

## DUMP THE MIND TRASH

- ▶ **Dump the Mind Trash:** Mind Games that Prevent us from Achieving Victory. All are related to Fear of Failure (If I take ownership I might fail); Fear of Success (If I succeed others will expect more of me); Fear of Committing (If I never really try, then I can't fail), Fear of Disappointing Others.
  - **Fear of Not Enough** - need more evidence to make a decision, more time, more energy, more confidence, more details. "I'm not sure I'm going to handle this properly".
  - **Constant comparisons**- habit of comparing yourself to the people and things in the external world to validate our belief of who we are. "I don't want to be salesy or pushy".
  - **Need for Struggle** – Overachievers define their self-worth by what they do, what they produce or by being busy – need willpower. Struggle gives them a sense of control. "I'm really unlucky, nothing good ever happens to me".
  - **Perceptions of Control** -- happiness depends on rearranging the world to fit their idea of how things should be. "They won't be able to afford it".
  - **Illusion of Time** – focused on what you don't have instead of what you do have. "Everyone is struggling in this economy".
  - **Clinging to Hope** – waiting for other people or events to solve our uneasiness about who we are. "It's not polite to talk or ask about money".
  - **Striving for Certainty** – occurs when the need to know an outcome keeps you from acting, making authentic decision and owning what you can do (perfectionism). "I'll wait because now is a bad time". "They'll let me know when they are ready". "I don't want to risk rejection or failure".
  
- ▶ **Acknowledge Emotional Resistance:** Typically experienced as Call Reluctance
  - **Minimizing** – it's no big deal
  - **Intellectualizing** – I have other clients I need to help
  - **Avoidance and Procrastination** – Been too busy, it's too near the holiday or just after the holiday
  - **Humor/Deflection** – I can get away with my good looks
  - **Denial** – Everything is fine
  - **Bodily signs** – headaches, stomach problems, neck/back pain, sleeplessness
  - **Overall:** It's too early, it's too late, it's too hot, it's too cold, in short any excuse you can create!