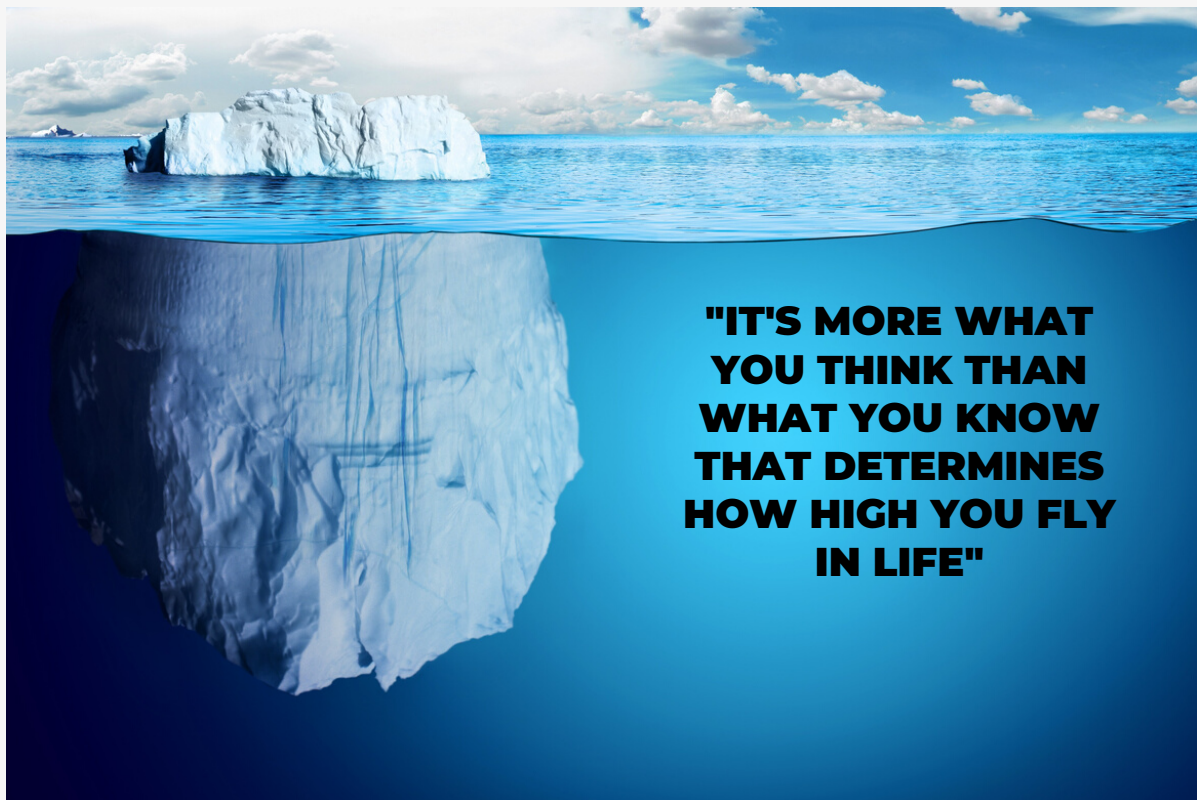


# MIND*Motivation!*

## Season One, Episode Three

### The One About - Icebergs

I've shared with you that I'm often asked 'What's the secret to a successful and happy life?' and the answer (as you know by now) is...  
'ATTITUDE'.



**"IT'S MORE WHAT  
YOU THINK THAN  
WHAT YOU KNOW  
THAT DETERMINES  
HOW HIGH YOU FLY  
IN LIFE"**

**WE ARE ALL WALKING ICEBERGS! WEIRD, I KNOW, YET TRUE.**

The simplest quickest way to understand how your mind works is to picture an iceberg. Yep, an iceberg. Imagine you're on a ship sailing by and what do you see? The tip of the iceberg is the part above the water. Do you know what % of most icebergs are above versus below the water.





**1/8 is above, and you can see it.  
7/8ths is below and hidden.**

.Well that's your mind, the part hidden from sight. In here are your thoughts, memories, experiences, feelings and internal chat....Always respect and be aware of this internal chat. It's a power that will work for you (if you take charge of it) or against you if you don't.

The 1/8th that's above the water is you and your actions and behaviours, the part that people see.

