

# **Living With Passion: Belief**

Monday Call, April 3, 2006

Alaska Cruise: 7 weeks left...let's put on the blitz and have a vacation of a lifetime.

Mannafest: trainings posted; what one thing have you picked up to change your business?

Peter Hirsch, **Living With Passion**

10 Simple Secrets that Guarantee Your Success

Chapter 2: Belief

1. What is Belief?

A. Belief is a feeling of certainty

(1) When we believe, we come from possibility

(2) Hebrews 11:1 Faith is belief...

B. Acronym: doubt

(1) Doubt is like black paint...you put a little in with white and it ruins the entire coloration. It takes a lot of white to cover black.

C. James Allen, "As a Man Thinketh"

2. Belief is not truth. This is critical we understand this.

A. Recognize what we feed our brain, our subconscious.

B. All of our beliefs are choices.

C. "Believe you can or believe you can't, you will always be right.

3. Your beliefs shape your destiny.

Your beliefs shape your actions.

Your actions create your results, the circumstances of your life.

A. Some people think that our results create our feelings

(1) Problem is we let our circumstances control us.

(2) Rethink this: why not believe in the results today, feel great today as if the results are already present, and then allow the feelings to support your results happening?

B. Here is the #1 belief Peter Hirsch sees in all high achievers:

"Action Supersedes Everything"

4. Two types of beliefs: Empowering or Limiting

Remember, this is the second great secret to your success: you make

up your beliefs.

A. Empowering Beliefs: come from possibility

(1) Viktor Frankl, "Man's Search for Meaning"

(2) Try: now do you see why this word does not exist?

To say you will try is not to believe...if you believe you can, you can; if you believe you can't, you can't.

Yoda: "Luke, you either do it or you do not...there is no try."

(3) When we believe, we create endless possibilities even with limited information.

B. Limiting Beliefs: tend to not have been chosen, events in our life that created them, many in our early years. Stuck in our perceived probability.

Examples for those of us in Mannatech:

I am not worthy.

I am not good enough.

I do not have enough information.

I need to know it all.

I can not be a good network marketer and be a good mom.

(there are hundreds of these either/ors we grab a hold of)

I could not make it before, and will not now.

Others:

5. So how do we create empowering beliefs and get rid of limiting beliefs?

A. Step 1: Awareness – locate the beliefs that do not serve you.

Triggering device: anytime you have feelings you do not like (anger, etc.) or feel doubt creeping in your life, this is huge red flag.

STOP here and do some self examination...what limiting belief is showing up.

B. Step 2: Replace the limiting belief with an empowering belief.

Ask questions that help you formulate empowering beliefs.

Example: Why can I not approach people?

What is wrong with this question? This is a limiting question. How can we ask "high achieving questions"?

Ask questions that elicit positive possibility answers. The above questions elicits negative answers.

Rephrase: What do I need to do to love to approach people?

Here is a belief I adopted early on to rid judgment: Every single person has something to offer me.

C. Step 3: Flood the subconscious with positive

If you get that this is just a numbers game...more good in then less

bad can be held...outweigh the bad thoughts/beliefs with the good. Affirmations and visualizations are terrific. Positive talk on a regular basis. "What to say to Yourself when you talk to Yourself" Shad Helmstetter.

Positive talk on a repetitive basis allows us BY CHOICE, to control the way we think.

D. Step 4: Remove the lie. What is the lie?

"Positive thoughts and feelings are the result of positive results."

This is the lie. They are the cause of the results!