



WEEK SEVEN

Working with Beliefs

HANDOUTS

AND

PERSONAL DEVELOPMENT WORK

Whether you believe you can or whether you believe you can't, you're right! Henry Ford



Week 7

Recap Questions from previous week (s)

Set aside at least **30 minutes** to do the following exercise it will build on earlier exercises. This exercise may take between 30 – 90 minutes.

1. What did you discover (evidence) about your thoughts around being able to change limiting beliefs?
2. What did you notice about your self-talk this week?
3. Where do you focus your attention most of the time? (what you want/don't want)
4. What did you discover about your life and how it encompasses your values and 'beliefs'?
5. How 'awake' were you in terms of noticing the illusion you have been living and shaking it off? 1= not successful 10 = fully awake
6. How can you use the answer at 5 to become more 'awake' each day around the changes you desire over the coming week(s)?
7. When you thought about your goals, what beliefs and feelings came up for you?
8. What was important about your goals?
9. What one thing have you learnt from last week's session?
10. What change or progress have you noticed since last week? Capture it now.



So here we are at week 7. Your personal awareness must be amazing by now, so far you know what coaching is, how to write a personal journal to capture your thoughts and learnings, have information about goal setting and what it means to you, have completed exercises around how you operate and behave, are aware of relationship challenges and successes, have looked at your fears and patterns, have looked at Johari's window and how it can help you get to know yourself better, have looked at what you want to be, do, have, explored choices, prioritised your goals, looked at time frames for your goals, explored coaching questions around what's in your gap, getting clearer about where limiting beliefs come from, the stage you are programmed at, an introduction to pain and pleasure theory, beliefs and emotional charges, an introduction to self awareness so it leads to changes, breaking goals down in order to identify limiting beliefs, and today we are going to start looking at techniques to support you in challenging any limiting beliefs you don't want to keep practicing.

Remember, you have to want to change them, and you need to believe you can in order to make it simpler, easier and or successful for the change to occur.

So let's get straight to working on them. Write out your 3 goals you are working on below, my goals are:

- 1
- 2
- 3

Next, what limiting beliefs do you have for each of your goals? Take some time and write them out now

My limiting beliefs are:

- Goal 1
- Goal 2
- Goal 3

Now select the one you would like to work on first. Write it below:

1. My limiting belief is.....
2. What I want to believe instead is



Example from last week: I'm not sure I am good enough
The first thing to do is get **specific**,

Coach: what are you not sure you are good enough at?

Client: I am not sure I am good enough to coach people and be paid for it

Coach: What would you like to believe instead?

Client: That I was good enough to coach people and have them pay me for my coaching

Now take what you want to believe instead of that old negative belief and follow the check points below

Step 1:

Checkpoints: (you could look back at week 3 to see these in more detail)

- ✓ Is my new belief specific? (this is so important)
 - ✓ Is it focused on what I want? (rather than on what I don't want)
 - ✓ Is it measurable? (ie how will you know when you are good enough to coach people)
 - ✓ What would someone who was good enough be like?
 - ✓ How would they stand, look, feel and sound?
 - ✓ Who do I know who has or could have what I want that I could role-model?
 - ✓ The capabilities or skills this person has that matches what I need to achieve my goal are.....
 - ✓ Which of capabilities or skills do I need to develop or work on to be more like them?
 - ✓ What capabilities or skills do I already possess that match theirs?
 - ✓ Do I believe it is possible for me to have this new belief if I develop and take action on the above findings?
-
- On a scale of 1-10 (1 being not sure I want the goal, 10 being I absolutely do want the goal) how much do I want this new belief to be true? /10
 - When do I want it by? (date is very important)

So by now you have written what you want, know how much you want it, know when you want it by and know what your strengths and weaknesses are around achieving the new belief.



Step 2: physiology. You will notice I asked you (above) what would someone who was able to do be or have what you want, be like, how would they look, feel and sound. If you didn't do this part of the checklist, please do it now. This is the first step to challenging limiting thoughts and behaviours and is very important

Now you know the answers to the above questions I want you to try something out. If you were to think of a person who was feeling a bit low or doubting themselves or generally feeling down how would you describe their physiology? Where would they be looking? How would they sit or stand? What might their energy be like?

I guess you might have answered they might be a bit slumped over, eyes looking down, low energy, sad or set facial expression with slow or heavy movements.

Now how would you recognize or describe a confident or happy person who had good energy? Same questions as before.

Maybe you said they would stand or sit strong, chin up, eyes looking ahead or up, body movements light, a determined look or a smile on their face. Well if you did let's try it out now.