Often when people are striving to be happy and successful, they put way too much focus and time on the 1/8th, the part we can see, their actions and miss the true power source which is their thinking. It's where it all starts, everything. Success or failure, happy or sad, confident or doubtful?

The key here is that success works from the bottom up, not the top down. Thoughts become actions NOT actions become thoughts.

Success is bottom up, what I mean is it all starts in your hidden thinking and that's good news because you and only you control your thinking (unless YOU allow others to get in). If you allow in positive empowering news, people, social media etc, good keep doing it, BUT if you're allowing in negative people, chat, social, news etc STOP it NOW because its diluting your joy and success.



**Try This Exercise!**

**Think of the last 5 days. Describe what you allowed into your mind (social media, news, conversations, reading, TV...) was it positive or negative?**

**Write it out, what worked, what do you want to improve, what do you want to stop doing?**

.....

.....

# Here's simply how it works...



- **Your attitude, thoughts and focus (positive or negative? Can or can't) trigger and create...**
- **Your emotions and feelings (happy or sad, confident or doubtful?)**
- **This triggers your motivation or lack of it**
- **This triggers your actions, what you do (act or don't act)**
- **This triggers your results AND YOUR RESULTS CREATE YOUR LIFE!**

I spoke at a conference and a delegate said before I went on stage 'do you think our thinking is really that important and I said 'NO' important doesn't come close to describing its impact, its critical, describing thoughts as important is like saying 'oxygen is useful when breathing.

The part of the iceberg that's above the water is the only part visible to others. It is the visual representation of you and reflects all your behaviours and actions. It is the part of you that others can see when they are with you and is the part of you that others judge you on. What you do, how you behave, what you say, how you say it, your voice tone, how you move and how you look, your body language - all these things are visible for others to see. EVEN in a virtual world of Zoom, Skype and facetime.

What you predominantly and constantly focus on and think about in your mind are the force and the power that drive your actions. Remember, what is below the surface (your thoughts) fully powers what is above the surface (what you do).

Your attitude and thinking are ALWAYS your choice. Whether your attitude is positive or negative is up to you and will give you 2 very different outcomes:

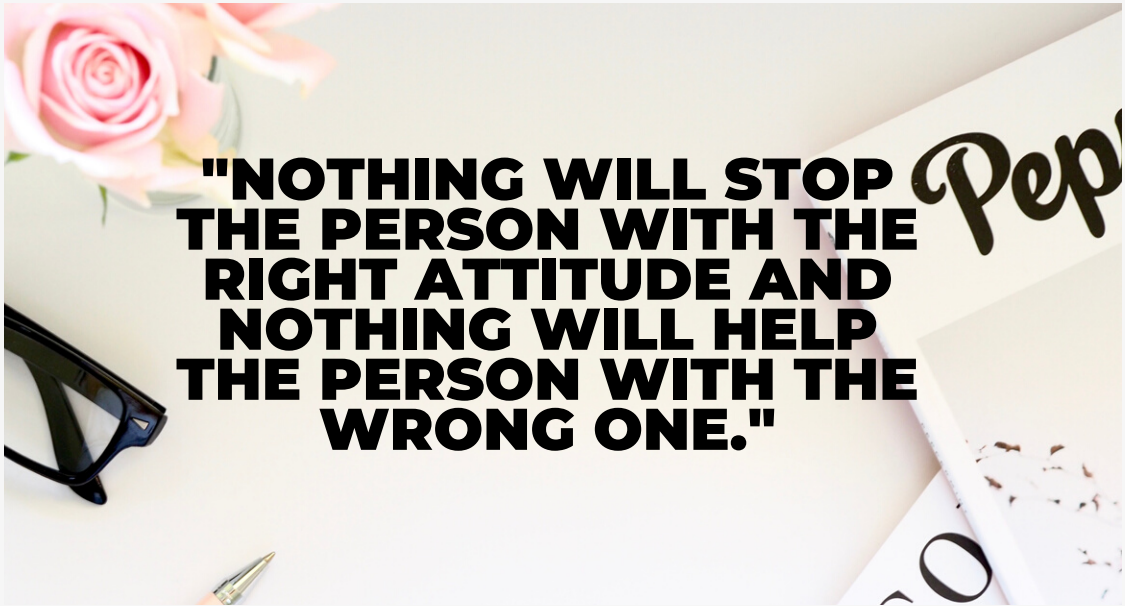
- **Confidence or doubt**
- **Strong or weak self-worth**
- **Beliefs that things you want are possible or impossible**
- **Experiences that you view either as failures or lessons learnt**
- **Moods that are based on either happy or sad emotions,**
- **Faith or fear**
- **Self-talk that is either your friend or your enemy**

