

THE 5 MINDSET SHIFTS YOU NEED TO SCALE YOUR BUSINESS WORKBOOK

Create Results You Want!



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NEED TO SCALE YOUR BUSINESS

Get a crystal-clear picture of where are you now and where do you want to go In this lesson, I want to bring to your awareness of two things:

1. Circumstances

- a. There are circumstances in your life that you cannot change. For instance, you cannot change your height, the economic situation you cannot change ... the weather. These are basic circumstances!
- b. There are two more:
 - Some circumstances happened in the past that represent your actions.
 - Some circumstances represent the actions of other people: your employees, your clients, your loved ones.

For instance, surprisingly, your client invited you for dinner without announcing it, or your employee made a mistake with the purchase order, and you lost the client bc of it. These are circumstances, and you cannot change them. They are nor bad nor good.

Circumstances become good or bad because of the thought you have about them, because of your perception.

Whatever happened, it happened. The beautiful thing is that you can always decide to change your perception, your life, and your business. It is really on you and within you.

Homework:

Describe in as much details you can the circumstances that happened by other people in the past you would love to didn't happen

Thoughts.

Having the right thoughts can change your life.

We have more than 60k thoughts flowing into our mind constantly, our mind is like a highway, but the main issue why people get in troubles is that they don't choose thoughts consciously, and then they don't know why they feel bad, overwhelmed nor they know how to change that.

There are two parts of our mind – conscious and subconscious. Conscious has the right to choose thoughts... subconscious doesn't.

Whatever is going on in your life is not bad or good until you decide how you'll think about that circumstance. What will be your perception about it – bad or good? Everything, before you decide to classify the thought about it, it is only the circumstance.

If you didn't train your mind to choose the thoughts you want versus thoughts you don't want, you would be experiencing the same circumstances all over and over again, and you'll have the same thoughts and the same results. Nothing will change.

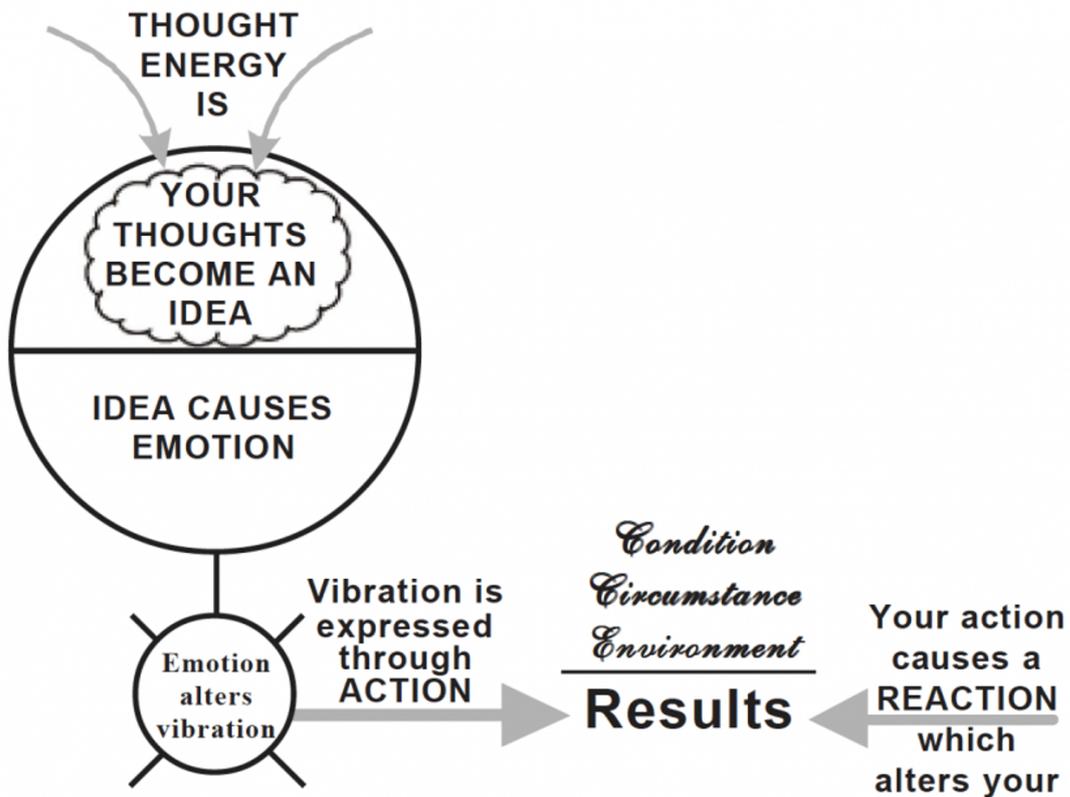
That is why you have to train your mind to create future results, your future memories.

