

LESSON FIVE

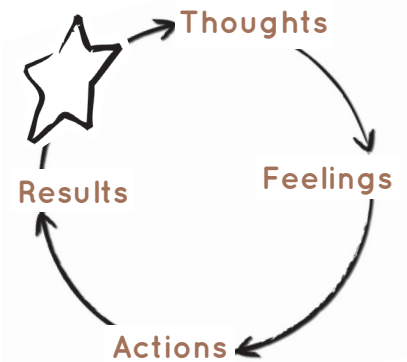
THINKING INTO RESULTS— The Trick to Staying in Charge No Matter the Circumstance



- Immediately stop permitting the outside world to control your mind. Objectively observe what is going on in your outside world. Don't be a part of it. Look at your results like a stranger might.

Say, "Hmm, I don't think that's what I want," and then begin to **think of what you do want**. Think thoughts that will create the idea of what you want. The thoughts cause the feelings, the feelings cause the actions and the action produces a new result. At that point you consciously observe the new result, you mentally adapt to the new results and immediately begin to think the thoughts that create the idea of how to improve upon it.

- Remember, it starts with the thought. The thought causes the feeling, the feeling causes the action, the action causes the result. Take a look at the result, adapt and start a new train of thought. You stay in charge of you. Don't let the outside world control you. You control the outside world.



THINKING INTO RESULTS INDIVIDUAL WORKSHEET

1. Choose one of the four mental faculties on the following pages to explore in more detail by reflecting on the following questions.

A. Reason: One of our mental faculties is our ability to reason. Reason is our ability to think.

- i. Recall a situation at work that is not going well and could be better. Write down a short description of this situation.

- ii. Notice your thought patterns about this situation. What are you saying to yourself about this situation, what is your "thinking" about this situation? Are your thoughts negative-pole-thinking?

- iii. Now, use your capacity to think to transform this situation. What if you begin to think about how to make this situation better? How would you verbalize those thoughts? How can you transform your thinking about this situation? What thoughts would be positive-pole-thinking?

B. Perception: Perception is your point of view, the way you see things.

- i. Recall a situation that you would like to find a new solution for, something that is not working that you would like to transform. Describe this situation.

- ii. Now, change your perception. Consider a new point of view. Imagine you are someone who, without a doubt, could succeed in this situation. How would this person think about the situation? What would their point of view be?

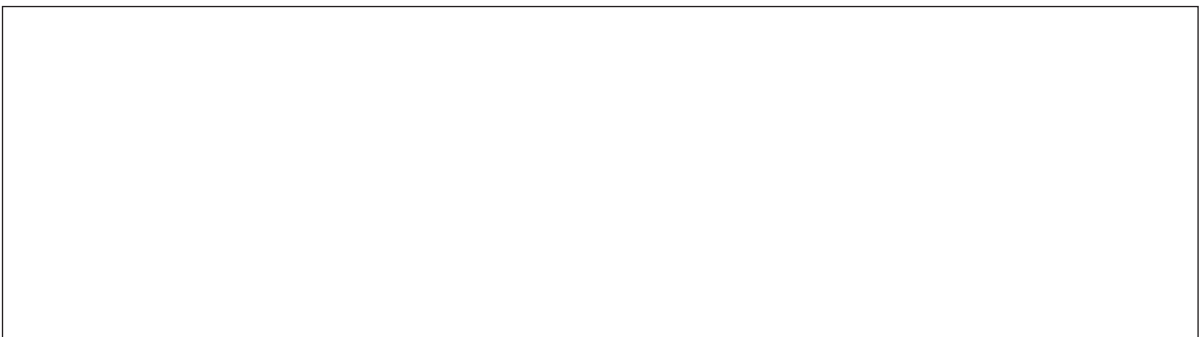


- iii. Can you adopt this perception? What action could you take to embrace this new perception?



C. Imagination: Imagination is a marvelous and miraculous force.

- i. How can you strengthen your imagination? When faced with a problem or situation that isn't going as planned, how could you engage your imagination?



- ii. Describe a situation you would like to improve.

