a powerful belief about what it is possible to achieve, and making a commitment to do *whatever it takes*. Whatever you hold in your head as a mental equivalent of your life will show up in the mental capacity that you enjoy. Beliefs determine outcomes. Cultivate an ATTITUDE of MENTAL SUCCESS rather than FAILURE; otherwise you can have a GREAT MIND and not even enjoy it.

In order to have a great mind, a better memory, decide to adopt the following beliefs:

1. I Believe that I MUST have a great mind.
2. I Believe that I CAN create it.
3. I Believe that I AM the one who creates it.

The Dickens Pattern

In order to get in touch with a sense of the true value of adopting these beliefs, try a method known as the DICKENS PATTERN. This technique is based on Charles Dickens' *A CHRISTMAS CAROL*. Remember the ghosts of Christmas Past, Present, and Future who come to challenge certain beliefs and attitudes that are having a serious impact on Scrooge and the people around him? Try a visit with your own "ghosts" by doing the following:

First begin by recognizing there's nothing you can do to change the past. Accept all that has happened in your life up to now without regret or judgment or blame. Then, realize that even though your past thoughts and actions have had a certain influence on who you are today, THE FUTURE DOES NOT HAVE TO BE THE SAME AS THE PAST.

Close your eyes and think about the present. Consider the beliefs which could be limiting you from realizing your fullest mental potential. Consider that you may be holding onto the belief that you have a terrible mind, a "bad" memory; that your brain is growing weaker and flabbier the older you get; that there's no use trying to improve it, so why bother; that you have never before been able to remember names, so you never will; that facts just slip your mind and you ALWAYS

forget important things. As you feel the weight of this negative self-talk reinforcing these limiting beliefs about your mental capacity, ask yourself:

How much has this self-talk cost me already in my life? What have I lost and missed out on as a result of these beliefs? In how many ways have I cheated myself and others around me because of my limiting beliefs? What unpleasant emotions do I experience on a daily basis as a direct result of these statements I constantly make to myself (and those around me)? How many things have I not even attempted in my life as a result of these beliefs?

Feeling the full weight of the consequences of holding onto this type of self-talk, ask yourself **WHAT WILL THESE BELIEFS COST ME IN THE FUTURE?**

Mentally, step into the future (just as Scrooge did) and visualize the effects of another whole year of telling yourself “I have the worst memory.” Think of all the challenges you won’t attempt, all the people you’ll shy away from meeting and getting to know, all the stimulation your brain will miss by not even trying to take on new challenges. Now consider the cost, the burden of these beliefs affecting your life for another **FIVE YEARS**. Drag the consequences of your self-limiting beliefs with you five years into the future and ask yourself:

How much more will it cost me in the next five years if I uphold these negative beliefs about my mind’s limited capability and potential? How many regrets will I have if I don’t change my self-talk? What will I have missed out on? What will I have given up? What will happen to my career in the next five years if I hold on to these beliefs? How will this affect my relationships? My health? What will my children think of me? What kind of a role model will I be? In your mind, step **TEN YEARS** into the future. See, Hear and Feel what life is like for you ten years from now if you don’t change your self-talk and your limiting beliefs!

Ask yourself:

When I look in the mirror ten years from now, how much heavier do I feel as a result of these limiting beliefs? How bad do I feel about myself? What are some of the things I haven’t accomplished by not giving up these beliefs?

Imagine TWENTY YEARS down the road. What profound effect will twenty years worth of self-talk programming these beliefs into your master computer have had on your life? What will have happened by then? Defeat, failure, disillusionment, disappointment, despair? Ask yourself now:

How much have I missed? How much more could I have done and accomplished if I had only changed my self-talk twenty years ago? Has my life been an example or has it been a warning to others? Is that what I want?

STOP!

THE GOOD NEWS IS... you can open your eyes . . . IT'S STILL THE PRESENT! You haven't reaped the disastrous rewards of 20 years of negative SELF-TALK. It's Christmas morning. There is plenty to do. As you commit yourself to a new outcome NOW, YOU HAVE A CHANCE TO DETERMINE YOUR OWN DESTINY.

NOW THINK OF ONE, FIVE, TEN, TWENTY YEARS WORTH OF SAYING TO YOURSELF AND BELIEVING:

"I have a great mind."

