

Ultimate Results: Why Changing Actions Won't Change Your Results

Hi, this is Kamahl from barefootbusiness.com.au. Welcome to three-minute business.

In this three-minute business we're going to talk about getting the results that you are really looking for in your life and before you press the stop button I know that every business coach, every life coach, every motivational speaker on the planet talks about getting the results that you want in your life and how to go about it.

But you know what if they actually taught you the real strategy that works we wouldn't need to hear it in fifteen different ways and still have non results in their life.

There's a couple of reasons why, it's a very good business reason why it keeps you going back for more seminars to get more information. But there's a reason why they may not even be aware of that it doesn't work.

They say change your actions.

If you change your actions, you get different results.

If you wake up one day doing x then you get an x result. If you wake up the next day, Hey! do Y then you get the Y result.

But it doesn't always work like that.

There are so many examples in life, think of some of your own examples where you've done different actions but those different actions have led to the same result.

"It's not what you do, it's how you do it", sang by the great Ella Fitzgerald.

It's not the action that you're taking, that's the problem, it's the way of being when you're doing that action, that has us achieve results or not achieve results.

Although we don't actually not achieve anything but we get something other than what we thought we were looking for.

So it's not the actions.

If we want to get different results, we need to go one level deeper than that.

And when we dig below that we get to a way of being. We get to our belief system.

Our belief about our abilities. Our belief about who we are and our capabilities. Our belief system is structured in such a way that it will have us do an action in a very very very different way to someone with a different belief system.



And if you want the secret to unlocking a belief system, just listen to the words people say. When they say "I am", they are giving you a window into their personal beliefs. "I'm angry", "I'm frustrated", "I'm sad", "I'm hopeless at this", "I'm excited!".

Whatever their I am statement, whatever your I am statement it is a window into your belief system.

So someone about to go into a task to get a result who walks into it going "I'm really frustrated that I haven't been able to find a way to do this, this is really hard". You know they got that sort of belief system as they walk into it. You're going to get a very different result to someone who's going "I am absolutely amazing at solving problems. I can solve any problem that comes my way no matter how difficult it is, I believe that problems are gifts. And I'm going to grow through the problem that comes my way. And we're going to solve this thing. And we're going to solve it even better than we thought."

Those two different people going into the same task are going to get very very different results. I promise you.

So if you want to start getting different results, forget about changing the actions. Forget about it. Go straight into your belief system. Get yourself in a state of being. Create your own potential by saying those "I am" statements.

Get into state. Stand up tall. Call it out loud. "I am a problem solver". "I am the person who can think laterally, who can come up with solutions to problems that nobody else can come up with them. That's how I get the results I'm looking for."

Then go and do the task.

Then go and do the action step. And then see what results you get.

Until next time. Live extraordinary.