**The way you see your world creates precisely the world you see.**

The good news is that often with just a few small adjustments to your thinking, you can make a dramatic difference to how you feel and how you live your life.

You always have a choice. Choose a positive attitude to life and most things easily fall into place.

**What's wrong is always there to focus on and so is what's right!**



If you're thinking 'Yes but no one can see my attitude... No one can see into this vast, hidden part of me where I keep my thoughts, dreams, worries, opinions, fears, experiences, motives and feelings'. Well, yes, they can and yes, they do!

I spend my life reading other people's attitudes and, believe me, how they behave is a true reflection of their attitude and precisely what they are thinking. When you truly observe another person, you can tell by their body language and their voice tone whether what they are saying and how they are feeling are in harmony with each other.

For example, going for a job interview, 2 people one with a positive attitude and self-belief and one with a negative attitude. You can see the thoughts that are going on in their mind as they'll act, one with confidence and one with doubt. You cannot think doubtful thoughts (I'll never get this job, I'm not clever enough or I don't have the right qualifications) and then pull off an act of confidence. It will catch you out as its not true and authentic. So just work on your attitude and thinking first, get that in the best shape and you will genuinely feel confident!

**Try This Exercise!**



**What impact would increasing your level of positive attitude by 50% have on you right now?**

.....

.....



**What are 3 negative thoughts you have about you, and you repeat to yourself (I'll never do that, I'm not clever enough, I'll never achieve that, I don't have enough time?)**

**1.**

**2.**

**3.**

**What are 3 positive thoughts you have about you and repeat about yourself?**

**1.**

**2.**

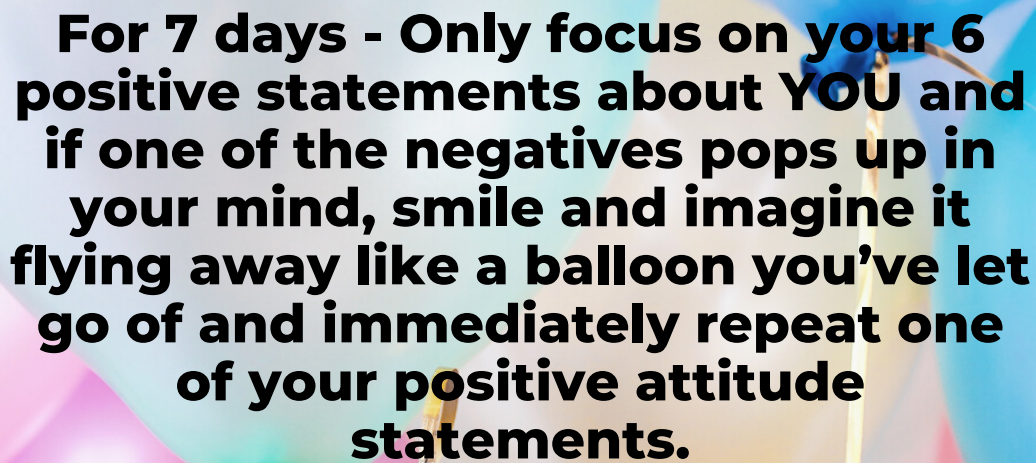
**3.**

**List 3 new positive attitudes and thoughts about you...**

**1.**

**2.**

**3.**



**For 7 days - Only focus on your 6 positive statements about YOU and if one of the negatives pops up in your mind, smile and imagine it flying away like a balloon you've let go of and immediately repeat one of your positive attitude statements.**

### **Tip of the iceberg...**

The reason your thoughts are so powerful and remember they can be powerful in both a positive (positive thoughts = positive results, success, fun, happiness) and in a negative way (negative thinking = failure, doubt, fear).