"I have excellent powers of retention."

"I enjoy meeting mental challenges and reaping the rewards."

"I am building my brain power and improving my brain's potential day by day."

"I am meeting more people, remembering their names and enjoying the experience."

"I am doing all I can (exercising my body, making healthy food choices, drinking lots of water, breathing expansively often, doing mental jogging, etc.) to develop mental strength and to condition my memory and continuously improve in all areas of my life."

"I am keeping "physically and mentally fit" for the rest of my life."

As you consider the future, answer these questions for yourself:

How much more will I have gained by living my life with these new beliefs? How much more will I have been able to learn, grow, know, and accomplish as a result of these new self-

talk? What has been the benefit of these new beliefs to my children as they look to me as the model of excellence? How has that changed our lives? How grateful, proud, and happy do I feel about having cared enough to change those useless, old beliefs into productive, empowering beliefs and create the Destiny I so richly deserve.

Here's a great Self-Talk Statement to re-mind yourself about this important principle:
“Simply by making the choice to watch what I say as I talk to myself, the beliefs I hold regarding my mind and memory will instantly improve and my future will be dramatically influenced.”

The Rocking Chair Test

Similar to the Dickens' Pattern, but simpler and more direct, imagine yourself much, much older, sitting in your rocking chair and looking back on your life. Experience the Pain of NOT having achieved your goal of mental and physical excellence. How would you be sitting? Head hanging, shoulders slumped? Would your breathing be shallow? What expression would be on your face? What would you be saying to yourself and to the others around you at that time? What would they think of you?

Then, imagine yourself having lived a life you are proud to call your own. How would you feel sitting in your rocking chair knowing you had lived as a mentally dynamic, confident, energetic, ambitious, psychologically successful person? Holding this positive self-image in mind, how would you be sitting? Shoulders back, head high? Deep, diaphragmatic breathing? What expression would be on your face? A big smile? What would you be saying to yourself and what would others have to say about you?

The choice is up to you. The time to make that choice is right now.

Your Mental Eraser

Remember you have a mental eraser. Use it to eliminate negative programs. You are in charge of your mind at all times. You are the computer programmer. It is on your mental “desktop” that the icons are displayed. When you open a file, what do you find? Remember, you

can add, change, delete and eliminate files altogether anytime you choose to do so.

PART 2

The Five Steps to Re-Program Your Mind & Memory Using Self-Talk and Visualization

In order to undo the negative effects of the programs we have instilled into our minds by OUR OWN statements, thoughts and judgments, we must follow certain steps:

1. **(Step One) Observe Your Self-Talk.** Notice what you say to yourself about your memory. Is it positive or negative? Do you judge or criticize? What are your expectations about your future mental capabilities? In other words, catch yourself in the act of making a negative statement when you talk to yourself. Notice when you say such things out loud. Think about your future expectations and see if your pictures are optimistic or pessimistic.
2. **(Step Two) Decide To Change.** Decide that you have a burning desire to change for the better, that you must change, and you are ready to do so from this moment on. It's never too late to begin to improve.
3. **(Step Three) Stop Making Negative Statements about Yourself.** From now on, if a negative statement such as "My memory is getting worse" pops into your brain, immediately CANCEL that thought, erase it, eliminate it forever. (Just think of the thought and say "**CANCEL.**" Only say this out loud if you're alone!) If you've made a negative comment about your own mind to another person, just notice at the moment you catch yourself making the statement and resolve to eliminate such self-critical talk.
4. **(Step Four) Replace Negative With Positive Expectations.**

Condition your mind to accept new beliefs about itself by imagining that the outcome you desire has already been achieved. Visualize yourself in situations where you are successfully using a sharp and reliable memory. Notice how that makes you feel.

During your 20-minute Power Naps, before you drift off, focus on imagery of yourself using your mind successfully (giving a speech, making a sale, remembering

a name, learning something new, etc.) See this picture clearly in your Mental Mirror. Within your mind's eye, projected onto your mental screen; see the ideal version of you. You have a great mind and you are using it well. Describe in words and visualize in pictures the outcomes you wish to produce. Do this also intermittently throughout the day. You need only to take a minute or two here and there to create new pictures and program them into your mind. Daily reinforcement over time will eradicate old self- images and manifest the new and better self you choose to be.

