

The Most Powerful



**Achievement System
in the World**



The Psychology of Success



What We Covered Last Month:



- Influence is NOT the Same As Manipulation.
- How to Become a Person of Great Influence.
- How to Use Influence to be More Successful.
- How to Get Greater Support from Others.
- How to Deepen Your Friendships and Relationships.
- How to Communicate More Effectively.
- How to Gain More Respect from Others.
- How to Gain More Trust from Others.

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What You Will Learn Today:



How to Master Your Psychology & Be More Successful:

- The Life Changing Power of Positive Thought.
- The Destructive Power of Negative Thought.
- How to Improve Your Self-Worth & Earning Potential.
- Mind Over Matter Experiments.
- How to Master Your Mind With Minimal Effort.
- Create a Powerful Success Mindset on Autopilot.

Why These Are Important:

- You will be able to get anything you want more easily.
- You'll be able to improve your career and relationships.
- You'll be able to literally "Think and Grow Rich".

The Psychology of Success



Your Dominant Thoughts and Emotions - create your circumstances



2 Examples of This:

- Using The Power of Positive Thought.
- The Power of Negative Thought.

Example 1:

- Asthma as a Child = I believed I was useless.
- As an Adult Low Self-worth = Financial Rollercoaster.
- Burgled Repeatedly / People Taking Advantage of Me.
- Serious Crisis After Trip to Japan.

I Had Only 2 Choices:

1. Give Up Business.
2. Or Dramatically Improve My Self Worth.

Your Dominant Thoughts and Emotions - create your circumstances

From Independent.ie



WATCH - Highlights: Former UFC fighter Ronda Rousey marks WWE debut at...



VIDEO: Criminal who is prime target of Hutch gang arrested after being...



Does anyone really n general election righ

Windfall for Wicklow businessman

Lynn Glanville Staff Reporter

January 4 2002 12:11 AM



A Wicklow entrepreneur has scooped a substantial financial windfall with the sale of his company.

Businessman, Michael Pettigrew, sold his indoor plant rental company to Rentokil Initial - one of Europe's largest plant rental companies.

He sold A Pettigrew Interior Plants, better known as Pettigrews, for [REDACTED]. The Dublin based firm supplied plants to a number of high profile corporate clients.

Its customers included St Stephen's Green Shopping Centre, IBM Ireland, Novell, Creative Labs, Corel, AIB and Panasonic as well as a number of state and semi-state companies.

Thirty-nine year old Michael Pettigrew and his mother Vera were the only shareholders of the company.

It supplied tropical plants, which were mainly imported from Holland, to Irish offices for about 10 years and employed seven people.

According to records, accumulated profits amounted to [REDACTED] to the end of June 2000. It is believed Rentokil will try to sell its other services, such as pest control, to Pettigrews' client base.

I Decided to Improve My Self-worth!

- I Doubled My Prices to My Business Clients.
- I Started Taking Actions to Value Myself More.
- My Business Became a Massive Success
- Discovered All Sorts of Exciting Talents and Abilities.
- Became Very Successful and Rich.
- I Had Over 500 Corporate Clients in Ireland.
- In 2001 I Sold My Business to a Multinational.

This was the effect of Creating a Positive Mindset!

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Your Dominant Thoughts and Emotions - create your circumstances



Example 2 – The Power of Negative Thought:

- I Made Bad Investments.
- I Trusted the Wrong People.
- I Lost Everything Within a Few Years.
- Gradually I Sank into Pessimism.
- I Hated Myself and Berated Myself.
- Result - Everything Gradually Got Worse and Worse.
- I Had No Money to Feed My Wife and Our Baby.

