

The Hertfordshire

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DUNCAN BANNATYNE

TWELVE DAYS OF CHRISTMAS

We hear from the experts who want to pass on a new year business tip for every day of the festive season.

MAKING MONEY THE EBAY WAY

Why more people are turning to the auction site to build a business, or just for some extra cash!

11 WAYS TO MANIFEST YOUR DREAMS

Confidence consultant and author Mary Dempsey talks about how to realise your dreams, and make them become a reality.

SALSA IN HERTFORDSHIRE

Why not start the New Year with some Salsa and work off some of that extra Christmas dinner?

TV'S VERY OWN DRAGON SPEAKS TO THE HBI
ABOUT WHAT 2011 HOLDS IN STORE FOR HIM

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CHANGING YOUR MINDSET

TO MAKE THE MOST OF 2011

BY DR LISA TURNER

CHANGING WORKING MINDSET CAN IMPROVE WORK PERFORMANCE

For most people 2010 has not left them feeling great or with a positive outlook. But whilst others are thinking merely of surviving, it is possible to make the most of any situation, to capitalise on past success, and learn from past mistakes. With the right mindset and strategies, 2011 could be your best year ever.

THE RIGHT MINDSET – RAISE YOUR INNER THRESHOLD

A recession brings out peoples true nature highlighting both weakness and strengths. Everyone has an inner threshold which determines how much stress that they can manage. When circumstances push you above this threshold you will feel stressed. It can happen suddenly with only small things triggering you over your threshold and into meltdown.

The more going on in our lives the more stressed we are likely to feel.

When the responsibilities and workload associated with all of our roles is added up, the result equals how much stress we are experiencing.

Provided the total of this stress is less than our inner threshold, we will be okay. We'll feel in control and will be able to keep on top of things. However when the sum total of stressful events tips you will experience overwhelm.



SIGNS THAT YOU ARE OVER YOUR THRESHOLD

- Problems concentrating
- Lack of focus and poor sleep
- Not getting things done
- Being clumsy and accident prone
- Inability to relax or switch off
- Minor illness
- Irritability, aggression, angry outbursts for only small things

WHAT LOWERS THE INNER THRESHOLD?

- Confused unfocussed thinking
- Negative emotions
- Inner conflict and limiting beliefs
- Poor physical condition

All of these things will clutter up your mind and thinking space. The more mental clutter, the less capacity for creative thinking, problem solving and inspired decision making. Eventually you become unable to focus on important information or current events.

WHAT CAN YOU DO TO RAISE YOUR THRESHOLD?

Heal up emotions from the past. Although in business we don't normally like to talk about emotions, they do in fact impair our ability to think clearly and make good decisions. Healing up unresolved emotions vastly increases your inner threshold. Stop the spinning plates. Unfinished projects or tasks take up a lot of memory and blocks thinking space. The back of your mind is constantly thinking about that project, calling that client, sending the e-mail, writing that letter, finishing that report. The solution – do or delete. Write a list of all the unfinished projects and tasks. Then review the list and make a decision. Limiting beliefs will stop you taking action that could lead to success. In a recession many people take fewer risks or reduce marketing effort because they have limiting beliefs about what is possible. If you think there is no point calling that client because they won't want to buy something now, then even if you do "force" yourself to make the call your mental attitude will come over in your voice and language so you will create a self fulfilling prophecy of failure. If you believe the opposite then you will create success.

Beliefs are unconscious, so it's not what you consciously believe that matters; it's what you unconsciously believe.

HOW TO CREATE YOUR BEST YEAR EVER?

Step 1: What did you achieve?

Make a list of all the things that you achieved in the last year. No matter how big or small the achievements are, if you are proud or pleased with them then put them on the list.

Step 2: What did you NOT achieve?

Make another list of all the things you failed to achieve in the last year. What goals or milestones did you set yourself that did not happen? This step won't be quite so pleasant but it is important for step 3.

Step 3: Your personal rules for success.

Look at each of the lists and identify the difference that makes the difference. What did you do or not do that caused you to achieve what you did? What did you do or not do, that caused you to fail to achieve what you didn't. You are looking for the difference that makes the difference and these will form your personal rules for success. Everyone's rules will be different but here are some common ones; believe it is possible 100% to stay positive – even in tough times, let go of the "how", notice opportunities and act on them. Following them will increase your success.

Step 4: Turn your thinking on its head.

If you look around, most people in business don't experience the kind of success they would like. But if you look at most people, what they seem to do is to look around at other struggling businesses and do exactly the same! Studies show that doing the OPPOSITE and going against the flow leads to long term success.

GO AGAINST THE TRAFFIC, AND YOU WILL HAVE 3 LANES TO YOURSELF.

Just like traffic in rush hour it is always easier to be going the opposite direction to the crowd. Business is just like that, but it takes planning, investment and courage to go against conventional thinking.