5.(Step Five) Create Your Own Self-Talk Script For A Better Memory. Write a description that depicts this self-image. Read it to yourself at any one or more of the following times: Upon awakening. After showering. On the way to work. Just before or after your Power Nap. On the way home. At some point during the evening. Before falling asleep. Write it in your own handwriting or printing on a 4X6 lined Post-it® Note. Stick it on the book you are reading (you should always be reading a book!) and keep it with you. Save all Self-Talk Scripts that you create to improve various aspects of your life. Now, take a moment to go back to the top of this page; pause and reflect on each step.

Daily Memory Self Pep-Talk; Creating Your Own Self-Talk Scripts

When you wake up in the morning, what are the first thoughts that automatically run through your mind? If you think, “Ugh, I wish I could just stay home instead of going to work,” you may trudge to work feeling drained and unmotivated. Many of us have a talent for talking ourselves into feeling bad. Our inner voices convince us all too easily that it's going to be “one of those days” that “nothing's going to go well”.

Even though we all talk to ourselves on some level all the time, most of us don't realize how much those inner conversations can affect our mood, our emotions, the decisions we make, and our overall level of energy and productivity throughout the day. Certain experiences evoke

predictable, involuntary responses in everyone, but we can change them for the better.

Detrimental habits are best discarded as soon as we recognize them.

If, upon awakening, you tell yourself instead, “I’m ready to attack the day! I want to see how many people I can help, what goals I can accomplish, what I can learn from this day,” you’ll prepare yourself mentally and physically for a positive, productive day, no matter what happens. Start the day with affirmative statements; see what a difference it makes.

If you are genuinely sincere about your desire to improve your memory, here is an excellent technique called “Daily Self Pep-Talk”. I have found this particular method to be inspiring and transformational.

Try reading the statements below out loud to yourself. For additional impact on the subconscious mind, record this Script in your own voice (with sincerity and genuine enthusiasm) into a tape recorder.

When you first wake up in the morning, while you’re getting ready, eating breakfast, and at other times during the day, instead of letting your mind waste its time and energy in useless rambling self-chatter, play this tape instead, and pay attention to it. As you listen, use your imagination to visualize yourself this way. Then watch your life transform.

Feel free to add anything to this Script that feels right to you. It is highly beneficial to write your own statements of intention to improve any aspect of your life. When you read or listen to yourself, give yourself your undivided attention and focus clearly on the pictures which your words evoke.

Here is a sample of a **“Daily Self Pep-Talk Script”** for improving your mind and memory:

- My mind is strong, dependable, and capable.
- Everyone forgets things now and then; it’s normal, it means nothing.
- I remember all that is important to recall.
- I feel confident that as time goes on, my mind will only get better and better.

- I exercise my mind on a daily basis, and like a muscle it grows stronger and more reliable.
- My memory is clear and my recall is excellent.
- I notice everyday situations where I have an opportunity to use my memory and I challenge myself to remember simply for fun and exercise.
- Each time I meet a memory challenge successfully, I complement my mind with statements such as “Good job. Well done. See, you do have a great mind!”

The repetition of statements such as these will have a dramatic effect on the mind in general and specifically on the memory. Eventually your subconscious will become convinced that these concepts are true. Combine listening with visualization; the results will be faster and even more profound.

PART 3

Harnessing the Power of Self-Talk Vocabulary to Achieve Your Goals

Print this Worksheet. Fill in the blanks for yourself.

What are Your Personal / Professional Goals?

How often do you ask yourself this question?

Try it now. Ask yourself “What goals am I currently working towards?” Below, take a moment and list three or more. Select at least one from each of the main aspects of life: health, relationships, work (contribution/creativity/money). A goal can be anything you’d like to change, improve, or accomplish. A goal can be anything you’d like to become true. List as many goals (dreams, visions, aspirations, fond desires) as you wish.

Hint: state goals as if they are already accomplished.

