

'To Your Success'

Issue 5 – April, 2004



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.*

"Buried deep within each of us is a spark of greatness, a spark than can be fanned into flames of passion and achievement. That spark is not outside of you; it is born deep within you." ----- James A. Ray

Are you realizing your full potential? ... Boy, talk about a loaded question. Most of us would like to be performing to our best ability and realizing the success we believe we're capable of, whether in our business, career, or any other area of life, and yet for some reason ... we're not.

Why? Perhaps it's because we've lost motivation ... or maybe never had enough to start with. Maybe we won't do what it takes because we don't have a strong enough reason to ... we don't WANT it badly enough. Or perhaps it's because it might involve temporarily setting aside other things that are important to us.

Sooo? ... So, not living to our potential isn't actually the problem ... it's merely a SYMPTOM of the problem.

Sometimes, not realizing our potential is a result of setbacks having taken the wind out of our sails ... or of us being engaged in something that is just not a good fit for us. At times it's because we aren't clear enough about the potential benefits to us ... or that we underestimate our actual gifts and abilities.

All of the above, plus many other signs, often point to the main root of the problem, which is that we just don't KNOW ourselves well enough.

Which means? ... Which means we haven't taken the time to identify our weaknesses, strengths and aptitudes. We don't consciously recognize what's really important to us and what we value. We don't understand clearly enough where we want to end up and what that will mean to us. We don't know how to draw on readily available resources to keep ourselves focused and on track. We don't know how to protect ourselves from the negative affects of inevitable setbacks and disappointments. And we just aren't very good at managing our thoughts.

Is it possible this is true for you?

If so, you can change all that! ... To realize your full potential in any area of life, including that of business or career, and to enjoy satisfaction and peace of mind in the process, it's incredibly important to properly align your objectives with your values ... those things important to you in your life.

A good beginning for creating positive change is to come to know yourself in terms of what you value, what

you want in life, how your business or career can fit with and help provide that, and what your strengths and weaknesses, gifts and aptitudes are.

Other valuable steps are to clearly understand, what you bring to your business or career ... what it can offer you ... what commitments you must make ... who's help you might need ... and how to build a safety net to protect you from negatives.

We obviously can't cover all of this in a short newsletter, but definitely will in an upcoming evening seminar being presented in Abbotsford later this month, *I'm in Business for Myself ... What Do I Do Now?* But for now, let's start you off with 3 Tips for better coming to know yourself and how that can help you realize more of your potential.

"The potential of the average person is like a huge ocean unsailed, a new continent unexplored, a world of possibilities waiting to be released and channeled toward some great good." ----- Brian Tracy

Tip # 1 ... Sit down with pencil and paper and, being as self-honest as possible, write down the character traits and qualities you possess that are helpful for you in building your business or career. (For example; outgoing, courageous, tenacious, confident, etc.)

Now on another sheet write down your traits and characteristics that might be a hindrance to you. (Such as shy, fearful, undisciplined, etc.)

What's new at Growing Into Success Training? ... As we mentioned last month, we are currently providing a series of monthly, exceptional customer service focused articles for the Chilliwack Chamber of Commerce newsletter, which are being published in The Chilliwack Progress newspaper.

If you would like articles of interest on topics such as Exceptional Customer Service, Success Achievement or Personal and Professional Development provided FREE of charge for your organization's newsletter or journal, please contact us at gist@shaw.ca.

Tip # 2 ... Pick one of your traits or characteristics that you've identified as being a possible hindrance and resolve to begin improving in that area.

For example ... if you chose 'shy' you could begin taking steps to become more outgoing. A good start is as simple as making a point of speaking with the person ahead of or behind you each time you're in a grocery store lineup. Just comment on the weather or ask what they do with a particular vegetable they're buying that you may not be familiar with. If you ask questions, people will answer. If you ask open-ended questions (questions which require more than a 'yes' or 'no' answer) such as, "How do you prepare that vegetable?" you'll soon find that you've initiated a comfortable conversation with a total stranger. Keep practicing this at every opportunity and you'll find it easier and easier to reach out to people.

Another example ... if you identified 'undisciplined' you could begin by choosing one small thing that you struggle with and focus on overcoming it. For example, if you tend to leave your clothes lying around after wearing them, you could begin with making a commitment to yourself to always put away at least one item, like socks. When you're good at always putting your socks away, you add another item ... and keep adding items until you're in the habit of always putting away all of your clothing. The discipline you acquire here prepares you for other disciplines, each one adding to your self-esteem, confidence and ability.

Whatever it is that you choose to begin improving on, remember to start with baby steps. Give yourself every opportunity to succeed. Develop a 'winning' habit.

"A ship in harbour is safe, but that is not what ships are built for." ----- William Shedd

More of what's happening at Growing Into Success Training ... If you'd like to learn more about successfully developing your full potential and building your business or career IN ALIGNMENT with your personal values and important life interests, then mark April 22 down on your calendar.

Why? ... Because we are again presenting, at the Best Western Conference Centre in Abbotsford, Clearbrook Road exit, ... **I'm in Business for Myself ... What Do I Do Now?** ... the first in our Success Seminar Series of workshops.

