



## Focusing Exercise

Think of a situation that has worried you recently. Write a sentence describing that situation. Then make a list NOT of the factors that are against you but the factors that are for you. It may surprise you how many positive things you really have going for you.

A situation that has worried me recently:

What I have going for me:

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## Picture Positive

Most people tend to think in pictures. This is useful information to work with as if we know that we use pictures in our mind to think of things, then we can be pretty sure that our subconscious does too.

It is commonly mentioned that great sportsmen will 'see' themselves crossing the finish line, scoring a goal, kicking a conversion or whatever is relevant for their sport. This is because they know that if they programme their subconscious with the positive image of victory, then it already believes they are going to win and will do everything it can to support this!

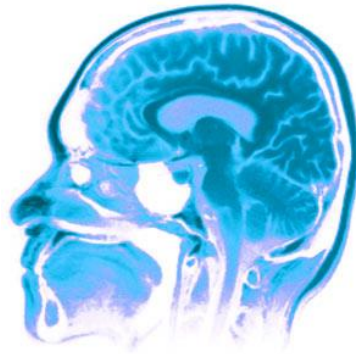
So, if we can put our positive thoughts into images in our mind, then we are another step closer to success.

One technique you can use is positive imagery prior to bedtime. If you spend 10 minutes or so picturing positive images prior to going to bed, your subconscious has the whole night to absorb and process these thoughts. You will often find that you wake up a lot clearer on the issues you were contemplating.





Driving your business forward



It's fascinating to see what happens in your brain when you start to create these positive feelings.

Scientists know that when we think positively a chemical called 'serotonin' is released into the brain. This helps send charges between brain cells and increases creativity and positive feelings.

Conversely, when we think negatively, a chemical called cortisone is released, which actually cancels out these charges and blocks thinking.

Your thoughts focus and feelings create different chemical reactions in the brain that will either help you to be more resourceful and creative or hold you back. It's no surprise to me that successful people seem to have more luck. If their thought process is positive, then the results are only going to go in one direction

**Hold your ideal  
outcome in your mind,  
believe you can,  
and find a way to feel  
good about it.**