Today’s Date: _____

MY GOALS ARE THESE:

Examples:

- Health: I exercise regularly. I stretch and breathe deeply, often. I drink sufficient water to stay hydrated. I eat healthy food most of the time; take vitamins and supplements to provide nourishment for all my cells. I take time to rest, relax, stay calm. I get out in nature often. I have quit smoking. I am at my ideal weight. I drink liquor, coffee, soft drinks only in moderation, if at all. Etc.
- Relationships: I nurture loving bonds with people in my personal life (be specific); I work well and get along congenially with co-workers; I have forgiven _____ for _____. I no longer feel angry, towards _____ for _____.
- Work (contribution/creativity/money): My work is a source of satisfaction and gives me a sense of accomplishment. I am doing work I really enjoy. I am well rewarded for the great job I do. My projects are a source of satisfaction. I contribute all I can to my own community and the world. (Be more specific, if possible.)

Now that you have chosen and stated these many aspirations, list the TOP THREE; choose three main goals to work with first, one from each major aspect of life:

Health: _____

Relationships: _____

Work: _____

Now, it's time to consider, to reflect, and to pay attention to what you say when you talk to yourself about how you are doing in your progress toward accomplishing and maintaining these goals.

Self-Inquiry

To find out what you have been saying to yourself that has influenced how far you have gotten, ask yourself a question about each one, such as “Do I” (exercise regularly)?; or “Am I” (at my ideal weight)?; “Is my” (work a source of satisfaction)?; “Have I been (smoking less); etc. Do this now with the Top Three that you just listed above. Write each question below:

When you have done this, mentally answer these questions for yourself. Your answers enable you to discover whether or not you have reached your goal, or if you are even moving towards the mark. If you have not yet arrived at the goal, let's take a look at what may be stopping you. Remember this great quote:

“Obstacles are what you see when you take your eyes off the goal.”

The Words We Use When We Talk to Ourselves about Our Goals

Let's take a look at some of the words we habitually use as we talk to ourselves about our life's goals, circumstances, and potential future outcomes. If you have something in mind that you'd sincerely like to accomplish, you'll have to stop telling yourself you'll “never get there”; unless, of course you never want to.

“NEVER” – “I'll never be able to quit smoking.” Say this to yourself, and watch it remain true. The same goes for each goal you say this about.

“ALWAYS” – This word becomes an extremely powerful subconscious directive. Your mind will believe what you say if you tell it something is ALWAYS the case, always true. For

instance, “I always forget people’s names.” No wonder it happens again and again. It may not be the only reason, but it is a very strong contributing factor.

“CAN’T” – If you tell yourself “I can’t do it”, you won’t. This is a command to the subconscious mind that convinces itself that it CAN NOT, that it has no responsibility for doing it, whatever “it” may be. How many times have you said, “I just can’t stop overeating, I can’t seem to lose weight.” Well, this may be a big part of the reason why you don’t. Imagine the impact it must be having on your own mind if you have been telling it “I can’t remember anything anymore.” This is one to really watch out for; its results can spell disaster.

Statements that contain “never”, “always”, and “can’t” are absolutes, eliminating any possibility of realizing an alternative outcome. These words paralyze our brain’s resourcefulness, stifle our optimism, perpetuate self-doubt, and seriously impede our progress toward reaching our goals.

The Questions we Automatically Ask Ourselves

Your own mind may be sabotaging itself by asking questions which include these three powerful words. Self-defeating suggestions come along with questions such as “Why can’t I stop (getting angry)?” “How come I can never seem to (get things done on time)?” “Why do I always do this to myself?” Ask these potent questions and your brain will do it’s best to find an answer which smugly justifies why things don’t, can’t, won’t, never will improve, will always remain just as they are.

The Power of Repetition

Repetition convinces the mind that what you are telling it is true. If these types of sentences and questions have come into your mind for years, the programming is deeply imbedded. In order to discover whether or not you use this type of self-sabotaging Self-Talk, here’s what you can do. It’s easy: over the next few days and weeks, simply pay attention. Listen to yourself. Become aware of what runs through your mind as you chatter to yourself all day long. Well, okay, maybe it’s not easy. But it’s worth the effort.

Begin to notice if you automatically use these words, make such statements, or ask these types of questions of yourself. (If so, be sure not to judge or be angry or critical of your mind. Be objective, detached. Rest assured that it's okay if this has happened in the past. You didn't realize the impact your own thoughts were having on you. And you didn't know you had the choice to change what you say, how you react, what questions you ask yourself. The time has come to revise some of your thinking and create the results you truly desire.)

