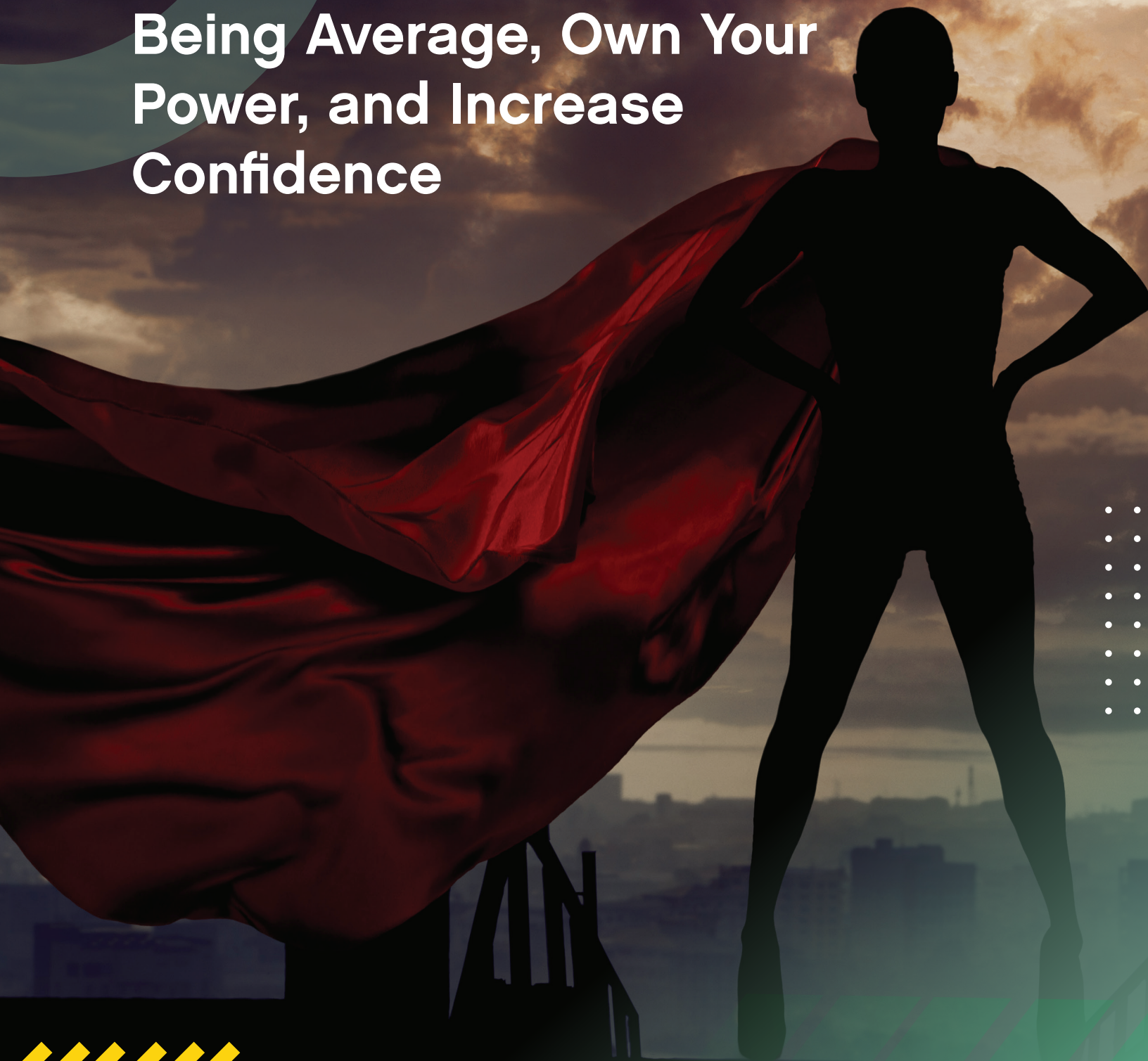


6 MINDSET HACKS TO STOP

Being Average, Own Your
Power, and Increase
Confidence



Hello and welcome to my training on Mindset! It's my hope that you'll dive deep into these mindset hacks and apply what you have learned so you can experience major transformation in your life.

