



Personal Growth Strategies

Developing Personal Power

Introduction

“Before you can inspire with emotion, you must be swamped with it yourself. Before you can move their tears, your own must flow. To convince them, you must yourself believe.”
(Winston Churchill)

The way you think on the inside determines the way you act on the outside. Throughout the ages, the wisest men and women who have ever lived taught about the vast inner powers residing in each person. They have identified specific laws and principles that have been rediscovered in religion after religion, culture after culture, all around the world and throughout the centuries.

In this lesson, you learn the most profound principles ever discovered. You too can become the kind of person that accomplishes more in a few years than most people accomplish in a lifetime.

In this lesson you will learn:

- Why some people are more successful than others
- The three mental laws
- The key to personal success
- The importance of self-concept development
- The keys to your personal performance
- The three parts of your self-concept
- How to improve your results
- The key to peak performance

What Do You Already Know?

Test your knowledge by attempting to answer the questions below.

1

What effect does your thinking have on your life?

2

What are the mental laws that determine everything that happens to you?

3

What is the master program of your subconscious computer?

4

How much of your potential do you think you use?

5 How does your self-concept determine your performance and effectiveness?

6 What is the most important part of your personality?

7 What is the key to improving your performance in any area of your life?

Developing Personal Power

1 Why are some people more successful than others? It is because of the way they *think*!

- a) The quality of your thinking determines the quality of your **life**;
- b) If you **improve** the quality of your thinking, you improve the quality of your life.

2 There are *three mental laws* that are central to everything you are and everything you become.

- a) **THE LAW OF BELIEF** – says that whatever you believe with conviction becomes your reality;
- b) **THE LAW OF EXPECTATIONS** – says that whatever you expect with confidence becomes your own self-fulfilling prophecy;
- c) **THE LAW OF CORRESPONDENCE** – says that “Your outer life is a mirror of your inner life.”

3 The key to personal success? Your *self-concept*.

- a) Most psychologists practicing today agree on the **central role** of the self-concept in individual performance;
- b) Inner change **precedes** outer change;
- c) Your self-concept is your **master program**, your mental operating system of life;
- d) If you change your self-concept, you change every part of your life;

- e) *“The greatest revolution of my generation is that individuals, by changing their inner attitudes of mind, can change the outer aspects of their lives.”*
(William James)

4

Self-concept development is the key.

- a) The average person uses **less than 10 percent** of his or her potential for effectiveness;
- b) About **90 percent** of your potential for success and happiness goes untapped;
- c) There is a **direct** relationship between your self-concept and your performance;
- d) Your self-concept is made up of your **beliefs**, most of which are subjective. That is, they are not based on facts at all;
- e) You have been programmed from childhood with “**erroneous data**” which affect your beliefs, your conclusions and your behavior – especially your self-limiting beliefs.

5

You have “*mini*” self-concepts in every area of your life. You only feel comfortable when your performance is consistent with these little self-concepts

- a) These mini self-concepts determine your effectiveness in everything you do;
- b) They create and keep you in your “comfort zones;”
- c) Your self-concept keeps you **locked in place**, performing at a certain level.

6

There are *three* parts to your self-concept.

- a) YOUR **SELF-IDEAL** – made up of your goals, your values and the qualities you most admire in yourself and others;
- b) YOUR **SELF-IMAGE** – the way you think about yourself and see yourself on the inside. When you change the way you see yourself, you perform differently on the outside;
- c) YOUR **SELF-ESTEEM** – your emotions, feelings, the “reactor core” of your personality;

Your self-esteem is best defined as, “**How much you like yourself.**”

7

Any improvement in your self-concept leads to an improvement in your *results*.

- a) Set clear **goals and ideals** for yourself and every part of your life;
- b) **See yourself** positively as the kind of success you want to be;
- c) **Talk to yourself** in positive terms. Say, “I like myself,” over and over again;
 - 1) Repeat, “**I like myself**” 10 times, 20 times per day;
 - 2) Say it enthusiastically, with strong emotion;
 - 3) Think about yourself as if you were **already** the person you most desire to be.

8

The key to peak performance is for you to develop and maintain a *high* self-concept.

- a) **Take control** of your inner dialogue by repeating, "I like myself!" Throughout the day;
- b) Think and talk only about the things you **want**;
- c) **Work on yourself** every day to become a more positive, focused, optimistic and enthusiastic person.

Your self concept precedes and predicts your levels of effectiveness in every area of your life. You always act on the outside in a manner consistent with your self concept on the inside.

The good news is that you were not born with a self-concept. Everything you **know** about yourself today, especially your self-limiting beliefs, has been taught to you over the course of your lifetime.

Most of your limitations **do not exist** in reality. They exist only in your own mind. When you begin to change the way you think and talk about yourself, you begin to change your performance and your levels of effectiveness in everything you do.

Action Exercises

1

If you get what you think about, in what areas do you need to **change and improve** your thinking immediately?

- 1. _____
- 2. _____
- 3. _____

2

How do your **beliefs** determine your thoughts, feelings and behaviors?

1. _____
2. _____
3. _____

3

What are three reasons that you always perform on the **outside** the way you think about yourself on the inside?

1. _____
2. _____
3. _____

4

What “**self-limiting beliefs**” might you have that could be holding you back?

1. _____
2. _____
3. _____

5

In what situations at work or in your daily life do you sometimes feel outside of your “**comfort zone**?”

1. _____

2. _____

3. _____

6

What **three** things can you do every day to build and maintain a high, positive self concept?

1. _____

2. _____

3. _____

7

In what three ways does your **self esteem**, “how much you like yourself,” determine your performance and your personality?

1. _____

2. _____

3. _____

What **one action** are you going to take immediately as the result of what you have learned in this lesson?
