



SUMMARY : UNIT 1 : Chapter 5 : What's Holding You Back?

Unseen Forces Holding You Back

You have a great deal of potential, but you may have attitudes about yourself or certain situations that won't let you release it. More than likely, it is an emotional response inside you that is holding you back. Ask yourself, "Where am I avoiding? Where am I engaging in things that have nothing to do with the task?" It's probably your attitudes.

You have stored attitudes about people and things and ideas, from when you were very young until today. They are all stored in your subconscious, and have been there so long that you don't even realize they exist.



Attitudes

Now, you say, just what is an attitude? Well, an attitude is simply the direction you are leaning. If you've ever flown an airplane, you know that the plane's attitude is in relation to a fixed point like the horizon. It is either leaning toward, or leaning away. You are the same.

You have a positive attitude if you perceive the good in the music, the food, or the business, the job or social setting, and you unconsciously create drive and energy to possess it. A negative attitude doesn't mean bad. It simply means that you perceive a situation to be uncomfortable or embarrassing. Your creative subconscious stimulates creativity to help you avoid the situation. You lean away. You don't let yourself learn anything new, because "I don't feel good about this. It's a gut feeling. It's not right."

You need to do some self-examination, to discover attitudes that could be in your way. Then, you will use the affirmation process, which I will teach you later, to change the emotional feedback to be more appropriate for the person you are going to be. It isn't a matter of just doing it. You can't force this from the outside, and discipline is not the answer. Change your attitude to be constructive and positive, and watch yourself become inventive and creative to seek out the good.

Example

Diane and I were looking for a new house years ago. Now, I don't like cutting the grass, and Diane found a house with three acres of grass. I said, "We can't get this house," and Diane said, "How come?" "Well, look at the lawn. I hate mowing the lawn." You see, I was preventing Diane and me from having what we were capable of achieving because of an attitude about cutting the grass. Diane's answer to my complaint was, "Well, hire a gardener." Hire a gardener?!?!?! I'm an ex-football coach. What will my friends think? I won't have any friends, me with a gardener. Well, Diane decided we were getting the house, and I could either change my attitude about cutting the grass or about having a gardener. We've been living there over twenty years - and I have a gardener.



We used to coach kids by punishing them. You would get them grooved into behavior patterns, and if they deviated from them, we would make them run the stairs or do push-ups. We'd ridicule them, or not let them play. So, they'd get themselves patterned and never deviate. When you talked to them about change, they'd get a negative fear feedback response. You have people working for you who have been raised this way. They are so inflexible. They will fight you to the death, not because they don't have the potential, but because they are that afraid of change.

When I first went into this business, I had an attitude about selling - teachers don't sell. I just thought I could sit there and people would come to my seminars. Well, nobody was coming. What was I going to do, go broke? I chose to change the attitude. Now, I even like it. I had an attitude about wealth, that it was evil, nasty or sinful. How come? Because I was raised poor. Everybody I knew was poor. If you have that kind of an attitude, and you put yourself into business, you will keep yourself poor. You won't allow yourself to grow by changing a simple attitude.

What you need to do is examine the attitudes that you presently have, in relationship to your goals. Keep reflective notes on yourself. You want to be self-examining daily or weekly. "Where am I blocking myself? Where am I holding myself back?" You need to know yourself very well, because the process I am giving you allows you to alter your own attitudes.

You will become a much better coach and mentor. You recognize that people are not just stubborn and belligerent, and they are not fighting you to the death because they are ornery. They are afraid, and that fear is very debilitating. With what you are learning here, you will be able to help them change their attitudes, change their feedback loop, so that they allow themselves new friends and new adventures, to enjoy life and expand their horizons.

Now, you just need to apply it.