Catch the Culprits

The best thing you can do is to write down the words, sentences, questions you discover yourself saying. Do this right here below; or use a 3 X 5 Post-it Note® that you keep somewhere handy, with you at all times for a few days or a week.

Suggestion: keep Post-it Notes® with you at all times since you never know when you're going to say one of these things to yourself (or someone else) in the future. The culprits may not have all been caught right away. Keep writing down any self-sabotaging words, sentences, questions as you notice them pop into your brain. Later, place these Post-it Notes® in the notebook where you keep your Worksheets. My guess is that soon you'll have accumulated quite a collection.

Now it's time to STOP using these words, making these statements, and asking these questions when you talk to yourself. If you sincerely wish to accomplish the goals you have set in motion, you MUST no longer indulge in this automatic self-defeating Self-Talk.

(If you have just been reading up to this point out of curiosity to see where this is going, and you haven't yet written your goals in the space provided above, be sure to do so now. Feel free to add more goals to the list at any time. Examine your progress. Catch the culprits that are

getting in your way. Repeat this process as often as necessary until you are actively working towards completely eliminating any Self-Talk that is impeding your progress toward accomplishing the goals you have listed. Remember, this workbook is a private place for you to work on becoming the best possible you!)

In the future, if you wish to begin this exercise from the beginning again, print the above pages out again, or place a Post-it Notes® over what you have previously written, and start fresh. When you do so, notice the progress you will already have made in isolating and revising your Self-Talk.

Be diligent. Don't let any of those negative self-imposed suggestions persist. Striving towards and accomplishing goals is a life-long process. Daily, we are constantly challenged if we wish to keep improving ourselves, as life continues to throw obstacles our way. Let's not be the creators of our own downfall and disappointment. And don't lose sight of the fact that once we arrive at a goal we have set, the new challenge immediately arises of maintaining that achievement.

The Self-Talk that can subtly influence whether we are moving towards, maintaining, or drifting away from desired outcomes, frequently includes the following potent words. These are real culprits:

NEED: If you tell yourself you “need” to start exercising regularly, or you “need” to lose weight, or quit smoking, etc., what your mind is really hearing is that you have a need that is currently unfulfilled. This serves only to reinforce the impression that you are in a needing (needy) state, but does nothing to move you forward toward your goal.

WANT: The same is true for want. “I want to lose weight.” Think about it. How long have you been wanting, but not achieving that goal? If you have said this sentence to yourself often enough to keep it being true, then it's time to completely eliminate this unproductive word from your vocabulary. Erase “want” from your mental dictionary!

SHOULD: Here's one that has complex effects on us psychologically and emotionally. When we were growing up, a parent, teacher, or some authority figure may have told us what we "should do" and we may have resented and rebelled against such directives. Now, when we say "should" to ourselves, we may, without realizing it, react the same way.

Try saying to yourself, "**You should** _____" (clean up your room, lose weight, quit smoking, exercise more, get along better, work harder, earn more money, or whatever) and see how it makes you feel? For the majority of us, we cringe when we're told what we "should do". So if you are making statements to yourself that "I should" or "You should", consider whether this may actually be setting up sub-conscious resistance to moving in that direction.

Once you become aware, you can simply STOP saying these things to yourself. You can modify your Self-Talk to work for, not against you.

Make the Commitment

When you ask most people if they are on track moving steadily toward their goals – or not – you'll find many have not yet really made a commitment, a choice, a decision. Accomplishing goals requires firm resolve, especially these days when life is chock full of activities, responsibilities, distractions, endless to-do's. It's easy to lose sight or put off long range goals, when just getting through the day is a constant struggle. Isn't it?

That is precisely why we must frequently take a look at where we are heading (keeping our eyes on the goal) and notice where we will end up if we remain on the track we're currently on. If we'd really like things to change for the better, we must "make up our minds", make a decision, maintain the firm resolve to be moving in the direction of the goals we have chosen.

