

**What's Holding You Back?**  
**Lesson 10: Finding the Real You**  
**October 24, 2005**

**Blitz:** How is everyone doing? Any updates on the Jeff Allen “Back” Packs  
**Reactivation Incentive Plan:** For Period 11, anyone joining in?  
Comments, Questions? Another good idea is the Avian Flu for an attachment; also, you could highlight the products in an enclosure

Week 10, the last week: “When Good Intentions Run Smack into Reality” by Brian Klemmer

1. Who Are You?

We ask this questions from time to time some of us more than others...pursuit of our own makeup. Know that it is more important who you believe yourself to be than who you are because that is how you will show up in life.

A. We all live our lives looking through sunglasses...programs or belief systems that control the decisions we make, our experiences. Some serve us, but many do not...many we are unaware of.

B. To find out who you are, first need to determine who we are not.

2. Are we our behavior?

A. Study the diagrams on the last page. We are like an M&M peanut...the outer shell being our behavior...that is what people see when they interact with us. The next layer is the feelings we have (which so much of the time control the behavior). The next layer is our beliefs or attitudes which tend to control our feelings, and behavior. And we are at the core.

B. Are we our behavior is asking us if what we do determines who we are?

So, when we were young and did something wrong, dad said “You are bad!” Does this mean we are bad or what we did is bad? See how people can develop the program that their behavior defines them? The result of this is to spend the rest of your life with your entire self esteem tied to your actions...what a nightmare.

In Mannatech, we sign up an All Star we have incredible self-esteem. We have a bad month with GPV and we go into depression over our lack of committed action. To keep up your self-esteem, you would have to work like Jett...24/7 on prospecting to make sure the results

always were great and work exceedingly hard at always doing the right thing. What a rat race!

Does this sound like a person who hates making mistakes?

Successful people embrace mistakes because it gives them better direction!

C. So, we can not be our behavior. We can fail at something...winning the incentive program, achieving Natl Director status in the time we committed, a marriage...and still have incredible self-esteem because we are not our behavior.

### 3. Are we our feelings?

Again, the way you answer this question will determine the way you perceive your experiences.

A. Look at your whole array of feelings you go through just on an average week...oh my gosh, could we possibly be all those things? I think you will soon find that you are not your feelings. Your feelings reside underneath your actions and behavior, but do not represent you. You can feel sad, depressed, frustrated, angry and still know you are okay. You are reacting to something in your environment but it is not who you are.

B. This also means that you do not always have to be happy... is not this a relief?

C. What about the comment that it is not whether or not adversities happen to us, it is how we respond to them that reflects our character? Is this in conflict with this idea?

No, because we can still have sad feelings, but take the issue to task and come from solution.

### 4. Are we our thinking?

A. As a man thinketh, so is he. This concept suggests we are what we think. I suggest as does Klemmer that how we think controls our behavior, and impacts immensely the choices we make and thus, the results we affect in our lives. However, there is still something deeper.

The power of our subconscious is immeasurable. Your subconscious thinking consists of many sunglasses that we collected as we grew up:

-I can not trust people

-I am not worthy

-I have to be liked

-I need to be right

- I have to be in control
- or
- I am the greatest
- I am a terrific athlete
- I can accomplish all my goals

You are not your thinking.

B. However, who you think you are will determine your experiences. So, how do we get to the core of the belief systems we may not even be aware of?

This is why Klemmer runs leadership training seminars that are experiential because it is through this kind of activity that “you show up” and your belief systems get exposed but you also see the price you pay for them.

That is what causes movement, changes, transformation in your life.

C. Is the change in behavior (BF Skinner), or the change in feelings (motivational seminars, etc.) still helpful? Absolutely, they can serve a short term purpose but the results are very temporary. We go to a motivational seminar, and two weeks (if even that long) it wears off and we are back to where we were before. Why? because we only changed the outside not the inside! So it passed with time because the inside controls.

But if you are going to go to a big prospecting luncheon and have had a bad day, I suggest you listen to some motivational music, do jumping jacks, something that immediately shifts your attitude so you can show up big at the meeting.

So, this temporary stuff can play a role for you to affect better results.

D, Reason for change:

If you squeeze an orange what do you get? Orange juice.

Why? Because that is what is in the INSIDE.

So, have you ever been squeezed in your life?

- by finances

- by life?

- by relationship issues?

- by a health challenge?

How did you respond and were you totally satisfied with the response?

“Changing your belief system (your subconscious thinking) will not change you. It will change your results and the experiences you are

having in life.”

5. So who are we?

Klemmer suggest we are a spiritual being, the core of who we are.

“We are a spirit with a body, feelings and thoughts.”

So if we truly are a living spirit, our soul, then after we are gone physically from this world, what do we have left?

Do you have written goals for the end of this year? 79% do not

Do you have written goals for the next 5 years? 90% of us do not

Do you have written goals for the next five hundred years?

Why do we need them? Because if we truly are a spiritual being, then after we pass from this world what is it people will experience as a result of our actions? We need a legacy.

Thinking about who you are in the present as well as after you are gone will alter your approach to life and the decisions you make.

So many of us play so small!

So determine who you are...for it will

Determine your level of self esteem

Determine your view of life

Determine your level of satisfaction

Determine your response when squeezed in life

Determine your ability to set and accomplish goals

“IF IT WILL FEEL GOOD TOMORROW, DO IT TODAY.”

