

A COMPLIMENTARY CHAPTER FROM

WORK LIKE AN IMMIGRANT

Control Your Mind, Control Your
Destiny

CARLOS SIQUEIRA

Author | Keynote Speaker | Business Mentor

CarlosInspire.com



A NOTE FROM CARLOS

Your next chapter begins with the thoughts you choose today.

I selected this chapter because it contains one of the most important lessons in the entire book: your circumstances may influence your starting point, but they do not get the final word.

Inside, you will learn how to recognize the thoughts that drain your energy, challenge limiting beliefs, move from problems to solutions, and practice the daily ritual my family and clients have used to return their focus to what matters most.

Do not rush through it. Choose one exercise, use it today, and notice what changes when your attention has a destination.

Keep it going,

Carlos

STEP 1

Control Your Mind, Control Your Destiny

If you can dream it, you can achieve it.
—Zig Ziglar

The New Thought movement, which began in the early to mid 1800s, can best be summed up by the belief that “all of life happens through us, not to us.” To New Thought proponents, the mind is a spiritual force that creates whatever reality it imagines, either consciously or subconsciously. Imagine the perfect mate, and that person will find his or her way into your life. Imagine being wealthy, and you will receive the money and possessions you envision. Imagine yourself being the perfect parent, and you will be that parent. On the other hand, if you think, consciously or subconsciously, that money is the root of all evil, you will have more expenses than income. If you suspect your spouse of having an affair, he or she will likely cheat. If you worry that your business will fail, it probably will. If you read an article in a magazine about an illness, and you are susceptible to the power of suggestion, you may get that illness.

While I don’t believe that the mind itself creates the world around us, I do believe it is a powerful force that shapes our reality—good or bad. I also believe in the Law of Attraction (another concept at the heart of the New Thought movement)—that every thought is a force that draws positive or negative energy and experiences into

one’s life. The Law of Attraction was most recently popularized by the book and video entitled *The Secret* (2006, by Rhonda Byrne), which cites numerous references to New Thought authors, including Prentice Mulford, *Thoughts Are Things* (1889); Wallace Watters, *The Science of Getting Rich* (1910); Charles Hannah, *The Master Key System* (1912); and Robert Collier, *Riches Within Your Reach* (1947). Other popular writers in this tradition are Geneviève Behrend, *Your Invisible Power* (1921); Napoleon Hill, *Think and Grow Rich* (1937); and Joseph Murphy, *The Power of Your Subconscious Mind* (1963).

But even if you aren’t a card-carrying member of the New Thought movement, you will reach the conclusion, through your own experiences and observations, that optimists are generally much more successful and happier than pessimists, that people who set their sights higher achieve more, and that those with the most imaginative minds and the strongest convictions have the greatest impact on human history. Whether thoughts are actually energy doesn’t matter; those who imagine and who endeavor to bring their vision to fruition will always attract other like-minded individuals, find a way to procure the necessary resources, and join together to create a force that changes the world, for better or worse.

As I’ve quoted several times, “Where focus goes, energy flows.” Focus is entirely a product of the mind, a thought, and it is what drives your choices and actions. Focus on the positive, and your energy will flow toward productive ventures that deliver mostly positive outcomes. Focus on the negative, and your energy will flow toward destructive choices and behaviors resulting in mostly harmful outcomes. I know, because I have traveled both paths.

When I focused on my problems, I found plenty more as the problems piled up and my worry inhibited my ability to deal with those problems. When I focused instead on solutions, I began to make progress. When my thoughts turned to darkness, unhealthy results

followed. I made poor choices, abused alcohol and drugs, and actually brought myself closer to that which I was thinking about most—death. But when I set my mind on my objectives to achieve wealth and help others, I achieved both beyond anything I had imagined.