- iii. Now, use your imagination to tap into other possibilities for how you can improve this situation. Get a blank piece of paper, and in the middle write down a brief description of the situation. Now, brainstorm ways to improve this situation. Identify at least 5 brainstormed ideas on how you can improve this situation. Let your imagination go!

- D. **Will:** Will is your ability to focus. The more you practice developing your will, the stronger it will become.

- i. Now, focus on a situation you would like to transform. Call to mind how you would like this situation to transform. Now focus on it. Focus on the ideal situation you would like to create. Hold this new situation in your mind, focus on it. If your focus changes, call it back to this new solution you are creating. Practice holding your focus on this new situation for at least 5 minutes.

2. Are your results causing your thinking, or is your thinking causing your results? This is a very important distinction, probably the most important point to make in this lesson.

3. Think of a situation in the external environment. Maybe this is a situation about work that is not meeting your satisfaction. What is the situation?

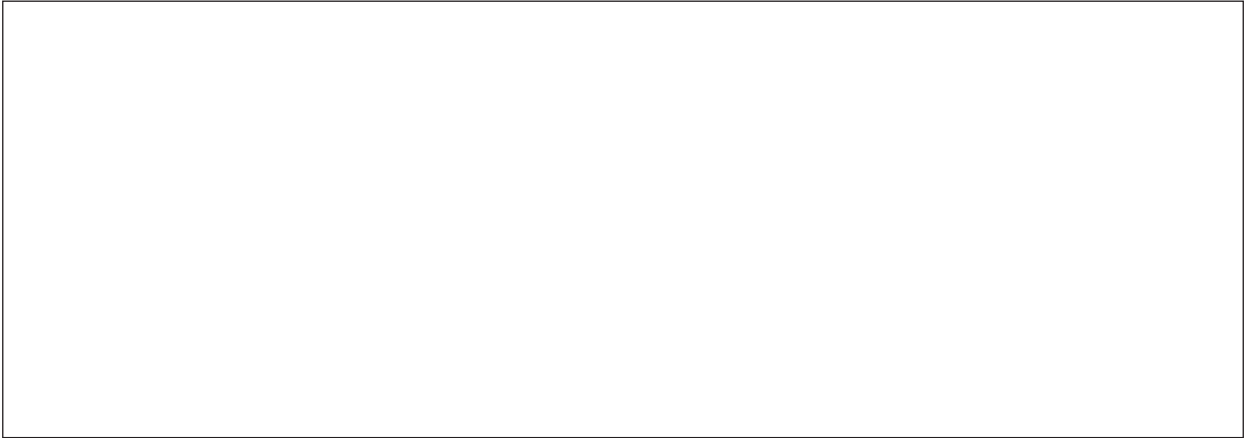
- i. What is your thinking about this situation?

- ii. What are the actions you are taking because of your thinking?

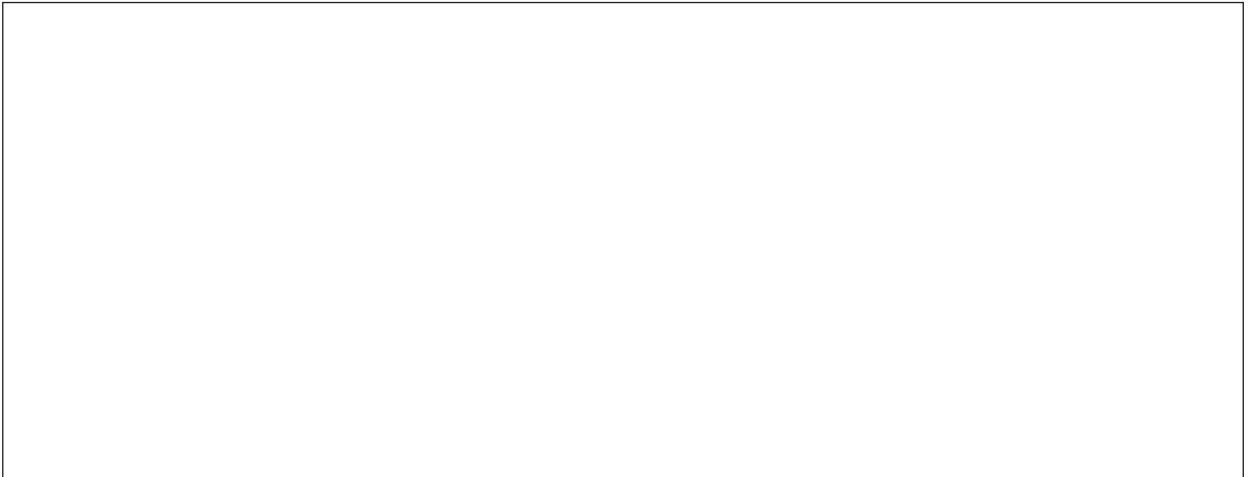
- iii. What are the results that are created? Are you getting the same result, over and over again? Is your thinking helping you get to your desired results? Or are your results not changing?

