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**The Power of Belief and Expectation**

**By John Boe**

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While you may not always get what you want, you will always get what you expect! Belief is the most powerful state of mind because your belief system defines and shapes who you are and determines your potential. I believe Henry Ford was correct when he said, "Whether you think you can or think you can't - you are right." Your belief system doesn't differentiate or judge, it simply accepts as truth what you feed it. Interestingly enough, the power of belief and expectation works just as effectively on your feelings of self-doubt and limitation as it does on your thoughts of success and achievement. Think thoughts of defeat or failure and you are bound to be discouraged. In his classic book, *The Strangest Secret*, Earl Nightingale revealed that the strangest secret in life is that you become what you think about. If you want to know what you believe, look at what you are experiencing in your life. As within, so without. Your thoughts are creative and express themselves through your emotions, which in turn, drive your actions. Everything you say is literally an affirmation, both positive and negative. You must be careful to guard your thoughts and words for they become your deeds.

I once heard a story about an eager, new insurance agent who had just received his license and was looking for prospects. He met with a successful businessman who had agreed to provide him with referrals. As he handed the salesman ten prospect cards, the businessman instructed him to call the prospects immediately and report back after he had finished. One week later, the enthusiastic salesman decided to drop by the businessman's office to give him feedback and to ask for more referrals. The insurance agent was pleased to inform him that he had been very successful! He said he had already contacted and sold insurance policies to eight of the referrals and was still trying to contact the other two. He enthusiastically thanked the businessman for providing him with the ten prospects and then asked him if he had thought of any other people to refer? The businessman smiled and said that he was very busy at the moment and shocked the insurance agent by handing him a phone book. The businessman explained that he had selected the previous ten prospect names at random out of the phone book and that the insurance agent could go ahead and get the next ten for himself.

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The clever businessman taught the new insurance agent an extremely valuable lesson in the power of belief and expectation. The salesman had made those sales on the belief that he had been given ten preferred prospects. Therefore, he was confident and eager to contact those leads and expected to make the sales with little or no difficulty. What is your belief about your market and what expectations do you have for your success? Yes, belief is indeed a very powerful state of mind!

John Boe, based in Monterey, CA, is recognized as one of the nation's top sales trainers and motivational speakers. He helps companies recruit, train and motivate quality people. John is a leading authority on body language and temperament styles. To view his online Video Demo or to have John Boe speak at your next event, visit <http://www.johnboe.com> or call (831) 375-3668.

### **The Nature of Anger**

**By Kevin B. Burk, Author of The Relationship Handbook**

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Many of us have some very definite ideas about anger. We see anger as destructive and hurtful. We consider it to be an inappropriate response. We equate anger with violence. In short, we feel that anger is simply wrong, and that when we experience anger, there's something wrong with us. Anger isn't nice. Anger isn't polite. And anger certainly isn't our friend.

Anger can be all of these things. But anger is also useful, necessary and even healing. We need our anger. We simply need to learn how to express our anger in appropriate, conscious, supportive ways. On its own, anger is neither good nor bad. It can be used to hurt, or it can be used to heal. It may not be a particularly pleasant emotion, but it's an important one. We can all benefit from exploring the nature of anger.

Guy Williams, a friend of mine who also happens to be a minister of Religious Science offers a tremendously insightful approach for understanding anger. Guy says that anger arises from a communication not delivered or an expectation not met. Anger is actually a tertiary response: our initial responses are grief and fear. First, we grieve the death of the expectation that was not met. Next, we fear that things will never change. Finally, we experience anger.

So few of us recognize that anger can be a positive, healing response. When we allow ourselves to experience anger, it focuses our minds, and strengthens our resolve. We discover reserves of strength and power. Our anger is what gives us the

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courage and the power to confront our fear that things will never change, by creating change.

Let's consider an example. We expect that our boundaries will be respected by others. When someone crosses a boundary, that expectation has not been met. The first thing we do is grieve the death of the expectation that other people will respect our boundaries. We feel unsafe because our boundary has been violated. But we also experience fear. We're afraid that things will never change: that our boundaries will not protect us because other people will not honor them. Our anger, however, is what allows us to change this. Our anger gives us the strength to defend ourselves. Our anger gives us the power and the

courage to stand up and demand that our boundaries be respected. Our anger, in fact, enables us to feel safe again. Expressing our anger helps us to redefine and reinforce our boundaries. We know we can defend ourselves, and therefore we feel safe.

When we don't express our anger in healthy, conscious ways, we buy into the fear that things will never change. We feel unsafe. More importantly, we expect that we will always feel unsafe. Unexpressed anger inevitably turns to resentment and depression.

Anger is our call to awareness. Our anger encourages us to become conscious of a limiting belief. The key to experiencing anger in a healing way is to own our anger. We can then choose how to express our anger. We do not need to lash out, nor do we need to hurt anyone with our anger. Instead, we can choose to alter our thinking, change the limiting belief, and reclaim another piece of our true selves. When we embrace and understand the true nature of anger, anger can empower us, and help us to feel truly safe.

Kevin B. Burk is the author of *The Relationship Handbook: How to Understand and Improve Every Relationship in Your Life*. Visit <http://www.everyrelationship.com> for a FREE report on creating AMAZING Relationships.



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