

ISSUE

26-2

Ideas for anyone of any  
age, at home or at work,  
anywhere and in any job  
or career.

by Duane EN Marino

# Unstoppable Attitude

## SUCCESS PSYCHOLOGY

Real or imagined, it's  
sort of all the same

## FAILURE PSYCHOLOGY

Constant reflection and  
projection is needed if  
you want to improve

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**Class:** Fri. Feb. 6

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Feb. 9 & Tues. Feb. 10

**F&I Class:** Wed. Feb.

11

**Unstoppable Selling**

**Big Events:** Thurs. Feb,

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**Management &**

**Leadership Class:** Fri.

Feb. 13



## In this issue

Change what you fear P.1

We go towards what we see P.1

Be your own coach and therapist P.2

Plan your life or someone else will P.2

## Is it all in your head?

I have seen two-hundred-fifty-pound men freeze when handed the phone and told to take or make calls with me, even after hours of training. What is a fear of the phone? Are they literally afraid of the phone? Were they physically attacked by a phone at some point?

No, their true fear is that some negative past experiences are about to be repeated, or whatever they have "imaged-in" or imagined happening on the phone - and it was affecting them physically.

***Did you know that images  
conjured in our minds create  
reactions in our nervous systems  
as if they were really happening  
right now?***

What do you tend to image-in? Is it eating a certain food, getting along better with your spouse, arguing with

someone, paying off a credit card?

Creating a personal vision board, with pictographs and pictures of how you want your life to be is a very literal imaging-in of what you want to become. This method can be very successful, because you are inserting yourself into a new story you are creating every time you look at the board.

**Exercise:** Get a corkboard and pin up images of who you want to become, how you want to look, where you want to live, how much money you want to make, et cetera and place it somewhere that makes you glance at it every day.

Want a private livestream meeting on this? Just ask ...

**Train with Duane.**

## The Joe Girard Daily Mantra

*I stood and looked at  
myself with Joe in his  
mirror beside his front door  
while he asked us both his  
morning question: "Would  
I buy you today Joe  
Girard?"*

*You need to sell yourself  
on yourself every day  
before anyone will decide  
to buy you!*

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## Know Thyself

***Exactly when and  
where did you start to  
accept and even  
expect all your life's  
conditions and  
limitations?***

Things like how much  
money you can make,  
how much debt is  
acceptable, your body  
shape, your position or  
station professionally, et  
cetera. Most of us are  
not living the way in  
which we would have  
planned or hoped,  
oftentimes because  
we've had our  
aspirations beaten right  
out of us.

Of all the tens of  
thousands of people I  
have met, I can point to  
very few individuals who  
seem to have rejected  
most of the barriers and  
limitations that the rest of  
us blindly accept.

**Exercise:** The following  
questions will help you  
realize - and break free –  
of some of the limitations  
that you have placed on  
yourself ...

you from stepping  
outside your comfort  
zones?

- Who or what have you become dependent on and why?
- Why do you believe you can't reach higher?
- What would you do if you believed you couldn't succeed or fail?
- What has led you to accept your standard of living and life?
- Could you be happy with more or less?
- What rewards and punishments have been used on you throughout your lifetime to set your limitations?
- In what ways do the typical socialized fears of not being liked / loved or not being enough affect you?
- What limitations have you placed on others and why?
- How has social media, media, friends, family, associates, culture or education affected how you think you should be?

• Our experiences, information and imagination create, reinforce and challenge our beliefs and limitations, in what ways have your personal or world views changed over your life due to your experiences, information and imagination?

***Self-awareness is  
crucial if you are to get  
where you want to go.***

When you turn on your GPS the first thing it does is become aware of where you are. Then it maps out where you want to go.

When it comes to success, "a set it and forget it attitude" just won't work.

Constant awareness and adjustments are needed for so many reasons.

