



# MAY COACHING CALL

## UPCOMING EVENTS

- **First Limitless Book Club on May 23, 5 p.m. ET:**  
Black Hole Focus: How Intelligent People Can Create a Powerful Purpose for Their Lives by Isaiah Hanke
- **June 13: Productivity Virtual Retreat (8:30 a.m. – 3:00 p.m. PT)**  
Team breakout: How to Be a Stellar Support Team, 10:45 – 12:00 PT  
Complete Tech Stack Quiz & Above the Line: Task Transition as pre-work
- **June 27: Coaching Call: Retreat Q&A & QBR discussion**

FOR TODAY'S QUESTIONS  
[slido.com](https://www.slido.com), [#GoodVibes](https://twitter.com/GoodVibes)



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# SELF-TALK FOR SUCCESS

LIMITLESS COACHING CALL

May 23, 2022

**YOUR LARGEST CLIENT HAS CALLED  
AND LEFT A MESSAGE**

**YOUR ASSISTANT SAID SHE DID NOT SAY  
WHY SHE WAS CALLING, ONLY THAT SHE  
WANTED TO TALK WITH YOU.**

THE MOST IMPORTANT  
CONVERSATIONS YOU HAVE  
ARE THE ONES  
YOU HAVE WITH YOURSELF



The words you speak  
become the house  
you live in.

L I M I T L E S S





# THE FACTS

- 60,000 thoughts per day
- 80% of them are negative
- 85% of those on replay loop
- By age 35, 95% pre-programmed behaviors

THE ONLY LIMITS YOU HAVE ARE THE ONES YOU PLACE ON YOURSELF



STRATEGY

SURFACE LEVEL

The approaches you take



STORIES

350 FT BELOW SURFACE LEVEL

Your life scripts lead from below the surface



STATE

700 FT BELOW SURFACE LEVEL

Your operating condition

# SELF-TALK IS A SURVIVAL STRATEGY



## PERSONALIZING

You blame yourself for everything.



## MAGNIFYING

You focus on the negative, ignoring all the positive.



## CATASTROPHIZING

You expect the worst, and are rarely persuaded otherwise.



## POLARIZING

You see the world in black and white, good or bad, nothing in between.



## REHASHING

You perpetually rehash past events trying to figure something out.



## REHEARSING

You constantly rehearse all the negative ways events may unfold.

# THE ONLY LIMITS WE HAVE ARE THE ONES WE PLACE ON OURSELVES

## SURVIVAL STATE

*(where we have taken up residence)*

I'm too \_\_\_\_\_...

I'm not \_\_\_\_\_ enough.

I can't \_\_\_\_\_ because ...

I shouldn't \_\_\_\_\_ because...

It will be too hard to...

It will take too long to...

## SUCCESS STATE

*(where the possibilities live)*

I am \_\_\_\_\_!

I can \_\_\_\_\_...

I will \_\_\_\_\_...

I am capable of \_\_\_\_\_...

I have all the time I need to...

# PLACES TO LOOK



TIME



RELATIONSHIPS



QUALITY OF LIFE



# Practice flipping the switch with CATCH & CORRECT



- **NEGATIVE:** I can't charge fees for planning, my clients will all leave me.
- **POSITIVE:** I can charge any fee I want because I'll deliver 10x more value.
  
- **NEGATIVE:** If I take too much time off, my clients will get upset and leave.
- **POSITIVE:** My clients care about the value I deliver, not the number of days I work.

- **NEGATIVE:** I can't charge/increase my fees; all my clients will leave me.
- **POSITIVE:** I can charge any fee I want because I'll deliver 10x more value.
  
- **NEGATIVE:** I can't double my income and time off in 18 mos.
- **POSITIVE:** If Stephanie, Tiffany & Adam can do it, I sure as hell can too.
  
- **NEGATIVE:** Unretire to talk about mindset; they'll think I've gone soft.
- **POSITIVE:** If this is soft, I'll take a double, thank you. I'm just the person for the job.

# YOUR SELF-TALK SHOWS UP IN...



## Your Time & Productivity

How you apply your time matters at least as much as the amount of it you apply



# YOUR SELF-TALK SHOWS UP IN...



## The Quality of Your Relationships

How we treat ourselves defines how we give others permission to treat us



# YOUR SELF-TALK SHOWS UP IN...



## Your Quality of Life

Your self talk shows up in how you experience life... it determines the quality of your experience, personally and professionally



# SOLUTION

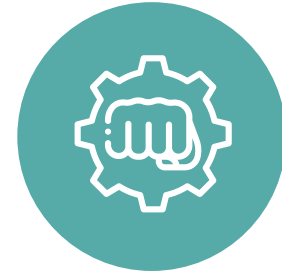
soothe your  
savage beast



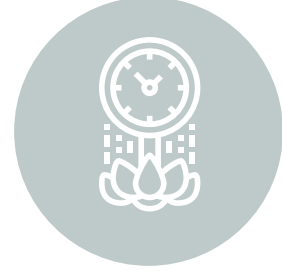
AWARENESS



CLARITY



ATTENTION



PRACTICE



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# Above the Line: Self-Talk

Name: \_\_\_\_\_ Time Period: \_\_\_\_\_

Subject: \_\_\_\_\_

## ENERGY PRODUCING & REVENUE CREATING

Lined writing area for notes under "ENERGY PRODUCING & REVENUE CREATING".

