

LESSON NINE

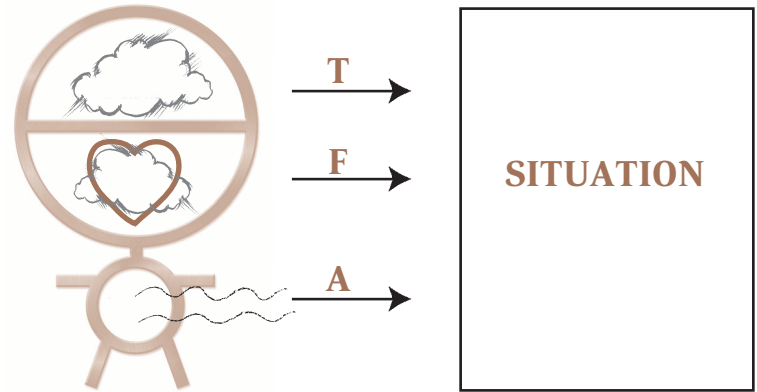
THE MAGIC WORD

The Magic of Attitude



This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

2. Take a moment and review the graphic illustration showing what attitude is. You will see it is the composite of your thoughts, feelings and actions.



- i. What are the thoughts you are having? How long have you been having these thoughts?

- ii. What are the feelings you are having about this situation?

- iii. What are the actions you are taking about this situation?

3. On a scale of 1 to 10, 10 being an exceptional attitude, where would you rate your attitude towards this situation today? _____

4. Is the situation controlling your thoughts, feelings and actions? ☐ Yes or ☐ No
5. What would you do if a good friend or associate had a situation controlling them? What would you tell them to do?

6. How is the outside world a reflection of your internal thoughts? What is being reflected in your outside world? What is this telling you about your internal thoughts and feelings?

7. What are you taking in from your external world that you want to stop taking in? Where could you say, "that's interesting" and move on? How can you control your thoughts? What thoughts would be to your benefit to reject?

8. We can control our thinking about the outside world, and not let the outside world control us.

- i. How could you think differently about this situation? What thoughts could you impress on your subconscious mind that would help to shift this situation to a better state?

- ii. When you think about what you desire to experience in this situation, what do you feel?

- iii. What actions could you take to shift this situation to a more positive experience?

- iv. How would you describe your new attitude about this situation?

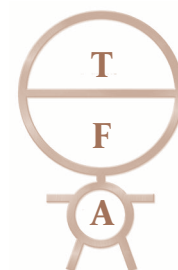
v. How does your new attitude shift your vibration? What do you notice?

9. Imagine this situation differently. Imagine this situation as you desire. Take a moment to envision this situation differently. Impress this vision on your subconscious mind.

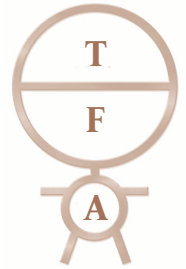
10. How important is attitude to your success?

11. Complete the following exercises. In the space provided, describe the thoughts, feelings and actions you experience in these various areas of your life:

PERSONAL RELATIONSHIPS



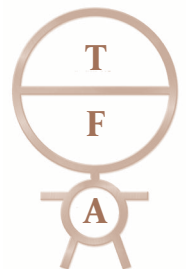
YOUR BUSINESS



YOUR FINANCES

YOUR HEALTH

YOUR SOCIAL LIFE



12. A sense of urgency is getting a lot done in a short period of time in a calm, confident manner. Top producers have a sense of urgency. They get a lot done in a short period of time in a calm, confident manner. How does your attitude support that type of behavior.

- [illegible]

[illegible]

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- SITUATION**

- i. Collectively, what is the team thinking? How long has the team been having these thoughts?

- ii. What are the feelings the team is having about this situation?

- iii. What are the actions the team is taking about this situation?

3. On a scale of 1 to 10, 10 being an exceptional attitude, where would you rate the team's attitude towards this situation today? _____

4. Is the situation controlling the team's thoughts, feelings and actions?

☐ Yes or ☐ No

5. What would the team advise another department/team to do if they had a situation controlling them?

6. How is the outside world a reflection of the team's internal thoughts? What is being reflected in the team's outside world? What is this telling the team about its collective internal thoughts and feelings?

7. What is the team taking in from the external world that the team wants to stop taking in? Where could team members say, "that's interesting", and move on? How can the team control its thoughts? What thoughts would be to the team's benefit to reject?

[illegible]

8. We can control our thinking about the outside world, and not let the outside world control us. How could the team think differently about this situation? What ideas or thoughts could each member of the team work on to improve the overall attitude of the team.

[illegible]

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[illegible]

9. As a team, collectively build an image and then paint the picture in words of the team working in perfect harmony and getting extraordinary results. Let this image guide the team's attitude.

10. How important is attitude to the team's success?

11. High producing teams have a sense of urgency; they get a lot done in a short period of time in a calm, confident manner. How does your team's attitude support that concept?

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- This image shows a blank sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

1. **Review** the ideas, exercises and tools you have received in this Lesson Nine of *Thinking Into Results* and outline what you have learned.

- 2. Re-think** what action steps you will take based on this Lesson that will move you and your team closer to the goals you identified in Lesson One.

- 3. Rewrite** your goal. Does your goal need clarification? Is the image clear? If you gave the written description of the goal to an absolute stranger, would that description create a picture in their mind that is the duplicate of the one you are holding in your mind? If not, bring more clarity to the written goal.