The power of positive thinking impacts every area of your life. Think about it: If you get caught up in negative thought processes about your job or your business, how can you possibly perform at the level required to succeed? If you think about everything your significant other does to make you miserable, how can you possibly love that person and build a deeper connection? If you focus more on a child's negative behaviors than on the untold gifts they have, how can you develop the type of parent-child relationship that leads to positive change and helps that child achieve his or her full potential? If you believe that money is the root of all evil, where will you find the motivation to achieve wealth?

I cannot say this strongly enough: control your mind, and you will control your destiny. Become more aware of what you're thinking. Feed the positive thoughts and starve the negative ones. If this is the only step you take, you will be well on your way to achieving health, wealth, happiness, and fulfillment.

Dream Like a Child

Children imagine and pretend with abandon. They may dream of becoming an astronaut, a rock star, a superhero, a race car driver, president of the United States, a doctor, a teacher, or even a wizard. Sometimes, they create a pretend world in which they act the part and truly believe, in the moment, that they are what they dream. At an early age, good parents and teachers encourage children to dream, that they can be whatever they want to be. Certain books, movies, and TV shows reinforce this valuable lesson.

Unfortunately, by the time we are twenty or thirty, we are expected to grow up and stop dreaming. We are inundated with messages that make us start to wonder whether we're smart enough or talented enough or rich enough. Some of us grow up thinking that the deck is stacked against us—that unless we belong to a specific group or know the right people, we will never be able to rise above a certain level, so why dream beyond that? Others grow up believing that “life is cruel,” and they tend to perceive everything through that distorted lens.

I want you to return to your childhood for a moment. How awesome was that? Hopefully, in your circumstance, you had no responsibilities or worries. Maybe you even rode your bicycle without a helmet. You pretty much lived in the moment, right? And you probably dreamed of being something or doing something incredible one day.

Now, recall a dream you had as a child that you abandoned as an adult. How vivid was it? How strongly did you believe at the time that one day your dream would come true? Did you have even a sliver of doubt? When did you start to question the practicality of it? Who or what led you to abandon that dream? What lies did they tell you or lead you to believe about your potential?

Now I want you to begin dreaming like a child again, with complete abandon, without doubt. Ask yourself the following questions:

- **What do I want in life?** Your answers can (and should) be related to all aspects of your life—health and fitness, education, career, spouse, family, travel, and so on.
- **Why do I want to achieve these goals?** If you want a certain amount of money, for example, why do you want it? To support your family, travel the world, retire early? Having a compelling reason to want what you want significantly increases your drive to get it. If you have a hard time finding

your compelling reason. As you answer each question, for example "to support your family," ask why you want to support your family and keep going a few layers deeper as you will gain clarity of your why and compelling reasons.

- **If I had everything exactly the way I wanted, how would I feel physically and emotionally?** How would you look, breathe, walk, and talk? Where would you be? What would you be doing? Who would you be with? How would others interact with you? Are you happy? Are you proud? Attaching emotions to your dream will make it a deeper impression on your subconscious mind.
- **How would I see the world?** Do you see the world any differently now that you have everything exactly the way you wanted? Has your attitude changed, and if so, how?

By asking these questions, you place yourself in visualization mode, conditioning your mind to produce the vision that will ultimately become your reality.

Now imagine waking up every day with this vision of your awesome reality in your mind and the certainty of ultimately living it. How do you think that would change your attitude? How would it change the way you think, act, and conduct yourself? How would it affect your thoughts, your decisions, your relationships?

Flipping the switch from negative to positive thinking is not that difficult, and it is up to you to do it; nobody can do it for you. The trick is to continue to hold the vision in your mind until *you* believe it without question.

What Would You Do, If . . . ?

Minister and speaker Robert H. Schuller, in his book titled *You Can*

Be the Person You Want to Be, begins the second chapter with these three questions:

What goals would you be setting for yourself if you knew you could not fail?

What dreams would you have on the drawing board if you had unlimited financial resources?

What plans would you be making if you had thirty years to carry them out?

