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Empower Your MindSet & HabitSet With Self-Talk

All positive personal change begins with the types and quality of message we send ourselves. Remember who you talk with the most during each day...Yourself! These positive affirmations are a cornerstone to the science of "behavior modification." They are a proven way to "program" your success mechanism and re-write the subconscious software code that drives your behavior each day. The full list takes about 3 minutes to recite. You can break them apart any way you like. Maybe do the **Attributes** in the morning and the **Skills** in the evening. These few minutes are an investment in yourself. Try this every day for one month...You will be astounded by the **Results**.

Read these out loud each morning and evening for the best results.

The order isn't critical but take your time and actually speak the words.

ATTRIBUTES

The elite performers demonstrate certain personal qualities that separate them from the average.

Driven

- I strive to achieve and succeed
- I am willing to do the work necessary
- I work hard and smart
- I am internally motivated

Enthusiastic

- I am positive & upbeat in demeanor
- I am authentic and genuine, not fake
- I find and expect the best in others
- I strive to positively inspire others

Persistent

- I am highly disciplined
- I drive on thru pain, rejection & fatigue
- I overcome obstacles
- I never give up (unless I am wrong)

Intelligent

- I understand and can simplify complexity
- I have emotional and intellectual maturity
- I am perceptive and self-aware
- I strive to learn and improve myself

Courageous

- I try always to think bigger and bolder
- I am not afraid of rejection
- I am willing to take rational risks
- I learn from mistakes and setbacks

Growing

- I am always learning and expanding
- I seek constant self-improvement
- I defy complacency and laziness
- I am open to new ideas and strategies

Creative

- I find solutions, ways to say "Yes!"
- I look at things from different angles
- I connect disparate ideas and people
- I uncover "hidden gems"

Passionate

- I genuinely and deeply love what I do
- I seek out other inspired people
- I stay active, energized and excited
- I have the power to do great things for others

Generous

- I lavish praise and credit for success
- I help others with no strings attached
- I feel gratitude and appreciate others
- I pay my people well financially/emotionally

SKILLS

The "Best in Category" possess a high degree of each of these business skills. The good news is that these can be acquired with proper focus and training.

Communicate

- I ask thoughtful and important questions
- I am a fantastic "Active Listener"
- I speak with clarity, relevance & impact
- I understand message and sub-text
- I build rapport, understanding and trust

Learn & Adapt Quickly

- I read, study, absorb and apply critical info
- I am flexible and try to anticipate change
- I don't make the same mistakes twice
- I am a constant student of my profession
- I apply viable ideas from other industries

Focus

- I am organized and disciplined
- I keep my word and the promises I make
- I block out noise, distractions and negativity
- I do what's most important and valuable
- I bring order to chaos and confusion

Market & Grow

- I constantly seek out new relationships
- I invest intelligently in building my business
- I make growth a top priority for my team
- I set and achieve growth activity goals
- I learn and use modern marketing ideas

Build Great Teams

- I understand the value and power of a team
- I build from people's deepest strengths
- I seek and use other professionals' expertise
- I support and inspire my teammates
- I foster a special "culture of success"

Find the Bigger WHY

- I am infinitely more than a "salesperson"
- I bring Peace of Mind to my clients
- I prevent financial pain and disaster
- I help make family's dreams come true
- I am always "on guard" for my people