

## Unit 5.2 Visualization

### OVERVIEW

One of the most important tools in achieving your goals is your ability to control your forethought. You do this in part through a technique called “visualization.” Unique to human beings is the ability to look into the future through your imagination, and to see the future in the way that you want it, before it actually exists.

When your life or career or relationships are out of order, or when you feel like you are wandering around lost, you tend to move in the direction of the strongest image. Often, the image that is strongest is the one that you are accustomed to—the way that you’ve always done things in the past. But if you allow yourself to visualize a different—and better—future, you are likely to move in that direction instead.

If the image that you visualize turns out to be a little frightening—says it’s of a goal that’s really big and imposing—you may become intimidated, and your anxiety may increase. That’s okay. But it *isn’t* okay to remain intimidated. To be successful, you have to become bigger than what scares you. And the best way to do that is through visualization.

In doing this, you don’t ignore the obstacles in your path. But you do figure out ways to overcome them. And you keep yourself going in the right direction through affirmations: “I am succeeding. And when I face setbacks, they are only temporary. I am achieving my goal.”

### UNIT QUESTIONS / EXERCISES

1. Think about a goal that you want to achieve. Now, construct a vision of that goal. What does it look like? How does it feel? Share your answers with your coach and/or the group.

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2. Think of a time when you set a goal for yourself that was very challenging, maybe even a little frightening. Did you achieve your goal? How did you get past your fear in order to succeed? Discuss your answers with your coach and/or the group.

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3. Think about how this applies to your work relationship at John L. Scott. Name a goal that your organization or team would like to achieve. What are some of the obstacles that you might face? How could you overcome these obstacles? Share your thoughts with the group.

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