



WEEK SIX

Working with Beliefs

HANDOUTS

AND

PERSONAL DEVELOPMENT
WORK

Whether you believe you can or whether you believe you can't, you're right! Henry Ford



WEEK 6

Recap Questions from previous week (s)

Set aside at least **30 minutes** to do the following exercise it will build on earlier exercises. This exercise may take between 30 – 90 minutes.

1. How did you get on with your weekly questions?
1. What insights did you have around how you prioritise?
2. Were there any particular times you found you were more likely to procrastinate or make excuses?
3. If so what did you do to change that behaviour in order to move towards achieving your goals?
4. When you checked in if you were serious about achieving your goal(s) what did you discover?
5. Did resistance show up during the week? If so what did you do about it?
6. When you looked at your goal(s) and the gap from where you are to where you want to be, what steps did you identify needed to be taken to fill the gap?
7. Have you started to notice any changes? If yes note them down now.....
8. What one thing did you learn from last week's lesson?
9. What change/progress have you made or noticed during the week?

As we are in week 6 now, you've probably started to get a good idea of what you want, how you operate, what your behaviours and patterns are and how they can support you or hinder you. You are nearly half way through and if you continue to work with the weekly programme you will start to see change occur.

Are you keeping up with the sessions? If not, what do you need to do to keep on top of them? In the past, this course was delivered over a 10 week period, and the results were significant. (Imagine how much more there would be do each week if you did it in 10 weeks!)



Beliefs, come from all sorts of influences. Our thoughts, beliefs, values and attitudes about what is right and wrong, what the world should be like, who we are and what our capabilities are start being programmed some say, even before we are born. Thomas Verney “Secret Life of the Unborn Child”, recorded expressions on foetus’ faces whilst its mother was exposed to different experiences. The little baby showed adverse responses when tested during loud rock music being played, the mother thinking of smoking and when the parents argued with each other.

Lee Pulos says 52% of intelligence is determined during pregnancy as the genes are selected for the child to adapt to the environment that the mother perceives the child will have to handle. So the cells the child is developing can be formed in a state of fear or a state of growth. In NLP there are exercises that can take the individual back to the time they were in the womb to help them release the decision to operate from a place of fear in order to move on with changing limiting beliefs or achieving their goals.

Some people I’ve met and worked with have never thought about beliefs as a topic to be worked on, they believe they’re just facts. Others have shared they believe you’re born with your beliefs – like genes and as such they can’t be changed, they believe they’re set and what’s happened to them in the past will continue to happen in the future.

Such individuals may not find coaching or other therapies as helpful as individuals who acknowledge that beliefs about the present and future can be altered. Some ways to start changing old beliefs that aren’t helpful are:

- use past experiences as lessons to be learnt – learn the lessons and move on
- if you think it will be helpful, identify original programming and conditioning that used to be useful but is now outdated
- recognize your unhelpful beliefs, behaviours and patterns and be willing to stop them in their tracks when you catch yourself indulging (you’ve already started this work in earlier sessions)
- know what you want and get really clear about why you want it
- set goals to support you in attaining the new belief

Lee Pulos says, “You are not doomed because of your past, you are doomed when you are unwilling to change or be transformed”.

Due to the different trainings I have experienced, I believe we get a large % of our programming from birth onwards, due to the constant input of our carers and what they believe, and they were given those beliefs by their carers who were given them by their carers before them.



Think about being a baby, you've no language to share what you're thinking with your carers. All you know is that if you're hungry you cry, if you're tired you cry, if you need changing you cry. And you get attention and offered what the adult thinks you might need. And all the time they're attending to you they're programming you. Soothing you, feeding you, talking to you, hugging you or not, neglecting you, being angry or upset with you, tired because of you, happy because of you, and responding to you verbally and physically so that quite quickly as you grow and develop, you begin to learn more about what is expected of, and from you.

When I was studying child psychology and NLP, I learnt children want and need attention, they want to please, they want to be loved they want to be noticed. And they learn quite quickly the things they have to do in order to get good attention – or rewards, and they learn, equally quickly what gets them pain or punishment.

This is a powerful concept to get your mind around and is mentioned in neuro psychology as part of the psychology degree and has been popularized by Tony Robbins.

The human mind is consciously and subconsciously motivated by two basic forces.

1. The need to AVOID PAIN
2. The need to GAIN PLEASURE.

If you think about it, every action you take in life is driven by the need to avoid pain, and the need to gain pleasure. For many the need to avoid pain is MOSTLY STRONGER than the need to gain pleasure.

