



Results: Power outcomes! Not Just results!

Now, it's time for the ultimate conversation in our series on three-minute business Ultimate Results. This follows on from our actions conversation that we just had. In the actions conversation, we talked about finding the purpose, finding the reason why we're doing something and that changes the results that we get. In the example that I gave in that was paying the bills. Now, what is it for you if you are in the sales row? It might be just something that you have to do to update your notes on a client. If you're the CEO of the company, you got lots of these things that you can be drawing on it. Everyone has these areas in their own life. Now, the example I gave was paying the bills. I said that you get different result if you change the reason why. Well, the outcome of the result was actually the same. The bill got paid. But the real result is different to that tangible thing that we can see and we can measure. The real result was that the way we try short shifted. My attitude towards it shifted.

Here's the thing with results. Your results always reinforce your beliefs. So, in the whole scheme we talked about our potential. Our potential creates the platform for our beliefs. Our beliefs change our actions and our actions give us very, very different results. The results that we get will always feedback in and reinforce our beliefs. So, it is a little bit sneaky when I said you get a different outcome because for all intents and purposes. The bills up high. What do you do if you grudgingly all what you do with figure and really excitedly... But that is not the important thing. The important outcome... The important result that shifts when you do it with that reason why, you have the results that will reinforce even more powerful beliefs.

So, what do you do to build your beliefs even more? When you build your beliefs into something that serves you even more, you take actions that have an even bigger reason why. You get even better results and that will feed the belief system again. So, how do we take a result when paying the bills? Have it foster and grow that belief system again. It's simply this... Link it back through the reason why again. So, I paid the power bill. If you didn't listen to the last podcast, you're not going to get the context. So go back and listen to it. We will be here when you get back.

The results I got from paying the bills wasn't just to pay the bills. The result I got when I paid the bills was I contributed to my ultimate financial freedom for a generation along well strategy, for my family. We could tie into the belief that I've told myself that I have the capability and the possibility. I have it within me right now to create ultimate financial freedom in a generation all along well strategy, for my family. So, I take the result. I take the outcome. Paying the bills... I put it back through the purpose of... When I look at the end of the day, notice the job that is being done. But at the end of the day I have made massive inroads and I have strengthened that belief in creating ultimate financial freedom for myself and my family. That's the key to results and having results work for you.

You can do your to-do-list and then finish at the end of the day with a satisfaction of taking things off the list... or you can do your to-do-list and at the end of the day, go back, look at even the time is most insignificant thing that you think you've done and link it back to your belief system. Now, we'll foster and grow your beliefs so the next time your belief system just grows and grows and serves and it get so,



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so powerful. Then you get so productive. Your outcomes get met like you would never ever believe. You become a real inspiration to the people around you. That's the key to taking results and having results really grow your beliefs.