

Dreams Goals & Affirmations

Attitude

A positive attitude is the most important trait you can have. It is what keeps you going and on track. It is what attracts people to you. The glass can be half empty or half full.

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Life is all about choices. Every situation is a choice. You choose how you react to situations. You choose how people will affect your mood. You choose to be in a good or bad mood. The bottom line: It's your choice how you live life. You can accomplish great things with the right attitude. And a positive attitude is a lot more fun.

Everyone has bad things happen, but you can choose to be disappointed or discouraged. Being discouraged can lead to quitting. Disappointment just means things didn't work out the way you wanted, but you learned from it and next time things will work out better. Disappointment can lead to determination.

"The longer I live, the more I realize the impact of attitude on life. Attitude, to me, is more important than facts. It is more important than the past, than education, than money, than circumstances, than failures, than successes, than what other people think or say or do. It is more important than appearance, giftedness, or skill. It will make or break a company...a church...a home. The remarkable thing is we have a choice everyday regarding the attitude we will embrace for that day. We cannot change our past...we cannot change the fact that people will act in a certain way. We cannot change the inevitable. The only thing we can do is play on the one string we have, and that is our attitude...I am convinced that life is 10% what happens to me and 90% how I react to it. And so it is with you...we are in charge of our attitudes." Charles Swindoll

Your thoughts are so important. And you have control of them. Dr. Shaklee said

"What you think, you look,
What you think, you do,
What you think, you are"

Why do we feel or act the way we do? We act in accordance to the truth as we believe it to be. And what causes us to believe something is true? What causes us to fear something? Our beliefs are based on not just past experiences but also on our thoughts. The more we think about something, worry about something, dwell on something, the more we believe it. An example could be the child standing in front of the class giving a report and the kids laughed at him. It was not just the embarrassing event but the fact that that child thought about it over and over and over again that caused him to think he cannot speak in front of a group. From then on he avoids any occasion where he will have to speak in front of a group. That is what we call "garbage in- garbage out". Everything he does is based on "truth as he believes it to be" even though that "truth" is not true. If a computer is programmed that $2 + 2 = 5$, every calculation will be based on that fallacy and will be wrong. But that error can be

corrected by affirming the characteristic and attitude you want. Repetition, visualization, and feeling the desired outcome can override the "garbage". We will cover this later in this section.

Belief

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Necessary for success is ***belief in the products, the opportunity, and yourself.*** What you believe in your head and your heart is what others will see. Just saying the right things is not enough. Only 7% of communication is in the words, the rest is body language and the inflection in your voice.

1. **Use the Products** to form a true belief in the products. You want to speak from the heart and relaying your experiences is the most effective. Many people are penny wise and pound foolish. They want to use up brand X first, but the sales and the builders they lose in the meantime can be far greater than the money saved.
2. **Learn and understand the Shaklee Sales Plan** by reading, listening to CDs, watching DVD's and videos on the web, Shaklee University, and hanging around successful people. The number of successful people only proves that the plan works.
3. **Believe you can do it.** Your up-line doesn't get paid unless you succeed, so they must see something in you that leads to success. Also, they will teach you what works. Work on yourself by saying affirmations daily. Affirm you know what you are doing and that it is working. Affirm to others you know and can teach them.

Dreams and Images

To dream and to breathe; these are what make up our conscious and unconscious selves. Breathing keeps us alive. I believe our dreams keep us alive as well. It doesn't matter how impossible or improbable it looks, never give up and never let go of your dream.

Don't ever stop dreaming..... We encouraged you to hold on to their dreams and persevere. Keep thinking about what it is you want.

What do you want to BE?

What do you want to DO?

What do you want to HAVE?

The mind is teleological. We move toward pictures. It is important to keep your dreams in front of you - preferably in picture form. Keep your eyes on your dreams and goals and you will not be stopped by the bumps in the road. Otherwise people lose track of their WHY and are more apt to stop when they hit an obstacle. Display your dreams and goals as

- image pages
- dream board

The image pages are powerful tools for renovating your belief system, that is to say the way you feel about yourself and the way you see and experience the world.

The image pages appeal directly to the part of your brain that responds to feelings and images. The right side of the brain - the domain of our feelings, our creative selves - cannot distinguish between an experience that is imagines and one that is real.

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Therefore it is unable to reject as invalid, wrong or untrue the images and feelings we offer it. By its very nature it is compelled, in time, to reproduce in outer reality everything it accepts as true in the secret workshop of the mind.

Properly used, these Image Pages bring into focus the new elements you choose to project upon the screen of your creative imagination. You are in charge of your thoughts.

A product of your real self, your Image Pages consist of pictures and word symbols that your higher self selects to more clearly define what it truly is and what it truly wants to achieve. Your higher self is successful, confident, free of fear and perfectly capable of causing astonishing changes within you and in your life.

By focusing the energies of your mind upon the qualities you want to express, the things you want to have, the events you want to experience, your creative imagination will simply cause them to become reality.

Use your Image Pages to help you overcome defects and shortcomings by creating pages to reflect your strengths, goals and aspirations.

How to Create your Image Pages

Cut out (from magazines, catalogs, and so on) words and pictures that describe the real you - your higher self, the person you want to be. You may not believe, right now, that they describe you, but they do indeed describe how you expect to feel about yourself.

Cut out images that reflect what your dreams and goals are.

How to use your Image Pages

Review your pages daily.

