

Mastering Your Business Mindset

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You want success, but you're not sure what the key is to getting there. It's actually quite simple. It's your mindset. Your mindset is the attitude that you have toward something.

And your mindset is the deciding factor in whether or not you'll actually achieve the success that you're looking for. You can have a negative or a positive mindset.

People who have negative attitudes usually see the reasons why something can't be achieved and these people are self-limiting when it comes to success. But people with positive mindsets see the problems in a task and look for ways to adapt around or through the problem to come up with a solution that works.

Mindset matters because with the right mindset, you'll be able to tap into the potential that you have for success. Everyone has this potential, but not everyone reaches for it. Those who do will experience personal and professional growth.

Have a Clear Focus in Mind for Your Goals

If you ask people what they want, many of them will simply say they want to be successful. But if you ask them how they plan to achieve this success, they won't have actionable goals.

If you have random milestones that are too broad, you won't be able to reach those goals. For example, if you have a bunch of goals like wanting to be successful financially, wanting your business to grow, wanting to be able to level up in your business, those goals are so broad, so all over the place, that you won't be able to reach them.

Goals have to be broken down into actionable steps. They can't be so broad that they're one-size-fits all. Those types of goals don't give you a road map. They're just contributing to your confusion and overwhelm.

If you say you want to make an extra \$40,000 this year, that's fine - but what are the steps that you're going to take to get there. You don't make \$40K overnight. You make it by taking the smaller steps that lead you to that goal.

You need to define these smaller steps that end up feeding into your larger goal. So instead of having a goal of making more money overall, set a goal of how much money you need to make each day or each week to meet that ultimate goal.

If you want to make an extra \$40K, then you would need to bring in about \$3,333 a month. Break that down by how much you would need to bring in a week, which is about \$833 or about \$119 a day.

That's what you focus your goal on because when you make that \$119 a day, it feeds into the weekly goal which feeds into the ultimate goal. And it's not so overwhelming.

If you have streams of income right now that aren't moving you toward your goal, then you have to come up with a way to increase that income. You can offer an information eBook.

You can set up paid tutorials or start a members' only forum. What you can't do is sit down and think about your goal, plan it and then do nothing to move toward it.

Wishful thinking or hoping doesn't lead to changes or results. When you set actionable goals, it allows you to have a clear focus and helps you have the mindset to reach them.

You need deliberate goals in order to have a sense of direction. It allows you to lead your life rather than to be led. Plus, when you have actionable goals, it lets you keep track of your success.

If you know that you have to make \$119 a day and one day you make twice that, then you're ahead of the week's goal. And that will help if you have a shortcoming on another day.

You need to first determine what it is that you want. You can't set goals until you know what you want. These goals should matter or mean something to you. They should be goals that you're driven toward.

The most successful people have an underlying motivation to their goals. They want to be successful but many of them have a "because" in there. Such as "I want to be successful because I want to be able to spend more time with my family."

Some people have an underlying motivation to be successful because they know what it's like to struggle and they don't want to live the rest of their life that way. Your goals should be narrowed down to specifics.

Name exactly what you want. Break the issues down so that you can keep track of the goals in smaller, actionable steps. It's important that you have these goals outlined with a way to track them.

Use deadlines for yourself. If you know you want to make that \$3,333 in a month, then this allows you to be able to break down when you know you have to have a product ready - or take a step to get something out that will work toward bringing in that money.

These goals should be ones that are within your reach. If one of your goals is to make a billion dollars in a year, odds are really high that's not an achievable goal. So don't set yourself up to fail right out of the gate with a goal that you won't be able to accomplish because it's not realistic.

When you create your goals, make sure that your mindset is positive. Don't set self-defeating goals. An example of this would be a positive goal of "increase mailing list by 25%" rather than the goal that has a negative spin such as "find a way to make up for subscribers who are unsubscribing."

Once you've created the goals that are going to move you in the direction that you want to go, you'll want to reinforce them. Look over them once a day. Put them in front of you to remind yourself that even if you don't see huge changes overnight, these changes are happening as you reach these actionable goals.

Isolate Yourself from Negativity

You might have heard how negativity is a bad thing when it comes to having the right mindset for success. It's true. Negativity is one of the biggest things that can derail any attempt at success.

The reason that negativity can keep you stuck, holding you back from obtaining goals and changing any part of your life, is because negativity wipes out motivation.

It's hard to feel motivated about anything when your head is full of negative messages. What happens is that you're fired up, ready to charge ahead with reaching success, when along comes someone who says that you don't have the talent, the knowledge, the money, the support or the courage to make it happen.

Before you know it, that negativity has seeped all the way into your inner mind and you find that the self-doubts are multiplying. You begin to believe they're right.

You don't have the talent. You don't have the knowledge and the next thing you know, you're not even trying to move forward any more. When negativity destroys your motivation, it destroys your confidence.

It's not a matter of whether or not you're going to encounter this negative response, but when. Because many people just have a damaging outlook and they spread that negativity.

It's second nature to them, but it doesn't have to be accepted by you. You can reject their negativity. Who's destructive in your life? First, it's usually always going to be family.

Under the well-meaning guise of trying to be helpful and not wanting to see you get hurt or fail, they're going to try to persuade you that what you're trying to do can't be done.

Next, it will be your friends. Many of your friends probably have their lives already mapped out right through their retirement years and you can bet it doesn't involve stepping out and running their own business.

