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**Set Your Psychological Default Mode On Success**

**By Eve Delunas, Ph.D.**

Set Your Psychological Default Mode On Success

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Life has a way of challenging us with the unexpected. A deal falls through at the last minute. An employee quits when we need him most. We lose our most important account without warning. No matter how hard we try to control life's circumstances, these unforeseen difficulties sneak up on us just when everything seems to be going smoothly.

Your psychological default mode—that is, your typical reaction or response to life's unpleasant complications—can either contribute to or detract from your level of success. It can also directly affect your mental, emotional, and physical well-being.

Often our psychological default mode is such a habit that we aren't even consciously aware of it. When we take a good look at how we typically respond to life's unexpected troubles, we discover a lot about ourselves, and open the door to the possibility of change. Just like the default mode on your computer, you can reset your own default mode if it isn't getting you the results you desire.

What follows are descriptions of five common default mode patterns. Keep in mind that we may demonstrate these patterns to a greater or lesser degree. Also, one person may exhibit any combination of these tendencies. Later in this article, we will look at how you can reset your personal default mode.

**FIVE COMMON DEFAULT MODE PATTERNS**

1. The Blamer Mode. Here we look to assign blame for whatever has gone wrong. Instead of seeking positive ways to resolve an unpleasant situation, we waste a lot of time and energy trying to determine who is at fault. This default mode tends to provoke defensiveness in others.

## Set Your Psychological Default Mode On Success

2. **The Victim Mode.** Here we react to our misfortune by concluding that we have been unfairly targeted by others or life itself. We may engage in self pity (Why me?) and lament about how badly we are being treated. Due to our feelings of powerlessness, we may fail to take effective action.

3. **The Fighter Mode.** Here we become angered by life's setbacks, and vow to do battle with whomever or whatever has caused the problem. We need to win, and see life's unexpected difficulties as a temporary loss that must be avenged in the game of life. This default mode tends to blind us to alternative perspectives which can be helpful in resolving a problem.

4. **The Perfectionist Mode.** Here we turn inward and attack the self. We use life's inevitable upsets as an excuse to criticize ourselves beyond measure. We view every disappointing situation as a personal failure and focus exclusively on our own mistakes or shortcomings. We may become paralyzed by our negative self-analysis.

5. **The Responder Mode.** Here we assess our current challenge and calmly devise a plan of action. We remain focused on finding and implementing the best solution for the situation we face. We avoid the traps of attaching blame, feeling victimized, becoming enraged, or attacking the self. Instead, we consider what went wrong, make adjustments to reduce the likelihood that the same problem will reoccur, and take responsible action to minimize losses and maximize gains. This default mode tends to engender respect and cooperation among coworkers.

### RESETTING YOUR PSYCHOLOGICAL DEFAULT MODE

So, how do you reset your psychological default mode, if your current way of reacting or responding to life's challenges isn't working for you? Here are seven steps you can take to change your response patterns.

1. **Establish your intention to change.** Write down a description of the new behavior you wish to demonstrate, and tell yourself this is your intended goal. Post your written intentions somewhere so you can read it everyday.

2. **Activate your imagination.** Take a few minutes every day to visualize yourself responding in the new way. Your imagination is a powerful tool for activating the changes you desire.

3. **Find a role model.** Is there a person who demonstrates the default mode you would most like to emulate? When faced with a difficult situation, ask yourself, "How would \_\_\_\_\_ handle this challenge?"

4. **Monitor yourself.** Notice your reaction patterns. Watch, but don't judge what you see in yourself. Be a neutral observer of your own behavior.

5. **Heal old wounds.** Sometimes our emotional reactivity is due to unresolved situations from our past. By healing and releasing the past, we can deactivate emotional triggers and free ourselves to respond differently in the present.

## Set Your Psychological Default Mode On Success

6. Celebrate your successes. Every time you consciously choose to behave differently, give yourself a big pat on the back. Focus on the positive changes you are making, however small, and watch them multiply.