4. Now, shift your thinking process. Look at the result. Describe the result.

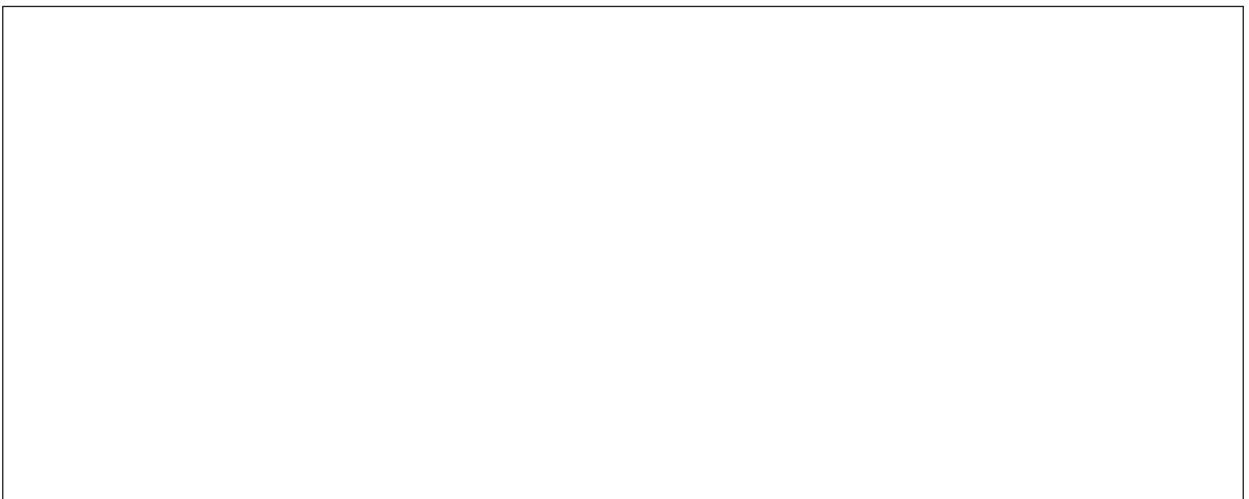
- i. Is this something you want? If not, begin to think of what you do want. Build the image of what you do want in your mind.



- ii. What new thoughts can you have about this situation? How can you think about the situation differently?



- iii. What new feelings could you have about this new image, feelings that leave you inspired and excited. How do you feel about these new thoughts?



- iv. What actions are you inspired to take as a result of these feelings? Where will these actions lead you, to what results?

5. What one action can you commit to taking this week that will support your new thinking and the achievement of your goals?

THINKING INTO RESULTS TEAM WORKSHEET

1. Describe a situation the team would like to transform and change. What is the current situation?

2. What are the thoughts the team has accepted about this situation?

3. What are the results that are created as a result of these thoughts?

4 How long has this thinking and result existed?

5. Are you ready to transform this situation? If so, complete these questions.

- i. Instead of thinking from the outside in, think from the inside out. What are more positive, empowering thoughts the team could have about this situation?

- ii. How does this new thinking cause the team to feel? What are the feelings about this situation now?

iii. What are inspired action steps the team can take to transform this situation?

iv. How could this new thinking and action lead to better results?

6. What action steps can each team member commit to over the next week that supports the new thinking about this situation?