

How to Get Out of Your Own Way – and Succeed!

Thank you for attending the webinar, “How to Get Out of Your Own Way – and Succeed!” In our quest for success we often get in our own way. We tell ourselves we can’t do something, we’re not good enough, or our idea just won’t work. Regardless of how successful we may be, we all can get in our way.

In the class, we looked at reasons why we get in our own way, a powerful strategy to overcome your resistance in the moment, and specific action steps to move into productivity.

How you’re getting in your own way

As agents, you shared many examples of how you get in our own way - Not working your sphere, cold calling, marketing, delegating, saying “no,” or getting enough rest and exercise. Or it could be the opposite – limiting success by procrastinating, overthinking, following distractions, getting paralyzed by overwhelm and holding back from technology.

The key is to remember that we all do this. It’s part of the human experience! Be kind and compassionate with yourself while also working with the parts of you that hold yourself back.

Follow these steps to get out of your way and create your success:

Clarify your goal

1. Identify your goal.
 - a. What do you want to *stop* doing?
 - b. What do you want to *start* doing?
2. Ask yourself: Do you really want this goal?
 - a. Will it really help you build your business?
 - b. If yes, keep the goal. If not, get a new goal.
3. Do you have the skills and knowledge needed to reach this goal?
 - a. No? Get training. Read a book, get a mentor, watch a tutorial, take a class.
 - i. Visit learn.marketleader.com to improve your skills with your Market Leader tools!
 - b. Yes, but you aren’t moving on it?
 - i. What are you telling yourself that’s stopping you from moving forward?

Identify fears or beliefs that are getting in your way

We asked you what’s making you get in your way. Here are the main fears and beliefs you shared: I must be liked/can’t get rejected, I’m not enough, I must be perfect, I’m too old to change, I must do it all, this won’t work, and I’m too busy.

The challenge is when one of our internal voices won’t let go and continues to hold us back from our goals. The key to remember is that *the mean things we tell ourselves aren’t true!* These voices are all actually trying to help us by keeping us in the status quo, where we are physically and emotionally safe.

Listen to your internal coach

The good news is that you have an internal coach who listens to you, respects you, and wants to guide you to success. How? You can break the cycle of holding yourself back by using the ACA strategy.

ACA: Awareness, Choice, Action

Step 1: Awareness

Whenever you're derailing yourself, notice what you're feeling, the negative beliefs you're telling yourself, and the habit you're engaging in.

Step 2: Choose what you want

Set your intention for how you want to feel and what you want to experience.

Step 3: Action

Take action to foster the feeling and experience you want.

When you follow these three steps you are creating a "witnessing personality," where you can be more conscious in your choices. That's what it's all about – consciously making choices so you can gradually build the life and business you want.

Sample actions

The specific actions aren't important. What's important is that you're going into action.

- Move your body
- Focus on something positive
- Remember it's a numbers game; it's not about you
- Focus on being of service
- Get intentional: Ask yourself questions to maximize your success
 - What's the best use of my time?
 - What do I need to do to stay on top of my game?
 - What is the most(business-building, fulfilling, productive) activity I can do now?
 - What's my intention in this situation?
- Ask yourself questions to break the spell of fear
 - What's the worst that could happen?
 - How would you handle the worst?
 - How likely is it to actually happen?
- Get support
 - Team up with an accountability partner
 - Create a mastermind group
 - Work with a coach
 - Hire an assistant
 - Associate with winners

Learn more

Learn more strategies to build your success with these books and resources:

- Book: *The Slight Edge: Turning simple disciplines into massive success and happiness*
 - Author: Jeff Olson, <http://slightedge.org/>
- Book: *The Big Leap: Conquer your hidden fear and take life to the next level*
 - Author: Gay Hendricks, <http://www.thebigleap.net/>
- Book: *Get Present: Simple strategies to get out of your head and lead more powerfully*
 - Author: Sara Yao, <http://www.yaoconsulting.com/>
- White paper: *How's Your White Space?*
 - Author: Sara Yao, <http://www.yaoconsulting.com/hows-your-white-space/>