

SUCCESS SHIFT

Cheatsheet



Reprogramming For Success Cheat Sheet

8 Mindsets That Lead to Consistent Victory

STEP 1: Conduct a Mental Detox Before You Seek to Adopt a Success Mindset

Identify and GET RID of the following mindsets

Mental Roadblock #1: Others are to blame for your failure (includes situations too)

Mental Roadblock #2: Real change is impossible (flat out impossible / not the right circumstances / not the right time / not enough resources)

Mental Roadblock #3: Your past mistakes define you (alternative: you have to start with a "clean slate" to make real changes)

Mental Roadblock #4: I can't be helped (I have to figure things out on my own – answers are purely self-revelation / Others won't help)

Mental Roadblock #5: I don't deserve success (I'm not worth changing / others come before me)

Mental Roadblock #6: I'm perfect the way I am

Mental Roadblock #7: I need to change... Tomorrow (I don't have time / tomorrow never comes)

Mental Roadblock #8: Success and Money aren't everything (sour grapes / giving yourself an excuse not to improve or not to even try)

Mental Roadblock #9: Success is not worth it (I don't want to sell out / I don't want to give up my soul or the real me)

Mental Roadblock #10: I don't want to turn into someone I will hate (zero sum game mentality / you can INSPIRE others instead of getting them to ENVY you)

STEP 2: Assume that you CAN change

Assumption = belief re REALITY of your life / capabilities / identity

Assumptions are choices – you choose to interpret reality / they are not 'hard wired'
/ you always have control over them

Do this Exercise: Find 3 examples when you NEEDED to change and you did

Focus on what prompted the change

Focus on BEFORE and AFTER

What does this teach you about yourself? (reactive versus proactive)

If you are reactive: Dwell on what you can LOSE, to get the push to change

If you are proactive: Focus on what you stand to GAIN to get the push to change

STEP 3: Failure is NOT to be feared but PREPARED for

Setbacks happen: instead of fearing it / wishing it away / asking 'why me' / expect it and prepare for it

Expecting failure is not the same as wanting it to happen or wishing for it

DO THE FOLLOWING:

Measure your success the right way (often we feel we failed when we really didn't)

Fail quickly / Fail in many ways to map out path to success quickly and cheaply

Learning to let go emotionally

Document everything

Connect the dots

Focus on your END GOAL

The key: Build personal GRIT

STEP 4: Goals reveal your objectives and empower you to achieve them

Goals are crucial for success (even unsuccessful people know this)

- Provides map
- Broken down into small parts – milestones
- Leads to timeline

- They are goals in the first place because they come from PASSION deep within
- Achieving these goals validate:
 - * Personal values
 - * Personal character
 - * Pride
 - * Personal meaning (what you're about)
- They aren't things they SHOULD do but things they MUST do

Recast your goals until they PUSH you up and OUT

If your goals don't GIVE YOU the energy you need to push yourself and expect more of yourself:

- * Redefine: what's at stake

* Recast: what would success mean for you as a person / how does it relate to a deeper reality?

* Refocus

- Energize / give you WHY

- Direct / give you WHAT TO AIM FOR

- Instruct / give you HOW

- Be broken down

* Sub-goals

* Daily to do list

* Repeatable

* Scalable

* Measurable

* Can be associated with emotional

states Turn SUCCESS into a HABIT

STEP 5: Actively Take Control

When you take action celebrate the fact that you ARE taking action

- You're not hoping and wishing / fantasizing

- You're not waiting for things to fall into place

- Celebrate your ability to actively SHAPE YOUR REALITY

The more you practice your ability to take action the more you

- Become more proactive
- Get used to working towards your goals
- Fail faster and learn faster
- Encounter new opportunities

STEP 6: Decide after enough deliberation and stick to it

Successful people DECIDE

Decision means action

- You haven't really decided if you do not take action
- You haven't really decided if you have not taken on RISK
- It means you are prepared to say YES
- It means you are prepared to say NO to things that throw you off or distract

you Decision means commitment

- Prepare for setbacks
- Prepare to improvise / innovate / negotiate
- Decision doesn't mean expecting things to be smooth sailing!

Decision means knowing when to stop

STEP 7: Believe that you don't know everything about your goals and must learn more

Assume a Growth Mindset

Focus on your core competency and work outwards from it
Break down your goal

- Core competency versus everything

else What do you do with non-core

tasks? Delegate

Outsource

Postpone

Ignore

Forget

STEP 8: Believe and act like there is always a way through ANY problem

People are overcome by problems not because they're dumb or unlucky.

They just aren't prepared. You have to have a system.

Identify: Find the opportunity in any situation. Come up with a solution.

Optimize: Make sure your solution is the most efficient / fast / comprehensive / test

Dominate: Master the problem by using optimized solutions

Scale : Use the solution extensively or increase its

size Know when to cut your losses

STEP 9: Successful people relish calculated risks

No risk means no reward

The difference between risk taking and gambling

Education means risk reduction

Successful people always find ways to assume more risk while managing it

- They seek risk / they don't run away from it
- They CONTROL risk
- Plan B / insurance / hedged bets / diversification

STEP 10: Best Practices when adopting a Success Mindset

Mindsets are like muscles

- For them to get stronger, you have to USE them
 - For them to get better, you have to CHALLENGE them
- There is no better time than now to start