

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

by Duane EN Marino

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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Feb. 13



Unstoppable Attitude

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, etcetera. 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.

