



on

The Language of Success

Self-Talk

“Our mission is to help you make your vision a reality.”

A Fresh Perspective, Inc.
www.getafreshperspective.com
Telephone: 401-247-0556

47 Asylum Road Warren, RI 02885
E-mail: Lyn@getafreshperspective.com
Fax: 401.247.4834

Self-Talk

The Words You Say Make an Amazing Difference... Especially the Words You Say to Yourself!



Fill in the Blanks

- ◆ “It’s _____ at the top.”
- ◆ “Money is the root of all _____.”
- ◆ “If something can go wrong, _____.”

Replace Negatives with Positives

We have all memorized negative self-talk! It holds us back and drags us down. Beginning today, catch yourself and replace negative talk with positive phrases.

- ◆ When in doubt, say “I _____ do this!”
- ◆ Consciously replace “if” with “_____”.
- ◆ Say to yourself, “I will do _____ what others will not do, so I can have _____ what others will not have.”

“I’ll See It When I Believe It!”

Visualize your success. “See” your life as you want it to be. Your mind only _____! Invent your life in your mind **as you want it to be**. Imagine it **in the present tense**. Write down what you “see” on the next page in full, rich detail. It may take you a while to do this exercise. Few of us are accustomed to thinking this way. We can tell someone what we *don’t want*, but we haven’t clarified what we *do want*.



Begin today. Complete the page within the next 10 days. Come back to it often and make changes until it reflects the vision that can motivate your action. Allow your dreams to unleash your personal power! Answering the following questions will help clear your vision.

What do you love to do?

Where do you love to hang out?

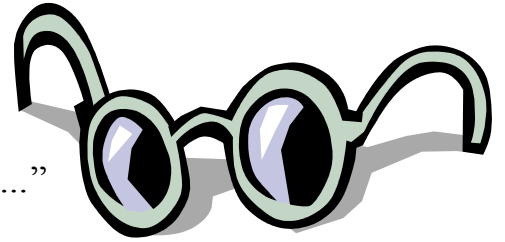
Who are the important people in your life?

Who are your mentors?

Self-Talk

“I’ll See It When I Believe It!”

“When I envision the life of my dreams, this is what I see...”



Self-Talk

Post Visuals

Draw in the space below or try this “Dream Activity.” Choose two or three magazines that you like to read. Flip through them and cut out pictures, words and phrases that jump out at you. Glue them to a piece of paper or poster board and hang it in your workspace. This “Dream Sheet” will represent things that comfort you, excite you and make you feel wonderful!



Write An Affirmation

Write a few words that will affirm your belief in your ability to create the life of your dreams! Carry it with you...post it where you will see it every day...repeat it often to keep the doubt away.



S-T-R-E-T-C-H Your Comfort Zone

The more you stretch, the more new thoughts, ideas and skills are inside your comfort zone. How do you want to S-T-R-E-T-C-H?

Self-Talk

A Fresh Perspective on Your Future

Make a **personal action plan** to make your dreams a reality.



WHY did you join your company?

- ◆ Did you fall in love with the **PRODUCTS**?
- ◆ Does the idea of working with **PEOPLE** make you smile?
- ◆ Will your business help you fulfill an important **PURPOSE** in your life?
- ◆ Are you thrilled with the **PROFIT** potential?
- ◆ Do you want to achieve **PERSONAL GROWTH**?

Write your most important **WHY** for building your home-based business:

You already have lots of skills and talents that will help you be successful.

Write down the assets you already have:

What is your “action motivator?”

“Fear is that little dark room where negatives develop.”

What do you want to achieve?

Financial success starts with deciding how much you want to earn and what you’ll do with the income.

How much do you want to earn? _____

What will you do with the money? _____

Learn to set “Target Goals”

Goal setting doesn’t need to be win/lose! Learn to set “target goals.” The **bulls eye** is what you are aiming for...what you would **most** like to achieve. The **outer rim** goal is the **least** you will accept. Try it yourself. There is power in writing your goals!

In the next three months:

Bulls eye goals:

Outer rim goals:



By one year from now:

Bulls eye goals:

Outer rim goals:

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Time Is the New Currency

“Time is a created thing. To say, ‘*I don’t have time,*’ is like saying, ‘*I don’t want to.*’”
We make time for our priorities.



When will you work?

Your business can fit perfectly into your life. You decide when and how much you will work.

