

"Unstoppable Self-Confidence" 1 of 2

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- Weekly Product and Business Meeting – Every Saturday, 10 AM CT.
<https://zoom.us/j/215452258> or www.allaboutmannatech.com
- Next TNL, May 12th www.allaboutmannatech.com
- New 3 Lap Incentive?

"In the mindset of the 1%, confidence happens as a by-product and requires no energy at all to sustain. And that is why it lasts. It happens naturally."

- Intro:
- a. *"Maybe the reason nothing seems to be "fixing you" is because you are not broken."* Dr Steve Mariboli
 - b. Being confident isn't about fixing you ...it is merely about doing the right things in the right order. It is a process. You only have to unlearn all the bad programming and incorrect thinking you have been given to unleash the power within you!
 - c. A new born baby doesn't think it can't walk, can't talk, etc. For you, everything you think you cannot do **DID NOT** come from you but bad things you have been taught or conclusions you made that you based on facts.
*"Don't settle...don't live those lives of frustration and quiet desperation. **You and only you will always be in control of your confidence and results in life!** When you learn to re-connect with your core...let go of all that bad programming, when you apply the same natural success thinking that the 1% never lost, your success in life becomes predictable and inevitable."*
 - d. Your current thinking brought you to where you are. Change is needed! Your ego will disagree with the concepts in this book...status quo is powerful but that is not why you are reading this book!
 - e. ***"We are what we repeatedly do. Excellence then is not an act but a habit."*** Will Durant. What will get you results with this book...read it, consider the points raised, apply them, then rinsing and repeating.

STEPS (4 Total: 2 today 2 next week):

1. How to Prime your Mindset for Incredible Success

- a. Dare to be wrong about who you think you are
 - 1) We need to unlearn all the limiting toxic thinking that stops our confidence and success mindset. We do not need to change away from who we are rather BACK to who we really are...see, the influences have changed us when there was nothing wrong with us.
 - 2) Have you ever taken the time to think about where your model of the world comes from? Your blueprint...core values, core beliefs. How much time did you take to figure out what you really wanted in life?
For most they have been pre-conditioned...what parents told them, what partners said they should want, want what their friends say everyone should want, they want what their teachers taught them, they want what society expects you to want. Why? In order to be accepted and loved.

3) Stephen Hedger, top relationship coach says that there were two questions that define nearly everyone's lives: ***Am I enough? Will I be loved?*** We fight for this and it becomes our default programming. We stop focusing on what we want versus how we measure up based on others arbitrary measurements.

4) Personal development changes behavior but never typically shifts your identity.

Fixed Mindset versus growth...*see attached chart*

To Grow to be YOU, you must pick the growth mindset. Fixed mindset means your happiness, confidence, success is limited.

b. How to Win the battle for the control of your mind

"You have absolute control over just one thing: your thoughts.

This divine gift is the sole means by which you may control your destiny. If you fail to control your mind you will control nothing else." Napoleon Hill

1) This one skill determines your life. All experts will say the same thing after interviewing hundreds of mega successful people. ***The master skill is controlling your mind.*** How many of you have made a decision to change something in your behavior...and then didn't. Perfect example of not controlling your mind. *"Most peoples' thoughts are random, chaotic, full of fear, doubt, and self-limiting illusions."* What they achieve is a fraction of their true potential. Is that you?

2) Technique to control your thoughts (comes from "Creating a Bug Free Mind" by Andy Shaw): Simply hold 15 seconds of uninterrupted positive thought...take one absolutely wonderful happy memory. When you start, you may not be able to hold it for 2 seconds without negative thoughts creeping in. Then, anytime you get stressed or chaos enters, focus on that thought for 15 seconds until everything is clear.