I've been on a personal journey for the past 20 years to better understand how our mindset influences our wellbeing and results in life. I have read dozens of books on the topic, gone to many conferences to hear experts speak, and I've hired coaches to help me work on improving my mindset. I became an ICF accredited life coach in 2014 and have helped many clients transform their thinking leading to a happier life. As an Executive Director with the John Maxwell Team, I stay up to date on the latest research on mindset and help clients apply it to their lives.

It's important to keep in mind we never "arrive" at some magical destination in which we no longer experience negative thoughts, that is impossible. What we can do is become more aware, meet the thoughts head on, and learn how to shift our perspectives. When we shift our perspectives, we can learn to be less reactive when negative thoughts or events arrive, and we can learn to proactively move forward faster and more confidently.

Let's dive into the 6 mindset hacks!



1.

CHANGE YOUR OLD STORIES AND SELF-LIMITING BELIEFS TO INCREASE CONFIDENCE AND BECOME MORE POWERFUL!

We've all heard what we focus on grows and the importance of managing our focus. It is important to observe what we think and say regarding our old stories and ask ourselves if this serves us today.

My client Claire adopted the story that she was a victim. She told the story about how her boss had done her wrong, her exes made her jaded, her parents' divorce was the reason why she was lousy at relationships, and so on. She gave all power over her current and future circumstances to those who "did her wrong."

Essentially, she was choosing to be a prisoner in her old stories and self-limiting beliefs. She felt like she wasn't drawing in the relationship she wanted or the income she wanted all due to external forces outside of her control. After another failed relationship, she was sick and tired of living in survival mode allowing her reactions to circumstances run her life, so she hired me to coach her. It wasn't easy for her at first. Through our work together she started to see that she could change the perception of her past and the way she viewed the world. She realized if she continued to believe she was a victim; her mind would re-create that experience. We explored how she had the choice to live in blame, shame, guilt, and regret or to choose differently. This was not what she wanted to hear since it went against her story of how everyone had done her wrong. With time, her eyes began to open to the fact that as human beings we are all doing the best that we can. She began to be open minded and understand that although she wasn't 100% responsible for the things that had happened in her past or everything happening currently in her life, she was responsible for undoing toxic thinking patterns those circumstances created. I am happy to report that she did the work to rewrite her story, faced self-limiting beliefs head on, and is now happier in her own skin.

There is no fairy who comes and does this work for us as cool as that would be! We need to take one step at a time and know that the path begins to clear as we move forward, the confidence begins to grow with each step, and building over time. Did you hear that? Confidence usually isn't there at first, so stop waiting for the perfect feeling to propel you and just start moving!



STEPS

- Write your current story and self-limiting beliefs

Example: “I suck at math.” “I can’t get a job because I never finished school.” “I am too old to change careers.”

- As you write, try to view the story as an observer with curiosity vs attaching “good” or “bad” to what you recall.
- Ask yourself if the stories serve you and write how you could reframe the ones that don’t. Do you have scientific proof to back up your perspective of the events? We are the ones who assign meaning to our experiences. What good came out of the experiences, including the unpleasant ones? Write the lessons you learned.

Example: One lesson could be using the pain to help others.

Research proof of people who did the things you don’t think you could do to open your mind to the fact that if someone else could do it, so can you.

Was the fact that you had a bad boss all bad? Or did it teach you to have thicker skin and give you skills to learn how to deal with difficult people? Was the fact that your ex left you all bad? Or did it teach you to be resilient, that you are capable of bouncing back and learning to love yourself better?

- Practice dwelling on thoughts of victory and not defeat daily.

Example: By working with me as her coach, Claire was able to create new habits that became second nature to her after a couple months of implementing them on a daily basis.

We have the power to choose how we react as well as what we see and how we see it. When you do the hard work to change your old story and self-limiting beliefs it is inevitable that your confidence will grow, and you will begin to take your power back.



2. ELEVATE YOUR SELF TALK AND EXPECTATIONS, TO REGAIN POWER OF YOUR LIFE!



A few years ago I said I would NEVER step foot in a CrossFit gym. I didn't think my body could handle the hard workouts. I told people that I wasn't made for it and I thought I would look like a damn fool if I tried. I really wanted to get more fit, have more energy and improve my health, but I was closed off to this new way of trying!