_____ I want to work part-time
I will commit _____ hours/week
_____ I want to work full time

Sun	Mon	Tues	Wed	Thurs	Fri	Sat

1. Pencil in your current priorities (things you cannot or will not change) on the calendar above.
2. Now, **HIGHLIGHT** the dates you are available to do parties. Be sure that you have identified **ENOUGH** dates to meet your personal sales/income goals.
3. Transfer the dates that you want to work in the next three to four weeks to your *Open Dates* sheet. These are the dates you will offer prospective Hosts. If you don’t book a date that you are available to work, spend that time “dialing for dollars.”
4. Schedule pockets of time each day for other business-building activities such as phone calls and other income-generating activities



Self-Talk

Daily Planner

Day _____

Date _____

TOP 10 THINGS TO DO TODAY

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____

7:00	_____
8:00	_____
9:00	_____
10:00	_____
11:00	_____
Noon	_____
1:00	_____
2:00	_____
3:00	_____
4:00	_____
5:00	_____
6:00	_____
7:00	_____
8:00	_____
9:00	_____
10:00	_____

CONTACTS FOR TODAY

Name, phone #, e-mail

Result

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Who will you talk to?

© A Fresh Perspective, Inc.
Lyn Conway

www.getafreshperspective.com
lyn@getafreshperspective.com

Phone: 401.247.0556
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Everyone you know and everyone you meet may be interested in the three services you offer:

- ⇒ The chance to purchase products.
- ⇒ The opportunity to receive free products for hosting a Home Party.
- ⇒ The best opportunity of all...the chance to do what you do!

Take the 5-Minute “Who Do You Know?” Quiz. Pick a quiet spot. Set a timer for 5 minutes. Write down everyone you can think of. Consider this a brainstorming exercise. Don’t prejudge who will be interested in your services...just write as fast as you can! Don’t worry about addresses or phone numbers right now. Include the people with whom you do business or meet throughout the day, even if you don’t know their names. (Dental hygienist will do fine for now!)

Who Do You Know?

Remember...	_____	_____
Relatives	_____	_____
Friends	_____	_____
Neighbors	_____	_____
Co-workers	_____	_____
⇒ Past	_____	_____
⇒ Present	_____	_____
⇒ Spouse's	_____	_____
Health Club	_____	_____
Sports	_____	_____
Civic Activities	_____	_____
People from:	_____	_____
⇒ Church	_____	_____
⇒ School	_____	_____
⇒ Children's friends	_____	_____
⇒ Holiday Card List	_____	_____
Business Contacts:	_____	_____
⇒ Banker	_____	_____
⇒ Hair	_____	_____
⇒ Nails	_____	_____
⇒ Accountant	_____	_____
⇒ Dentist's office	_____	_____
⇒ Doctor's office	_____	_____
⇒ Post office	_____	_____
⇒ Grocery store	_____	_____
⇒ Chamber of Commerce	_____	_____
⇒	_____	_____
⇒	_____	_____
⇒	_____	_____

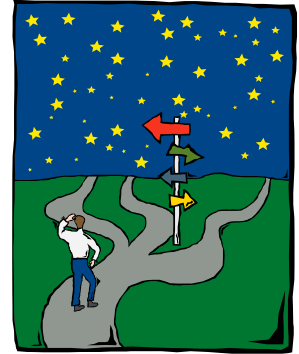
**Carry your list around all day and keep writing names.
A BIG LIST is like money in the bank!**

Self-Talk

Success is a Process... Choices are the Tools!

What's stopping you?

- We fill too many roles. Write down the roles you currently fill:
- We change our priorities to meet the needs and expectations of other people. Learn to say, "No" to things that are not a priority to **you**.



Success comes from action!

You give yourself an edge when the action is a habit!



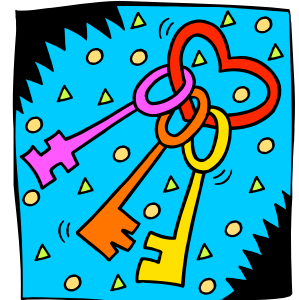
- ◆ What habits do you have that are helping you be successful?
- ◆ What habits are holding you back?
- ◆ What one habit would make a big impact on your business life?

The Three Keys to Creating the Life of Your Dreams.

Believe...in yourself, in other people, in your business opportunity. Most of all, believe in your ability to create the life of your dreams.

Choose...your level of involvement, your roles, your goals, your priorities, your time commitment, your paradigms, your attitude.

Act...on your choices. Action creates energy and raises self-esteem. Your actions don't have to be perfect, or perfectly consistent. Just get going!

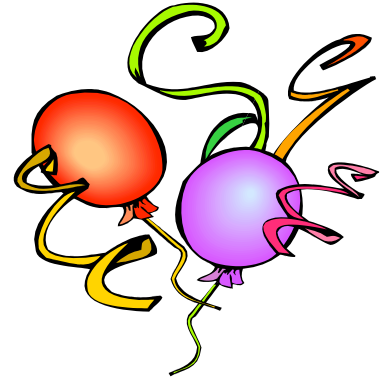


Belief May Precede or Follow

It's *hard* to believe! We doubt ourselves and our own abilities. Create your vision, choose your goals and get into action anyway. The more you do, the better you'll get and *the belief will follow!*

Fresh Ideas

You just heard lots of new ideas. You can't possibly try them all right away. Pick out just a few that you want to use right away. Then listen again later and pick out a few more.



- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.