



Get focused. Get confident. Get results.

Fusion

Getting the Big Picture

“Winning is a Habit.” (Vince Lombardi)

Watch your thoughts, they become your beliefs.
Watch your beliefs, they become your words.
Watch your words, they become your actions.
Watch your actions, they become your habits.
Watch your habits, they become your character.

This year’s annual message will deal with ***your personal future and a few thoughts / paradigms to consider***, as you begin a new year. Part of this message will be a ‘summary review’ for setting personal goals for 2009.

Martin Seligman’s 22 year study at the University of Pennsylvania, in his book ***Learned Optimism***, determined that ***optimism is the most important quality you can develop for personal and professional success and happiness***.

Optimists exhibit 4 special behaviours:

1. **They look for the good in every situation.**
2. **They seek the valuable lesson in every setback or difficulty.**
3. **They always look for the solution to every problem.**
4. **They think and talk continually about their goals.**

Seligman completed a very interesting study on this principle, by examining the approaches taken in US Presidential elections, from 1900 – 1984. In the 22 presidential elections during this period, Americans chose the more optimistic-sounding candidate 18 times. In all elections in which an underdog pulled off an upset, he was the more optimistic candidate. ***We need ‘builders today’ more than ever to provide hope for the future.***

There are many elements that are part of ‘**personal success**’; **your Health (physical / mental / spiritual), your Personal Growth, your Environment (home, work and country), your Family (& the time you spend together), your Friends, the Contribution you make (at work or in your community), your Financial situation**. Too often when we look at being successful, we fall into the trap of only looking at our financial position. We must **consider ‘the big picture’**, which for most of us has many positive elements presently in play.

Eighty percent of success in anything is psychological and only 20 percent is mechanics. Most people know enough to get the job done, but they’re not doing it because their psychology is not in sync with their goals. Anthony Robbins works with five keys to succeeding at the highest level that will create sustainable personal change.

First, **‘raise your standards’** – which means turning your shoulds into musts. Identify (believe) in the standard and live by it every day.

Second, **‘change your limiting beliefs’** – inner conflicts that show up as fears or doubts.

Third, **‘model strategies that work’** – learn from others who have been where you want to be.

Fourth, **‘intensify your emotions’** – find a way to learn from setbacks and see them as gifts (Lance Armstrong is a great example).

Fifth, **‘give much more that you expect to receive’** – it is not what we get, but what we give that creates true meaning in our lives.

In times like these, **self discipline (the ability to make yourself do what you should do, when you should do it, whether you feel like it or not) is more important than ever**. Media and many people divert to the lowest common denominator and only look at the ‘negative side’. Think about ‘what you hear’ and choose to associate with those that celebrate successes and inspire you.

In 2009, **focus on ‘creating a positive future for yourself and inspire everyone who touches you.’**

Building Your Goals for 2009

1. Decide **what you would like to accomplish by December 31, 2009** (What 2 or 3 things if accomplished, would make this a great year? What is it *in me* that is holding me back?)
2. **Write them down!!**
3. Identify **milestone points** (monthly, quarterly, etc) in your Goals
4. Make a list of **everything that you must do** to achieve your goal
5. Organize the things you need to do into **'a plan'**
6. **Take action** on your plan immediately
7. **Review and decide on 'action items' on a weekly basis** and monitor your results monthly

Three 'D's' of New Habit Formation

1. **Decision**
2. **Discipline (practice until they become automatic)**
3. **Determination (stick to it)**