A friend repeatedly asked me to simply try it out. My expectations (after numerous attempts to get out of it) were "Ugh, I'll try it and hate it, look like an idiot, I hate group workouts so I won't like this, I'll probably get injured, I can't even do a pull up for God's sake."

I eventually tried a few gyms until I landed at one that taught me how to modify for my fitness level, and I ended up LOVING it!! At first my self talk and expectations needed some adjusting. The entire drive in I would anticipate not being able to do certain parts of the workout and being judged by all the fit people in class. I felt scared every time I walked in, but I learned to apply certain techniques that helped me. I read an article in Psychology Today that shared a study about the power of self talk in the midst of a workout or challenging experience. It said that making a statement to yourself while saying your name increased your likelihood of completing the hard thing. So, I repeated in my head "Johnna you can finish, Johnna you got this, Johnna you have 5 more minutes this is easy." This tactic felt dumb at first! After I did it, it actually worked!

I started to manage my expectations over time and instead of expecting to suck I expected to make little improvements each day. I began to focus on encouraging people who were slower than me or not as fit. I went from expectations that drew in negativity to expectations that made me feel on top of the world. I began to expect I would get better, stronger, more fit, and my confidence and mental health soared.



STEPS

- Get out of your own way and be open to trying new things.
- Expect the best, not the worst out of situations.
- Play around with using statements that include your name when you speak to yourself.
- Find ways to help others do the same.

When I began to work on my self talk and created better expectations, my life began to change for the better, and so can yours!

3. SURROUNDING YOURSELF WITH THE RIGHT PEOPLE TAKES YOU FROM PLAYING AVERAGE TO BEING ON TOP OF YOUR GAME!

Staying connected to others and not being an island has numerous positive impacts on our mental health. Jim Rhon taught us, "You are the average of the 5 people you spend the most time with."

I had a friend who fell into serious self-sabotaging behaviors years ago. I brought her with me to hear a speaker discuss this topic. On the way home I asked her if she believed this is why she fell into making bad decisions that were negatively impacting her in all aspects of her life. She proceeded to get defensive, shut down and wouldn't open up to the possibility that her circle of influence was a wild bunch who were on the fast track to nowhere.

After distancing myself from her she began to come around to the fact that she was doing things she said she would never do and wasn't proud of. This became easy since the crew she ran with was doing these things. She asked me if I would help hold her accountable as she shut the door on those who didn't align with her values, beliefs and lifestyle to open the door to new friendships. I helped her see that flying with those who you lift you up, push you to be above average, thrust you forward, and encourage you to be your best are the ones to keep around. I asked her to repeat to herself daily "I am attracting people who help me become the best version of myself and I let go of those who no longer serve me and my life's mission." I helped her choose new people who were go getters with high expectations of themselves and her, that didn't settle for less, were life long learners, who weren't jealous, and worked hard at making their goals a reality.

She built a new inner circle in which she met her incredible husband of now 10 years.

