

Unit 5.5 An Optimistic Life

OVERVIEW

By now, you understand how powerful belief can be. One affirmation doesn't always create belief, of course—ask any smoker who has tried to quit. Rather, forging true belief typically takes repetition after repetition after repetition. It is the reiteration of the visualization that changes the neurons in your brain.

However, in certain circumstances, one affirmation *can* make a significant change in your behavior. Let's take the case of two people who are getting married. On the morning of their marriage, they're single, unattached, and independent. Within a few hours, however, they will be married, attached, and highly interdependent. A single set of marriage vows will have completely transformed their situations—and, in the best case, their beliefs.

True, it's not really quite that simple. Two people who are getting married probably will have visualized themselves *being* married for a long time before they actually exchange vows. And even afterward—sometimes, long afterward—problems will occur. Despite their best efforts, they will find themselves far outside of their comfort zone.

How do they succeed? The answer is straightforward: by continuing to visualize themselves as succeeding. Ignoring the bad—or, if it is true, at least placing it in the proper perspective. And continually emphasizing the good. These are the ingredients of an optimistic life—and, ultimately, of a successful one.

UNIT QUESTIONS / EXERCISES

1. What is the most optimistic future that you can imagine for yourself? What stands in your way of achieving this goal? What can you do to overcome these barriers? Share your answers with your coach and/or the group.

2. Imagine this optimistic future again. Do you really have a right to be optimistic? To be successful? To have the kind of life that you want? Discuss your answers with your coach and/or the group.

3. Think about how this applies to your work relationship at John L. Scott. What is the most optimistic future that you can envision for your organization or team? What stands in your way of achieving this goal? What can you do to overcome these barriers? Share your answers with others in the group.
