



Belief: Strengthening Your Belief System for Leverage Results

Hey, welcome back! I love this part of the conversation. This is the part where we talk about our beliefs. Now, if you've been through the potential on the environment of excellence you know that creating an amazing external and an amazing internal environment of excellence will lead to having better belief systems. Not better belief systems but different once. Once that really serve you productively.

The beliefs are the things that lead to the actions you will take. If I believe something to be true about the world, I will take a particular action. If I believe the world is a really, really dark place and I believe that I am hopeless, and I believe I'm not good enough, I'm not worthy... and it take very different actions in the same situation as someone who believes that the world is a great place and that problems really serve us. There is nothing that comes my way that I'm not equipped to do with even whether I think I've got the tools or not. It is a very, very different action that gets taken even in the phase of the same problem or the same thing that you're working on. So beliefs are the biggest, biggest and most critical tipping point between the actions you've taken and the results that you've gotten in the past and the results you get in the future.

Now, what is it about beliefs? Now that you got this awesome environment. You walk in your offices, fantastic. You got your morning routine. You're saying these things in your mind that really get you started on a great footing for the day. Where beliefs really come into play? It's when we hit the speed bombs in our day to day life. Now, if we're talking about business. It might be a money problem, a stuff problem, relationship, an argument that we have, or something that comes along with the speed bomb.

Now, we started the day in such a great way and then all of a sudden these brick walls come at us at a hundred miles from where they are. This is where the belief system really comes into play. If you want to foster a great belief system... If you want to take yourself to new levels of beliefs... So that you take different actions... It all comes down to this... The mantras that you say in those moments, you change the internal dialog and you couple that with the physiology of excellence. So, for example, when a problem comes my way, I know that in the past, no matter how big the problems been... No matter how bad it seems on the surface... I know that I managed to find a way through that problem. I was a bigger, better product... More compassionate human with more capabilities having being through that problem. So when looking all back in the past, all my problems were gifts. So I shift the mantra when a problem comes my way, when I hit that speed bomb. Right in that moment, it's a tough, tough problem and I say to myself, "this is it and it is perfect."

Every problem is a gift wrapped up. When I work through this problem, I'm going to grow into a person that I can't even imagine. It's going to be fantastic even though it's tough in the moment. So the thing that I say when the proverbial is hitting the fences I say, "this is it and it's perfect." This is a great place for my growth. I'm doing business. I'm doing relationships. What might happen to your belief system and the actions you take if rather than acting from fear and scarcity? You step up and look at it with the physiology of excellence and you say "this is perfect and I love this problem." I even don't know how to



barefoot **BUSINESS**

work through it right now. I know that I will find a way and when I do, it's going to even better than it was before. What does that do for your actions? What does that do for your results?