



MONDAY MOTIVATOR

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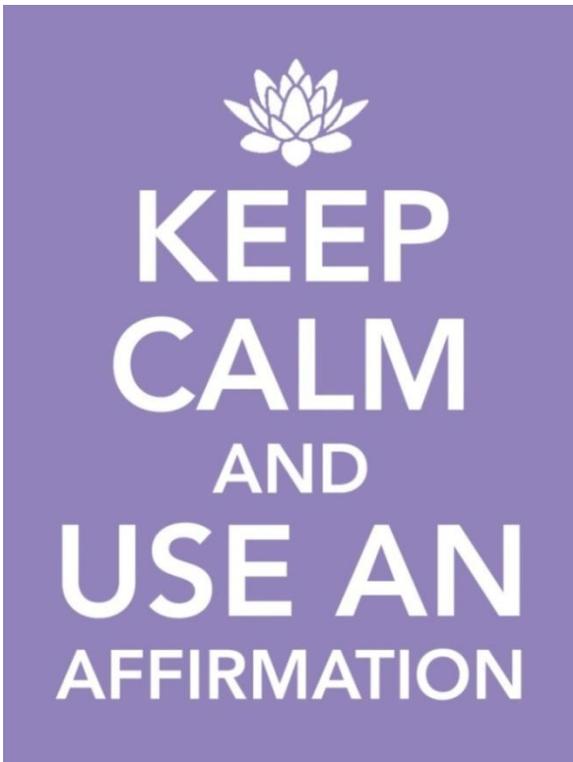
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Affirmations



make huge contributions to end results.

If you wonder how you got where you are, how you are, what you are and where you're going you are not alone.

Most of us take for granted that we are where and how we are due to our education, choices, goals, opportunities and circumstances. In reality we are the products of what we think about all day long, day after day.

What is an affirmation? Simple really ... it's anything we repeat over and over in our mind. Things like "I'm not qualified" or "I'm good at snowboarding" or "I need more education first."

We use dozens of affirmations every day. The power of them is that we become what we think about most. Somehow our lives simply fall into the groove we create with our affirmations. From movie stars to homeless people, affirmations

The good news is we can think our way to whatever we want most by harnessing the power of affirmations. Here's how: Let's say we want to improve our savings program as an example. The first thing we would do is write a little note on a Post-it ® note and place it on the mirror where we get ready for the day in the morning. The note has only



a few rules:

1. It should be to you, and specific, not abstract. For example, “I feel great saving 10% of my income monthly!” This as opposed to “Saving money each month is my goal.”
2. The note must stay where you put it for at least six weeks. It takes at least three weeks to create a new mental attitude about your objective so reading that note over and over for six weeks will make a lasting impact.
3. Finally, make the effort to actually do what you say you want to do in order to reach your objective. It’s not okay to read your affirmation every day then think to yourself that you’ll get to it but starting NEXT month, not this month.

You might benefit by putting copies of your note in other places ... the dash of your car, in your journal if you keep one, your day timer if you use one, or on your desk. The more you see the note the more power it has in keeping your mind engaged and focused on your objective.

Now imagine what else you could change just with the use of affirmations!



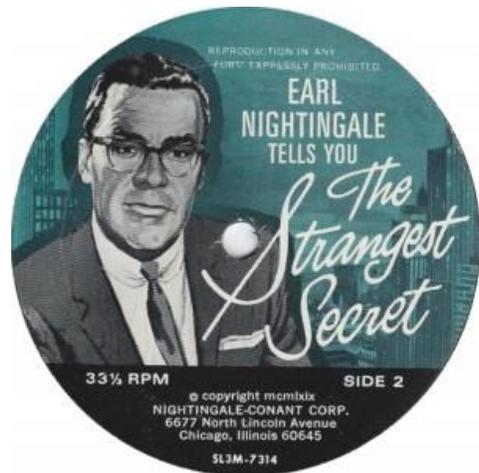
The list could be endless! So, pick just one thing about your life you want to change and start thinking your way to success.

Here are a few tips to help you start using affirmations:

1. Think about your positive attributes. Focus on those things that you really like about yourself. A quick checklist will help you see the positive elements of your self-image. Then you'll use these affirmations to help you appreciate who you are and this will give you the confidence you need to accept your affirmations of who, what and how you want to become.
2. Think about those negative scripts in your head you want to change or what positive goals you want to accomplish. Affirmations allow us to counteract negative perceptions we have developed about our appearance, our abilities, or our potential. Affirmations can also help you achieve specific goals, such as losing weight or earning more money. Make a list of your goals and the harmful self-perceptions you want to change.

My Goals	Self-Perceptions I Want to Change

3. Prioritize your list in the order you want to work on them. Concentrate on just a few affirmations at a time. Choose those that are most important or most urgent and work with those first. Once you see improvement in those areas you can develop new affirmations for other items on your list. Don't overdo the project. Start by using no more than three affirmations at one time.
4. Write your affirmations. In the initial step try writing them on post-it-notes so you can stick them to your mirror, your day planner and perhaps other places so you see them many times per day. Start with "I," and be short, clear, and positive.
5. Repetition is the key to making affirmations effective. You want to think about your affirmations several times a day, every day, for at least 21 days. There are several ways to do this: Start by jotting down your affirmations at the start of your day. In order to write it down you have to think your way through the idea. This informs your subconscious that you intend to think about this often. This is critical for success.



The famous motivational guru Earl Nightingale once created a recording called “The Strangest Secret.” You might want to become familiar with that content. The following link will allow you to listen to the actual recording he made over 50 years ago. Take 35 minutes to relax and listen to his raspy voice as he explores the science behind the statement that WE BECOME WHAT WE THINK ABOUT. <https://www.youtube.com/watch?v=nCm0otCwQPo>

If you enjoyed listening to the “father of motivation,” you may want to explore his other works that led to the founding of the world-famous Nightingale-Conant Corp. This company produces personal development programs for every topic you can think of. Learn more at this link: <http://www.nightingale.com/>

In summary, affirmations CAUSE change to happen but it is not overnight. The experts tell us it takes about 3 weeks to establish a new habit. With a little time, determination and effort, any of us can change just about anything in our lives by changing the way we think about it. As always, if you want to learn more about this topic here are a few sources of additional learning you can use to help you get on this winning path to being YOU – Version 2.0!

<http://www.louisehay.com/affirmations/>

<http://www.prolificliving.com/100-positive-affirmations/>

Until next week, if you know of any business that can use the benefits of highly effective coaching in the areas of organization, time and task management, social media, sales, marketing, customer service, operations, HR, leadership or team-building, have them give us a call at 562-577-7000 or send us an email. We will keep you in the loop on how it’s going.

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Our consulting and coaching focus supports management, sales, customer service and operations. Included are sales and management assessment surveys as well as leadership, teambuilding, sales operations efficiency and online tracking projects. Our other team members bring additional disciplines as well. We will showcase them in future editions of this business journal. We are all committed to driving the results you want.