Friends often play it safe and so they want you to do the same. It's true that being an entrepreneur means there will be some risk. There will be long hours. There will be trial and error.

But that's not a bad thing. It's just part of the process and you can't let friends influence you to give up. You'll find on your entrepreneurial journey that there are even some fellow marketers who are negative.

These people whine about how difficult it is. They point out the pitfalls, they talk about the downside and it seems like they do nothing but discourage others and themselves.

They're almost constantly griping about stuff and comparing themselves and you to success stories. They'll even point out how they and you will never reach that same level of success.

If you really want to be a success, you have to isolate yourself from negativity. If you don't, eventually, you will start to believe this negative

feedback. As a result, your motivation will either suffer or disappear altogether and eventually, you'll give up.

What you need to do is to surround yourself with people who are positive. People who look forward to challenges and see setbacks as opportunities to learn from rather than as signs to give up.

Being around positive people will be a support team for you and help you keep your motivation high when you do reach places that are hard as you try to build your career.

Learn How to Motivate Yourself with Mantras

Motivation is something that we all have with certain tasks, but it's not always a given. The truth is that many of us can have our motivation wane. When motivation dwindles, it can be difficult to push yourself to do anything much less have the desire to strive for success.

Motivation goes hand in hand with achieving success, but you can't always expect motivation to come from outside sources and you shouldn't rely on that anyway.

Outside sources, such as a friend who cheers you onward and helps you feel inspired, might not motivate you the next time. What gave you a burst of incentive one day might not be available the next and that's why it's so important that you learn how to encourage yourself.

When you feel motivated, you'll be able to find the willpower to keep on reaching for your goals. And when it's within you, you can tap into a well of enthusiasm that will keep you going regardless of what you come up against.

The key to self motivation is to find a mantra that you can use. Mantras are words or phrases that you can repeat to yourself. What these mantras can do is they can help you keep a confident outlook.

Your mindset will be focused on the positives, which in turn help your motivation. In our subconscious minds, we're not geared toward the positive. We're not automatically geared toward success.

The brain and the body both want the path of least resistance because it's a survival technique. We walk away from the things we view as mentally or physically difficult or frightening, especially if it makes us feel stressed.

With being an entrepreneur, your subconscious mind is one of your best tools to being successful. But if your subconscious is fixated on the negative or what hasn't worked for you in the past, this can be a stumbling block.

Fortunately, your subconscious can be retrained to think differently, to have a success mindset - and the way to do that is with mantras. By using mantras, you'll also feel better emotionally.

What you have to do is to pick a mantra that's geared specifically toward success. Success mantras help you to be mindful of the positives in your life every day and it creates a mindset of gratitude.

Mantras can change your perspective and help keep you motivated through to an optimistic attitude. You can use mantras for , such as "My goal for success today is_____" or "I have the ability to succeed." Mantras not only strengthen your outlook, but they also help you feel stronger and have a better self-esteem.

Spend Time Reading the Best Success Mindset Books

Your mindset can change your life. It can give you the success that you crave by helping you stay motivated to reach your goals. Sometimes though, if you're stuck in a rut of always thinking a certain way, of having a fixed mindset, then you can struggle to overcome that.

There are tools that you can use to reach the right mindset. These are also tools that you can use to help you maintain your motivation. These tools are books that focus on having the right mindset for success.

They cover problem areas and show you how you can overcome things. You don't have to devour the books in one sitting, but you can digest a little of the books each day and you'll notice a difference.

One of these books is *Time Warrior: How to Defeat Procrastination, People-Pleasing, Self-Doubt, Over-Commitment, Broken Promises and Chaos* by Steve Chandler.

This book can help you find motivation by showing you how to push past the fear and self-doubt that strikes many entrepreneurs. It covers helpful things like how you can handle life when you're overwhelmed and how to succeed with your goals.

He also covers how you can live in the moment and take action. There's a part in there that talks about failure and why it's not necessarily a bad thing. You'll learn how to see problems in a new light and how to overcome the things that prevent most people from being successful.

Another book you'll find helpful is *E-Squared: Nine Do-It-Yourself Energy Experiments That Prove Your Thoughts Create Your Reality* by Pam Grout. In this book, the author covers nine experiments authors can use to help shake themselves out of misinformed thinking.

This helps free the subconscious from rigid thinking that prevents motivation and success from occurring. There's also *The Power of Story: Change Your Story, Change Your Destiny in Business and in Life* by Jim Loehr.

In the book, the author covers the assumptions that we make about ourselves and how these assumptions are essentially our story. But when

the story that you tell about yourself to yourself is faulty, it can affect your mindset and how you achieve success.

The book touches on the pessimist as well as the optimist mindset and how the little voice inside your head can influence your life. He teaches how you can retrain your way of thinking to write your story with a successful slant.

An advertisement for PLR Content Source. The top half features a close-up photograph of a person's hands typing on a white laptop keyboard. In the upper right corner of the image, the text "PLR CONTENT SOURCE" is displayed in a bold, blue, sans-serif font. Below the image, the text "Your Source For High Quality Private Label Rights Content That You Can Actually Afford and Profit From" is written in a bold, blue, sans-serif font. At the bottom, the website address "www.PLRContentSource.com" is provided in a bold, blue, sans-serif font.

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