

FEBRUARY 8, 2021

Limitless Coaching Call



ALYSE
MCCONNELL

KEY LEARNING: MINDSET



90% of what motivates us and drives our thoughts, decisions and actions happens below the surface.



ELEVATE YOUR THINKING

The voices in my head...

- ③ "Double it" means work 2x hard
- ③ Choosing a niche will limit growth
- ③ Prospects won't pay planning fees
- ③ My clients will leave if I increase fees
- ③ I have to be available all the time
- ③ Client surges are too intense



CHANGE EQUATION

(Gleicher, Beckhard, Harris)

$$D \times V \times F > R$$

D= Dissatisfaction

V = Vision

F = First Steps

R= Resistance to Change

STRATEGY

STORY

STATE

SUCCESS TRIAD

Above the line: Inspired Action

HAPPINESS

CONFIDENCE

VALUE

ABUNDANCE

GROWTH



SUCCESS



SURVIVAL

FEAR

STRESS

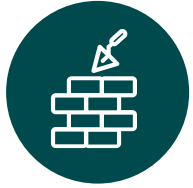
COMPROMISE

OVERWHELM

UNCERTAINTY

MIND YOUR LINE

Below the line: Efforted Action



LIVING BEHIND 4 WALLS

Protect. Prove. Hide. Defend.



CONDITIONAL LIVING

When (this happens), I'll be (happy).



EGO-DRIVEN

If (s/he) would just (act the way I want), then everything would be okay and I would be (happy).



HOW GOOD ARE YOU WILLING TO HAVE IT?



It doesn't have
to be broken to
be better



Keep yourself
on your side
of the street



Put
down
the stick



Control
is a
myth

SHIFT YOUR THINKING, SHIFT YOUR LIFE

Your beliefs, judgements, fears and shoulds tell a story that drives your mindset and shapes your perception of reality. By becoming aware of these stories, you deepen your understanding of your mindset and take action to shift your thinking. When you shift your thinking, you will shift your life.

IDENTIFYING WHAT YOU WANT TO IMPROVE

Select a desired habit that you want to improve, have started and stopped, or you are not improving/taking action on quickly enough. These may show up as things like not leaving on time consistently, avoiding contacting clients or prospects, exercising more, working less procrastinating, allowing constant interruptions / loss of focus, working less.

7-Mindsets Money

We all have a back-story about money, one we grew up hearing or that has been reinforced or challenged throughout our lives. In the first column, identify the negative beliefs you may have around money for each of the 7 mindsets. For example, in the worth column, you may list, "Making money makes me okay." Next, challenge your money story by answering the question in the Challenge column below. Last, create a new, empowering money story, such as "Money does not define my worth" to reframe your relationship with money.

MINDSET	NEGATIVE	CHALLENGE	POSITIVE
WORTH			
CLARITY			
VALUE			
TIME			
LEVERAGE			
RELATIONSHIPS			
MONEY			

high). Remember, you're simply capturing the
th makes it even more difficult to fulfill.

7 8 9 10

"I'm actively working on it"

Overcoming Overwhelm

Identifying where you are at on the overwhelm scale is an important first step in getting out of an overwhelm state. Determine what level of overwhelm you experience on a regular basis, and also what causes you to feel that way. Identifying the reason or story behind your overwhelm is also important, as this is the story that creates the overwhelm in the first place. This conversation in your head changes a long list of "to dos" or a lot of moving parts into OVERWHELM. Finally, identify what overwhelm feels in your physical body.

of 1 to 10, 1 low/10 high
get overwhelmed.
ly get overwhelmed.
as a perfectionist.
er standards for myself than I would for anyone else.

ed because...

?

What's the benefit of the belief?

?

Where do you stop in your business?

?

What are your complaints about your clients, revenue, time, ...?

?

What do you want and what's your story of why you don't have it?

?

What's the belief costing you?

Above the Line. Self-talk

Name: _____ Time Period: _____
Subject: _____

ENERGY PRODUCING & REVENUE CREATING

ABOVE THE LINE
BELOW THE LINE

ENERGY DRAINING & TIME WASTING

RECORD NEW, BETTER Stories

- Practice Awareness
- Find Feeling State / Breathe
- Apply Catch & Correct
- The 17-Second Strategy
- Rehearse New, Better Stories



Reframe to Positive



Notice Dissatisfaction

L I M I T L E S S



Habits for "high-performance happiness"

- 3 Gratitudes (Emmons & McCullough, 2003)
- Journaling (Slatcher & Pennebaker, 2006)
- Exercise (Babyak et al., 2000)
- Random Acts of Kindness (Lyubomirsky, 2005)
- Meditation (Dweck, 2007)



LIMITLESS Q&A