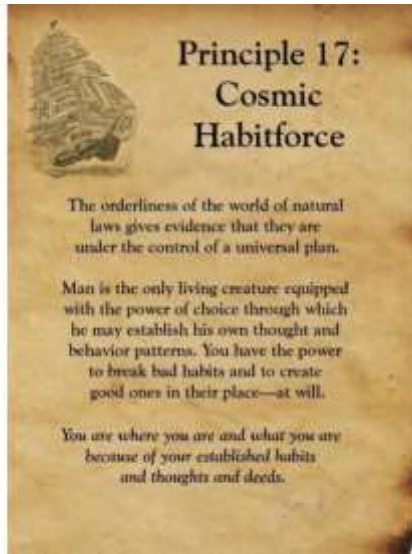


Lesson 17 – Cosmic Habit Force

Today is going to be a great day



Habits

Our habits determine up to 90% of our normal behavior – Mark Victor Hansen, Les Hewitt and Jack Canfield from the book *Power of Focus*

Our habits can be:

Negative

Neutral

Positive

Imagine what would happen if you took a major negative habit and turned it into a neutral habit or a positive habit.

Habit – I don't ask for the order at the end of my sales presentation becomes I consistently ask for the order.

Use your imagination to answer this question: What negative habits do I have that I can turn into positive habits?

Thinking habits – If you think stressful thoughts you will feel stress. Pivot your thinking away from stressful thoughts



Language habits

Think about the likely predictable future of:

Negative self-talk

Negative I am statements

I am a procrastinator

I am not good at sales

I don't like prospecting

I am not good at recruiting

Everything counts

Change begins in language

Bonus Video – Cosmic Habit Force - https://www.youtube.com/watch?v=XA_GKixn2TA