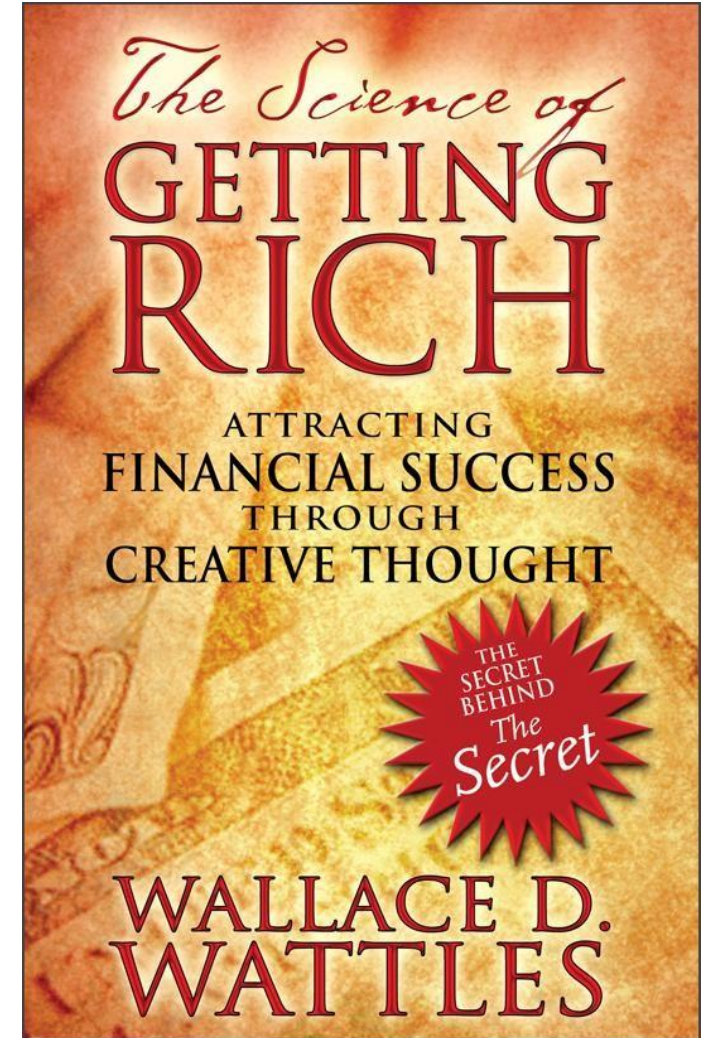
This was the effect of the Power of Negative Thought!

Your Dominant Thoughts and Emotions - create your circumstances

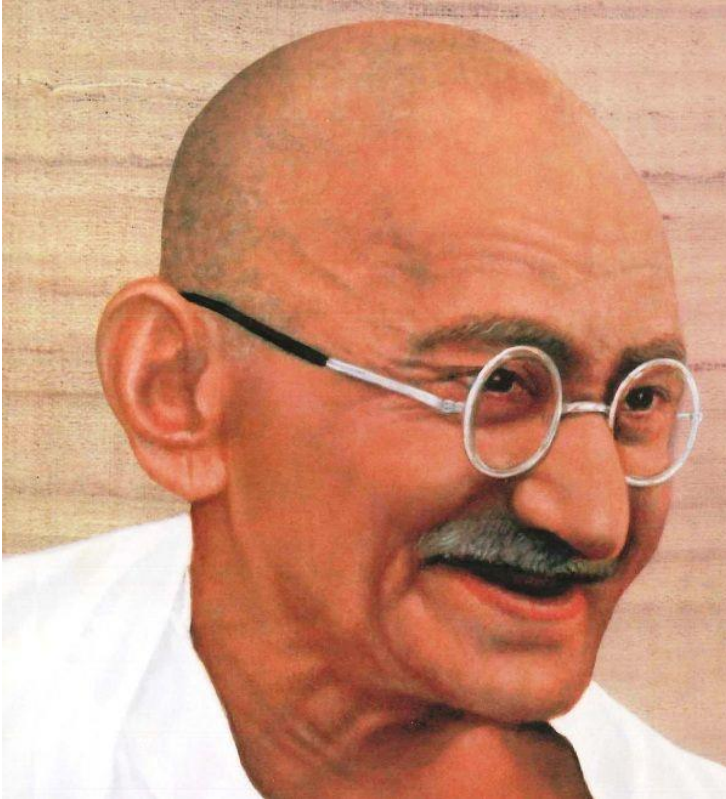
How I Changed Our Circumstances:

- I Decided Enough Was Enough!
- My Vow to the Universe
- The Science of Getting Rich
- My Crazy Gratitude Experiment
- Massive Coincidences Started Happening!

