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Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

YOUR "SUCCESS" INSTINCT

By Rhoberta Shaler

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Do you know about the "success instinct"? A squirrel does not have to be taught how to gather nuts. Nor does it need to learn that it should store them for the winter. A squirrel born in the spring has never even experienced a winter. Yet in the fall of the year you can observe that squirrel busily storing nuts for the lean winter months. Birds do not take nest-building lessons. They have no ability to read maps, yet they can return to exact locations year after year. These instincts assist the animal to successfully cope with its environment. This is the "success instinct".

You have a success instinct as well. Animal's goals are pre-set; yours are completely up to your creative imagination. An animal's success is limited to its built-in goal-images that we call instincts; your success is unlimited.

You are not a machine, however, you do have a "servo-mechanism". Maxwell Maltz wrote that "...your physical brain and nervous system make up a servo-mechanism which you use, and which operates very much like an electronic computer, and a mechanical goal-seeking device. Your brain and nervous system constitute a goal-striving mechanism, which operates automatically to achieve a certain goal, very much as a self-aiming torpedo or missile seeks out its target and steers its way to it. Your built-in servo-mechanism functions both as a "guidance system" to automatically steer you in the right direction to achieve certain goals, or make correct responses to environment, and also as an "electronic brain" which can function automatically to solve problems, give you needed

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answers, and provide new ideas or 'inspirations'."

There are two general types of these mechanisms. One functions when the target, goal or answer is known and your objective is to reach or accomplish it, and the other function when the target, goal or answer is not known and the objective is to discover or locate it. Your brain and your nervous system operate in both ways.

When you know your target, you also know when you are on course, and when you are off track. You accomplish your goals by going forward, making errors, and continually correcting

them and moving forward once again. Your built-in goal-striving mechanism works for you. Once the pattern is established, it will work for you automatically. The key, however, is in knowing that this mechanism is always working for you. Oh, you don't think so? Well, it is.

You know the story of the "Little Engine that Could", don't you? You'll remember its affirmation, "I think I can, I think I can." It had a servo-mechanism rooted in positive affirmation. It focused on the goal and engaged fully in accomplishing it without doubt or question. It could have chosen to say to itself, "I don't think I can, I don't think I can." and it would have come to a complete stop. In both cases, the mechanism was trained and it performed. If you are not reaching your goals, look carefully at the training you are giving your servo-mechanism!

Keep It in MIND!

Dr. Shaler speaks to thousands of people each year giving them and their organizations "The OK's to SUCCEED!" —the Optimization Keys to lift their sights and elevate results from acceptable to EXCEPTIONAL. She is the author of 'Optimize Your Day! Practical Wisdom for Optimal Living'. Get her book & her free ezines at her website, www.OptimizeLifeNow.com.

Step Back to Succeed in Decision Making

By Gary Vurnum

Step Back to Succeed in Decision Making

All of the greatest leaders in world are man-managers. Without exception, they command respect from

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those who work with them and for them. Some managers may rule with a rod of iron, others with a softer approach, but the key trait consistent in all great leaders is their charisma.

Charisma is defined as A personal attractiveness that enables you to influence others.

If you observe how the best managers you have worked for operate, you will undoubtedly find that they have a calmness about them, when others are at panic stations. Whether they realise it or not, they are operating in a fashion that mimics most (if not all) of the greatest leaders of our time. This trait can be learnt, but for some people it is easier to master than others. First, you must remember that all stress is a state of mind. I think Ill repeat it, just so you get it All stress is a state of mind

If you think that you cant cope you wont. It seems that very few people (and very few managers) have mastered the ability of detachment. The way to stay calm while others panic is as easy as this:

S top what you are doing

T hink logically through each option

E stimate the likely outcomes of each option

P lay the probability game what is the likely option?

B e sure that you have all of the facts do you need anyone or anything else?

A ccept that you have made the best decision based on the facts you have

C heck with your instinct does it feel right?

K eep calm and make the decision

The best managers follow this framework and make a decision in seconds. It is like driving a car. Once you have learnt how to, and practiced enough, your subconscious takes over and does the work without you having to consciously go through the routine. You can practice this process on minor decisions, the outcomes of which do not affect you or your company either way. As a supervisor or manager, there will undoubtedly be a time when you will have to make more important, and sometimes instantaneous, decisions. Thats when all of the practicing will pay off. In a former role, I personally applied this structure to an instant decision that could have cost the bank I was working for \$750,000, if I was wrong. Based on the facts I had I made the right decision. If I had panicked, I probably would have made the wrong decision, which, in retrospect, would have been easier to make and implement.

One of the key elements to stepping back is to use your instinct. I have seen many people make decisions based upon data that they KNOW is false or incomplete. They felt pressured to come up with the right answer. In many cases the perceived right answer is not always the correct one. If your instinct is telling you something is not right listen to it, ask it questions, thats what it is there for. If you

dont feel that the decision is the right one, then you may be missing something. Your instinct will never let you assume anything without giving you some form of warning.

The Internet and email has speeded up response times customers no longer accept more than 24 hours between their query and its solution. All businesses are constantly evolving. If the company you work for is standing still, it is really going backwards, and it probably wont be around in five or ten

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years time. When (not if) a big reorganisation of your company takes place, however many months, or years in the future, the workers who will be in demand are those who can stay calm and make decisions, while others around them scream and shout. Managers and supervisors are always looking for people who can accept responsibility. Make sure that one of them is you.

To Our Success!

Gary Vurnum has left the corporate world behind to focus on helping others succeed. He uses the lessons he has learnt from surviving the life-or-death situations he has faced with his severely disabled son. Others may not want his life...but he is the happiest he has ever been. Send a blank email to sofsuccess@getresponse.com to get his free 4 part report on Success – "11 Reasons Why You Will Never Succeed"

Step Back to Succeed in Decision Making

How to Turn an Idea into \$100,000

Amazing Secrets Smart Students Have Tucked Under Their Belts For Years And Start Getting Better Test Scores Today!

Your Success

Belgian Laekenois – The Rare Belgian Sheepdog

Success Secrets

Motivate Your Way To Success

Help Your Child Succeed In School

Key Secrets to Setting Up Your Own Automatic \$ Making Machine!

How To Create HOT Information Products

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