Let the images act as affirmations, as goals firmly set in your mind. This will cause you to create actions that will move you in the direction of your dreams. *Whatever you conceive and believe, you will achieve.*

In a short time, it will only take a glance to conjure up within you the positive feelings that each page is an accomplished fact, even if it isn't so yet. Remember that *your creative imagination cannot tell the difference between what is real and what you are imagining.*

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Remember to see the picture and feel the emotion it brings. It will make it more real to your subconscious.

Make a Goal Board and Dream Book

The mind is teleological. You move toward what you see and constantly think about. Put pictures of your **personal goals** and **achievement goals** on your board. **Chart your activity goals and actual sales volume, your organization, and member growth.**

The Dream Book can be used when you present your One-on-Ones. Put pictures in this book of the goals you are working for that excite you, like trips, cars, and other benefits, to inspire others to follow you.

As you achieve them, put pictures of your actual car, trips, checks, etc...



Affirmations

- Write affirmations
- Write a description of an ideal day.

Affirmations are vehicles you can use to help you arrive at a "yes" position in your life.

Technically, an affirmation is merely a positive declaration that a goal, fact or idea is reality. You can use that concept to influence your own attitudes, thoughts and feelings and therefore your life.

You can affirm the existence of positive qualities about yourself and positive facts about your life - despite possible appearances to the contrary. An example is "I love inviting people to hear about

Shaklee because I am offering them an opportunity that can really improve their lives." You say the affirmation, visualize you doing it, and experience how great it feels when they say "yes". The more you do your affirmations, the more real it becomes in your mind and the sooner it will be reality.

From Lou Tice: "Visualization"

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I'll bet you didn't know that visualization techniques can help you become a better manager of your time.

Sometimes, the hardest part of a job is getting started. You've made your list of things to do, you're very clear about which tasks are high priority and which are not, and you know what job to do first. But somehow you just never get started. You may divert yourself by starting less important tasks, or you may simply procrastinate until you've put so much pressure on yourself you have to begin. And with that much pressure on, chances are you won't do your best work.

Next time you find yourself in this kind of a pickle, try using visualization to help you out. Visualize yourself completing the task. Vividly picture in your mind how good it will feel, what your rewards will be, how smoothly and confidently you will see the job through to the end.

Feel the satisfaction of a job well done. Feel the efficacy and sense of competency you will be generating in yourself. See exactly what it will look and feel like when the task is completed. Do this with your full concentration over and over. I think you'll find it useful, and once started, a project tends to develop its own momentum.

You'll move forward much more quickly if you visualize the end-result before you start. Try it. Take charge of your time and your energy and enjoy the rewards that you'll earn.

Affirmations have the power to bring about dramatic changes in your life. But you must believe that affirmations work.

Guidelines to create your own affirmations.

- Be personal - first person
- Be positive
- Use present tense
- Phrase your affirmation as if it is already accomplished.
- Do not compare yourself to anyone else.
- Use action words
- Be realistic but stretch.

Example of Success Affirmations

- I have a positive expectancy of reaching my goals and I bounce back quickly from temporary setbacks.
- I am a successful Executive Coordinator.
- I have excellent leadership and sales skills
- Prospecting is one of my greatest strengths.
- I am confident and assertive.
- I accomplish my goals and make things happen.
- I am worth of the respect of others.
- I have confidence in my ability to build a successful Shaklee business.
- I am in total control of my thoughts and actions.
- I treat everyone with consideration and respect.
- I recover quickly from all rejection.
- I am a valuable and important person, worthy of the respect of others.
- I have a relaxed warm personality.
- I control my thoughts, actions, and feelings.
- I love making follow-up calls - it is exciting when they are happy to hear from me.
- I love calling people to invite them to hear about the Shaklee opportunity.

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Vision/Mission/Goals.

Write a Vision/Mission statement for your life.

Write goals for your life.

Answer the questions: "Would a Shaklee business be a good vehicle for me to fulfill my life's Vision/Mission/Goals?"

Yes! A Shaklee Business is a good vehicle for ME to fulfill my life's Vision, Mission, and Goals.

Understanding the Power of Duplication

Duplication is the major key to building a very large successful business. It is truly amazing how fast a network marketing organization can grow by sharing products and opportunity with others and teaching them how to do the same – to duplicate themselves.

Day	Total
1.	\$.01
2.	\$.02
3.	\$.04
4.	\$.08
5.	\$.16
10.	\$ 5.12
15.	\$ 163.84
20.	\$ 5,242.88
25.	\$ 187,772.16
30.	\$ 5,368,354.56
31.	\$ 10,736,709.12



To illustrate, if you were offered a penny the first day of the month to be doubled every day through the 30th, or \$10,000 on the first day, which would you take?

In the beginning, the penny option seems to go slowly, but given time the duplication produces unbelievable results.

The key to success is duplicating yourself. You will teach others, to teach others, to teach others....

This creates the multiplication factor that is impossible to do on your own. Therefore, it is important you follow a duplicatable plan and recruit with the opportunity. The simpler and easier it is, the better.

Some Words To Live By

- Success is more attitude than aptitude
- You can succeed at almost anything for which you have unlimited enthusiasm.
- Obstacles are things a person sees when he takes his eyes off his goal.
- He who fears being conquered is sure of defeat.
- If you can imagine it, you can achieve it. If you can dream it, you can become it.

Watch your thoughts, they become words

Watch your words, they become actions.

Watch your actions, they become habits.

Watch your habits, they become character.

Watch your character, it becomes your Destiny.

credited to a YMCA leader.