STEPS

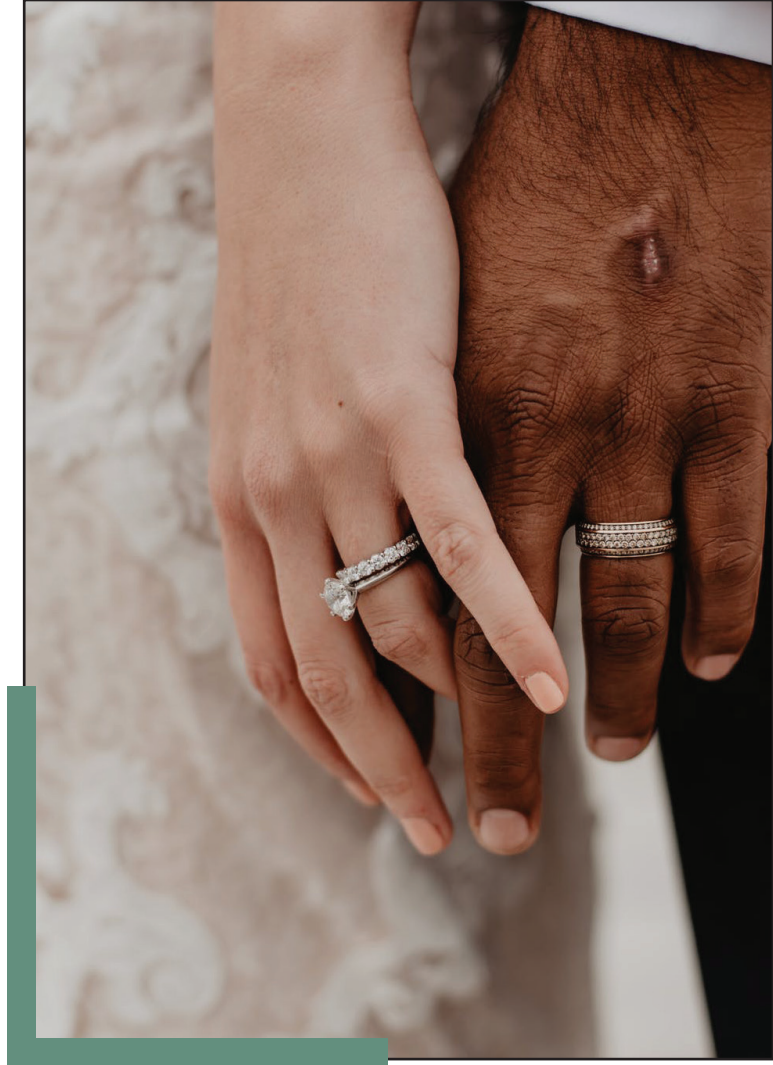
- Do an inner circle inventory

Example: If most of your married friends are divorced and unhappy studies show your odds for the same path increase. It is also shown that if all of our friends are obese, the likelihood of us being overweight goes up as well.

- Decide to step back from those who make you feel worse when you leave them and draw in those who make you feel better after leaving their presence.
- Recruit a new crew if needed.

Example: Try a meetup, go to a church function, attend a networking event, find an activity you love and join a group.

When we surround ourselves with the right people, we are able to reach greater heights in life.



4.

PRACTICING SELF-CARE, MEDITATION, AND MINDFULNESS IMPROVES OUR MENTAL AND PHYSICAL WELL-BEING

I've had numerous clients over the years tell me it was selfish if they took time out to exercise, pursue their dreams, get a massage, or do anything for themselves. Excuse after excuse that if they did something for them it took them away from their family responsibilities.

We've all heard the saying to put on your own oxygen mask before assisting someone else. Why? Because if we show up empty then we don't have much left to give. Even if we feel like we can give a lot by putting our needs and self-care aside, this typically only lasts for so long until we get sick or burned out. I heard a woman speak at a conference about how she used to believe it was selfish for her to take care of herself. She was like Martha Stewart on steroids at the expense of her own health. She didn't have time to exercise, didn't have the luxury to meditate or pray. She felt her job was to be on call 24/7 for her husband, coworkers, friends and household duties.