As soon as I changed my mindset,
our circumstances started to change.



The Power of Positive Thoughts – famous sayings



Gandhi:

“A man is but the product of his thoughts; what he thinks, he becomes.”



Winston Churchill:

“The pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.”

The Power of Positive Thoughts – famous sayings



W. Clement Stone:

“There is little difference in people, but that little difference makes a big difference. The little difference is attitude. The big difference is whether it is positive or negative.”

The Power of Positive Thoughts – what does science say?

Sensitive Experiments CAN be Influenced by the Mind!

- Discoveries in Quantum Physics
- Dr Masaru Emoto's Ice Crystals
- Dr Harry Oldfield's PIP Scanner



The Subconscious Mind:

- Makes Up 95% of Your Entire Mind.
- Controls Automated Bodily Functions.
- Files, Catalogues & Records All Your Experiences.
- Gateway to Unlimited Wisdom – Thomas Edison.
- You Have Been Conditioned – we all have!
- Your Subconscious Beliefs Always Win Out.
- Creates the Circumstances of Your Life.
- Your Subconscious Can Be Influenced.
- You Can Reprogram Your Mind for Success.
- Create New Habits That Work on Autopilot!



High Performance Coaching – what is it?



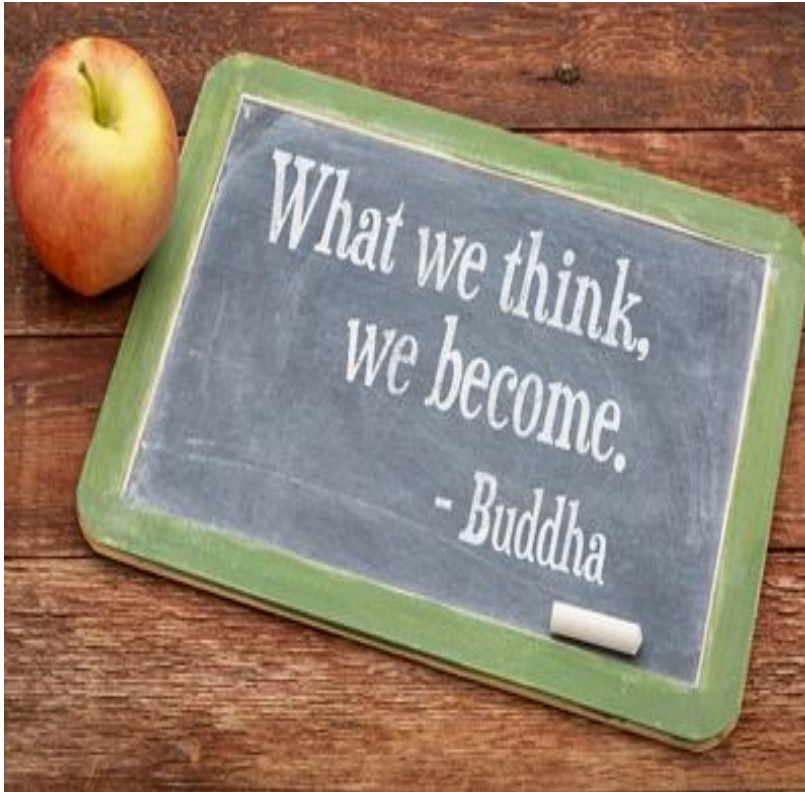
Brendon Burchard – Founder of High
Performance Institute

“High Performance means excelling and succeeding above and beyond standard norms consistently over the long-term”

High Performance Habits:

- High Performance vs Peak Performance.
- Have Greater Energy, Fulfilment, Aliveness and Joy.
- Master Productivity and Time Management.
- Master Your Physiology and Boost Your Energy.
- Techniques to Reduce Stress and Burnout.
- Energisation Breaks - every 60 to 90 minutes.
- Be More Effective and Influential.
- Achieve Your Goals Faster and Be More Successful.

