

# SUCCESS INSIGHTS

**#3 Stumbling Block – Not believing you can get what you really want.** (For those who may have missed the last two issues, #1 was not knowing **what** you want and #2 was not knowing **why** you want it.)

Have you ever spontaneously thought of something you wanted or a goal you'd like to achieve and as you continued thinking about it, you either lengthened the timeframe or reduced the goal?

Examples of this are:

Spontaneous thought – "I'd like to make \$10,000 this month."

After some consideration:

Lengthened timeframe – "Well, maybe I could make \$10,000 this quarter."

Reduced goal – "Well, maybe I could make \$5,000 this month."

When we lack confidence in our ability to reach a goal, we tend to limit ourselves one of these two ways. I'm not saying that the careful reflection that leads us to set realistic, yet aggressive, goals is not a wise thing to do.

However, I know from personal experience that the automatic inclination to lower our goals comes from self doubt or lack of faith in our abilities, knowledge, willpower, etc.

Self-limiting beliefs are called that because 1) they are created by our own selves and 2) they limit what we believe is possible for us.

And here's the rub – whatever we believe to be true IS true for us. Doesn't matter whether it's a positive belief or a negative one!

Donald Trump believes that it is possible to be a billionaire (and to have bad hair and still marry supermodels). John F. Kennedy believed it was possible to put a man on the moon.

For more than a century, athletes had dreamed about and aspired to run the four-minute mile. But many experts suggested it was physiologically impossible. From 1945 to 1954, no one was able to break the world record time of 4:01.4.

Yet, on May 6, 1954, a British medical student named Roger Bannister made history by breaking the four-minute barrier by running a mile in three minutes and fifty-nine point four seconds (3:59.4).

As amazing an accomplishment as this was, only six weeks later, John Landy became the second man to break the record with a 3:57.9 mile in Finland. After that, countless runners began to break the four minute mile.

What can we surmise from this sudden surge in speed? Were there some new fangled "supplements" that assisted this new batch of record breakers? Not likely. It seems that once the label of "impossibility" was lifted – many runners began to simply **believe** they could run a mile under four minutes.

The human mind is so powerful that whether we think we can do something or think we can't, as Henry Ford said, "we're right!" We talk ourselves into or out of every accomplishment.

So when you start to limit your goals or dreams, recognize that it is you who creates these limitations. True, they may have been implanted by other people long ago, but you have accepted them as fact.

The most exciting thing about this is that if you've accepted these limitations as truth in the past, then you can reject them as nonsense in the future. And whatever these thoughts have manifested in your life – can be undone by a shift in your thinking.

## QUOTES

"The man who can drive himself further once the effort gets painful is the man who will win." - Roger Bannister

"Whatever the mind of man can conceive and believe, it can achieve," said W. Clement Stone.

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