Be patient. Things often change gradually, almost imperceptibly, over time. There are no quick fixes. Rest assured that one of the most powerful influences on the progress we make is our own Self-Talk. What we say to ourselves is a true reflection of our degree of commitment, as you'll soon see.

Have you decided to STOP giving negative directives to your subconscious mind?
Okay. So, now that you've decided to commit yourself, are you one of the millions who say:

"I'LL TRY"

What does it mean to try? Haven't you noticed that when other people say they'll "try" to do something, it usually means that it (whatever "IT" is) will never get done; "IT" somehow just won't happen. "I'll try" is the weakest possible commitment you can make. It's one of the worst words we can use because it leaves the brain confused. Do you mean you'll do it, or you won't? Do you recall what Yoda said to Luke as he attempted to raise his starship out of the swamp on Tatooine in the first *Star Wars* movie?

"Do or do not. There is no such thing as try."- Yoda

Maybe you're not really committed, you just *want* or think you *need* to be, or feel you *should*! Nothing will happen until you're absolutely resolved.

"I MUST"

Until you are to the point where you say to yourself, "I must", you haven't yet harnessed your full mental and emotional resources. Sometimes this requires a great scare, a dose of the reality of the consequences of what will happen if you don't get moving. There's nothing like a heart attack to wake you up to health issues; nothing like the loss of a relationship to cause self-examination; when work is no longer satisfying and rewarding, we can sometimes linger for years – however, when a job is lost, we often realize that our heart wasn't in it anyway and we've secretly been wishing we had made a change ages ago. Try saying "I must" or let the voice of authority inside your brain say, **"YOU MUST"** and see what transpires!

Remember: ***"It's not what happens to you, but how you handle it that really counts."***-
Tony Robbins

Don't allow your own Self-Talk to contribute to your lack of progress. When you want something to get better, change, resolve, become rewarding, **the following words have the real power** to influence your subconscious mind to contribute all it can to move you in that direction.

“I WILL”

The words, “I will” creates such a strong, positive, powerful impact on the subconscious part of our thinking minds that it’s nearly irresistible. Making statements to yourself and to others using this affirmative phrase is like an insurance policy protecting your future. Try saying **“YOU WILL”** to yourself and notice how good you feel listening to the voice of authority in your head reinforcing your belief in your own possibilities.

“I CAN”

This is another one of the best things we can say. It reinforces the impression that you are capable of reaching the goal. It reflects the belief and trust that it is likely for this desired outcome to be realized. Say this to yourself often, about all areas of your life. “I know I CAN do it” will work wonders in accomplishing results. “I believe I CAN do it” can work miracles. Say **“YOU CAN DO IT”** and that voice of authority reassures you in immeasurable ways.

“I AM”

Stating “I am doing it” is utterly convincing. By stating, “I am exercising regularly” for example, even if it’s not yet entirely true, paints a great picture, conjures up a powerful mental image, causing the brain to search avidly for ways to cause this scenario to become what is actually happening in your life. Some authorities on Neuro-Linguistic Programming (the study of how language effects our nerves and programs our behavior) believe that by saying “I am _____” and filling in the blank with what you wish to be true, does more to cause the brain to act as a resource for finding the way there than any other technique possibly can.

Saying statements to yourself, such as **“YOU ARE getting there”** will reprogram your thinking and your beliefs. Say these statements to yourself often and with conviction, and watch the transformation in your outlook and your outcomes.

Believe and trust in your own innate abilities and inner resources to help you achieve anything your heart desires.

Ask yourself frequently “Can I _____?”

Answer, emphatically “YES, I CAN.” (Or, “Yes YOU can!”)

Ask yourself, “Will I _____?”

Reply, YES, I WILL.” (Or, “Yes, YOU will!”)

Ask yourself “Are you _____?”

Respond without hesitation, “YES, I AM!” (Or, “Yes YOU are!”)

Review the List of Self-Talk Vocabulary

Here is the list of some of the most powerful words we can use when we talk to ourselves:

Never – Always – Can’t - Need – Want – Should – Try – Must – Will – Can – Am

Make a copy of this list, or write it on a Post-it Note and closely observe the impact of these words as you (and others) use them everyday.

