What keeps people from moving forward?

Fear

_____

_____

The Fear of:

_____

_____

_____

_____

Fear is _____ into every human being

What controls and determines the quality of our lives?

➔ _____

What controls our lives?

➔ the _____ we associate to the things in our lives

Which are shaped by:

1. Our own _____

2. The _____ and _____

that we have created

➔ Person 1 = “God is punishing me; I might as well die”

➔ Person 2 = “God is challenging me; it’s the best gift I’ve ever received”

The difference not only

Affects the _____ of each person’s life

But

What _____ they will take next

Once meaning is established, each individual creates a pattern of

_____

that they associate to this meaning as a _____ of coping

Notes:

All meanings are driven by our _____ pattern of emotions

_____ have patterns of emotions.

We all have a variety of emotions we consistently experience

These three forces are the _____

The sources of all emotion are a combination of 3 Forces:

Force 1 – A pattern of _____

Force 2 – A pattern of _____

Force 3 – A pattern of _____

➔ *Let's look at a Case Study: Twin Brothers HJ and PJ.*

- *HJ – optimistic*
- *PJ – pessimistic*

Why do human beings do the things they do?

_____

People respond to incentives in systematic and predictable ways

Incentives Matter:

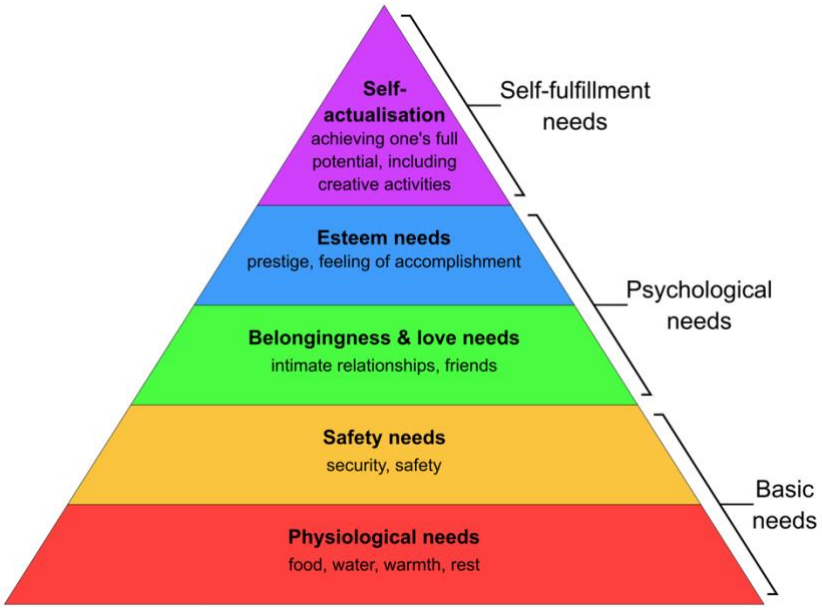
➔ People do what you _____ to do

➔ People do _____ what you _____ to do

How does this apply?

How are you currently incentivized?

Maslow's Hierarchy of Needs



"The 6 Human Needs"

There are 4 _____ needs

There are 2 _____ needs

Primal Needs

1. _____ 2. _____

3. _____ 4. _____

Spiritual Needs

1._____ 2. _____

People find ways to meet these needs in

_____

_____

_____

Any activity, action, or emotion that fulfills at least 3 needs at a high level become an addiction

Addictions can be:

_____

_____

_____

There is always a way to fulfill a need

1)

2)

What controls and determines the quality of our lives?

Our <u>Emotions</u> and the <u>Meanings</u> we give those Emotions.