The tip of the iceberg, the 1/8th that others can see, is broken down into three parts:

- **Your words & your words (what you say) adds up to 7% of your impact**
- **The tone of your voice (how you say something, i.e. volume, rate, pitch) adds up to around 38% of your impact**
- **Your body language (how you look, act and move i.e. facial expressions, hand gestures, posture adds up to around 55% of your impact)**

How we come across to others, how we communicate is so much more than just words. You and I truly communicate through our attitude, which reveals our underlying emotions, motives, experiences and feelings.

Imagine someone about to burst with frustration loudly and aggressively shouting 'I'm NOT angry' it's funny to see as it's SO not true. What they are thinking, (they're angry) is belting out way louder in body language and voice pitch and the words which are lost and untrue are lost.

### **Word power**

Our words have the smallest impact and yet this is often where we put most of our attention, focus, preparation and planning, whether you are about to ask someone out to dinner, make a presentation, go for an interview, give someone some news or attend an important meeting?

### **It's not what you say it's HOW you say it**

How you say something accounts for around 38% of your impact. Saying 'How are you?' to someone you love and who is having a tough time will sound completely different to when you say, 'How are you?' to a business colleague you are meeting for the first time. The intonation of your voice reflects your thoughts and attitude at the time you say it.



If you doubt that, think about when a salesperson serving you in a shop says, 'Can I help you?' in a sharp, frustrated voice and with an annoyed expression (because they are just about to go to lunch). Do you hear 'Can I help you?' Or do you hear the hidden thought of 'Will you please go away now?' The actual words become completely lost and insignificant.

### **Check your body language**

Most of your impact is from your body language and attitude. This, along with the tone of your voice, makes up around 93% of the total impression you make.

Go back to the example of someone who is thinking angry thoughts yet saying something very different. They say to you, 'I'm not angry!' while shouting with their arms folded and their face up close to yours. The words (7 per cent) 'I'm not angry' are contradicted by the angry intonation (38 per cent) and angry body language (55 per cent). Their words do not match with how they look and sound. So, the words 'I'm not angry!' become completely lost. So, watch out: what you do (how you look and sound) can shout so loud that others cannot hear the actual words you're saying.

Tell yourself, 'If I think it, they'll see it because what's going on inside will show on the outside.'

So, think thoughts of confidence, self-worth, pride, self-respect, esteem, pride, excitement, possibilities, passion...the positive list is endless!

Some people look in the mirror in the morning and saying things like, 'OMG I look awful today' or 'I've aged 10 years overnight, those lines weren't there yesterday' or 'I've put so much weight on I've got to move that mirror' (not the best solution) whilst others know how to start the day with a positive self-image and positive thoughts and they look in the mirror and , say to themselves with a smile 'Good morning gorgeous!'

Start your day liking and loving yourself, it makes no sense to give yourself complaints and not compliments. It's not ego, it's common sense. Yet even though it's common sense to say nice things about yourself to yourself it's not common practice for many.

Do the same with how you look and feel. Don't say, 'I'm too fat or too thin' say, 'I'm great just as I am' (when you like and love yourself then you're happy to improve and polish your current version of yourself).

If something doesn't go to plan, don't say 'I'm so stupid. What an idiot I've been.' Instead say, 'Yes I have made a mistake and it's a good thing because I'll learn from it and won't do it that way again.' Make it a habit to like yourself first and foremost.

Respect yourself – go on try it, compliment yourself because not only does it make you feel great; it maintains and builds your self-belief and confidence and that is an on-going process.

**Remember you're on episode 3, take your mind back to before you began Mind Motivation, and ask this yourself: As you came into Season one, Did your attitude and thinking bring you/give you?**

**Feelings of confidence, self-worth, fun, success, fulfilment...**

Never  
Rarely  
Sometimes  
Most days  
Always



**And now after episode 3 - Does your attitude and thinking bring you/give you:**

**Feelings of confidence, self-worth, fun, success, fulfilment...**

Never  
Rarely  
Sometimes  
Most days  
Always

By the end of our 10 episodes, you will understand and know exactly what to do to score 'ALWAYS' every day!

**Before anything happens in our outside world it must first happen in our inside world...**

*and remember, with your thoughts, you  
create your world,  
Sharron X*

*p.e. See you on episode four!*