

MINDSET COACHING

ULTIMATE EMPOWERMENT
BELIEF STACK - LESSON 5

GAINING CLARITY TO
CREATE CHANGE IN
YOUR LIFE

SUMMARY

"Beliefs are choices. First, you choose your beliefs. Then your beliefs affect your choices." - Roy T. Bennett

This quote embodies the truth we're exploring in this class. It's the reality that you're not bound to what you've been taught your whole life. Instead, you get to choose what you believe. You have to decide on the beliefs that will determine how you operate in life. Once those beliefs are installed in your mindset, you'll start behaving in ways that support those beliefs. It's the only way to stop being a victim of your current position so you can take control of your life.

In this lesson, we'll cover beliefs #7-#9 in Impact Theory's Ultimate Empowerment Belief Stack, our 25-step guide to empower yourself to live your best life.

** This worksheet is designed to briefly outline key points from the videos and help build on what was taught. This is not a detailed summary of every point. For deeper explanations on each point, re-watch the videos and take notes! If you have any further questions, be sure to ask in the ITU community group.*

BELIEF 7: IT DOESN'T MATTER WHO YOU ARE TODAY

Change has always been a long-term process. It's the way our species has evolved over the years. Time and time again, our biology recognizes the need for survival, determines what changes are required to meet that need, and adapts accordingly. There are examples of people blind since birth being given the ability of sight for the first time. Despite the brain not being used to that function, it rewires, allowing them to use a whole new sense. That's just one example of the type of change we are capable of through adaptation.

This extraordinary case of change emphasizes that in comparison - behavioral change is much easier. Think of the way an athlete routinely does specific exercises to improve speed, strength, agility, etc. They're working to build a physical resiliency that will push them to grow. It's the same for behavior. You have to regularly embrace positive beliefs, attitudes, and perspectives to change your behavior in the ways you want. It's the reverse of what repeating negative thoughts do to keep you stuck. Simply changing the way you think changes what you're capable of. It shifts the framing of yourself, the world, and your place in it.

Despite our potential to change, there are numerous reasons most people fail to do it. Here are the most common:

Why Don't People Change?

1. **People Are Unfocused** - We've said it a million times, but it needs to be repeated. How can you move forward if it's not clear what you're moving towards? Finding clarity so you can focus on your goal in a world of distractions is necessary for all change.

2. **People Are Lazy** - You won't spend the time doing what you need to do if you really don't want it. Half-assed effort gets you half-assed results. Cultivate the desire to consistently make things happen. Do this by finding a "why" that keeps your internal flame burning. Think about an end goal beyond money that makes all the pain worth it.

3. **People Are Stuck in the Past** - Past mistakes, missed opportunities, and a rough childhood will keep you prisoner if you let them. The same way repeating positive beliefs changes you for the better, looping these negative memories in your mind will trap you in those moments forever. Being stuck in the past makes it impossible to move forward. As hard as it seems, you have to work through what happened, take what lessons you need to from it, and move on. Despite how it feels today, your past is not predictive of your future. Only your behaviors are. Change your behaviors, change your future.

4. **People Are Focused On Who They Are Now** - This obstacle probably explains the point of belief #7 the best. It doesn't matter who you are today. It only matters who you want to become, and the price you're willing to pay to get there. The only way you're going to get out of your old (or current) identity, is by having a new identity you're constructing. Determine what that is, and what is required to become it.

Use the following list as a reminder of the steps needed for creating change:

1. Choose who you want to become. Know your goal so you can start mapping out how to get there.
2. Take a hard, honest look at who you are today. How far are you from being the person you want to become? What areas are lacking?
3. Determine what changes in your life would mold you into the person you want to become.
4. Figure out the price to achieve that change (amount of time, energy, discipline, etc.) No BS, what would it really take?
5. Ask yourself - are you willing to do what it takes to make the change a reality? Why do you care enough to change? What's going to keep you going?

BELIEF 8: HAVE A CLEAR VISION OF WHO YOU WANT TO BECOME

As mentioned in the previous section, change will not happen if you don't first find clarity. If you don't know what to do, you won't do anything.