These questions are interesting in that they serve two purposes: 1) Each question engages your imaginative faculties, and 2) each removes a key obstacle. For example, the first question removes the possibility of failure, the second removes the common excuse of “not having enough money,” and the third removes the barrier of insufficient time. In short, these questions liberate your imagination from any practicalities that might restrain it.

When you engage your imagination, take the same approach. For each of your goals, remove any obstacles that may get in the way or that you may put in the way. These obstacles are the negative thoughts that shackle your imagination and prevent you from fully exploring the most amazing possibilities. Remember that many of the obstacles standing in your way could have been placed there by others long ago. You may have been led to believe that you’re not smart enough or strong enough or talented enough or disciplined enough to do what it takes to achieve your dreams.

With this in mind, try to pair your dream with any obstacles that you believe are standing in your way, and then formulate your own questions, such as the following:

Where would I choose to live if I could speak any language?

What would I do with my life if I didn't worry about what other people would think?

What subject would I study if I could find a well-paying job in that field?

What career would I pursue if I had the talent and knowledge to be successful at it?

With whom would I spend time if it were entirely up to me?

Daily Vision

In addition to imagining the big picture—your ideal career, family situation, residence, and so forth—spend time each day envisioning what success will look like on this particular day. Every morning, as soon as you wake up and before you get out of bed, ask yourself the following questions:

What will I accomplish today?

Why do I want to accomplish this? (How will this accomplishment further my larger goals?)

What will I get for accomplishing this?

How will I feel after accomplishing this?

Answering these questions gets you revved up for the day ahead. You will know exactly what you need to accomplish, be more committed and motivated to producing the end result, and be more focused on what must be done, so daily distractions are less likely to drag you off course.

Keep the Faith

The most successful people in the world are those who have no doubt they will succeed. They don't *believe* they will succeed; they *know* it. In fact, they can see it before it happens, know the outcome before they even start. That's the true definition of faith. We see this in top athletes and teams who never step onto the field thinking that they might lose or are willing to accept second place. They go for the gold with the single-mindedness and knowledge that they will achieve it. Weightlifters are also well known for using faith to increase their strength; before they lift, they envision themselves having lifted it. This eliminates their sense of doubt.

If you consider that thought is the vision, faith is the heat that brands that vision onto your subconscious mind. And your subconscious, in full faith, is what brings that vision to fruition, doing whatever it takes to make it happen.

For this reason, I encourage you to develop a crystal clear vision of your goals and objectives. Imagine what you want, then take the next step and create a vision board—a collage of words and pictures to feed your imagination and provide inspiration. Look at that board several times a day and imagine, with all of your five senses, achieving what you see there. Imagine how it feels. You can also carry a picture that reminds you of your dream and look at it several times a day. You will be amazed at what a positive difference it makes.

Recognize Your Negative Thoughts

Negative thoughts may creep into your mind, even when you're highly successful, which is perhaps when you're most vulnerable—when your mind is complacent and not populated with a sufficient density of positive thoughts to crowd them out. Although I advise against

focusing on the negative, you must focus on these negative thoughts at times to identify them and replace them with positive ones.

Imagine your mind as a field of lush, green grass, which represents positive thoughts. Occasionally, a weed pops up in the middle of the field. If you don't remove it, it eventually spreads and the weeds take over. In the same way, you need to recognize and remove negative thoughts before they become deeply rooted and begin to spread.

Unfortunately, when it comes to negative thoughts, this analogy falls apart, because unlike weeds, negative thoughts grow faster as soon as you turn your attention to them. Their roots dig deeper into the soil of your mind, and all the attention you give those thoughts act like water, fertilizer, and sunlight to make them grow and spread even more aggressively. To eliminate these weeds of negative thought, you have two options:

- **Starve them.** Shift your attention from the negative thought to a positive one, think about something else, or engage in productive activities that draw your attention away from those thoughts.
- **Replace them with positive thoughts.** Visualize uprooting the negative thought and planting the seed of a positive thought in its place. For example, if you're thinking about a problem, replace that with thoughts about possible solutions. If you're thinking about an uncomfortable relationship issue, replace it with a thought about what you can do to strengthen or deepen your relationship. If you're annoyed because you're stuck in traffic, reframe that thought as an opportunity to listen to music or come up with a million-dollar business idea.

