

“To Your Success”

Issue 1 – December, 2003



GROWING INTO SUCCESS T R A I N I N G

Our Mission:

To help you harness the incredible power of your mind so you can actually achieve everything important to you and realize your full potential.

*“We would accomplish many more things if we did not think of them as impossible.”
----- Chretien Malesherbes*

Just a Thought ... What if you didn't see things as being too difficult or even impossible for you to do? What if you believed you actually COULD accomplish them ... the way that Helen Keller or Mother Theresa believed? ... If you truly did, what might you be capable of?

Second Thought ... Your mind is so very powerful ... it can be your best friend or your worst enemy. The best investment you can make, in terms of contributing to your success, is investing in managing your mind.

Learn about how your mind really works ... how individual thoughts become thought patterns ... how it's possible for you to actually manage and control your thoughts so they become supportive of you instead of inadvertently working against you.

Recommended Reading ... Psycho Cybernetics, by Dr. Maxwell Maltz ... This is an old classic from the sixties that is incredibly relevant today. There is HUGE wisdom in this book and the bonus is it can be found in most second hand bookstores and even thrift stores like the Salvation Army or Value Village for a fraction of new cost. Some of the language and examples may be dated but the message certainly isn't ... POWERFUL! ... An absolute MUST READ!

What's happening at Growing Into Success Training ... We've just launched a new monthly series of training programs designed to help you realize the success you're looking for. Titled the SUCCESS SEMINAR SERIES, each one is complete in itself and yet dovetails perfectly with the others.

Two important keys ... 1) They're AFFORDABLE ... 2) They're offered in the EVENING for those who may not be available during normal business hours.

Success Seminar # 1 ... I'm in Business for Myself ... What Do I Do Now? ... was successfully launched in late November to very positive reviews. It provides invaluable information to help you form a solid foundation upon which to build your successful business. If you missed it, we're planning on presenting it again in February ... we'll keep you posted.

Just a few comments from participants ... "I thought it was awesome." ... "The concepts flow together and guide your thinking" ... "Thought provoking" ... ".. appreciate the ideas .. will enjoy working through the homework." ... "Practical ideas. The handbook is very useful. .. I am glad that my husband also attended as we can encourage each other. .. I am looking forward to #2" ... "I've never had the whole picture presented before .. a great way to start a business." ... "Having all the info to take home and go through regularly will help me not forget about it." ... "Practical and useful concepts .. not only for the business but also in my personal life." ... "I loved the handouts." ... "I really found this presentation to be a valuable foundation. As a new business owner, this was the most beneficial thing I could get." ... "I found the first four exercises extremely enlightening for use not only in my professional life but also in my personal life .. Thank you for a wonderful and very useful evening!"

The Next One ... *Success Seminar # 2* ... **8 Easy Steps to Successful Selling!** ... will be presented in Abbotsford on January 29. In this course you will:

- Discover your natural selling style
- Learn WHEN to sell ... and when NOT to.
- Develop your own magnetic, "What Do You Do?" short, short story.
- Learn a COMFORTABLE method of selling effectively.
- Lose the FEAR of selling ... and love the process!

If you've always felt uneasy about selling your products or services and would like to feel more comfortable and confident doing so, this is a seminar you won't want to miss. Complete support materials are provided with exercises for learning as well as home study and review.

Did you know? ... *"The word Selling comes from old English "sellan" meaning: To Give, To Serve."*
Michael Oliver

Success Tip ... The next time you're faced with a difficult challenge, instead of thinking about the problem ... focus all of your thoughts on finding a solution. Invest 15 minutes in quiet time where you take pen and paper and write down every idea that comes to your mind. Don't judge them as being good or bad ... just write them down.

This gets your subconscious mind focused on the positive pursuit of a solution as opposed to a negative fixation on the problem, which only makes it bigger and more intimidating.

And often ... the most unlikely appearing idea leads to another thought that is exactly the solution you were looking for. Do this on a regular basis and you'll be amazed at the results!

"Too many people are thinking of security instead of opportunity. They seem more afraid of life than death." ----
- James F. Byrnes

Masters Series Tip ... Change is inevitable; in fact life is constant change. Your ability to deal with change successfully is often determined by how well you have planned for or anticipated it. At the very least, it's determined by how you respond to it.

Decide in advance that you will respond by looking for the positive, the opportunity, in every change ... whether anticipated or unexpected.

"Courage is the mastery of fear, not the absence of fear." ----- Mark Twain

To Your Success,

Reg Neufeld and Peggy Allen
Growing Into Success Training

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Our intent for this FREE newsletter is that it be brief and informal and include articles, tips or suggestions to help you achieve the success you desire ... and for each one to be of value to you. Each issue will also include dates, times and locations of some our upcoming programs.

Should you however not wish to receive it, just hit Reply on your Toolbar without including a message and we will take you off the list immediately.