

It's not all about me ...



It was only just recently that I learned yet another lesson about what it takes to be successful and happy. I had found myself struggling in an area of my life – an area that I seemed to struggle with over and over again. ‘How did I get here again?’ I asked myself as I sat perplexed! But it wasn’t until I received an email from someone with a statement that really shook me up for a bit ... then I finally got it! When I thought about what I had been trying to achieve and why I was getting so much resistance from other people it became clear to me. The reason why I was failing was because I was only thinking about me ...

They say that the fear of public speaking is even greater than the fear of death! When we are scared of standing in front of a group of people and speaking, who are we thinking about? When we are in a sales role and have call reluctance who are we thinking about? When we are angry, upset and/or resentful of someone else to the point that is causing an unpleasant rift or situation, who are we thinking about? When we are sitting in a job interview and we are nervous and lacking confidence who are we thinking about?

You are right! In every single case we are being totally selfish and thinking about ourselves. Consequently, in any of the scenarios I have mentioned above, are we ever going to get a satisfactory result? Probably not, unless we stop thinking about ourselves!

But aren't we supposed to think about ourselves?

Sure, it is critical for us to think about and believe in our strengths. It is essential for us to believe in our own power and our ability to make a difference in the world. It is vital for us to know that we can do simple things every day that will put us on a path to lead us to whatever outcome we desire. It is absolutely necessary for us to expect that we have what it takes to get the job done and to be the best we can! But having said that, if all we think about is what we personally get out of a relationship, interaction or association then we will guarantee an ending with tears!!



I was talking to a friend of mine yesterday who has been trying to get a job in a certain field for about a year and to date has not been able to secure anything satisfactory. This is obviously affecting her confidence, as it would for all of us, so

much so that she has considered going back to what she knows and has experience with, even if it is not what she really wants. Well, as you may already know, I am not one to bite my tongue or to challenge people's decisions if I see them compromising on what they really want! So, I asked her when she was in job interviews how was she feeling and who was she thinking about?

She told me that she was feeling nervous, anxious and scared. She was nervous that **she** didn't have the experience the position required. She was anxious because **she** needed a job quite badly and she was scared because **she** didn't want to be rejected yet again. She was thinking about herself! I challenged her to try a different approach ...



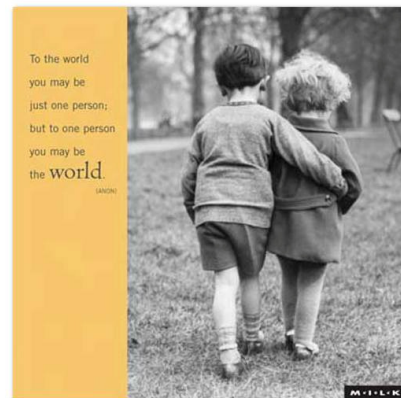
I suggested that she do all the research she could about her prospective employer. I suggested she get it very clear in her head what they required for the position and very certain in her heart how able she was to deliver it. When in the interview I suggested she ask them questions about the sort of person they were after and the roles that they required completed. Then I suggested that she tell the interviewer with enthusiasm and expectation how she could fulfil every part of the role with confidence. In other words ... as soon as she stops thinking about herself and starts thinking about the employer things will change for her!

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What a simple but profound statement that is. Let's think about it; when we take the focus off ourselves and place it on what we can do for others then the fear and uncertainty disappears. When we are on stage in front of an audience let's stop worrying about whether we may forget our lines or make a fool of ourselves and start thinking about how our message or story will positively impact them. When picking up the phone to make a sales call can we stop worrying about whether we will get rejected and start thinking and believing about how our product or service will make a life or lives better? When angry with someone if we stop thinking about what they did to us and start thinking about what they may be going through our feelings change and have more compassion and desire to help.

It sounds simple, but like any change it will be challenging. We are conditioned to think about ourselves and how everything impacts us. It is my strongest belief that the sooner we stop thinking about ourselves and start thinking about how we can help others, the sooner we will actually get what it is we truly want. The saying for this week is;

"It is not about me!" Have a great week



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