Problems generally come in four categories: those you are committed to solving, those you don't want to put the effort into solving, those you create by having a bad attitude, and those you have no control over, such as something in the past that you can't go back in time to change. Therefore, you have four options:

- **Fix it:** Solve the problem, resolve the issue, or repair the relationship.
- **End it:** If you're in a situation or relationship that is making you unhappy, and you cannot or do not want to put the effort into fixing it, end it. For example, if you're unhappy with your job and cannot change what's making you unhappy or change your attitude about it, then start looking for another job.
- **Change your attitude:** As Maya Angelou once wrote, "If you don't like something, change it. If you can't change something, change your attitude." We often create our own problems by having a negative attitude. Consider the example I just gave about being stuck in traffic: you can choose to look at that as an inconvenience or an opportunity. By viewing it as an opportunity, you can do something positive rather than wallow in misery.
- **Let it go:** Negative thoughts can often be attributed to past events that cannot be changed and worries about future events that we cannot possibly know will happen. Letting go often means choosing to deal with the present and letting go of anything we have no control over.

Thinking about a problem you can't fix or one you decide is not worth the trouble to solve is senseless. It wastes focus and energy that could be better spent in more constructive thought and activity.

Here's an activity I want you to do a couple times a day to become more aware of what you're thinking and feeling and to strive to weed out negative thoughts:

- Step out of your mind to observe what you are thinking.
- Write down your observations.
- Create a two-column list, label the columns Positive and Negative, and record your thoughts in the appropriate column.
- Assign any negative thoughts to one of the following four categories: Fix It, End It, Change My Attitude, or Let It Go.
- Choose one of those negative thoughts and fix it, end it, change your attitude, or let it go.

Challenging Limiting Beliefs

We have all grown up with limiting beliefs—thoughts that convince us to give up without ever really trying. Some of these beliefs have been drilled into us from a very young age by teachers, parents, and society in general. Others we have created ourselves, typically by basing a belief on a single observation or experience; for example, we failed once, so we'll fail again. Here are just a few of the numerous common limiting beliefs people have:

- I'm too old (or too young).
- There's not enough time in a day.
- Business people make their money by cheating people; I can't be like that.
- I'm not smart enough.
- I don't have enough money.
- It's just poor timing.

- I'm not worth it, or I don't deserve it.
- I don't want to work that hard.
- Why would anyone want to hire me?

I once read a story of a fifty-year-old woman who wanted to be a doctor. She told a friend that ever since she was in her twenties, she had dreamed of being a doctor but was now too old to return to school. Her friend said, "When you're eighty and look back to when you were in your fifties, will you be saying the same thing?" The woman applied for and was accepted to medical school, worked her way through, and became a doctor. The moral of the story is that you need to find a way to challenge any limiting beliefs you have, which may simply require having a different perspective.

Here are a few ways to challenge limiting beliefs:

- State the limiting belief in your own words and then ask, "Really?!" or "Seriously?!" or "Are you sure about that?"
- Ask yourself when the conditions will be right. For example, if you think that a certain opportunity is merely poor timing, ask yourself, "When will the timing be right?" "If not now, when?"
- Look for solutions. If your limiting belief is centered on a problem or an obstacle, start thinking about ways around it. For example, if you think you don't have enough time, analyze how much time you really have in a week—time that you may be wasting.
- Look at the facts. Many limiting beliefs are based on lies or false information. For example, if you think that business people make their money only by cheating others, look for instances in which that may not be true. Never accept as true anything that lacks evidence to back it up.