The Final Step

Each time you notice a self-defeating word, sentence, question surfacing in your mind –

1. Catch it.
2. Write it down.
3. Then, in order to cancel, erase, eliminate, eradicate the negative influence our own self-defeating thoughts can have on our lives, take each one, one at a time, and make-up a replacement which contains positive, constructive, optimistic, encouraging, or supportive Self-Talk.

Examples:

If you discover yourself saying “I can’t seem to get along with _____ no matter how hard I try.” Start to say to yourself instead, “I can find new ways to communicate. I am discovering solutions.” Watch tensions begin to resolve.

If you’ve been saying “I’ll never lose weight” replace this statement with “I am beginning to lose weight.” Automatically you’ll soon begin making better diet and exercise choices. You already know what it takes, you just need to give yourself permission to begin.

If you’ve been asking yourself, “Why am I always so disorganized?” Ask yourself instead “What can I do to become better organized?” Watch your brain begin to surprise you with excellent, creative answers.

Instead of saying “I need to get so much done, it’s just impossible”; say instead “I can accomplish all I must do and take good care of myself too!” Stop asking, “How can I?”; and start saying, “I can.” Doesn’t that feel better already?

Instead of saying “I want to remember names, but it just doesn’t happen.”; say instead “I am remembering names and will remember them better every day.” Learn the technique and begin to enjoy the results!

Instead of saying “I should eat healthier”; begin saying instead “I will make wise choices about every bite of food I eat.” Then notice how easy it becomes to just do it!

Instead of saying “I’ll try to exercise.” Say instead “I will exercise regularly from now on. I am becoming healthier, more flexible, relaxed. I can be physically fit and feel great.” Your priorities will automatically shift and the time it takes to take care of yourself will magically appear on your schedule.

If you have decided that you must do certain things in order for all three areas of your life to be as good as they can be – health – relationships – work (contribution / creativity / money), then begin right now to use your own Self-Talk as your greatest ally.

The Concensus Opinion – The Collective Unconscious

Together, our thoughts can have the power to create a brighter future for our businesses, our country, the environment, the world. Let's be sure to pay attention to what we say when we talk to ourselves about what's coming next, what's in store for our planet. Collectively we can influence tomorrow; our Self-Talk **can** make a difference.

PART 4

Six Steps to Turn Desires into Success

What do you desire? To be a successful Sales Person, to be a great manager or leader, to lose weight, stop smoking, to find or fix a relationship, improve your health? Do you passionately desire to accomplish anything? If you do, then apply the six definite steps below. Without taking each one of them, success is uncertain. By following the steps and implementing each step completely, success is certain to follow.

Here's the real deal. This Self-Talk technique is the tried and true secret to success in accomplishing anything:

1. Decide exactly what it is you desire.
2. Determine what you will give in exchange for having what you desire.
3. Establish the specific date you will have it.
4. Create a definite plan for carrying out the work, project, task, or assignment.
5. Write a clear, concise statement consisting of what exactly it is you desire, the timeframe to acquire it, state what you will give to make it happen, briefly describe the plan of action to it's point of completion.
6. Visualize clearly (enjoy the feeling) as you read this written Self-Talk Statement aloud, twice daily; once just after arising, once at night (and in the afternoon during a quiet moment).
7. Eliminate any doubts. Know you can handle any and all obstacles. Resolve to persevere. Believe and trust that this picture is real.

This powerful Self-Talk Technique has been described by the greatest teachers of our time. For a very convincing argument for its efficacy, read Napoleon Hill's *Think and Grow Rich*; if you've read this book before, it may be time to read it again. Or pick up a copy of Shad Helmstetter's *Self-Talk Solution*, and/or learn about Walt Disney's philosophy and methods of success. Many other great positive thinkers have agreed upon the results derived from following this well-known procedure. It is based on a recognition of the power of thought in the human mind, guaranteed to turn desire into achievement, dreams into reality. Andrew Carnegie personally taught Napoleon Hill that we can't leave it up to chance if we have a burning desire, a deeply felt motivation to make something definite happen in our life.

"Change your thoughts and you change the world." – Norman Vincent Peale

Do it Yourself

Don't just read this information, do it for yourself.