And children experience this very early on in life as part of their daily programming.

As the programming continues to be set up minute x minute and day by day, the baby will have the thoughts, images, ideas and experiences of those surrounding it, planted into its little sub-conscious mind, as Bob Proctor says “the baby is programmed to think like the people it is surrounded by which creates a paradigm”. Paradigm = belief system, or way of thinking about yourself, others, the world and your family and friends. This system of beliefs is developed and reinforced on a daily basis until it becomes a child's truth.

And unless we become aware of our limiting beliefs around a goal or topic, challenge them and then do something different, we will become imprisoned by our original programming.

I have never seen anything given as much unconscious as well as conscious time and attention by carers, as the messages programmed into a small child. If you have small children, or friends or family who do, start noticing if you haven't already, the daily programming that goes on, often without the adult evaluating or thinking or being challenged on what is being said or taught.



If you were lucky, you were given consistent, positive messages backed up with evidence, about yourself and your world which may have led you to having good self-esteem. (Oliver James says around 50% of population have poor self esteem, leaving about 50% with good self esteem), if you were less lucky, you may have had inconsistent or negative messages given to you about yourself or life or people and still be operating from that level.

So you've been programmed, and from the ages of 2- 6 you were programmed whilst in the creative imaginative state of theta, then from 6-12 when you were in the hypnotic alpha brainwave state,(which is the day dreaming, highly suggestable pleasure seeking state), you continued to adopt, accept and be influenced by the messages of those around you. So, as you get to an age where you can start to think for yourself, you'll naturally look to your original frame of reference to check if what you're thinking is right and if the thoughts you're thinking.... will compliment the upbringing you've had, you'll look for children who are like you and you'll make decisions (when you're old enough to think in that way) that work with what you've been taught is right.

As an aside, if you stay in that way of thinking and aren't open to questioning it.... it could mean you always think you're way is right which means, others who don't think like you must be wrong. But what happens to communication or relationships if those participating think only their way or upbringing is always right? Who's right?

I hope this is making sense to you. My main point is, if you've got limiting beliefs or doubts about yourself or your goals, based on what you were told by older supposedly wiser 'carers' whilst a young child in a trance like state it may be time to challenge them!

Knowing this can be useful if it allows you to question messages you've been given about life or yourself that hurt you or stop you from achieving your main life goals.

Words and thoughts carry emotional charges, and emotions affect your physiology, the way you stand or sit, the way you walk or speak, and your physiology can cause you to feel successful or feel depressed, feel confident or feel like a loser. How you think and how you carry yourself can influence your beliefs about your capabilities, which in turn can impact on how you behave and the actions you are willing to take. This in turn affects the results you'll get in your life.

If the beliefs you hold about yourself stop you from being happy, or content, or prevent you from achieving your goals, then maybe it's time to question and challenge them.

In this lesson we'll be looking more at this topic and what you can do to start to change your limiting beliefs and doubts.



If you are interested in finding out more about belief change, there are loads of books out there, I found Oliver James book *They F*** you up* very interesting in terms of understanding more about early conditioning and it's later impact, and Debbie Ford's *The Dark Side of the Light Chaser's* is a lovely book to work with on starting to change limiting beliefs. As well as that, if you really like the idea of challenging limiting beliefs, you may be interested in reading about or studying basic NLP skills.

Back to Bob Proctor, he says your behaviour and body is an expression of what's going on in your mind, the brain is not the mind, it is an electronic switching system which if you want it to work for you in the external world, you will need to change your vibration which means changing your thoughts and what's going on in your internal world. (You can find out more about this via Heartmath)

As so many current big named motivational speakers remind us, we are in charge of how we feel, even when we think we aren't and true change has to begin from within.

Remember this: When your thoughts, feelings, goals and attitudes are in alignment change is possible and easier.

THOUGHTS	FEELINGS	GOALS	ATTITUDES*
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At any one time, people are operating from a physical world/reality, a thought world, emotional reality and from a place of meaning and purpose. When these areas are in alignment and working together, change can occur. Often, our physical reality does not reflect our higher purpose or thoughts about how we would like life to be, that impacts on us in the form of negative mind chatter or 'bad' thoughts, which creates our emotional reality causing us to feel low, or bad, or fed up. When we experience these feelings, we may decide not to set goals or improve ourselves, but wallow in the negativity of how we perceive 'life' to be. If we don't interrupt this cycle and challenge it, we may stay stuck in this never-ending downward spiral and repeat the same pattern day in and out.