3) We have a terrorist in our head: the ego. You think it is you and that throws all kind of negative thinking about what you haven't created, haven't accomplished, "good things never happen to you", on and on. *"If you're not in control of your thoughts then how can you be in control of your actions, your choices, your behaviors?"*

4) All those feelings about how you're not good enough, you can't do this or that, etc. are all lies. They are the feelings that you have about your ego. With your ego in charge, you have allowed a lot of bad opinions of self to develop. Time to recognize that ego is NOT THE REAL YOU. Key: don't fight it as that gives it more power. Relax and observe the madness!

5) Next stage after 15 seconds of awesomeness: is called "No Mind." This is when you literally think of nothing, no thoughts, complete presence, awareness, calmness and serenity. Remember the state you spent the most of your time in becomes your default state. Master your mind!

c. Becoming Unstoppable: Developing the Mindset of the 1%

"Whether you think you can or you can't you are always right." Henry Ford

1) The 1% are not just lucky...they merely have either relearned or never lost that confident success mindset we all are born with. They do not have a different operating system. Theirs just have not been corrupted.

2) Are you active or passive? Great people create their lives; others wait for them to happen.

3) What is your self-perception?

- (a) Do you know what you stand for, what your values are, what matters the most to you? Could you write it down now if I asked you to?
- (b) What are you willing to go into battle for? And just as importantly, do you know what doesn't matter to you?
- (c) Do you know what you won't tolerate in your life and must be eliminated, what you will stand against, even if it causes confrontation and makes you unpopular?

Your values set the framework for your life. It is how we see the world. The 1% know exactly who they are...in most cases they created themselves...designed who they wanted to become.

4) How to start this process?

- (a) Self Knowing...do you know who you are? Figure out you.

Tool: <http://www.entrepreneur.com/article/240441>

Put these 6 needs in order for YOU...as we all have these 6 needs.

- a. Certainty/comfort
- b. Uncertainty/variety
- c. Significance
- d. Love and Connection
- e. Growth
- f. Contribution

- (b) Tony Robbins has a short quiz (<https://core.tonyrobbins.com/drivingforce-6/>)

- 1. Be good in your own skin! Self- acceptance.
- 2. Self Respect
- 3. Self love
- 4. Self forgiveness
- 5. Self Expression
- 6. Fearless Authenticity

2. How to remove bad programming that's holding you back

a. Understanding your true potential

- 1) *"Someone once told me the definition of hell: on your last day on earth, the person you became will meet the person you could have become."* Anonymous
- 2) Less than 1% of the population ever live the life they dreamt of. Our education system fails us...not putting enough into self-expression but rather moving the kids through the process. Educated with limits instead of possibilities.
- 3) The only thing that keeps stopping us is the things we tell ourselves. Perception is more important than reality. Let go of your self-limiting stories.
- 4) Re-examine default answers and see if it is the right answer for you.
- 5) Imagine evaluating every rule, every decision for its benefits to you rather than because of the perceived obligations on you.
- 6) Let go of realistic. Do you feel worthy of success? If not, will you ever achieve it? *"We will act consistently with our view of who we truly whether that view is realistic or not."* Tony Robbins
- 7) Fear of success comes from a feeling of unworthiness of it. Your subconscious operates based on what feelings you feed it. not the words.

b. Letting go of destructive emotional baggage

1) We hang onto pain and regret as we find some sense of protections...to avoid it happening again. This is baggage that stops us from living the life we so desire.

2) One of the most powerful mindsets the 1% uses: why feel bad?

Think of all the things you have ever felt bad about and what good came out of it? We have been fed a lie: that we cannot be considered a kind decent caring person if we don't feel guilt, pain, anguish, regret and shame. What if you dropped all of those feelings and energy and instead focused on how to make things better in each and every moment?

Never feel guilt again! The cancer about feeling guilty is that we somehow think we can not be a good person unless we feel bad about the thing we have done. Toxic trap" trying to be good by feeling bad. Or "I did something bad, so I am bad."

When you compare you despair!