Let's say you have good health, plenty of love, and you now desire money to serve a particular purpose in your life. Here, are the six steps Carnegie and Hill would have you follow and apply on your own path to financial success:

1. Decide the amount of money you desire. Be definite about the exact amount. Let's say it's \$100, \$1,000, \$100,000 or \$1,000,000.
2. Determine what you will give (contribute, create, do, be) in exchange for the money. What service will you provide; what work will you do; what sales will you make in a day, a week, a month, a year to hit this mark? How will you act, think, live every day?
3. Establish the specific date all the money will be in the bank. State definite amounts and the dates of partial deposits until the full amount is acquired by the target date.
4. Create a definite plan for carrying out the project, task, or assignment. Be specific about what you will do. Write out in detail each action you must take to make it happen.
5. Write a clear, concise statement that summarizes the amount of money, the timeframe to acquire it, what you will do to make it happen, describe the plan in brief, simple steps

right up to it's point of completion. (Write this statement on a Post-it Note® that you can keep with you for a few days.)

6. Read this written Self-Talk statement aloud, twice daily; once just after arising, once at night (and in the afternoon during a quiet moment). Begin immediately to put the step-by-step plan into action.

After reading #5 (the brief overview Self-Talk Statement) to yourself for several days in succession, you will have it memorized. Next, leave the Post-it Note® at home, stuck in a place where you will notice it from time to time. Repeat the entire statement from memory now and then (driving in the car, in the shower, while eating alone, during a “Power Nap” procedure, or at any other time when your mind is quiet and calm). Note: the purpose of the written statement is for you to say it to yourself. Let it “sink” into your memory. Repetition with visualization charged by emotion is the key to programming your subconscious mind to bring about the results you desire in your life.

Hints:

Visualize the details. As you read aloud, or say this Self-Talk Statement from memory, imagine various details described in #4 above. Then, concentrate with your eyes closed until you can actually see the picture. See yourself holding the check, going to the bank, making the deposit, checking your balance. What does it look like when you are already in possession of the money?

Important note: see yourself rendering the service or delivering the merchandise you intend to give in return for the money. Know you can do this and you will be doing this; begin now to take steps to implement the practical plan of action.

Have faith that the money is yours. As you see it in your hands, believe it is true. Belief is a state of mind which results from repetition and reinforcement convincing the subconscious mind that something is true, even before it shows up “in reality.” (Allow no trace of doubt to enter your mind. Keep in mind that what happened in the past does not determine what will happen in the future!)

Feel the emotions that come along with doing these things, achieving this accomplishment, acquiring the money. How do you feel looking at your bank balance? See yourself smiling! Persistence pays great dividends. Despite the obstacles that will confront you along the way, persevere with “definiteness of purpose back by a burning desire” (Hill).

It is common knowledge that crisis usually precedes success. Remember “Quitters never win. Winners never quit.” The Phoenix rises from the ashes. Success most often follows failure. “Perseverance alone is omnipotent.”

Become obsessed. Let nothing pull you off your course. If you are determined, and convince yourself by listening to your own Self-Talk, you will have what you desire.

Begin now. Ask yourself “What do I desire?” To lose weight? Quit smoking? Become healthy? Find a mate or partner? Launch a project? Find new work?

Proceed to the next page.

Print this page. Write your answers.

Harness the Power of Self-Talk. Let it turn your desires into success.

1. Decide exactly what it is you desire.

2. Determine what you will give in exchange for having what you desire.

3. Establish the specific date you will have it.

4. Create a definite plan for carrying out the work, project, task, or assignment.

_____ 5. Write a clear, concise statement consisting of what exactly it is you desire, the timeframe to acquire it, state what you will give to make it happen, briefly describe the plan of action to it's point of completion.

Visualize clearly (enjoy the feeling) as you read this written Self-Talk Statement aloud, twice daily; once just after arising, once at night (and in the afternoon during a quiet moment).

Eliminate any doubts. Know you can handle any and all obstacles. Resolve to persevere. Believe and trust that this picture is real.

Carry this page with you until it has been filled out completely. As you think of details, write them down (they may come flashing into your brain at any time). Once you determine that this page has been completed, then copy the wording of #4 onto a Post-it Note® and use as described above.

You have now learned the most effective method to Harness the Power of Self-Talk to turn your desires into success. Apply this method again and again in all areas of your life.