

# Mindset

An Introduction to Developing a  
Mindset of Success



## WHAT IS MINDSET

The term mindset simply refers to your overall disposition, or how you think about yourself and the world.

Do you believe that life is what is happening TO YOU, that most things in life are beyond your control and therefore not really your responsibility?

Or, do you believe that life is what you make it, so your extra effort is essential to your success?

Your mindset is based upon your beliefs and attitudes, and it guides all your behaviors in life. It informs how you think about yourself, how you treat and react to others, and how you respond to all the variables that come your way in life.



## WHY IT'S IMPORTANT

Your mindset determines how you make sense of the world, how you think about yourself, and your ability to deal with all the positive and negative aspects of your life.

The connection between your thoughts, beliefs, and actions is well documented and extremely powerful.

Many people walk through life believing that their lack of success is due to their abilities or luck, but in reality, the most powerful predictor of your success is actually your mindset.

## HOW TO CHANGE YOUR MINDSET



1

Recognize your current mindset and how it influences your behavior. Start noticing your thoughts in response to others and to life's circumstances. How do you talk to yourself? What is your automatic response when something negative occurs? What is your general attitude most days? Becoming aware of your mindset can help you see where you need to make changes.

2

Become conscious of your behavior. The old adage "fake it until you make it" has some credence when trying on a new mindset. Want to be more positive? Start actively more positively in various situations. Want to embrace risk? Start by taking small risks regularly. By adopting these behaviors consciously, you become aware of how they make you feel and the various outcomes from acting in these new ways.

3

Stick with it. Changing attitudes is challenging. Make a focused effort every day to change your mindset and embrace new ways of thinking. Be sure you are clear with yourself about why you are choosing to adopt a new mindset, as knowing the "why" behind your transformation will keep you motivated and focused on your goal.

4

Start by changing small things, then build up to making more significant differences in your behavior and attitude. Through small, incremental change, you can achieve real transformation. Know that each day you are working on your new mindset is one step closer to your new way of thinking.