ABOVE THE LINE

BELOW THE LINE

## ENERGY DRAINING & REVENUE DEPLETING

Lined writing area for notes under "ENERGY DRAINING & REVENUE DEPLETING".

# AWARENESS

Armed with the information about what's above and below the line, commit to keeping your self-talk above the line.

Then actively notice and course-correct.



# TRY A "COMPLAINING DIET"

*"Things never get done on time."*


BECOMES:

*"We need to fix the process breakdown to keep things running on schedule."*

*"I don't have time."*

BECOMES

*"I focus on those things that move the needle."*



Commit to going a day (or an hour) without negative self-talk about yourself, others or situations.

No complaining, blaming, judging or criticizing. When you slip up, reframe it as positive self-talk.

# NO "I'M SORRY" OR ABSOLUTES

REPLACE...

"I'm sorry, I totally missed that."

"I'm sorry, it's my fault/my mistake."

"I'm sorry I'm late."



WITH...

"Thanks for highlighting."

"Great catch, I will make changes."

"Thanks so much for waiting!"



*Notice "I always" and "I never"  
Absolutes are rarely, if ever, true and are  
often an indicator of negative self talk*

# Gratitude

"I don't need it to be  
easy, I just want it to  
be worth it."

-Lil Wayne



# WHAT

Create awareness by noticing negative self-talk

1



# HOW

State the negative self-talk

2



Identify any limiting beliefs behind the self talk

Challenge with questions

3



Retrain your brain




Choose self-talk that serves you

## SHIFTING YOUR SELF-TALK

### 7-Mindsets *Self-Talk*

We all have our inner voice providing a constantly streaming 24/7 monologue on our lives. This inner voice combines our conscious thoughts with our unconscious beliefs and biases to serve as an effective way to interpret and process our daily experiences. Known as self-talk, this internal chatter can be cheerful and supportive or negative and self-defeating. This voice is useful when it is positive, talking down fears and bolstering confidence.

Human nature is prone to negative self-talk and to sweeping assertions like, "I can't do anything right," or "I'm a complete failure." Your self-talk directly influences your moods, feelings and behaviors. Re-train your brain for success by learning how to identify negative self-talk and replace with self-talk that drives greater success and well-being.

MINDSET	NEGATIVE Identify any negative self-talk related to each mindset.	CHALLENGE Think, "Is that really true? Are you sure it is? How do you know it? What evidence do you have?"	POSITIVE Now, re-state your negative, disempowering self-talk into positive, empowering self-talk that puts you in a success state. Alternatively, state the untruth in the worth you place in the entire category.
 WORTH			
 CLARITY			
 VALUE			
 TIME			
 LEVERAGE			
 RELATIONSHIPS			
 MONEY			

# TIPS FOR TRIGGER POINTS

*Our self-talk gets louder in these situations*



FAILURE

FAIL FORWARD

*I don't fail, I win or I learn.*



FEAR

FACE THE SCARY MONSTER

*What's the worst that could happen?*

*What's the possibility on the other side?*




A BAD DAY

GIVE YOURSELF A BREAK  
AND A PAT ON THE BACK

*Things are always working out for me.*

*The greater the challenges, the greater the blessings.*

*I'm calm and centered and in charge of my day.*

The background of the entire image is a reproduction of the painting 'The Starry Night' by Vincent Van Gogh. It features a dark, swirling blue sky filled with numerous bright, glowing yellow stars and a large, luminous crescent moon. The stars are depicted with concentric, swirling brushstrokes, creating a sense of movement and depth. In the lower portion of the image, the dark, silhouetted forms of a cypress tree and a small town are visible against the turbulent sky.

LANGUAGE  
CREATES  
YOUR LIFE

"If you hear a voice within you say  
'you cannot paint,' then by all means  
paint, and that voice will be silenced."

– Vincent Van Gogh



## WATCH & READ

- What to Say When You Talk to Yourself, Shad Helmstetter, PhD
- Daring Greatly: How the Courage to Be Vulnerable Transforms the Way We Live, Love, Parent, and Lead, Brené Brown
- The Subtle Art of Not Giving a F\*ck, Mark Manson
- Mindset: The New Psychology of Success, Carol Dweck
- How to Own your Own Mind, N. Hill
- Think and Grow Rich, N. Hill
- Start Your Day off Right with the SAVERS Morning Routine, Melanie Pinola



## APPLY

- Fill in *Above the Line: Self Talk* with messages you tell yourself for a set period of time (both negative and positive).
- Fill in the *7 Mindsets: Self Talk* activity to track your limiting beliefs and new stories.
- Use *Success Shifter* to track new habits.



## ACT

- Keep a gratitude journal. Daily capture five unique things that you're grateful for. Feel the way the gratitude feels in your body.
- Take a 7-day Negativity Diet.
- Put an "I'm sorry" jar on your desk and put a dollar in every time you say it out of habit.



LIMITLESS Q&A