So if you don't like the life you're currently living you must identify both what is working well and what needs to be changed, set some possible and realistic goals, this works for intangibles as well as tangibles, and then take action to bring what you want into your life.



Select one area of your life you want to change or improve (you might want to make it an area that fits with the goals you selected last week). Start by writing down all your beliefs/thoughts you hold about yourself and your abilities within this area. **Do that now.** See below

This will allow you to identify the limiting and empowering beliefs you currently hold in this area of your life. It will also show you what you're focusing on, ie what you want or what you don't want. Ensure you are honest about how you think it's pointless pretending to be optimistic and forward thinking if that is not how you really think or feel about your goal. The only person you will be lying to is yourself!

*Attitudes are clusters of values and beliefs about a topic, identify and challenge any that don't work for you and you can start to change your mindset/attitude.

Area of life or specific goal to work on	Beliefs about myself in this area	Beliefs/thoughts about capabilities in this area	List any limiting* beliefs that arise from this exercise	List any empowering beliefs that arise from this exercise	I notice I focus most on negative	I focus most on positive	I now *want to focus on
Relationship							
Health	make	these boxes	as big	as you	need	them	to be
Career							
Etc							



Looking at your table, you should now be clear about what you have and what you want. Now you know this, thinking about the work you have done so far

- How can you start to create new ways of seeing the world?
- What do you need to look for?
- What intentions do you need to set at night in order to work towards this new way of looking at your world?
- What consistent action will you take in order to bring what you want to believe into your life rather than what you used to believe?

As Tony Robbins says “the past does not have to equal the future”.

Limiting beliefs can be changed – if you believe they can. To do this you have to wake up from your limiting stories, decisions and past experiences, Buddha is reported to have been asked if he was an angel, he replied no, then he was asked if he was a God, again his answer was no. So what are you then? a follower asked, “I am awake” Buddha replied. Are you? If you are happy being unhappy, no problem but if you’re not, it’s time to wake up from your cultural hypnosis and trance like state, stretch, rub your eyes, look closer then shake off what you no longer require, (literally dance, rebounding or exercise of some sort is great to do whilst imagining yourself really waking up), roll up your sleeves and get down to creating the new beliefs you want to implant in place of the old ones. This programme can really help you, and if you have someone like a coach as support the change can be even quicker.

Science is now working with epigenetics which says we can consciously and unconsciously impact upon and change our genes, there are numerous placebo studies which you can research that show the power of the mind in allowing the body to heal if it wants to.

Dr Bruce Lipton and Lee Pulos write and lecture on how thoughts can affect cells. Heartmath (The Living Matrix) shares information on HRV and how it is affected by thought. Get clued up with the evidence you need to make changes, if you like having proof, look for it – there is so much around, if you are happy just believing and trusting in yourself and the process, fantastic go for it. Work with who you are and the way that is best for your transformation.

Remember: Our unconscious mind is like a little 7 year old looking to the big brother conscious mind. If you say it’s stupid or give it other limiting messages, it will believe you. Is that how you’d want to speak to an impressionable child? Be kinder to yourself. Change and challenge your conscious thinking to impact on your unconscious beliefs.



This doesn't mean pretending there isn't a problem or ignoring limiting beliefs hoping they will go away. As Tony Robbins says: it's pointless looking at your garden and saying there are no weeds, there are no weeds, there are weeds and the suckers will take your garden over if you don't pull them out!" Instead identify the weeds pull them up, plant the flower you want in its place, feed, nurture and water it daily and then get on with taking action towards your goals; great advice from a very motivational speaker and teacher.

So now it's your turn to work on any beliefs that have been stopping you. Above, you started to get more awareness about where your focus was in terms of your chosen life area and any positive or negative focus that could be impacting on that area (or perhaps a bit of both). You also started thinking about your beliefs around your capabilities in this area of your life. So now you know what you believe about yourself and your goals in these areas answer the following questions:

- What did you discover?
- Can you see what your challenges are?
- Can you see what your strengths are?

You now have a list of limiting beliefs that you want to work on.

List them again here or in your workbook – write a clear list of the limiting beliefs you have around GOAL 1, then GOAL 2, then GOAL 3. Do that now.

Identifying the obstacles is a huge step forwards. We will look at them next week and apply some techniques to them. But before we do that, there is more self awareness to get to, so let's check out your language around goal No 1,2 and 3.