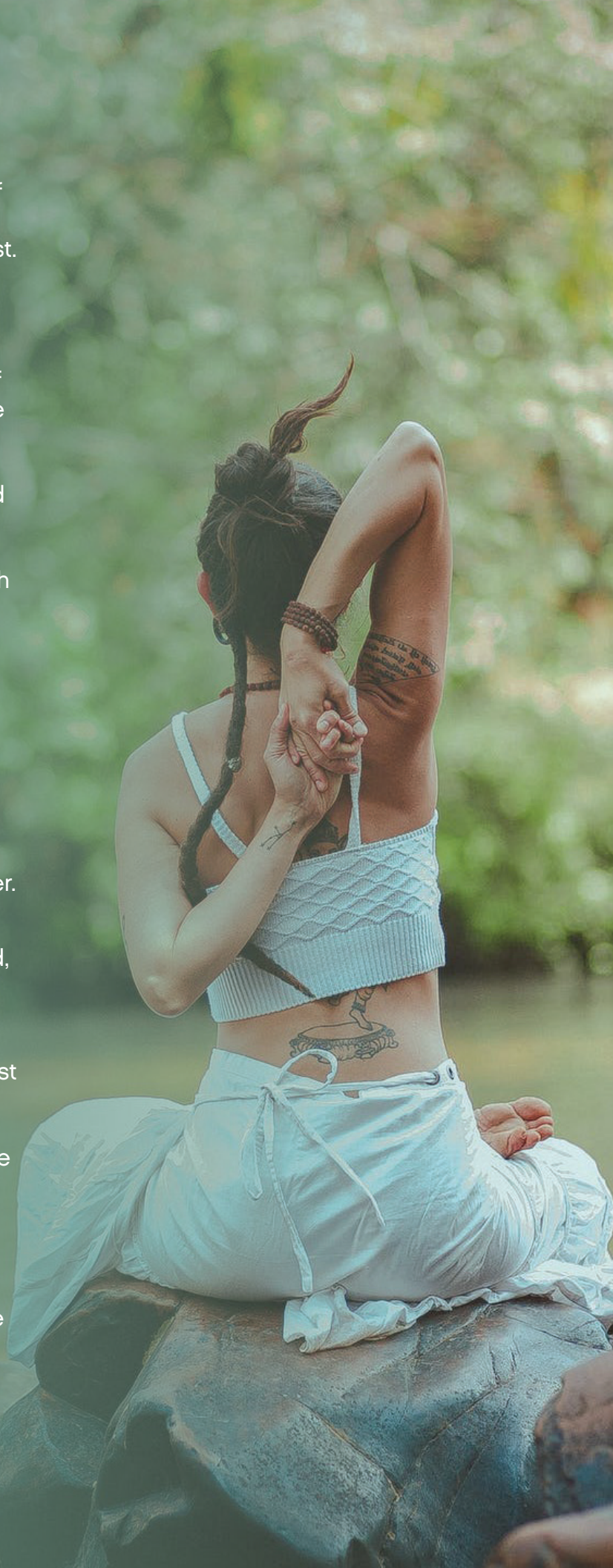
Just when she thought she was in control and life was perfect her husband decided to drop the bomb that he had fallen out of love with her and was leaving for another woman. She was devastated to say the least. She had done what she was taught by

her mother so how could this not have worked? After seeking out a therapist to heal, she learned about the importance of self care, mindfulness and meditation. She realized she had it wrong all these years. She decided to adopt some new habits. Her therapist shared how mindfulness and meditation have been shown to reduce stress, help with pain management, addiction, IBS, anxiety, insomnia, and much more.

She started to drink more water, eat more fruits and vegetables, added in the recommended 30 minutes of daily exercise, practiced breathing techniques, took bubble baths with music and her favorite scented candle. She started to visualize herself as whole, happy and strong, both mentally and physically. She started reading books that empowered her.

One of her favorite things she learned in the journey was from Gill Hasson who said, "Adopt a beginner's mindset to allow you to start again; you put aside the beliefs you already have; the concerns and conclusions you came to as a result of past experiences. Instead, think about what you learned from the past situation. What did you learn that you can use to make the next experience a better one?"

She learned to detach from the past and what should be and decided to become more present. As she stood up on the stage sharing her story, you could see she was a woman of confidence, power and influence.



STEPS

- Discover what self-care techniques light you up.

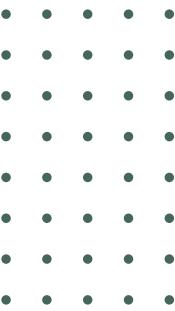
Examples: Taking a bubble bath, going for a run, cooking.

- Move your body at least 30 minutes/day.
- Limit sugar, caffeine and alcohol intake.
- Don't forget to eat foods such as veggies, fruits, and healthy proteins that energize you.
- Practice visualizing your ideal self and future and allow yourself to feel the emotions that go with that.

Example: There are studies that show how athletes performances improve when they practiced visualization prior to a race or event.

- Be present

When we adopt self-care, meditation and mindfulness practices, we give our well-being the chance to thrive!



5. ADOPT AN ATTITUDE OF GRATITUDE TO APPRECIATE WHAT YOU DO HAVE VS WHAT YOU LACK

It's no secret now days when we hear about the numerous studies on how gratitude improves our mental health, increases positivity, reduces stress and can help us sleep better.