Here are 4 steps for gaining clarity.

Step 1: Do a Bunch of Shit

You can't think your way to a passion. You have to explore so you can find what you like and dislike. When you find something you like more than everything else, use it as a starting point.

Step 2: Decide Your Path

Pick the thing you found really interesting during your exploration period and pursue it. See how deep your interest in it runs. Maybe it's your passion, maybe it's not. You'll never know until you explore it further.

Step 3: Write It Down

Write down EXACTLY what you want to do in your new path. This goes beyond something vague like "make a million dollars" or "be a better person." Write the specific details of what you want to accomplish - at what level and in what capacity. From those details, you can start creating an actionable plan.

Step 4: Make a Plan

Create a step-by-step plan and schedule of how to reach your goal. Make sure this plan is measurable so you can track progress. Adjust your plan based on the progress you do or don't make along the way.

BELIEF 9: YOU MUST BE WILLING TO MAKE MISTAKES

The problem most people make is staying in the comfort zone of what they're good at. Doing this feels good for a while until they realize they've been running in circles. They haven't moved forward at all. The purpose of life is to turn potential into skills. Attempting this requires trial and error. There's no way around it. You WILL fail at something at some point. And that's okay.

Moving into the discomfort of doing something new is a trade-off. Going into the unknown may lead to short term embarrassment, but will always reward you with long term growth. In the end, that's all that matters. Are you gaining skills? Are you getting better? Are you taking action? This even means throwing yourself recklessly in the unknown. Although being reckless is a harsh term and method - the risk of action is always better than standing still. Just move towards *something*. It doesn't matter how you feel in the moment of failure. It matters what you gain on the other side of it.

Try. Fail. Learn. Grow. Take your lumps right now so you can win in the long-term.

That's the formula for success and life my friends.

Q&A TAKEAWAYS:

How do you avoid the trap of being "patient" while giving yourself time to process failures?

Just make sure being patient doesn't put you in a place of waiting for something to happen. You can still process failures while moving towards your goal with conviction. Know the line between acting with panic and acting with urgency.

READ AND WATCH LIST:

1. *Can't Hurt Me: Master Your Mind and Defy the Odds* by David Goggins
2. *Brain That Changes Itself* by Norman Doidge
3. *Change Your Brain, Change Your Life* by Daniel Amen
4. Impact Theory episode with David Eagleman <https://bit.ly/2TJJ4RE>
5. *Extreme Ownership: How U.S. Navy SEALs Lead and Win*
Jocko Willink (Book Club Pick)

TIMESTAMPS

Belief 7: It doesn't matter who you are today - 31:06

Why don't people change?

People are unfocused - 40:36

People are lazy - 40:40

People are stuck in the past - 40:57

People are focused on who they are now - 44:15

Belief 8: Have a clear vision of who you want to become - 1:05:00

Four steps for gaining clarity

Step 1: Do a bunch of shit - 1:05:35

Step 2: Decide - 1:06:03

Step 3: Write it down - 1:06:50

Step 4: Make a plan - 1:08:06

Belief 9: You must be willing to make mistakes - 1:10:20

ACTION ITEMS:

Figure out who you want to become - 55:00

Q&A TAKEAWAYS:

How do you avoid the trap of being "patient" while giving yourself time to process failures? 1:17:45

TIMESTAMPS

READ AND WATCH LIST:

1. Can't Hurt Me: Master Your Mind and Defy the Odds by David Goggins <https://amzn.to/2ID5TQD> - 31:28
2. Brain That Changes Itself by Norman Doidge <https://amzn.to/2W2TahM> - 53:36
3. Change Your Brain, Change Your Life by Daniel Amen <https://amzn.to/337YTVh> - 54:19
4. Impact Theory episode with David Eagleman <https://bit.ly/2TJJ4RE> - 54:38
5. Extreme Ownership: How U.S. Navy SEALs Lead and Win <https://amzn.to/2Q9pADy> Jocko Willink (Book Club Pick) - 1:22:35

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