

# Don't be the last business owner to figure out just how important your thoughts are when it comes to your business success!

Dear Business Owner:

If you're like most of us, you give little "thought" to your thoughts. This was the number one biggest mistake I was making in my business for years. Once I finally figured this out, my business (and my life) changed completely.

Now, as I state over and over, I am in no way implying that all you have to do is think a certain way and then sit back and watch success happen magically. In fact, it's quite the opposite. Cultivating a mindset that supports business success takes discipline. That means you have to work at it consistently, over time, in order to master and benefit from your new mindset. Then you have to have the guts to actually start doing the work to make your business a success.

Many business owners will not have the stamina (or the guts) to take on this kind of challenge. They'll look at this exercise and *mindlessly* throw it aside, claiming that spending time on such a thing is a waste of energy. I'm guessing that you're not one of these business owners or you wouldn't have been attracted to my website in the first place. My hunch is that, at some level, you understand that it's you, and the way you think, that has been holding you back from creating the business of your dreams.

**CHECK THIS OUT**

→ If you are ready to move beyond your fearful, worry-filled, stressed out and overwhelmed business experience to one that empowers you and affords you the life you've been struggling to achieve for far too long, you're in the right place.

Becoming aware of your thoughts isn't as easy as it sounds. You'll be challenged immediately once you begin this exercise. The one thing to remember as you begin this journey is that your business is a direct reflection of your thoughts. If there are things going on in your business that you don't like, they will link back to your thought process, guaranteed.

Some signs that you're not aware are manifested in your emotional state. Worry, fear, anxiety, stress, overwhelm, indecision and hoping for a future that you perceive to be better than your present are all signs that you are operating from "mindlessness."

Your **thoughts** color your **decisions** which **create** your business.™

Another way to look at this is that whenever you are distracted by thoughts that keep you from being present, you are using all your energy thinking about things that have either already happened (they are over and done) or on things that haven't happened yet (contemplating a future you can't possibly predict). One key word here is "energy". It takes a lot of energy to worry, wish things were different, hope for something better. That's the energy you need to DO something that will move you toward what you want instead of wasting it in horrible thoughts and keeping yourself powerless in the process.

After five years of reading, learning, and diligently practicing this concept of being aware I finally "got it". I was sitting at a marketing conference listening to a successful business person share his "secrets" of success and I actually "heard" him. In years past I'd gone to workshops, read literally hundreds of books, attended conference after conference and I'd always walked away feeling inspired. But the minute I returned to the office, "real life" would take over and I'd immediately move from motivated to frustrated in a matter of minutes. This time something was different. This time, my mind was prepared and present to the opportunities being presented and I took action!

# ACTION

Because I'd done so much work on my mindset, I was finally able to start doing things that turned into opportunity. I ended up hiring that successful business speaker as my coach and mentor and with his help, I've taken my business to an entirely new level. Before I'd done the work I needed to do on my mindset, I'd have never taken this "perceived" risk because I was always in worry and fear mode, not in an empowered, solution mode.

This is just one small example of how cultivating a success mindset can dramatically affect your business. Subscribe to my blog where I'll share more insights and stories relevant to this all important aspect of business success.



## EXERCISE NOTES:

Your Thought Journal is on the next page. I've laid this out so that it fits on one page and I encourage you to complete at least one for every business day of the week (better yet, every day). It's very simple to complete and the point is to get you to start being aware of thoughts that either hold you back or inspire you to action that moves you toward business success.

Again, I know this seems like "busy work" but I've seen some pretty amazing realizations come from this exercise both for myself and my clients. Once you see the patterns that take place in your mindset you can start to actively "Change the way you look at things so that the things you look at change" (quote by Dr. Wayne Dyer).

Please don't hesitate to contact me at [contact@BarbaraBatt.com](mailto:contact@BarbaraBatt.com) if you have questions or to inquire about how mentoring might help you break through the barriers that are keeping you from your own business success.

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# Thought Journal for \_\_\_\_\_

Day / Date \_\_\_\_\_

Thought - Describe the thought and the way it makes you feel physically and emotionally

Check all that apply to the thought above

- Worry/Fear     Overwhelm/Anxiety/Stress     Doubt/Indecision     Scarcity     Complaining/Blaming     Resisting What Is     What Others Think

Is this thought empowering? Do I feel good when I think this thought?     yes     no

Take three conscious, deep, breaths

What is happening right now? This is not about thoughts. Just describe what your are doing, or what you were intending to do, when you noticed this thought.

Write just the facts around the thought that threw you off and how you will handle this in an empowered way.

Jot down an alternative thought that makes you feel empowered

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