Think of a time when you felt a bit low (nothing too dramatic this is a learning exercise) and as you remember it, adopt the body language of the **confident, happy** description, and smile, go on, look up, stand tall and try to feel low. If you are able to you aren't getting into this, in which case start again. The thing is it's really difficult to feel low or sad without adopting the corresponding body language and vice versa, think about a time when you felt great and then go into the body language of the sad, doubting person you described above. It probably won't feel the same or as great as you remember it. Are you getting the idea?

If you want to change limiting beliefs you need to start by adopting the body language that matches what you want – instead of what you've got.

Some people when starting out as a new coach or whatever their goal is won't know what it feels like to be, for example: a successful paid coach, so the role modeling exercise can be really helpful. The same might be true for you, perhaps you don't know what it feels like to not have your limiting belief, if that's true, you should find it useful to adopt the posture of someone you personally know or have seen on TV and 'borrow' the way they look, sound and how you imagine they feel, so you can 'step' into them whilst thinking about your goal.



Try it out now. Think about someone who has what you want and stand like they stand, think how you imagine they would think and feel the strength or other feeling you imagine you would have when you own this new belief. Do it now before moving on.

Step no 3

Technique no 1 is catching and then challenging any negative language that may come your way. For this you may need some help. If you have a good friend, partner and/or maybe even older child (ie 13+) ask them to point out every time they hear you saying something negative about yourself out loud. When you do this and leave it unchallenged, you are reinforcing and strengthening the limiting belief at an identity and/or capability level.

Deepak Chopra, Lee Pulos, Tony Robbins to name a few motivational speakers, say we have thousands of thoughts every day some of them mainstream general thoughts about shopping, work, kids, and other stuff, but of the remaining thousands of thoughts we have about ourselves, for many people up to 95% of them are negative, limiting and doubting every day. You might be surprised to hear that even apparently confident individuals, like your boss or the CEO or MD of the company you work for, doubt themselves too. The problem with negative internal chatter and even a lot of the external negative chatter is that it often goes un-policed. By that I mean rarely does anyone challenge or question it, so not only does it become our conscious truth it also becomes a fact backed up with lots of evidence from the past.

What you need to do is

- notice and catch or stop it
- challenge it by changing it into what you want instead
- replace the negative chatter with positive chatter immediately
- practice saying and 'wearing' the new affirmation or belief (in place of the old one) until it becomes your new truth

So, who, besides yourself, could you ask to help you catch yourself each time you say something negative about your goal or yourself?

The person/people I will ask are:.....

When you spot yourself saying something negative or the person you asked to help you reminds you, here are a few simple techniques you can use to help change negative mind chatter into positive chatter.



- a) Say something (preferably out loud) like STOP or NO, of course it won't always be possible to say STOP or NO out loud, so saying it in your head is ok when you can't say it out loud
(the idea is to break your state and interrupt the vicious circle of having a negative thought which contributes towards knocking your self-image and keeping the old belief strong)
- b) Ideally use a hand movement, like putting your hand out as if to stop traffic
(Again, if this is not possible because of being at work or in a public place, you could introduce a small gesture, such as flicking your leg, arm or other place on the body, to physically show your mind and physiology that you are breaking the usual pattern)
- c) Say a positive statement or affirmation in place of the old one, and as you do adopt the body language of the confident and happy person you identified earlier and smile!

Commit to practicing this regularly every day with every limiting belief you and others catch for at least 30 days. If you miss a day you have to start over from day 1 again.

In other words the 15 days leading up to the change were cancelled out if the participants took a short detour or break! How useful could that story be for you when you look to make changes to your limiting beliefs?

How many goals have you set in the past and perhaps given up after day 5,7,9,15 etc?

How often have you said something like "it's just not working for me, I only missed one day and then carried on being good again or taking action again, but it just doesn't seem to work!"

Hearing this story and researching Slater's work made quite a difference to me when working on my own limiting beliefs and whenever I thought about going off track with one of my important goals.



Step no 3

Technique no 2

Here is another technique which you could choose to use with the above technique or you could use alone, or you might replace the stop part of the above technique.

If you like the idea of the following, it is a very powerful technique and works quite fast. Again consider using it for 30 days.

RECEIPE

- Find a thick rubber band that is an inch or so too big for your wrist size.
- Place it on either of your wrists
- Every time you or your supporter catch you saying something negative about yourself ping the band so it hurts a little (there is no need to be too punishing here, the idea is that you can feel the band pinging a little – it reminds you that each time you say something negative you are mentally hurting yourself, but because you have become so used to saying unkind things, you have stopped noticing the pain, however if you pay attention to your body, you already know that negative language causes negative physiology! So the band is a reminder it's time to STOP making statements that are keeping you from your potential and growth. This action will also set up a painful association with negative or limiting beliefs)
- Lastly check the statement you want to say instead
- Then say it three or more times in place of the old statement
- Repeat regularly and daily until you find yourself naturally correcting yourself

Eventually you will have trained your mind to focus on positive statements about yourself

Stop using the band if it causes any unpleasant reaction or if you are using it in a way that causes you any inappropriate bruising or harm. Some people love this technique others aren't keen on it whilst others refuse to consider it.

