

MINDSET MUST-KNOWS PART 1

On this 50 minute audio, I cover:

- Basics of mindset
- Our beliefs
- Stories we make up
- Maps of the world
- Back of house / front of house
- What you tell yourself
- Language and tone

Basics of mindset

- Mindset is how we think
- What we focus on
- What we tell ourselves
- What we talk about to bring to our attention
- Our attitude and approach to certain things
- How we see ourselves and others
- Our perspective and reaction to things
- What we build in our heads
- The beliefs we hold
- What we see and experience as a result of our beliefs and default thinking (which can be changed!)
- Our thoughts drive all of these (ones we have by default or ones we choose!)

It also includes:

- How we feel about ourselves – self-esteem, self-worth, self-confidence, self-belief, self-critical
- How we see /view / feel about others – judgement / critical / praise / pedestal
- How we motivate ourselves – what thoughts we gather to help make us to do / not do
- How we drive ourselves – positively to where we authentically want to go / be AND driving from our beliefs which may be misaligned with our values – ‘should’ / ‘must’
- How we sabotage certain things – linked to beliefs
- How we stay stuck – by getting stuck with an helpful thought pattern.

Key things to remember:

- We have 60-80k a day
- Humans from a survival instinct have a negativity bias



- 95% of the thoughts we have today are the same as yesterday
- RAS filter – flip the switch!
- Iceberg analogy - 95%/5%
- A thought is just a thought, we don't have to listen or act upon it
- We can replace and respond to thoughts
- We can tell them to F-off!
- Thoughts CAN be replaced
- Beliefs can be changed!

Beliefs:

- These are things we think (and “know”) to be true, only they aren't true
- We have core beliefs – very strong / long lasting ones, that are usually created in early childhood (most adults are run by a 5 year old!)
- Critical mind isn't formed until 8, so whatever is around us / we are told, it can go in – MUCH of it subliminally too!
- When we have a belief, we look for evidence to back it up and that can be how they build even stronger, you'll collate evidence to build your case
- You can do it with yourself, with others and they can do that to you as well
- BUT we can change beliefs
- Epiphany – I used to hate exercise then had an epiphany and then went on to create one of the greatest fitness businesses in the UK
- Sheer hard work – I used to hate myself, went on a (long!) journey that took me years to create better beliefs
- You get sick of your own crap and go enough is enough and set yourself down a different path
- Observe the beliefs you hold, consider whether they come from and the reasons you have them, think of how they show up in your life and work out the beliefs you want to hold
- If you held that belief, what would you be thinking, focusing on, bringing to your attention, letting go etc.?
- Beliefs (and thoughts that stem from the beliefs) are linked to 99% of habits, behaviours and actions!

We make up SO much in our heads:

- We all have the ability to make up stories in our heads about every scenario we face
- We make stories about others (esp. from social media), but when we see someone, we fill in the blanks as to what others must be thinking / feeling / doing / living behind the scenes
- Always ask “What is fact and what is fiction”



- We worry what others think of us; but is that they ARE thinking that, or is it that we think they are thinking that!
- The views we have about ourselves; they are mostly made up, made up from our map of the world

Maps of the world:

- We all have a unique map of the world
- How we see and experience our life experience (as well as ourselves, others and the world around us)
- We don't know what it is like to step into ANYONE else's head
- One word or statement or event can have a completely different interpretation and impact to different people because of that]
- Maps of the world can come from the way you were brought up, your life experiences, your belief system, your values – different for everyone
- No such thing as right or wrong – EVER. Just write or wrong to you or different
- A lot of money / work hard / be more focused, go to bed early, ideal house by water – these will all mean completely different things to different people!
- Maps of the world really impacts communication (more on that in part 3)

Back of house / front of house:

- We only know our back of house
- We never really know anyone else's true back of house and them, ours.
- No one knows our thoughts and how we feel from how they see us and vice versa
- Most people compare their back of house with someone else's front of house and it makes them feel rubbish, and not correct comparison either!
- We also often think that we are the only ones that feel the way we do, so we make up in our heads that we are some kind of terrible / weak / awful person
- Always ask that "What is fact and what is fiction?"!
- Never, ever ask the word WHY? It shuts down the brain and gives you an emotional / defensive response.
- Instead as "What are the specific reasons?"

What you tell yourself:

- Be careful what you tell yourself doesn't become a self-fulfilling prophecy
- Affirmations negative – I've not got time, I'm afraid, this is scary, they are better than me, I am not good enough, I can't do this, I am letting people down, I have to say yes, I feel so guilty – these are going into your brain and become your programming and form beliefs



- Affirmations positive – I've got this, this is temporary, there is a solution, I am enough just as I am, I can give myself permission to say no and still be kind, I am a good human being, I can get through this challenge, I am strong – these ALSO go into your brain and become your programming and form beliefs
- Brain can't tell the difference between what is real and what is imagination
- You pen the Disney V Horror movie version of events in your head
- Whatever you tell your brain, it believes and listens

Language and tone:

- The language in our heads to ourselves and mouths to others can make or break EVERYTHING
- Contraction V expansion
- Momentum or shut down
- I'll try, I will, I must, I can, I'm going to, I am.... These all have a different impact on people
- Goal, objective, target, direction, achievement, bucket list, mission....
- Work harder, be more productive, get stuff done, work smart...
- Healthy eating, nutritious food, high energy food choices, nourishing my body, taking care of myself, diet...
- Exercise, training, activity, workout, session...

On part 2, we'll be covering:

- Basics of motivation
- Energy and vibe
- Reframing
- What CAN you control?
- What works and what doesn't?
- Drawing a line
- Worry dump
- Identity upgrade
- Bigging yourself up more

See you then 😊