In this course you will:

- Privately and confidentially identify your strengths and weaknesses in terms of traits, characteristics, qualities and aptitudes.
- Begin to recognize what you truly value.
- Identify other attributes you bring to your business or career.
- Begin discovering what your business or career can offer you.
- Make 'appropriate for you' commitments.
- Create a clear picture of your successful business or career.
- Learn practical steps for turning your vision into reality.
- Identify 'help' resources available to you.
- Learn how to build your safety net.

Do you feel that you are capable of more in your business or career? Does having a purpose and clear direction appeal to you? Would you like to experience the feeling of moving ahead with confidence and living up to your potential?

If so, plan on joining us for this important evening workshop where you will acquire tools to help you gain control and begin moving forward. Complete support materials with full notes and exercises are provided for home study, ongoing learning and review.

Just a few comments from past 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 .. 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." ... "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!"

Tip # 3 ... Sit down again with pen and paper and write out all of your values.

Not just moral values such as honesty, integrity or loyalty, but everything that you truly value in your life ... everything that you enjoy or is important to you. Examples might be watching the sunrise, forgiveness, romantic dinners, meaningful time with your family, a particular recreational or sports activity, or quiet reading time.

Why do this exercise?

Reason # 1: Your values should be the foundation upon which you build your business, career, and life... the compass or gyroscope that keeps you true to yourself.

Reason # 2: By becoming consciously aware of all that's really important to you, you are better able to decide which if any of those things you will be willing to temporarily set aside or postpone in those times when intense focus on business or career is required. Success often does require personal sacrifice for a time so it's important to be clear, in advance, on what you are willing to sacrifice and what you are not.

Reason # 3: You can now set objectives for yourself that are in harmony with your strengths, vision and values. By setting your objectives this way you can avoid future inner conflict and strongly increase your likelihood of success.

"All I would tell people is to hold onto what was individual about themselves, not to allow their ambition for success to cause them to try to imitate the success of others. You've got to find it on your own terms." ----- Harrison Ford

Recommended Reading ... *The 7 Habits of Highly Effective People* ... by Stephen R Covey. So many people say, "Oh yeah, I've read that book" ... but have they, really? This is not a book to breeze through and return to the library. It's a book to own, highlight, and digest slowly in bite size peaces ... and when finished, read again and again. It's a book filled with wisdom and insights. The bonus is that it's readily available in most new and second hand book stores. Highly recommended!!

"Books are easy to find and easy to buy. A paperback these days only costs a few dollars. You can borrow that from your kids!" ----- Jim Rohn

Are you interested in discovering the keys to Life Success and Achievement? ... If so, join us on May 20 in Abbotsford where we will again be presenting the first of 5 consecutive, 3 hour weekly Thursday morning sessions that make up **The Masters Series**.

In this workshop many timeless, valuable concepts are shared and clearly explained, including the so important Mental Laws of Nature. This program is the root core of *Growing Into Success Training*.

If ... your desire is to finally understand the Rules of the Game of Life Success and Achievement and learn how to apply them effectively ... and to acquire the knowledge and tools that will allow you to gain peace of mind and mastery of your future, this is where you will want to be.

Just a few comments from past participants ... "What was the most useful idea that I learned and will apply from this presentation? ... Everything! ... How to think positive, how to replace negative thoughts with positive ones. Really learning to understand myself and figuring out how to control what happens instead of sitting back and just letting things happen! ... I would absolutely recommend this Workshop." ... "...an excellent program that not only adds structure to the life process of development of one's goals, etc., it also causes you to continually evaluate & focus on the things that are important to you." ... "Great program and great presentation by Reg." ... "Quite intensive! The information presented was easy to understand ... very logical, methodical and practical and useful right away." ... "I have not heard anything like this before and I think this program came at a very good time as I was having a few problems and I did not know where to even start to fix them. Since your program things have improved greatly ... it was very valuable to me." ... "Priceless ... This course is making me re-analyze everything I ever thought about and how it has affected my life. It's made me realize the power I can achieve by changing simple daily thoughts." ... "I'm very happy to say that all I have learned in a few

weeks has helped me already with a few private hurdles ... I would definitely recommend this Workshop. It's great for anybody, young or old!" ... "This series has been an eye-opener for me. I can't thank you enough!"

"Life is like a ten-speed bike. Most of us have gears we never use." ----- Charles Schultz

Masters Series Tip ... Do you have a goal that you're working towards now? Hopefully you do.

If so make sure that you write it out, as this gives it more substance ... somehow makes it more real. Next, write out why you want it, what it will do for you. This clarifies your motivation. Now write out all the reasons why you believe you can achieve it. This increases your confidence and provides positive encouragement.

Read and re-read this at least once each day.

If you happen to experience a disappointment or setback along the way, pull out those papers again and remind yourself why you are working towards this and why you can have it. This little exercise can help motivate and inspire you ... and maybe pull you through a tough moment.

To Your Success,

Reg Neufeld and Peggy Allen

Growing Into Success Training

www.growingintosuccessstraining.com

Our intent for this FREE newsletter is that it be brief, informal and include articles, tips or suggestions to help you achieve the life success you desire ... and for each one to be of real value to you. Also included are dates, times and locations of some of our upcoming programs. (Complete Calendar of Events on our website)

If you know someone else who would benefit from receiving 'To Your Success', just have them drop us a line or subscribe from our website. Should you however not wish to receive it, just hit Reply on your Toolbar ... type UNSUBSCRIBE in the subject box ... and we will take you off the list immediately.