MINDSET… The new psychology of success! By Carol S. Dweck, Ph.D.

Conference Call #1   2-1-16 with Tandy Flynn dial 1-605-562-3140 (playback 3149) code 147200#

WE all perceive the world and events around us through 2 different views or mindsets:

FIXED MINDSET: believes that your qualities and gifts are pre-set. You are either born with a high IQ & certain talents or not. You operate from a fear based mentality-you are either a winner or a loser. So fear will keep you from trying anything that might be outside your comfort zone or things which you haven't tried before for fear of looking like a loser. Failure is to be avoided at all costs. Challenges and difficulties become very stressful and are avoided due to the fear of the outcome.

FORWARD THINKING MINDSET: believes your basic qualities are things you can cultivate through your EFFORTS. Everyone can change and grow through application & experience. They love a challenge because it stretches their abilities. They have a passion for stretching themselves and sticking to it (persistence), especially when things get tough. It allows people to thrive during some of the most challenging times of their lives.

Here are just a few things to review from the call and begin TODAY:

*1. **Do you believe you have a choice**! You can pick the mindset from which to operate- it is not a talent or something you are born with but something you can cultivate and create. This choice has to be made each day, with each thought, with each action. Ask yourself… am I thinking like a forward thinker or fixed thinker? Do I believe I have UNLIMITED potential????? Mindset is simply a belief, not a characteristic. It is the starting point for change!!!!! What is your belief?*

*2. **Self-evaluate!** Look at how you respond to things, where does your mind naturally go? Fear or Forward? Examine your self-talk, what do you say to yourself when any difficulties occur? Look at the list of words attached and see where you naturally go? Ask others you trust for their input. What can you improve on or change about your communication skills, your work (yes I'm talking premier), your actions? Evaluate each day…what can I do differently today to improve this day over yesterday.   Be teachable!!!!!!!*

*3. **Discover & Attack your fears**! <u>Do at least 1 thing that challenges you every day this week</u>, do it over and over until all the fear is gone & it just becomes a habit. Is it calling a referral, or someone on your chicken list? Then call someone each day this week that makes you a little anxious. Ask for help from others- research the best verbiage, etc… Fix the fear, growth mindsets" fix" things & look for better ways to do it all the time.*

*4. **What excuses do you usually make**? Catch yourself this week, watch your thoughts and what excuses you say to yourself and to others. <u>Write them down when you catch yourself.</u>*

*5. **Efforts!!!!!** Stop concentrating so much on the result and focus on the effort you put into it. Remember, God will not bless the work if there is no work to bless. <u>Do the "Want a show , do a row" & "Share Premier's Opportunity" sheet to see just how many people you ask to book or to listen to the Opportunity</u>? Don't concentrate on the results, you will feel great about your efforts. God will bring results. (these are under new jeweler tab on my website)*

Phil 3:13-16 "Brethren, I do not consider that I have made it may own: but one thing I do, forgetting what lies behind and <u>straining forward to what lies ahead</u>. I <u>press on</u> toward the goal for the prize of the upward call of God in Christ Jesus

Key words

Fixed mindset:	Forward thinking mindset:
Fearful	unlimited
Defensive	potential
Paralyzed	learning
Rejected	solutions
Validated	development
Unmotivated	stretching
Stationary	seeking
Comfortable	adventurous
Winer or loser	developing
Reactive	responsive
Self-focused	others focused
Pessimistic	optimistic
Excuses/blame	self-evaluate
Isolating	community minded
Pre-destined	creative
Impatience	patience
	cultivating
	persistent
	thriving