



SHINE BRIGHT

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Can a Simple Change in Mindset Boost Success Rate?

Stuff happens. Deals fall through. Leads just aren't coming. It happens to every agent in the course of a career, but that doesn't make it easy. In essence, notes wellness expert Dr. Gregory Jantz, there are basically two ways to deal with hard times: let yourself spiral into a deepening sense of failure, or shift your focus away from negativity.

It isn't easy, notes Jantz, founder of The Center – A Place of Hope and author of 28 books on mental wellness and holistic recovery. But one of the best ways to start, he says, is by writing a list of things for which you are grateful – everything from the bed you sleep in each night to the healthy body that gets you through the day to the people in your life who love you.

Practicing gratitude can cause a shift in perspective that becomes a self-fulfilling road map to achievement, Jantz says, and keeping a daily gratitude journal is a great way to remind you of your blessings.

Another strategy is to have a gratitude partner to support you in your journey to positive thinking. Each day, text, email, or tell each other three things for which you are grateful. Think of this person as your accountability partner in the path to healthy thinking.

Jantz suggests four more strategies to help you build the air of confidence and positivity that can inspire the same in customers and others:

Positive posture – If you are struggling to move your mind into a more positive perspective, move your body there first. Stand straight, shoulders back, stretch your arms wide feeling powerful. Feeling positive can encourage your sense of empowerment.

Smile – The simple act of smiling can trick your mind into positivity. Whether you are walking, or sitting at your desk or in a restaurant, smile at co-workers, smile at strangers. How good do you feel when they smile back?

Do something kind – It's easy to get absorbed by our own misfortune and forget about those around us. Compliment someone on a job well done. Call a friend or relative you've neglected. Put in a few hours at a food pantry or shelter, or go out of your way to help someone finish a task. Stepping outside of your daily routine can provide you with amazing new perspective.

Hang around positive people – It's hard to maintain a positive attitude if you are surrounded by negativity. Instead of commiserating with co-workers or others who are having a hard time, change the subject to something positive. Better yet, chat with or even ask to shadow a successful agent you admire. Being surrounded by uplifting people can have a very powerful impact.

Famed psychologist Dr. Joyce Brothers once said, "Success is a state of mind. If you want success, start thinking of yourself as a success." If not now, when?