7. Be patient. It takes a little time to change an old habit. Just know if you keep at it, you will succeed. Maintain your focus on how you want to behave, and you will eventually find it quite natural to respond in the new way when life's unexpected challenges present themselves.

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### **2003... Got Goals?**

**By Paul Shearstone**

Inspiration without application improves nothing, benefits no one and fans the flames of mediocrity! ...  
Paul Shearstone 2002

2003....Got Goals?

By Paul Shearstone

Ask anybody on January 2nd 2003 if they have New Years Resolutions or goals and nine out of ten will say, "Yes!" ...Ask the same people about their resolutions three months later and they'll look at you like a small goat discovering a new fence for the first time.

All good intentions aside, exhaustive studies have shown only 3% of the population engage in some form of goal-setting and only 1% on average, write them down.

It should be noted that there is no small coincidence in the 1% that write goals down and the highest achieving, highest income-earning men and women around the world.

Setting goals is the genesis from which things great and not so great are accomplished. Read any book on achievement or watch the Biography Channel and see the quintessential message is clear: Goals = Success!

If it's that simple though, why is it then, are most people so unsuccessful in the fundamentals of Real goal-setting?

## Set Your Psychological Default Mode On Success

One legitimate answer may be our generation is busier than any generation in the past. Life today is not static and our preoccupation with just trying to 'get by' runs juxtaposed to the activities needed for maintaining concentrated goal achievement. Fair enough.

On the other hand, these same studies I mentioned are just as clear on the real reason most people – the ones who bother to set goals – will never achieve them. They don't write them down relying rather they be left to our memories to manage.

In my soon to be released Thought Book, I wrote: Your goals are future landmarks on paths created by You.

Goal experts, however, will be quick to point out, "Unwritten goals are nothing more than Wishes"... and we know the world is full of people with plenty of wishes. Go to any lottery office or anywhere they sell things like DotCom Stock. In one place they wish they'd bought more, in the other they wish they hadn't bought any at all!

Real goal–achievement has so nothing to do with merely wishing or thinking of what we'd like to accomplish and everything to do with Not Forgetting.

As the young man once said, "My memory is the thing I use to forget with". If we buy–off on the precept, we are now the busiest, most preoccupied generation, it's no stretch then to believe the experts when they say, "Goals left only to memory are destined to fade like so many wishes".

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Before we look for the remedy to the goal–achievement challenge, it's important we understand the fundamental psychology of goal setting. That is to say, how it works.

Psychological studies on the highest achieving men and women demonstrate, people with clear, specific goals, immediately and by default, become psychologically Goal Oriented individuals. [No mystery there].

Since goals take place in the future, those with goals also by default become psychologically, motivationally, Future Oriented individuals.

Finally, since we can agree we go to the trouble of having goals because we want to achieve them, another automatic psychological outcome is we immutably become psychologically, motivationally, human–behaviorally, actively, Success Oriented individuals.

[To put that into perspective, we can all think of people we know who are naturally, Failure Oriented individuals].

These hallmarks are known as the Three Unique Psychological Success Orientations – the stuff that governs everything we do in the present, the moment, the now, as we go about our lives putting people, places and things together to affect positive outcomes in the future as it relates to our goals.

## Set Your Psychological Default Mode On Success

That is, however, if we don't forget them!

The good news is, the simple act of reviewing our goals and activities on a daily basis, serves, in and of itself, to ensure we don't forget them – thereby keeping them fresh, clear, specific and at the front of our mind.

As mentioned and psychological studies show, unforgotten goals quite naturally engender Unique Psychological Success Orientations that by default, impact in a positive way, our thoughts and activities as we go through our lives focused undauntedly in the moment on things we wish to accomplish.

The Bottom Line:

Those without goals, more often than not, find themselves directionless relying mostly on things like luck. Goal-Setting is only the first step. Constant Goal-Review is the activity that ensures Goal-Achievement and Success!

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Paul enlightens and challenges audiences as he informs, motivates and entertains.

To comment on this article or to book the Pragmatic Persuasionist for your next successful event we invite to contact Paul Shearstone directly @ 416-728-5556 or 1-866-855-4590

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