I talk about it in depth in [Thinking Into Results program](#).

Homework:

I want you to create your future memories, your new identity. How do you see yourself in the next 6 months? How do you see your business? How much income do you want to generate in the next 6 months? Think about NEW YOU achieving that goal, how does new you talk, how do you walk? How do you lead your team? Are you going on vacation more often? Are you having a new house, a new car? Who is benefiting from your tremendous income?

For a detailed guide in this exercise use my complimentary [The Art of Goal Creation Tool Kit](#).



Feelings.

Thoughts and feelings are connected = oneness

Our subconscious mind is our emotional mind and produces feelings.

The good news is that your thoughts cause your feelings, which means that you choose what you think, and instantly, you choose how you'll feel. This doesn't mean that you'll always feel good. As a matter of fact, you'll feel 50% bad, but only because you choose to feel bad; no one else caused that but you.

And when you think about scaling your businesses, think what your thoughts about it are. How do you feel when you think about tripling your revenue? How does it feel? Are you scared? Do you worry and doubt?

And now think – If I can choose how I feel, why I would choose to feel bad? Why would I doubt and worry?

Be grateful for knowing that you are the only person responsible for your feelings.

Homework:

Describe in as much details as possible any situation where you didn't feel good, and list the thoughts that caused you to feel that way?

Notice your thought patterns about this situation. What was your inner talk? What was your thinking about this particular situation? Were your thoughts more towards negative thinking?

Here in as much detail as possible describe the same situation but in the way, you truly want it to be. Clearly write the description in a present tense. Describe new feelings and new results. Use your capacity to think to transform this situation. How can you transform your thinking about this situation? Would your thoughts be more on a positive side?

The main thing in this exercise is to realize and practice changing your thoughts about any circumstance that will cause you different feelings, actions, and results. If you practice this exercise often, your life will gradually change.

Actions/Results.

Your thoughts and emotions are driving your actions = Results

Your reactions, actions, and no actions are based on your feelings.

If, for instance, you don't move into action, think and examine the feeling that prevented you from moving into action, then when you clarify the feeling, reverse it and recognize the thought that caused that feeling.

Results are consequences of your actions, no actions and reactions.

The biggest issue here is that most people focus on changing their behavior only, without changing their thoughts and feelings before taking certain actions. And they experience resistance to see the real change, which means that they cure only symptoms instead of currying the cause of the symptom.

Homework:

Examine your current circumstance, your thoughts about a particular circumstance, your feelings, actions, and results.

Fill in the lines below.

For example, you want to scale your business, but you think your team is not motivated enough, and you are stuck; you don't know what to do. Therefore, you don't move into action. Here on the line Action, you can write your nonproductive action, which is no action.

Circumstance: ___Law revenue_____

Thought: ___My team is not motivated _____

Feeling: ___Frustration_____

Action: ___Firing the sales team _____

Result: ___The same results _____

Example two:

Circumstance: ___The same income _____

Thought: ___It is not the right time to think about the growth now_____

Feeling: ___Fear_____

Action: ___No action_____

Result: ___The same_____

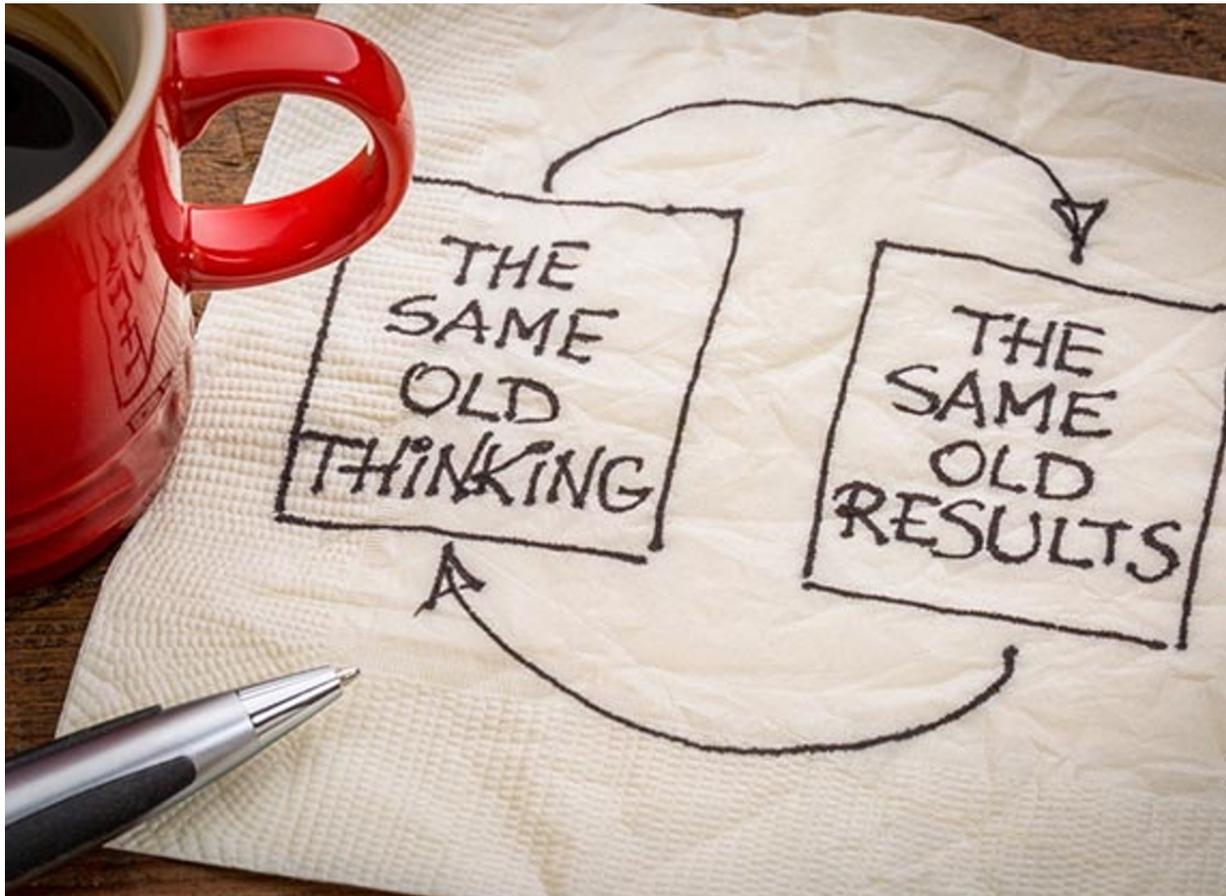
What new thoughts you could have about the current situation?

What new feelings you could have about the current situation?

Which actions could you take as a result of these new feelings? To which results will these new actions lead you?

What is one action that you can commit to taking this week that will support your new thinking and achievement of your goals?

When you discover the thought that causes current results in your life and business, you'll realize how powerful you are and that you are the only person responsible for the results in your life. When you are aware of your inner powers, when you are aware that you are the creator of your own movie and your life results, you'll start choosing different thoughts that will cause different results.



Albert Einstein said:

“Insanity is doing the same thing over and over again and expecting different results”

To alter your thoughts, use this module as often as you can:

Circumstance: _____

Thought: _____

Feeling: _____

Action: _____

Result: _____

Be aware of your thoughts; decide to choose only the thoughts you want. Your thoughts will bring you a certain result if you strongly believe in them.

We become what we think about! Remember that!

“Thoughts become things. If you see it in your mind, you will hold it in your hand” – Bob Proctor.

For instance, if you think that you won't be able to triple your revenue in the next 3 months, even if you repeat to yourself, "I will triple my revenue in the next 3 months," nothing will change, just because you don't believe in that. If you repeat the thought you don't believe in it, nothing will change.

But if you say to yourself, "Ok, my current results are already past, that doesn't mean that I cannot achieve my goal. I can still try and do my best to triple my revenue in the next 3 months."

This thought is neutral and keeps you away from negative thoughts.

Try gradually to change your thoughts from negative to neutral to positive and see the magic.