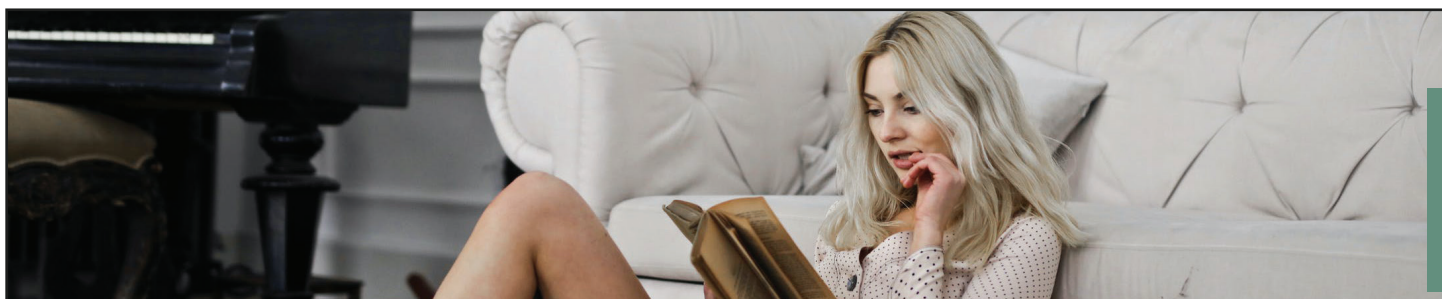
I first learned this in 2008 when I was told to watch the movie "The Secret" which spoke about the law of attraction. I was in a situation in which the doors were closing at my place of employment due to the recession. I felt like the world was coming to an end. After watching The Secret and learning about gratitude, I was hungry to learn more! I began to research how and why it works. I noticed Oprah and many of her guests were discussing the topic. I decided to try to apply what I learned and created a vision board that had photos of all the things I wanted to manifest into my life. I would look at the board daily and say, "thank you for bringing this into my life." Even though I hadn't received or achieved it at that point.

I wrote three things each night I was grateful for even when it was really hard. I read how the act of writing for 15-20 minutes per day could improve my mindset so I started journaling.

I learned about affirmations and began to write a list. Thankfully at that time I also was introduced to the term "cognitive dissonance." This is when an internal war is created in the mind as a result of what we do/say not being in alignment. If you speak affirmations that you don't believe, it causes 2 opposing beliefs to occur at the same time which can make you feel worse. I ended up rewording my affirmations to more believable ones.

For example, if I previously wrote, "I am a millionaire and love what I do every day," I replaced it with, "I am working daily to be more successful."

It helps me to live in an abundance mindset vs one of scarcity and lack. I have also learned how being in nature and marveling at the birds, the trees, and being grateful for what I can see all makes a huge impact on my mind. When I sit and think of what I don't have yet it only breeds more shame, regret, and sadness. I would much rather live with gratitude. When you begin to make this a daily practice you too will begin to realize you have so much more than you ever realized inside of you and right in front of you.





STEPS

- Create a vision board.
- List believable affirmations.

Example: Instead of saying, “I am so grateful I am a millionaire,” you could say, “I am working every day to become more successful.”

- Write for 15-20 minutes daily

Example: Journal about something funny that happened that day.

- Write 3 things every day that you are grateful for.

Example: “I am so grateful I have a bed to go to sleep on.”

When you add gratitude into your life, you begin to see what you do have vs what you lack.

6. JUMPING OUT OF YOUR COMFORT ZONE AND LEANING INTO FEAR OPENS DOORS OF POSSIBILITY YOU MAY HAVE NEVER KNOWN WERE AVAILABLE TO YOU IF YOU HADN'T TRIED

Putting yourself in situations that challenge you, leaves you no other choice than to rise to the occasion and upgrade your mindset.

I used to prefer living in my comfort zone. I thrived off of controlling my environment and making sure I didn't try things I knew would scare me. I used words like, “I would never try...”



I realized I simply didn't want to try because of fear I would suck at it, look stupid or fail. I often hid feelings like anger because I felt too vulnerable to show anyone. It wasn't until my late 20's that someone said to me, "Johnna you can be a little too nice and it is ok to say no, show when you are upset, and ask for what you need." I remember stoically listening as the words went right through my ears and vanished into thin air. I thought, Screw that! It was scary to show anything but my best self. Asking for what I needed?! No way Jose!