Conducting Your Daily Interview of the Truth

In moments of extreme stress, disappointment, or loss, you may be overcome with emotion, which can cloud your thinking and make your mind imagine that things are much worse than they are. When I begin to sense that my emotions are clouding my thinking and undermining my ability to make wise decisions, I conduct my daily interview of truth by asking the following questions:

- Am I focusing on the problem so much that I'm actually making it worse?
- Am I focusing more on the problem than on solutions?
- What's the worst that can happen?
- What's the best I can hope for?
- Do I have all the facts and information I need to make a wise decision?
- Do I truly know what that person thinks, or do I need to ask?
- Am I thinking and acting in ways that align with my core values?

In the absence of truth, our minds often try to fill in the blanks, and when the mind is overcome with emotion, especially negative emotion—such as hate, jealousy, greed, fear, anger, frustration, or resentment—it can fill in lies to complete the picture we want to see instead of the picture that actually is. For example, if you hate someone, you start finding reasons to hate them, and you filter out any redeeming qualities that might challenge your belief. But by conducting a daily interview of truth, you begin to think about the facts that might be missing—the facts that can help you develop a more objective view.

What Else Can This Mean?

Bad things happen—natural disasters, war, illness, the death of a loved one, job loss, divorce, financial loss, and so forth. One way to shift your thinking from these negative events is to try to see the good in the bad—but in the midst of tragedy, that may be easier said than done.

Many people rely on their religious beliefs for support. They may say things like, “Everything happens for a reason” or “This is just part of God’s plan” or “God doesn’t make mistakes.” But when you are the one suffering, such phrases can bring more pain than relief. They can make you feel that somehow it is in God’s plan for you to suffer, which is highly unlikely. So whenever adversity strikes in my life, I prefer to ask the question, “What else can this mean?”

Asking that question enables me to keep my emotions in check and look at the situation in a more positive light. It shifts my focus from what happened to the opportunities made possible by what happened. For example, when I was first robbed at gunpoint in Brazil, I asked, “What else can this mean?” and I started coming up with answers, such as, “Maybe he needed the money to feed his kids” and “Maybe I need to figure out what to do if this ever happens again so I can avoid getting killed without losing all my money.”

However, you need to be very careful with this approach to keep your answers positive. If your answers are, “Maybe this means I need to quit” or “Maybe this means I’m not smart enough to do this,” then shift your thinking to more positive answers. Think in terms of solutions and opportunities, not in terms of problems and failure.

The next time something bad happens to you, I want you to ask yourself, *What else can this mean?* or *What good could possibly come out of this bad situation?* and start thinking in terms of opportunities. If nothing else, every bad situation and loss is an opportunity to learn, grow, and strengthen your character. Eventually, you will

look back at these times as pivotal points in your life that prepared you to take advantage of an amazing opportunity, or to fulfill your purpose or destiny. It is up to you to discover their meaning.

Turning from Problems to Solutions

Much of our negative thinking centers on problems. Unfortunately, we tend to spend more time and energy focusing on problems than we do solving them. In addition, we often ignore problems until the problem pile is so high that we feel too overwhelmed to dig through it. To prevent problems from taking over your life, here's what I want you to do:

1. Write a complete list of your problems.
2. Prioritize the problems, listing them from most to least serious.
3. Choose the problem at the top of the list.
4. Write down the desired outcome. In other words, describe what you want the situation to be after the problem is solved.
5. Brainstorm solutions. Be creative; do not rule out any solution, even if it sounds crazy.
6. Rank the solutions from most to least promising.
7. Choose the most promising solution.
8. Implement the solution you chose.
9. Evaluate the outcome. If the solution produced the desired outcome, you are done. If not, proceed to the next step.
10. Determine why the solution did not produce the desired outcome; was it a good solution improperly executed or a bad solution? If the solution failed due to improper execution of it, try it again. If the solution simply didn't work, head back to Step 7 and try the next most promising solution on the list.

Another method I often use to solve problems is the problem-tool-solution approach:

- 1. **Problem:** Define the problem as specifically as you can.
- 2. **Tools/Resources:** Consider the tools and resources you have at your disposal to solve the problem.
- 3. **Solution:** Develop a solution that uses one or more of the tools and resources you have.

