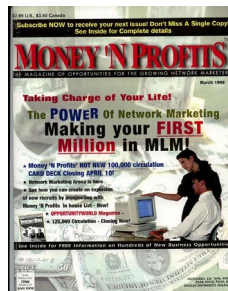


As seen in
Money 'N Profits
 magazine

March 1998



Motivation

Program Yourself For Success

by David P. Schloss

Have you ever stopped to think about how incredible the human brain is? It has the ability to process thoughts and images at an unbelievable pace, like a computer, only faster.



ready to retrieve whatever you decide. For example, if you look at a task and think, I can't do it, your mind will go into its memory bank and begin pulling out all of the reasons why you're right. It will remind you of all the times that you tried the same thing, or something like it before, and failed miserably. Another part of your brain will back this up by telling you that you're crazy to even think of trying this again!

The opposite is also true. If you looked at the same task, and thought, I can do it, your mind will again begin pulling out reasons why you're right. Your mind will remind you of those experiences when you were a great success, and the rest of your brain gets in the act again by telling you that you can do this, and there is no way you can fail. This is why what Henry Ford said is so true, "If you think you can, or if you think you can't, you're right!"

I can't overemphasize the importance of positive programming. Especially when you consider that a lot of what we are bombarded with on a daily basis is negative. Take the evening news for example. Most all of what you see on an average news broadcast is negative. From the stabbings, shootings, and robberies, to the meteorologist telling us there is a 30% chance of rain, instead of 70% chance of sun. And don't forget the sportscaster chiming in with phrases like "sudden death" victories.

Many people who believe they aren't programming negatives, probably are, if they're watching the ten, or eleven o'clock news and then going straight to bed before they have a chance to turn around the negatives they absorbed from the broadcast. They awake the next morning by something called an

alarm clock, (try using the word "alarm" in a positive way) and then head for the television for more of the same news before going to "fight" traffic on the way to "work."

It's important to stay current with what is going on in the world, but it's just as important to make sure that you do not start or end your day with negative events. If you're going to watch the late evening news, make sure you take some time afterward to program some positive thoughts before you go to bed.

We are programming constantly, but most of it is not really helpful. For instance, ever hear a certain song on the radio and have it immediately transport you back to another place in time? That particular place and time could make you happy or sad. It's all dependent on two things, the song you're listening to and what was happening to you when you first heard (programmed) it.

Successful people have many things in common. Most importantly, the development of a winning attitude. They're positive thinkers, and have learned how to program their minds with the power of positive imagination. They see themselves succeeding, not failing.

If you're in sales, and you have made a sale at least once, all you have to do is recreate the situation, and with it, the feeling, that you had in your mind when you made that sale. By doing this you're building on a positive. You know you have done it once, so you can do it again and again. Remember, once the subconscious mind accepts an idea, it begins to execute it. Your subconscious mind is always at work, which is why you are what you believe.

Celebrate, relive and learn from your successes. Also learn from your failures.



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Ask yourself what went wrong, why it happened. Then determine how it will be better next time. Not how you hope it doesn't happen again. How it WILL be better! With this accomplished, move on. Don't continue to dwell on failure or you'll never get started again.



Decide now to improve your life. If you want to take a step toward becoming more self-confident, start by building confidence in what you already know.



It's been said that winners make things happen and losers let things happen. Winners make things happen because they program themselves for success everyday!

David P. Schloss is President of Motivation Plus, Inc. His motivational books and audio cassettes sell throughout the world and are available for individual purchase or corporate bulk discount. He can be reached toll-free at 888-696-2001. Or visit his web site: www.motivation-plus.com