Clarity Chart & Tapping Exercise



Keep yourself on track
- set phone reminders!!!

SELF:

The 3 words that will now define the best of who I am and that I will use to guide my personal life, including my thoughts include... **Mine Are:** Motivating, Inspiring, Empowering

INTERACTIONS:

The 3 words that will now define and guide how I will engage and treat others whom I meet in life, including my loved ones and strangers, include...**Mine Are:** Caring, Attentive, Appreciative

SUCCESS MARKERS:

The 3 words that will now remind me of what it is that made me most successful and will make me even more successful, include... **Mine Are:** Clarity, Determination, Consistency



1. If you had to describe how your mindset made you successful to a person who you were mentoring, how would you describe it?
2. What's one belief you could adopt about yourself that would make you feel more happy and confident?
3. Do you ever find yourself focusing on negative thoughts or faults?
4. If so, when does that happen & what are those thoughts & faults?
5. How are they affecting you?
6. What could you do to create a healthier, more positive psychology?
7. How could you make that a habit?





The following 3 actions aim your mind and provide the fertile ground for developing a more engaged and consciously-directed mind.

1. Focus on (and Live From) Your Strengths Not Limitations:

In the last 50 years the field of psychology has taught us to focus almost exclusively on what is wrong with us, our maladies and disorders. Many of us focus more on our limitations and problems than what makes us strong, and limitless. It's time to re-engage and focus on what makes you remarkable.

1. My weaknesses and limitations that I have overly focussed on include.....
2. My 5 top strengths in life include.....
3. If I lived from these top strengths more often and with greater focus, these things would change in my life.....
4. The way I'm going to remind myself of my strengths and live from them more often is.....





2. Use the Power of Questions to Direct Your Mind:

Questions aim our focus. Most people know this but still ask themselves disempowering questions when chasing their dreams or interacting with others. Let's direct the power of your mind by choosing 5 questions you could ask yourself every day to elevate your mood and life experience.

The 5 Questions I Could Ask Myself Every Single Day - that would put me in a positive mood and direct my focus for the day positively are:

1.
2.
3.
4.
5.

The way I'm going to remind myself of these 5 questions every day is to.....





3. Control Your R.W.I.D – Relative Weight of Importance and Duration:

R.W.I.D stands for “Relative Weight of Importance and Duration”. The concept explains that for any given thought we have in our minds, we assign it a level of importance (eg pay attention to it or not, assign emotion to it or not) and we focus on it for a given amount of time (duration). The more importance we give a thought, and the longer we focus on it with importance, the more “real” it becomes in our minds and the more our unconscious repeats the thought to us. The good news is we can wield control over this process and choose to give empowering thoughts more importance and longer duration of contemplation.

1. The thoughts that deserve more importance on my “mental dashboard” each day include.....
2. The next time I spend too much time giving trivial or disempowering thoughts too much weight and time, I’m going to immediately.....



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Recommended Resources:



Wallace D. Wattles



Dr Masaru Emoto



Dr Harry Oldfield



Brendon Burchard

- **The Science of Getting Rich** by Wallace D. Wattles.
- **The Hidden Messages in Water** by Dr Masaru Emoto.
- **The Dark Side of the Brain** by Dr Harry Oldfield.
- **High Performance Habits** by Brendon Burchard.

Over to You...



Questions & Answers

The Psychology of Success