It wasn't until my younger brother was diagnosed with a life threatening illness that I began to change. A family friend came up to me and asked why I wasn't sobbing with the family and showing emotions with everyone else. I told her I needed to be the rock for the family and could do the crying and healing on my own time. In reality, I was terrified of anyone seeing me cry and lose it. Seeing my brother at age 29 get diagnosed with something so horrible made me begin to look inward and make some changes.

I thought about how he didn't have the opportunity to take risks, step out of his comfort zone, and face fears that he wanted to face. He simply was forced into survival mode on its most serious level. For a while, I felt guilty for living my life till I realized it made him happy to see me thrive.

I realized remaining in my comfort zone was a guaranteed way to never grow. It was easy to fear failure, stay average, not try or try and give up too soon. I decided I didn't want easy anymore.

I asked myself what the worst case scenario would be if I tried xyz. Could I die from this? Probably not! Could I fail? Yes! I learned how failure can be the best teacher for learning.



• • •
• • •
• • •
• • •

In Carol Dweck's book on mindset she speaks about the growth vs fixed mindset. She explains that those of us with a growth mindset believe our abilities can be developed with dedication and hard work. It operates out of the thought that even if I can't do it yet, it is possible to learn with effort. These people tend to be more open to trying new things.

The fixed mindset is adopted by people who believe they are the way they are from birth, and that traits and abilities can't be learned or changed. These people tend to have more of an "I can't do that" mentality, so they tend to avoid challenging themselves.

I decided to learn the art of saying no and asking for what I needed and wanted at work and in my relationships. I faced my fear of scuba diving and decided to get certified through a series of classes in the middle of winter in WA State! I took yoga paddle board classes every weekend in Seattle for a Summer simply because I didn't think I would be good and it and I was nervous to go without knowing anyone. I quit making excuses as to why I wasn't ready to make my dream happen of becoming a life coach and got certified. The list goes on.

Why am I sharing this with you? I am sharing this with you because I used to talk myself out of trying new things and when I stopped doing that my life began to change for the better on so many levels. As I worked through this journey, I learned how to diffuse disturbing emotions as they came up by saying to myself, "I've been through this before and I can get through this again. It's unpleasant and I wish it would go away, but it's not going to kill me." I made a list of past successes, things I learned from past failures, and what I learned from facing fears. I did this so that I could pull that list out when self-doubt crept in and I could remind myself of the progress I made.

I challenge you to make your mind up now that you will try things outside of your comfort zone and learn from every failure that comes your way instead of trying to avoid failure at all costs. I am here to tell you that by doing so, you will create amazing memories, meet incredible people on the journey and learn so much about yourself!



STEPS

- Learn the art of saying no, asking for your needs, and expressing your emotions in a healthy way.
 - Make a list of things that scare you or challenge you and start taking steps to face them.
- Example:** If you are afraid of speaking, you could hire a speaking coach or join toastmasters.
- Write a list of past successes, fears you have conquered, and what you have learned from past failures.
 - Take the list out when doubt creeps in.

Lastly, please let me remind you, there is nothing wrong with you. You simply have patterns to unlearn and wounds to heal. The core of who you are is strong, resilient, beautiful and worthy but it is up to you to unleash the powerful you. Have patience and be gentle with yourself. Remember you can't rush adopting these new tips. Aim to look at how far you have come vs how far you have to go.

BONUS TIPS

ESTABLISH A MORNING ROUTINE

Make the bed.

(Seems obvious, however, when people are down, this can be easy to throw out the window yet so important to set the tone for the day)

Drink water

Move your body.

(This can be through stretches, walking the dog, a 15 min yoga or HIIT workout video)

Eat a healthy breakfast

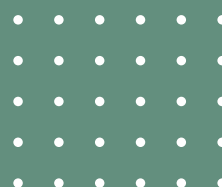
(Oatmeal, eggs, a smoothie can be great options)

Listen to something inspiring as you get ready, eat, or drive into work

Say your daily affirmations

Prayer and/or meditation

Shower and dress for the day



EMBRACE CHANGE, REMAIN FLEXIBLE, AND BE READY TO PIVOT

One of the many lessons the pandemic taught the world is that change is inevitable and in order to preserve our sanity we must remain flexible and learn to pivot. We were forced into a variety of situations that were not within our control. For some it was working from home for the first time, others it was navigating life unemployed, homeschooling kids, surgeries being put off, and much more.

