

To Change Your Results, Change Your Thinking

-William Maloney, Sr. Strategic Talent Management

Here are ten ways that can bring about real self-improvement and success, from the power of positive thought to overcoming adversity in your life. We encourage you to work through these ten areas and to move beyond the reading of them to look purposefully at the questions. Progress is certain when you decide to work through each question and choose to make changes in your thinking and in your actions.

I. POSITIVE THINKING: Your perspective

It is not what happens that makes you successful; it is what you do with what happens.

1. Are you thinking positively about yourself and your job?
2. Did you smile before leaving home for work?
3. When you deal with negative people, do you always maintain a positive attitude?
4. Have you helped a customer or fellow employee solve a problem in the past three days?
5. Are you currently enthusiastic with your life role and work responsibilities?
6. When you suffer a "setback," do you immediately go to work on restoring your positive attitude?
7. During the past 24 hours, have you read or listened to positive material?
8. Are you planning for a positive quiet moment for yourself so you can reflect on ways to improve in your area of responsibilities?
9. Do you sincerely feel that each of life's problems facing you contains the seeds to its own solution?
10. When you face a tough situation, do you visualize a positive outcome ahead of time?

II. INTEGRITY: Your foundation for success

It is not what you say that builds your integrity; it's what you do.

1. Does your plan for success include a personal standard of ethics?
2. When you have to choose between what is right and what is advantageous, do you always choose to do what is right?
3. Do you have a definition for integrity?
4. Do you practice integrity in all your dealings with internal and external customers?
5. Do you treat people with respect?
6. Are you honest with yourself?
7. Can others rely on your integrity?
8. Do you honor your commitments?
9. Do others look to you for leadership?
10. Have you clearly thought about your values and principles?

III. DISAPPOINTMENT: The cradle of ambition

Every dark cloud has an unseen benefit, for those who look for it.

1. Looking at past disappointments, can you see how they have helped you grow?
2. Are you willing to accept present and future disappointments as growth opportunities?
3. Do you accept the fact that you can't expect much sympathy from other people when you are experiencing disappointments?
4. Do you have the courage to look at life as it is and still get up and go on?
5. When you experience disappointment, do you give yourself a chance to rediscover your true strengths?

IV. GOALS: The vision that keeps you going

Success in life is not a target – it is a life journey.

1. Do you have a personal vision and mission statement to bring your life energies into focus?
2. Are you following clearly stated and achievable goals for your career and for your personal life?
3. Do you have a detailed daily, weekly, and monthly action plan for how you will achieve your goals?
4. Do you regularly check your progress and adjust your course of action?
5. Do your goals include ongoing education to ensure your progress?
6. Do you reward yourself for achieving your goals?
7. When you run into difficulties, do you redouble your effort and renew your faith in your mission and goals?
8. Do you know what motivates you to keep going?

V. FITNESS: Creating energy for success

Your body is your limousine to take you through life, make sure it will last a long time.

1. Do you follow a regular, aerobic exercise routine?
2. Are you at your ideal weight?
3. Do you get regular physical check-ups?
4. Do you understand the cause of your stress and ways to relax yourself?
5. Do you know the importance of adequate rest?
6. Do you know the right kinds of food to eat, that will give you energy and strength?

Changing the ways in which you think will change the ways you behave and changing your behaviors will change your RESULTS!

VI. PERSISTENCE & CONCENTRATION: Twin drives for winning

You are only a failure in life, when you give up and stop.

1. Are you willing to do everything in your power to succeed?
2. When you know that you have to move mountains of work to get the job done, do you keep going?
3. When people tell you "what you're trying to do can't be done," do you keep going anyway?
4. Do you feel that achieving success is worth the price?
5. Do you agree with the saying "when fate resists, I will persist?"
6. Do you habitually apply all your energy to doing your personal best?
7. Do you see a positive outcome for your efforts?
8. Do you feel satisfaction from knowing you have done your best?

VII. MANAGING ADVERSITY: Rise beyond your limitations

You grow personally more through adversity and challenge than running away.

1. Do you view adversity as the diamond dust with which nature polishes its jewels?
2. Do you face adversity with faith in yourself and courage in your abilities?
3. When you feel that you have reached your limits, do you encourage yourself not to give up, and to ask for assistance?
4. Do you sincerely believe that out of difficulty, new strengths are born?
5. Are you prepared to fight to succeed in little victories every single day?

VIII. MOTIVATION: The action that precedes doing an outstanding job

Make a commitment (to your commitment) for action - results come from actions.

1. Do you assume 100 percent of the responsibility for motivating yourself?
2. Are you motivated to be the best you can be or just to get by?
3. When you set a new goal, do you also plan for motivating rewards for yourself and others?
4. Do you seek out new sources of motivational ideas from mentors, coaches, role models and other respected individuals?
5. Are you motivated to overcome procrastination?

The first step of meaningful change is awareness...the next steps is action. Avoid being stuck in your old mindset, MAKE NEW CHOICES! Call for confidential COACHING.

IX. CONSTRUCTIVE THINKING: Your elevator to success

What you think about you bring about.

1. Super-achievers think in ways that make them less sensitive to disapproval and rejection. They brush off rejection faster.
2. They think in ways that facilitate effective actions.
3. Their thoughts stay focused on the task-at-hand and they refuse to let their minds drift to unpleasant events of the past. If they cannot do anything about a negative situation, they do not worry about it and they move on with their lives.
4. They do not engage in superstitious thoughts. When something bad happens, they do not assume that more bad things are likely to follow.
5. They think that failures are an important source of learning and refuse to equate failure with low self-worth. Thinking constructively saves them from wasting and suffering psychological pain.
6. They do not restrict their thinking by establishing rigid patterns. They do not divide others into "winners" and "losers," but accept people for who they are as individuals.
7. They think thoughts through without jumping to false conclusions. They are able to see their actions and the world in a healthy and realistic perspective. They are optimistic, yet think realistically.
8. They welcome challenges with optimism and without fear. When faced with difficulties, they find ways to look at the positive side of life. They establish clear priorities and develop an effective action plan to obtain the needed results.
9. They do not waste time in unproductive thoughts, self-limiting thoughts, or catastrophic thoughts. They think constructively and know their level of thinking determines their level of success.

X. PROFESSIONAL SKILLS: Your chief source of success

Self-improvement is the gauge to measuring self-worth.

1. Have you received professional training in your line of work? Did the training include personal motivation?
2. Do you strive to improve your professional skills through ongoing practice and study?
3. Do you review your own performance and professional skills?
4. Do you achieve consistent results, regardless of conditions that put you into the top 20 percent of your peer group?
5. Do you devote a minimum of 5 percent of your time to professional development?

Self-improvement is just that, improvement of self. It is not easy and the only one that can do it for you is you. Nevertheless, if you made some of these changes – what impact would it have on your life? We think both your personal and professional bottom lines will benefit from the effort.