Sometimes, people worry that if they take away or move on from limiting beliefs they will become arrogant or others won't like them. Please get very clear that arrogance is not the absence of limiting beliefs, nor is it confidence, far from it. Arrogance is a form of self-esteem challenges. Those who practice being arrogant believe they are 'more than' someone else, those who knock themselves down believe they are 'less than' others.

I don't know if you will agree with me on this, but no-one is more than or less than any human being. When we work with our limiting beliefs and start to move forwards to positive beliefs, we are acknowledging that we can be 'better than' we are. That is called growth, and human beings do well when they are growing and evolving at the pace that is right for them, without trying to be 'more than' someone else.



When you compete with yourself and look to improve yourself compared to how you were operating last week, month, or year, it's possible to evolve into a place of good self-esteem. And good self esteem is never arrogant nor is it self-depreciating.

As a coach I never look to 'get rid of' limiting beliefs, my work is all about asking clients questions so they can become aware of what they have been doing, learn the lessons they need to, and then use that learning to behave differently in the future. Limiting beliefs are great teachers if we will allow them to be.

There was an article in Psychologies magazine some years ago that stated that limiting beliefs and a little bit of self doubt now and again, play an essential part in keeping us grounded and real. They went on to say operating at around 75% positive self-talk most of the time is healthy. Mind chatter gets us to STOP, check, be cautious, research, learn and if we use it positively, grow. If we didn't have any at all we could end up arrogant, thoughtless dictators running around on a whim 'knowing' we were god like and always right! Not a nice picture I am sure you will agree.

So identify your limiting chatter, thank it check if it's helpful or if it has anything positive or useful to teach you, if it has work with it. If it's outdated or old messages from well meaning past teachers that no longer help or serve you, challenge it and move on from it. Remember Tony Robbins earlier statement, there will be weeds in your garden, stop watering and strengthening them, pull the suckers up, shake off the earth and plant a new seed or flower in their place. Then tend to that with love and care and allow it to grow, you now know it takes around 30 days for it to blossom

Next Week

More ideas to support your belief changes
Three steps to challenge limiting beliefs and fears
Exercises

RECAP

Identifying limiting beliefs
Getting help in recognizing them
Noticing your regular/daily self-talk
Knowing how to write a positive affirmation or new belief
Introduction to two techniques to help break the cycle
Practising techniques for 30 days un-interrupted
Slater's glasses (perception)
Limiting beliefs and arrogance
Growing new plants



Personal Development Exercise (s)

Become aware of your negative thoughts, daily
STOP yourself when you catch yourself being limiting
STOP yourself when you catch yourself focusing on what you don't want
Use one of the above techniques or another you find as useful, each and every time
Change any limiting beliefs into positive beliefs
Change any negative focus into a positive focus
Practice the new positive statements as affirmations
Congratulate yourself when you do the above
Find an image of your goals successfully completed to help you to focus on
what you want
Ask the questions below

Personal development work between sessions

WEEK SEVEN exercises to do at home in between lessons

Find a coach or trusted friend who you can report to on your actions and successes

I will ask to support my work on this course

In order to continue the self-awareness work I have started here **as I go through my week, I will ask myself the following questions as often as I can every day** and just notice how I operate so I can choose to change anything that is not helpful for me.

Questions to think about and ask yourself daily and throughout the coming week:

How often am I catching my negative mind chatter?

Who have I asked to help me catch it?

How have I stopped or started to change it?

Which techniques did I use or like best?

What positive statement or affirmation did I replace it with?

How am I ensuring I work towards keeping up my new practices for 30 days straight?

Optional Extra

Research and read more about limiting beliefs and how to change them.
Consider books by Jack Canfield, Lee Pulos, Tony Robbins, Debbie Ford and/or
The Ultimate Belief Change Tool Kit – Pam Lidford



WEEKLY ACTION PLAN

Where are you with your goal(s) now?

Write a sentence saying what you think about the goal you are working on right now.

On a scale of 1 - 10 how much do you want to achieve this goal(s)?

What three steps could you take this week to help move you closer to your goal?

Write them below.

- 1.
- 2.
- 3.

What have you done over the past weeks to take you closer to your goal? Write your progress to date here.