Instead of fighting these things and complaining, it's helpful to adopt an attitude that we can face and tackle anything that comes our way. We are capable, resilient, and creative beings. When problems come, we are capable of finding solutions. One of my clients even calls herself "The Solutionista."

Although the future looks uncertain, the constant is knowing that we will face adversity, which often accompanies change, so let's choose to prepare our minds for change instead of resisting it. Then, depending on the circumstances we encounter, we can proactively manage the change as it comes our way.

TRY SOMETHING NEW TO KEEP MENTALLY ACTIVE AND MOTIVATED

"Until the mid 1990's, we thought that people were born with however many brain cells they would die with. We now know that the growth of new cells-a process called neurogenesis-occurs throughout life, even in older age."-Dr. Kathryn Papp (Neuropsychologist at Harvard Medical School)

I have heard numerous experts explain the fact that the brain is malleable (neuroplasticity), and through learning new skills and challenging ourselves we can absolutely create new connections among brain cells. A few things to try could be painting, joining a club, volunteering, writing, acting classes, planting, speaking, exploring a new area, or trying a new workout class.



BE WATCHFUL OF SCREEN TIME AND SOCIAL MEDIA

Many of us have heard how shutting our screens off 30-60 min before bed can improve our sleep.

It's also no secret that too much social media can have a negative effect on our mental health for reasons such as the fear of missing out (A.K.A. FOMO), falling into the comparison trap, getting addicted to the dopamine rush that comes with how many likes we get, and it can ignite feelings of envy or sadness. Don't be afraid to take a break, unfollow those who stir up negative emotions, and keep in mind most people are showing the best moments which aren't totally accurate of reality.

CHANGE YOUR LANGUAGE


The law of attraction teaches us that what we think and talk about we draw to us like a magnet.

-Practice saying what is going well vs what is going wrong. -Practice saying what you want to happen vs what you don't want to happen.

-Try and avoid all or nothing statements such as, "This always happens to me." "I never get a break!" Or "I will never get out of debt."




A COUPLE OF MY FAVORITE QUOTES




We can't go 3 seconds without thinking, so we must direct it. It takes 63 days to create a habit (not 21), for lasting change. Tune into your emotional and body responses. You can manage thoughts through observation to improve what you say/do. Capture the toxic thought and rewire it, because the brain is in charge of the body. If you can wire it in, you can wire it out. Grab the fear energy and use it to propel you forward. Don't fear the emotions, don't rationalize (ruminate). Recognize them as messengers. How can I use this depression energy for me? This shift helps you see the lessons.

-Dr. Caroline Leaf



Change your beliefs and you change it all. The function of the mind is to create coherence between beliefs and reality. The mind takes belief and creates reality out of it. We are architects of our own experience. Your beliefs carry more power than your reality. We operate out of the subconscious mind 90% vs the conscious mind at 10%. That means 90% of the time we operate out of what we learned before age 7! We are the creators, but it has to be an inside job not an outside one.

-Dr. Bruce Lipton



Just because a thought comes doesn't mean you have to dwell on it. You control the doorway to your mind. If the thought is negative, discouraging, and pushing you down, then dismiss it. Don't dwell on it. Keep the door closed. Choose to dwell on thoughts that empower you, inspire you, and encourage you to have faith, hope and joy.

-Joel Osteen

A FEW OF MY FAVORITE RESOURCES

APPS FOR MINDFULNESS/MEDITATION

Calm

Headspace

The Mindfulness App

BOOKS

Think and Grow Rich by Napoleon Hill

As a Man Thinketh by James Allen

Mindset by Carol Dweck

PODCASTS

The Science of Success

The School of Greatness

Broken Brain

The Miracle Morning

PRACTICES I HAVE FOUND HELPFUL

The Peace Process by Christian Mickelsen

EFT tapping therapy

Massage Therapy

Acupuncture/Acupressure

I hope you found this PDF valuable! Thank you for taking the time to dive into these mindset hacks. If you need support on the journey to implement these steps, reach out for a complimentary strategy session to create a personalized game plan. You can contact me at johnnadaniellecoaching@gmail.com or go to my website johnnadanielle.com

I look forward to connecting!