Perfectionism is equally destructive.

c. Curing the Cancer of "people pleasing"

1) *"Care about what people think and you will always be their prisoner."* There is nothing so devastating to self-esteem than people pleasing or approval seeking. You lose your authentic self. It will make you anxious, sets up resentments, and becomes a vicious cycle.

2) Before you ask what another person thinks of you, ask first WHY do you really care. *"The foundation stone of self-confidence is not having your sense of your value determined in any way by other people and external circumstances."*

3) Live life true to yourself.

d. The magic of making mistakes

"Our greatest glory is not in never failing but in rising everytime we fail." Confucius

1) Change the meaning of failure. Every mistake is just another discovery of how something will not work. Fixed mindset: any failure is a verdict on who you are, your value, your innate ability to become who you want to be.

2) It is YOUR definition of failure: turns failure into something you do versus something you are! It is never your identity unless you give it that meaning. Fixed versus Growth mindset is crucial here as for Growth mindset, never does any failure define you.

"Every failure is a lesson. If you are not willing to fail you are not ready to succeed."

Ken Robinson

3) Failure is the a natural process of success and mastery.

JK Rowling: *"It is impossible to live without failing at something, unless you live so cautiously that you might as well not have lived at all - in which case you fail by default."*

e. How to stop overthinking

"Overthinking - the art of creating problems that aren't even there." Holly Kellums

1) Are you in control of your mind or is it in control of you?

"The mind is like water, When it is turbulent it's difficult to see. When it's calm, everything becomes clear." unknown

2) A ruminating mind keeps stuck in the past...focusing on bad things, choices, what others are saying. It also blocks you from thinking about the future. You get stuck on

focusing on your shortcomings. "Confirmation bias" will recreate mistakes, shortcomings to validate the thinking!

3) We will never know exactly what results an action will trigger but if we go into analysis paralysis, it will sabotage you from getting started.

Warren Buffet *"I'd rather be approximately right than precisely wrong."*

4) Become the observer of your thoughts. Separate from them so you realize you are NOT your thoughts. This will change the way you think, and give you the freedom if you don't like one of your thoughts then change it!

Warren Buffet *"The difference between successful people and very successful people is that very successful people say 'no' to almost everything."* Consistent focus on what is most important.

f. How to eliminate fear, worry and doubt

"Worry pretends to be necessary but serves no useful purpose." Eckhart Tolle

1) Usually we get "programmed" to worry...at some stage in our childhood we saw someone worry and thus, we were trained to react that way. No choice was made. You can unlearn it equally as well. Focus on the upside not the downside. The viscous cycle of worry...this can destroy you.

"Of all the liars in the world, some of the worst are your own fears." Rudyard Kipling

2) Fear will cripple you. The 1% focus on possibilities instead of consequences, whereas the 99% focus on consequences instead of possibilities.

"Your fears are the self-created limits you impose on your own life."

g. Uninstalling negativity

1) *"Do not allow negative thoughts into your mind for they are the weeds that strangle confidence."* Bruce Lee

2) Your life is a reflection of your thinking. Negativity is a virus. Cost of negative mindset is horrific.

3) When you know the negative truth around us, it tends to shape you...you start looking for it. "What will go wrong with this? How will I get screwed over by this? Who will let me down next?"

And then your ego takes over (which always tries to keep you where you are) fights any attempt to let it go.

4) *"When you blame others you give up your power to change."* Dr Robert

Anthony. We cannot possibly be a victim and accept responsibility at the same time. And when we don't accept responsibility, we cannot change!

5) Don't listen to the dream stealers. *"There are two types of people who will tell you that you cannot make a difference in this world: those who are afraid to try and those who are afraid you will succeed."* Ray Goforth.

6) *"Nothing in life has any meaning except the meaning we give it."* Tony Robbins. So, observation is key...look for the good in everything.

7) To get what you want in life, you need to take 100% responsibility. The truth: everything you want is a choice. Confidence is a choice, becoming your best self is a choice, success is a choice, great relationships are a choice, wealth is a choice.