Here’s an example:

- 1. **Problem:** My wife, Angie, was ill. She was worn out from years of lack of sleep and from chronic worry over our daughter’s insomnia, with no promise of a solution. Even after doctors discovered the root cause of Isabella’s insomnia, which we are still treating, Angie’s physical illness, depression, and anxiety were deepening, and I had to figure out how to restore her health and well-being.
- 2. **Tools/Resources:** Doctors, my ability to learn quickly and develop multiple skill sets, my love for Angie, Tony Robbins’s teachings, strategic intervention coaching strategies that provide lasting positive change, time management, money, journaling.
- 3. **Solution:** Take time off my job (I eventually quit my job), learn how to make Angie feel better, and coach Angie through her difficult times.

Daily Rituals: The Triple Trizzo Carlito’s Way Technique

People who are successful in any field of endeavor have daily rituals and healthy habits—structured routines that bring them incrementally

closer to achieving their goals. Athletes have special diets and exercise regimens. Salespeople have systems, such as making a certain number of sales calls every day. Couples may have a date night or a shared hobby or activity. Parents may read to their children every night or play a board game once a week. And we all have weekends and vacations that help us rest and restore our minds and bodies.

In addition to the obvious practical benefits that come from healthy habits and rituals is the fact that they help us maintain our focus on the positive thoughts that crowd out the negative ones. My family and I have a three-times-a-day ritual that I designed specifically to feed our positive thoughts, a technique I share with all of my clients: The Triple Trizzo Carlito's Way Technique.

Three times a day, morning, noon, and night, when you're in a calm, quiet place (relaxing music may help), list all of the following (by writing them down or at least saying them out loud):

- Three things for which I am most grateful
- Three things that will make me happy today, especially if something goes wrong or not as expected
- Three essential things I can do to move myself toward my goals

As you think about each set of three items, visualize them as if they already exist or as if you're already doing them. Then, visualize yourself living all of your dreams as if you had accomplished them. By taking time throughout the day to engage in this exercise, you bring your attention back to what matters most, regardless of how hectic or chaotic your day has been. If you take the time to pump yourself up, nothing can stand in your way!

During the time that Isabella wasn't sleeping and I wasn't as present as I should have been for Angie, I allowed myself to get

so caught up in work that by the time Angie was sick herself, the problem had already taken a serious toll on our marriage.

To remind myself how important Angie was and to think of ways I could restore my awesome marriage, I used The Triple Trizzo Carlito's Way Technique:

- The three things I was most grateful for: 1) Angie's internal beauty, 2) Angie's love, and 3) Angie's ability to light up a room.
- The three things that will make me happy today: 1) Spending time alone with Angie, 2) Spending time together with Angie and Isabella, and 3) Having dinner together as a family.
- The three things I can do to move me toward my goals: 1) Spend time with Angie and be fully present during that time, 2) Listen to Angie and sincerely pay attention to what she is saying, 3) Find out more about what Angie really wants in life and cheer her on to achieve her goals—whatever she would like to accomplish.

When Angie was struggling, I coached her through her difficult times using several techniques and strategies. But this Triple Trizzo Technique was one of our favorites because it became a daily family exercise among the three of us and was such an effective tool. It helped Angie, in particular, calm down and focus on what truly mattered in her life instead of focusing on the problems we were having. Isabella quickly picked up on it and would gather kids at the park, telling them, "Okay guys, put your hands on your heart and think about three things you're grateful for. Then, take them in, hear, see, feel, and know that everything you want is within, and you'll feel happy. Shout the word yes!"

The first time I saw her do this was with a little boy who was shaken up about something and cursing in the park. I almost cried with joy. She was not even four years old yet, and here she wanted to break his pattern! I was able to record it and post it on my Facebook page, and I received wonderful comments. That's when I realized it wasn't simply a cute kid video that made people smile—it was a topic I needed to speak and write about more so that I could spread the word about educating our future leaders of the world.