<u>2 Keys to Exceptional Communication</u>

The quality of my life is the quality of my _____

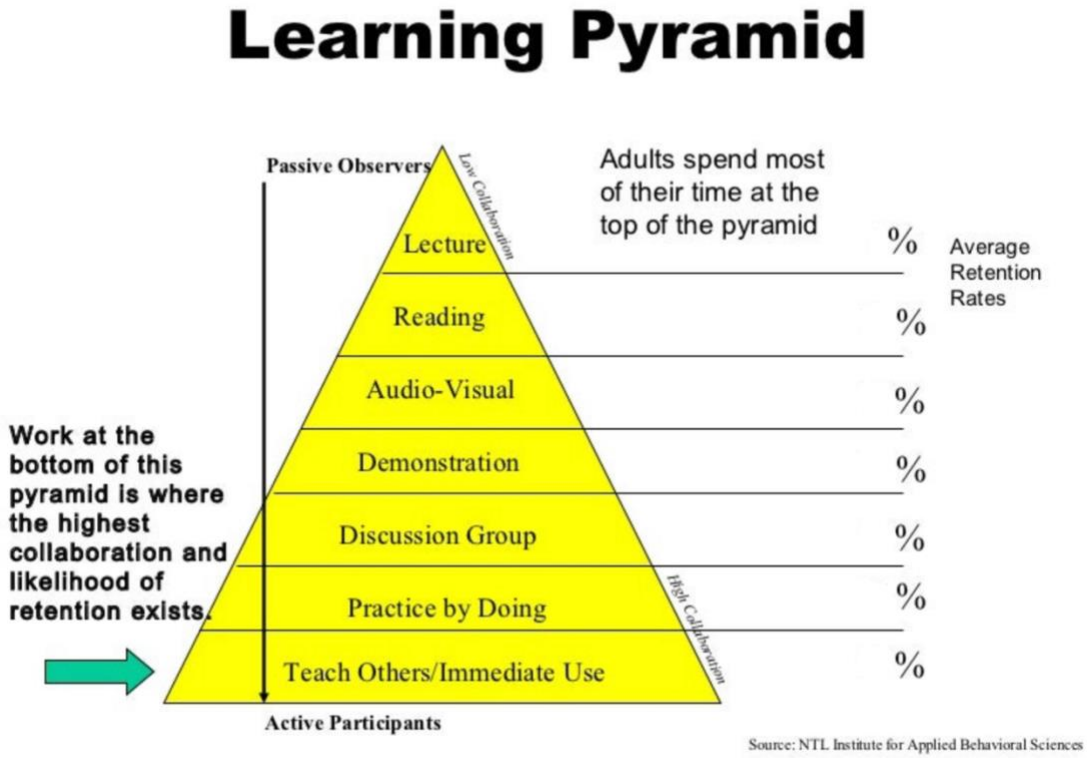
Nothing in life has any meaning except the _____ I give it

<u>3 Forms of Communication</u>

1. ***<u>Words</u>*** represent
   _____% of what actually influences human behavior
2. ***<u>Voice Quality</u>*** represents
   _____% of what influences another human being
   how you ***<u>use</u>*** your _____ will affect someone
   more than _____ you _____
3. ***<u>Physiology</u>*** represents
   _____% of the _____ you use your
   The _____ represents the majority of what actually
   influences people when you communicate.

Notes

The Learning Theory Pyramid



No _____ *without* _____

No _____ *without* _____

No _____ *without* _____

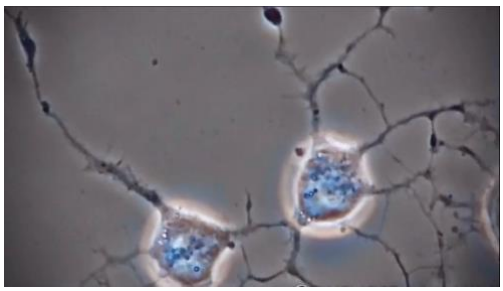
Key to Decision-Making

It's not about what _____,

it's what you _____ that makes the difference.

In order for things to change for you, _____ must change.

