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DCB STRATEGIES

Decide Commit Become

The 5 MindSet Tools and HabitSet Tools

What is your daily go-to formula to be your best? It's not about reading another manual. It requires rewiring your mind map with proven **MindSet Tools** that will undeniably initiate the most valuable game changing **HabitSet Tools**. Learning and employing these 5 MindSet and HabitSet Tools daily will immediately elevate your status and your achievement ratio.

Note: For more information on each tool discussed below go to DCBStrategies.com then to UpLifts section of site. Enjoy!

MindSet Tools

Behavioral science shows us that the way we think dictates how we act, thus if we train our mind, our body will follow. Bottom line... the learning and daily use of the **MindSet Tools** below will elevate your days in multiple ways that are energized, focused and successful.

" I AM..."

"I AM" immediately resets our brains into a growth mode. Use with self-talk & written notes for bold goal(s) in present focus. Ie...*I AM meeting with 10 top prospects Tuesdays & Thursdays. Not, I will.* Start every action talk with "I AM". Try it now...welcome to this powerful change!

Self - Talk

Who do you talk to the most during the day? Yep...Yourself! So immediately elevate your MindSet behavior by *talking to yourself with positive affirmations*. It's the most effective way to reprogram your powerful success mechanism. Example: " I am motivated."

Decide Elements

When it comes to achieving bold goals, it is vital to know you are MindSet ready with the following 3 Decide elements. *A Growth Mindset vs fixed mindset, a Purpose and a Present Focus*. If one of the 3 are not in play the opportunity to grow will stall until reset.

Commit Elements

When it comes to achieving bold goals, it is vital to know you are embracing the following 3 Commit elements. *A Strategy, your Daily Actions that support the strategy and a Persistence Trigger*. If one of the 3 are not in play, your growth journey will stall until reset.

Deliberate Zone Thinking

Deliberate Zone Thinking initiates actions of change unlike Comfort Zone thinking. Example - *Deliberate > I decide I am contacting 10 top prospects today* vs Comfort zone > I need to contact 10 top prospects today. Try that example and notice the immediate accountability difference!

HabitSet Tools

New Habits lead you to new and powerful results. You know the truism..." you have to do the things you haven't done before to get the results you never had". Well here you go...learn and incorporate these **HabitSet Tools** for your growth journey. Enjoy the results!

Rise Above

This *3x3 Rise Above Tool Kit* immediately elevates your "return on actions". Embrace the 3 Pre-Start Efforts (*Mindset, Gratitude & Unplug*), 3 Client Education Methods (*Visual, Audio & Feel*) and the 3 Musts for Client Connection (*Communicate, Engage & Add Value*).

ReAsses Restate ReActivate

This proven formula adjusts & regains the cadence of your process as inevitable distractions do occur. The "*3 REs*" are dependent on each other. Ie...The 4th Thursday *ReAssess* value of current month's actions, then *ReState* updated actions to *ReActivate* in new month.

Designate Dedicate Elevate

This trigger phrase of linear actions provides the "*mind map*" to self-evaluate the relevance of one's efforts towards one's growth goal(s). Embrace your *Designation* then *Dedicate* yourself to it like no other so you are prepared to subsequently *Elevate* your craft and or topic(s).

6 Gems of Closing the Sale

Learn, practice and utilize the 6 Gems: Talk *With Clients*. *Listen or Learn*. Utilize *Open-Ended Questions*. Always be equipped with your *Unforgettable Story Board(s)*. Provide *Attributes of Urgency* and then Activate your Super *Closing Questions*.

Priorities

To change our life or careers, we must change our priorities. *The degree of importance defines the level of your priority*. Practice discipline of labeling priorities by level of importance, like so: "Must Have", "Should Have", "Could Have" or "Will Not Have".