It became clear to me that if we all taught personal development and prayer or meditation to our kids at home and in school, they could be more present and calm when things don't go their way. We could also plant seeds to help reduce bullying and violence in school among children—promoting character building that would serve them their entire lives. I was a victim of bullying when I was a child growing up in Brazil, and I wanted to keep other kids from suffering the way I did—and worse. These techniques, I knew, could help to achieve that.

Awaken the Warrior Within You

I like to think of myself as a warrior, and I encourage you to do the same. Imagine having two warriors inside you—a negative warrior and a positive warrior. Which one is controlling your mind? If the negative warrior is winning the battle, awaken your positive warrior—the one with the spirit that will not be defeated. Your positive warrior will emerge victorious.

Decide today that you will no longer settle for less than your best self. You will spend your valuable time doing the things that truly matter, because that's what a warrior does. Decide to have a crystal clear vision of what you must do and be so committed to achieving your goal that you're 100% sure of the outcome. Promise

yourself that you will do whatever it takes, in accordance with your warrior integrity and principles, to achieve your goal.

Pump Yourself Up with Affirmations

Some people think affirmations are corny, and I must admit, they can sound contrived, but they work. In fact, the funnier they are, the better they seem to work. The mere act of speaking an affirmation blots out any negative thoughts and derails the train of negative thinking. You simply cannot think of anything else, let alone anything negative, when you speak an affirmation.

One of my favorite ways to use affirmations is to give myself love. Try it: Close your eyes, and imagine looking at yourself as a baby who's smiling at you because you're being kind and loving to yourself. Now say to yourself:

"I love me."

"I am a love champion."

"I love myself so much, I am tattooing my name on my chest, and I am about to give myself a hug."

Now, hug yourself. It feels good, right? I'll bet you even laughed. Personally, I love this affirmation because it gets my whole being into it: I think love, I speak love, I feel love, and I even hug myself.

It doesn't take much to feel good and to love others; you simply have to practice daily until it becomes automatic. Remember, "Where focus goes, energy flows." Focus on love, and your energy will go there.

I also love to pat myself on the back a few times a day and say, "Great job, Carlos! You're awesome!" Some people may think it strange when they see me celebrating a small win in public, but it instantly makes me happy. In fact, one of the best ways to give your mood an instant boost is to rapidly change your physiology—jump,

skip, wave your arms, sing, or do anything physical that gets you out of your head.

I've come to realize from my own experience and coaching clients from all over the world who are feeling down that silliness provides quick relief. I have had clients from abusive relationships, people with suicidal thoughts, and business owners and coaches who lost their passion for what they do get an instant boost simply by going against the norm and not caring what others will think or say.

Try it: Do two or three silly things now to make yourself laugh or smile. Walk silly, dance, talk like Mickey Mouse or Donald Duck, whistle a tune, whatever. Better yet, do it in public where everyone can see you.

Now, I challenge you to take it a step further. Over the course of the next thirty days, I want you to pat yourself on the back every time you achieve even the smallest accomplishment, such as exercising in the morning when you don't feel like it, brushing your teeth for the second time in a day, or cooking a meal. Tell yourself, "Great job!" and remind yourself how awesome you are. If you're down, your mood will instantly shift and become positive.

Remember, you've been loved since the day you were born. Any seeming absence of it is only temporary. You don't have to seek love from others to feel loved; it comes from within you and will always be there. And the best way to start feeling the love is to give it away, even if the only person around to give it to right now is you.

YOU HAVE COMPLETED KEY 1 OF 9

The mind is the beginning. Your legacy is the destination.

The complete book continues with eight more keys for purpose, execution, learning, persistence, certainty, collaboration, communication, and contribution.

[CONTINUE AT CARLOSINSPIRE.COM](https://carlosinspire.com)

Share the lesson. Keep the full chapter personal to you.