When you say and write down each goal (one at a time please) which of the statements applies most accurately to it, ie hard, easy, impossible, tick one (or more if they really feel right) for each goal.

See the table below, please complete it now.



Your goals here	Challenging	Hard	Difficult	Unlikely	Too difficult	Impossible	Easy
Goal 1							
Goal 2							
Goal 3							

Now to help you decide which one to work on first, prioritise the 3 goals according to how you like to work. Do you like to do the easiest first, the hardest, most difficult etc. Get clear now. Write your findings as per the example below. Remember, there is no right or wrong way to do this we are working with WHO YOU ARE, not who you think you should be. Please do it now.

1. I like to do the easiest goal first – this feels good and comfortable
2. I am not keen on challenging goals as I worry about my capabilities to achieve them, I may start this one alongside no 1 and then to and fro between the two, but I know I will probably not complete it if it gets too difficult or if the obstacles are too challenging. **(I will need some support or help with this one)**
3. I might put off doing the hardest goal and procrastinate about it forever or until I HAVE to do it – it won't feel good though, either way and I will probably worry about doing it and also about not doing it! **(Who could help me? Who might I get to do some or all of it for me? What is the easiest or first step?)**



Next, take the goal you want to work with first and get clear about your beliefs about it and your ability to achieve it. Here is an example of a new coach

My 3 goals are:

- | | |
|--|-------------|
| 1. To get my website and cards produced | easyish |
| 2. To have four paying clients per week within next 6 months | challenging |
| 3. To become a full time freelance coach | possibly |
| impossible | |

I decide I want to look at the challenging goal first

Positive beliefs about my goal/self	Negative or limiting beliefs about my goal/self
I am a trained certified coach I have testimonials that confirm my skills I love coaching and the difference it makes I am good at helping clients goal set I have used coaching to achieve my goals I believe in the power of coaching	I am worried about 'selling myself' I don't like asking for money/payment I fear being rejected I'm not sure I am good enough Will people really pay me? Why work with me and not someone else? I don't know how to get paying clients I don't know how to market myself

With this kind of awareness and honesty this client can start to understand what could stop them from taking forward moving steps.

Do the exercise yourself now and we will start to work with your limiting belief changes next week.

RECAP

Your beliefs come from those who look after/care for you from an early age
 You are programmed whilst in a hypnotic theta and alpha brainwave developmental state

Beliefs can be changed

Epigenetics - working on how genes can be changed by positive and negative thoughts

You are in charge of your thoughts and feelings – wake up!

Video idea - to see yourself in natural state

Next week

Adding to your 'toolbox' to help you break free of limiting beliefs

Personal Development techniques to support your changes

Experiments (and authors) backing up affirmations and what you need to add to them to make them powerful and life changing



Personal Development Exercise (s)

Identify an area you want to work on

Write your goals down

Label them as hard, difficult, easy etc

Get clear about your limiting and empowering beliefs for one or more areas

Identify what you are focusing on (what you don't want or what you do want)

Ask the questions below

Personal development work between sessions

WEEK SIX exercises to do at home in between lessons

Find a coach or trusted friend who you can report to on your actions and successes

I will ask to support my work on this course

In order to continue the self-awareness work I have started here **as I go through my week, I will ask myself the following questions as often as I can every day** and just notice how I operate so I can choose to change anything that is not helpful for me.

Questions to think about and ask daily and throughout the coming week:

I believe I can change my limiting beliefs in the area of.....and I know this is true because

How can I be more 'awake' each day around the changes I desire?

How do I know I am living my life in accordance with my values and beliefs?

As I think about my goals this week what are my feelings about them?

What beliefs come up for me around them – positive and negative?

What's really important about these goals and succeeding at them?

Put these questions onto cards and place them around the house where you can see them. One in your bedroom for when you wake up in the morning, one in the kitchen where you will see it, one in your car and in your diary. Anywhere that will remind you of the questions you are to think about this week to help move you forwards.



WEEKLY ACTION PLAN

Where are you with your goal(s) now?

Write a sentence saying what you think about your number 1 goal right now. Then do this for your other 2 goals

On a scale of 1 - 10 how much do you want to achieve this goal(s)?

What three steps could you take this week to help move you closer to your goal? Write them below.

- 1.
- 2.
- 3.

What have you done over the last six weeks to take you closer to your goal? Write your progress to date below. We will keep building on this information and you are encouraged to read it throughout the programme so you can see how far you have come.