Neuro-Associative Conditioning



"What gets _____ together, gets _____ together"

Neuro-associations – links that are created between what

you _____

AND the _____ ***AND*** _____ connected with it

➔ Experiences that elicit _____ emotions

—>

- ***"Fire and wire"*** _____ neuro-associations in the brain

➔ Experiences that elicit _____ emotions

—>

- ***"Fire and wire"*** _____ neuro-assocations in the brain

When it comes to things like *productivity*, *efficiency*, *habits*, etc

- It's more about _____ you are _____

- And less about _____ you are _____

"A Tale of Two Cookies"

➔ If I eat a cookie and allow myself to experience the positive emotions of *joy*, *pleasure*, and the *indulgence* of the experience,

this puts me in the _____ branch of the nervous system, which is known as the

_____

—>my "happy hormones" will be flowing:

- Dopamine
- Serotonin
- Oxytocin

➔ If, however, I eat a cookie and I'm feeling guilty because it's "bad" or because I feel like "I'm doing something wrong" (eliciting _____ emotions), this puts me in the "stressed" branch of the nervous system, known as the

_____

—>my stress hormones will flow:

- Cortisol
- Adrenaline
- Epinephrine

Like anything, the nervous system gets good at what it practices

Neuro-associations come along with any activity

- Eating
- Moving/Working out/Driving
- Thinking
- Doing

How do we manage Negative Neuro-associations?

#1 - _____

Become _____

and _____ the Experiences that perpetuate

"negative" neuro-associations:
i.e. Having to going to work every day, even if you hate your job

Elicits feelings of:

- Guilt
- Blame
- Shame
- Perfectionism
- Comparison
- Etc.

_____/_____/_____
puts you in a state of negative stress or pain

Things that cause you to:

- Belittle
- Criticize
- Negatively judge yourself/others

OR Things that you do because you think you ***should*** or you're ***supposed to***

- Limited by choices/options
- People stay in jobs AND relationships because of
  Negative NeuroAssociations

#2 - _____

1st Transform your _____ environment.

- This impacts us more than we anticipate

2nd Transform your _____ environment.

- What are you "feeding" yourself?

_____

OR

_____

Things that help us Creat New (Positive) Neuro-associations:

>> _____/_____/_____

>> Change and install _____

>> Find _____

>>_____ slower, smoother, and more mindfully

>> _____

When relaxed, brain is "firing and wiring"

>> Practice _____

"worry brain" can _____ turn on when you focus here

>>_____

- Not just _____
- But also as _____

>>_____

- Play some music
- Light a candle
- Take your shoes off
- Open the windows
- Relax your mind, body, and brain

However…

➔ When you focus on what you ***DON'T***:

- Like
- Appreciate
- Want

—>Sends your directly to the "Stressed" part of your brain

—>> You want your "_____" hormones flowing

So you can:

"Fire and wire" _____

➔ **Is this a "Burnout Talk?"**

- Internal Environment

vs.

- External Environment

How to Hack Your Happiness Hormones

1. _____ ("The Reward Chemical")

   Eating food
   Achieving a goal
   Task completion
   Self-care activities

2. _____ ("The Love Chemical")

   Socializing
   Physical touch
   Petting Animals
   Helping Others

3. _____ ("The Pain Killer")

   Exercising
   Listening to music
   Watch a movie
   Laughter

4. _____ ("The Mood Stabilizer")

   Sun exposure
   Mindfulness
   Be with and within nature
   Meditation

Neuroplasticity

the ability of the brain to _____ and _____

through _____ and _____

Changes range from:

Neuron pathways making _____

To systematic adjustments like “Cortical Mapping” or “Cortical Reorganization”

Examples:

Circuit and network changes that result from:

- Learning a New Ability
- Environmental influences
- Practice
- Psychological Stress

Once thought to only manifest during childhood

- New research shows that the brain

Can be _____ even into adulthood

>>Science has now proved to us that

_____

➔ **Neuroplasticity** is actually a **2 Part Process**:

1) Learning is triggered by

   ➢ _____

   (especially to novel, emotionally-laden/meaningful events)

2) Actual brain re-wiring occurs during _____ and other forms of deep _____

Training Your _____

Choosing _____ vs. _____

Whatever the brain _____,

the body _____

Need to look at what you want

➔ ***I can*** _____

The Ultimate Success Formula

1. Know your _____
2. Know your _____
3. _____ comes 3rd

   Not just your drive, but your _____

4. Take _____ _____ — massive & consistent action
5. Know what _____ _____

   -> airplane pilots = go on auto pilot - but they check in all the time to make sure they're still on course

6. If necessary, _____ your _____

   a. But how? How do you change – or know when to change your approach?