

The Difference between Good and Great!

If you look at what makes the difference between people who are doing "good" and people who are doing "great", it really boils down to one thing. ATTITUDE.

Over the years, I have found that our ATTITUDE is the difference maker in just about every aspect of what we do.

Have you ever seen someone enter a room, and the persona of the room change instantly? Our attitude is our front man. It is the thing that creates a sense of attraction from those around. We are drawn to people who have that quality. Why?

It is usually because we want what they have. We want to have the attitude that looks at things positively and with possibility rather than the one that looks at "worst case". Our attitudes about ourselves, what we do, and the relationships we are involved in, are the key to how others see us as well.

How do we get this ATTITUDE? First we have to understand that ATTITUDES are Habits of Thought. They are conditioned from our birth and have a lasting impact on how we see ourselves and the world around us. Because they are Habits, they therefore can be changed. The question is how do we change them?

In order to change the ATTITUDE, we need to decide what it is that we want that is different from what we have. In other words, can we visualize or see the person we want to become or the behavior we want to have? That is the first step. Decide what we want.

Once we know that, then we have some "reprogramming" to do. We typically operate from our subconscious. Studies show that 88 to 92% of what we do daily comes from our subconscious. Because of this, we need to change what is in there. There are many ways to do so. Use of Affirmations, Visualization, and Hypnosis are just some of the ways we change those attitudes.

Try this!

Write down on an index card 3 affirmations about what you want to change. State them in the first person singular, "I", and present tense, "am or have", and what you want to have or become. Some sample affirmations:

I am an outstanding salesperson.

I am out of debt.

I have the ability to speak to strangers.

Once you have your affirmations, set aside some time daily to read them out loud to yourself. Take some time in the morning and before you go to bed to do this.

The results will be astounding. Dr. Phil McGraw says that there are two types of people in the world. "Those who get it, and those who don't." The people who get it are the ones who realize that the key to moving from good to great is all about our ATTITUDE.