

ESSENTIALS 4 SUCCESS

DAY 6 EXERCISE | THE GROWTH MINDSET

Estimated time: 20 minutes

As we discussed, your thoughts and words may be the most constructive, or destructive forces in your pursuit of success and happiness.

For the most part, your thoughts and attitude stem from your mindset. Those who have a "fixed" mindset will consciously or unconsciously try to stay as they are, and use it as a reason why they can't or won't attempt things, even if they are in their best interest.

Those with a growth mindset will always pursue new and better ways, and they welcome the awareness that they have things to work on. They know, like anyone else, they're not perfect. But they know they can strive to be better, and they look for ways to do so.

| Fixed Mindset | Growth Mindset |
|--|---|
| Avoids or fears challenges | Embraces challenges, even if there is a little fear |
| Easily gives up | Keeps at it until they've accomplished or mastered |
| Makes excuses | Entertains excuses and dismisses them, knowing they are not the path to success |
| Won't try so they can't fail | Will try, knowing that they may succeed, and will learn if they fail |
| Refuses to learn from mistakes or feedback | Embraces mistakes and feedback as a means to grow |

Identify Where You're Using a "Fixed Mindset"

Determine, in which ways, a fixed mindset may be holding you back from your full potential as it relates to your Young Living business.

By the way, we all have areas of our lives where we tend to be more or less open to changing. The reality is that we, as growing adults, have the opportunity to be better in all aspects of our lives, but we have to be open to change.

Here, we're specifically talking about those areas that most affect your success with Young Living. Think of times you've thought, said, or commented in ways that resemble the "fixed mindset" statements on the next page.

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| Fixed Mindset sounds like | Growth Mindset sounds like |
|-------------------------------------|--|
| I've never... | I haven't yet... |
| That's not me (that's not who I am) | That's not like me now so I better learn and adapt... |
| I'm going to do it my way... | If others have succeeded this way, then I can do it, and I will do it until I master it... |
| I can't | It might be challenging, but I'll figure it out and I will... |

The following are ways I know I'm using a "fixed mindset" to hold myself back in what I'm saying, doing or thinking (use open space to jot down your thoughts):

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The second part is to choose one recommended book and begin reading or listening to it. You'll order it immediately through whoever you normally get your books from. If you go the digital route (Audible, Nook, iBook, Kindle), you'll start tomorrow by reading for 10-20 minutes every Tuesday, Thursday, Saturday and Sunday. Once you're through the Essentials 4 Success training, you'll make this a daily habit.

By the way, I've (Tom) read all of the books on the list below and Vanessa has read most of them. If they're on the list, they are among my favorites and feel they'd be the most valuable. I'm sure I've missed some good ones, but this should be a good start for your library.

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| Becoming a Person of Influence by John C Maxwell | Secrets of the Millionaire Mind by T Harv Eker |
| The New Era of Network Marketing by Dave Nelson | Go Pro by Eric Wore |
| The Slight Edge by Jeff Olson and John David Mann | Awaken the Giant Within by Tony Robbins |
| The 21 Irrefutable Laws of Leadership by John C Maxwell | The 12 Week Year by Brian P Moran and Michael Lennington |
| 18 Minutes by Peter Bregman | Fascinate: Your 7 Triggers to Persuasion by Sally Hogshead |
| Getting Things Done by David Allen | My Philosophy for Successful Living by Jim Rohn |
| Rock Your Network Marketing Business by Sarah Robbins | The Compound Effect by Darren Hardy |
| The Miracle Morning by Hal Elrod | Think and Grow Rich by Napoleon Hill |
| The Power of Positive Thinking by Norman Vincent Peale | How to Win Friends and Influence People by Dale Carnegie |
| The Four Year Career by Richard B Brooke | The 7 Habits of Highly Effective People by Stephen R Covey |
| Start with Why by Simon Sinek | The One Thing by Gary Keller |
| Talk Like Ted by Carmine Gallo | You are a Badass by Jen Sincero |
| The Power of Habit by Charles Duhigg | The 21 Irrefutable Laws of Leadership by John C Maxwell |