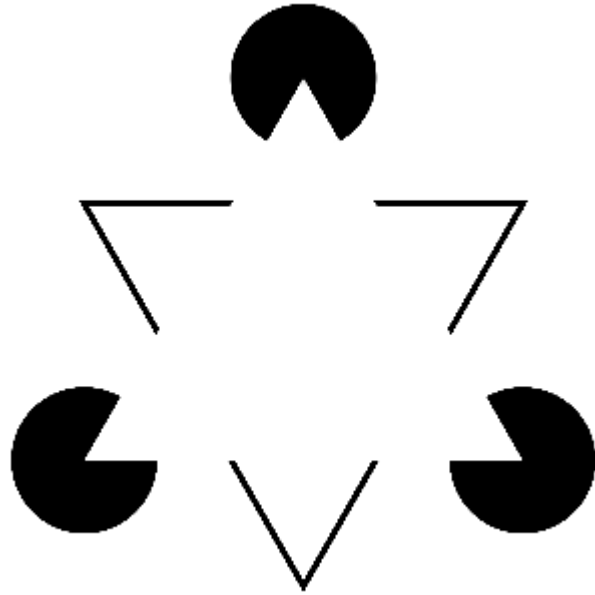


MANAGING YOURSELF AND BECOMING A BETTER YOU

Jamie Martin

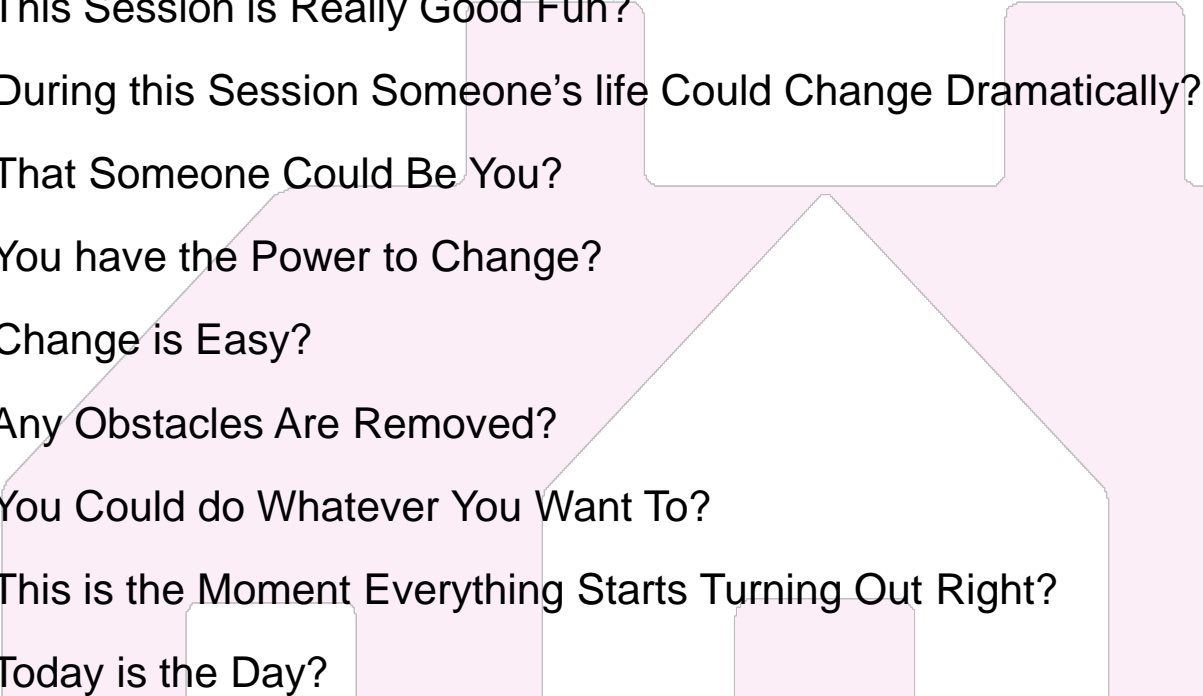
Providing homes... building communities

Magenta Living



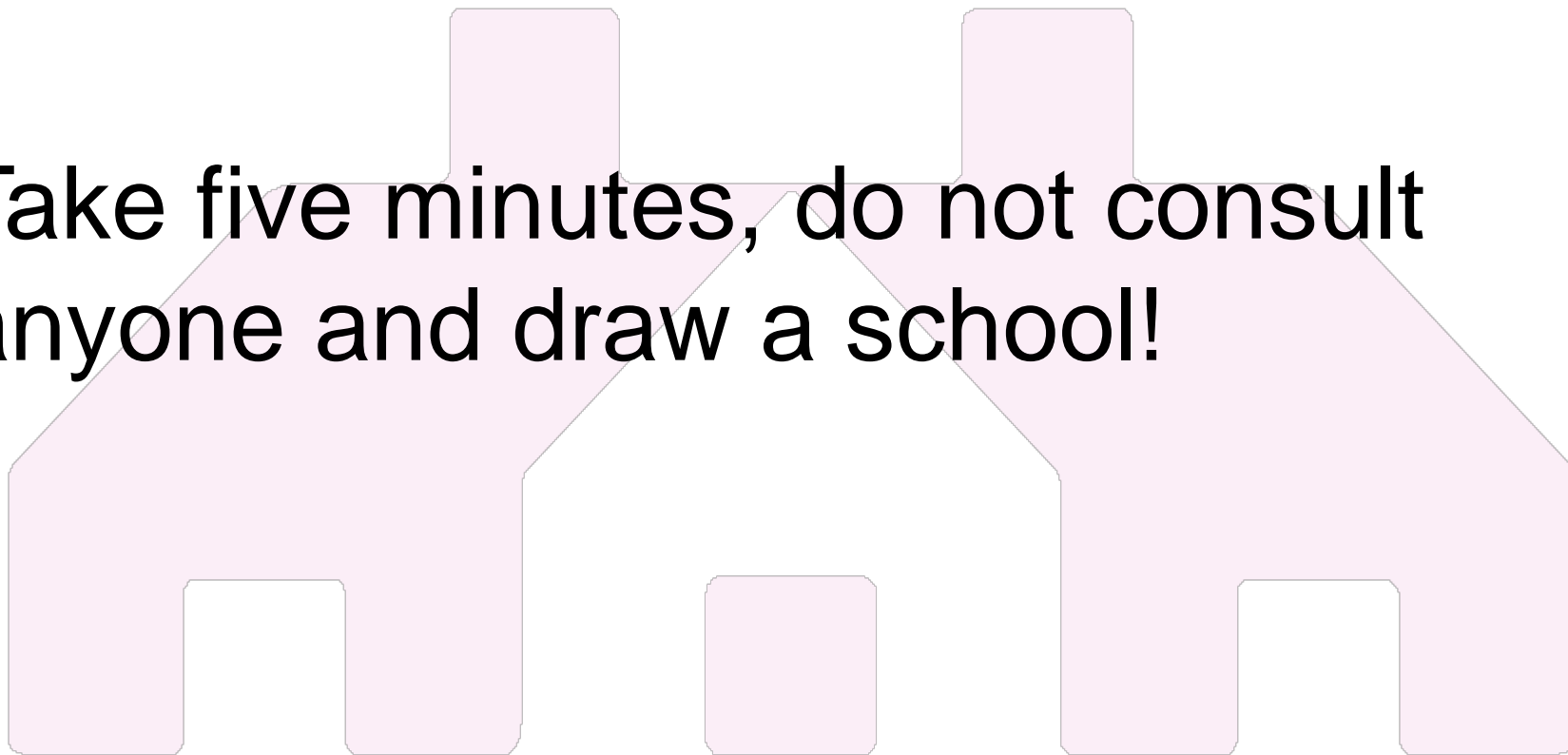
Providing homes... building communities

WHAT IF?

- 
1. This Session is Really Good Fun?
 2. During this Session Someone's life Could Change Dramatically?
 3. That Someone Could Be You?
 4. You have the Power to Change?
 5. Change is Easy?
 6. Any Obstacles Are Removed?
 7. You Could do Whatever You Want To?
 8. This is the Moment Everything Starts Turning Out Right?
 9. Today is the Day?

BACK TO SCHOOL?

Take five minutes, do not consult anyone and draw a school!



THE BEST YOU

Take a deep breath

As you let it out feel yourself relax

Again, at just the right time for you

From the top of your head to the tips of your toes

Feel yourself really relaxing

As you really relax deeply, in just a moment...

See yourself at a happy time, when you're at your best, a time you're feeling really good

Feel what you felt, see what you saw, hear the sounds you heard

Allow yourself to experience the experience, really feeling good

And step into that you, feeling really good

Breathe deeply and rediscover all these sensations, as oxygen is absorbed within you

Hold your body confidently, like a hero, feel the feelings you feel, hear the sound of your powerful voice, see how you look

And, as you're feeling good, powerfully confident, push your thumb and ring finger together, you're feeling great

Feeling really good?

HOW DOES A HUMAN BRAIN WORK?

Think of the most advanced computer imaginable

Then think more powerful, much, much more powerful

Virtually everything in this room, building even, was once a figment of somebody's imagination

Your senses are like the input system keyboard, mouse etc

Your conscious mind is what is on screen

Your subconscious mind is the operating system, the power behind the scenes which drives all the programs and functions

You also have a 'critical factor' which is like a Firewall which protects information from getting into your subconscious

WHO'S YOUR HERO?

Working in pairs I'd like you to get together and think about heroes, people who:

You look up to

Admire

Inspire you

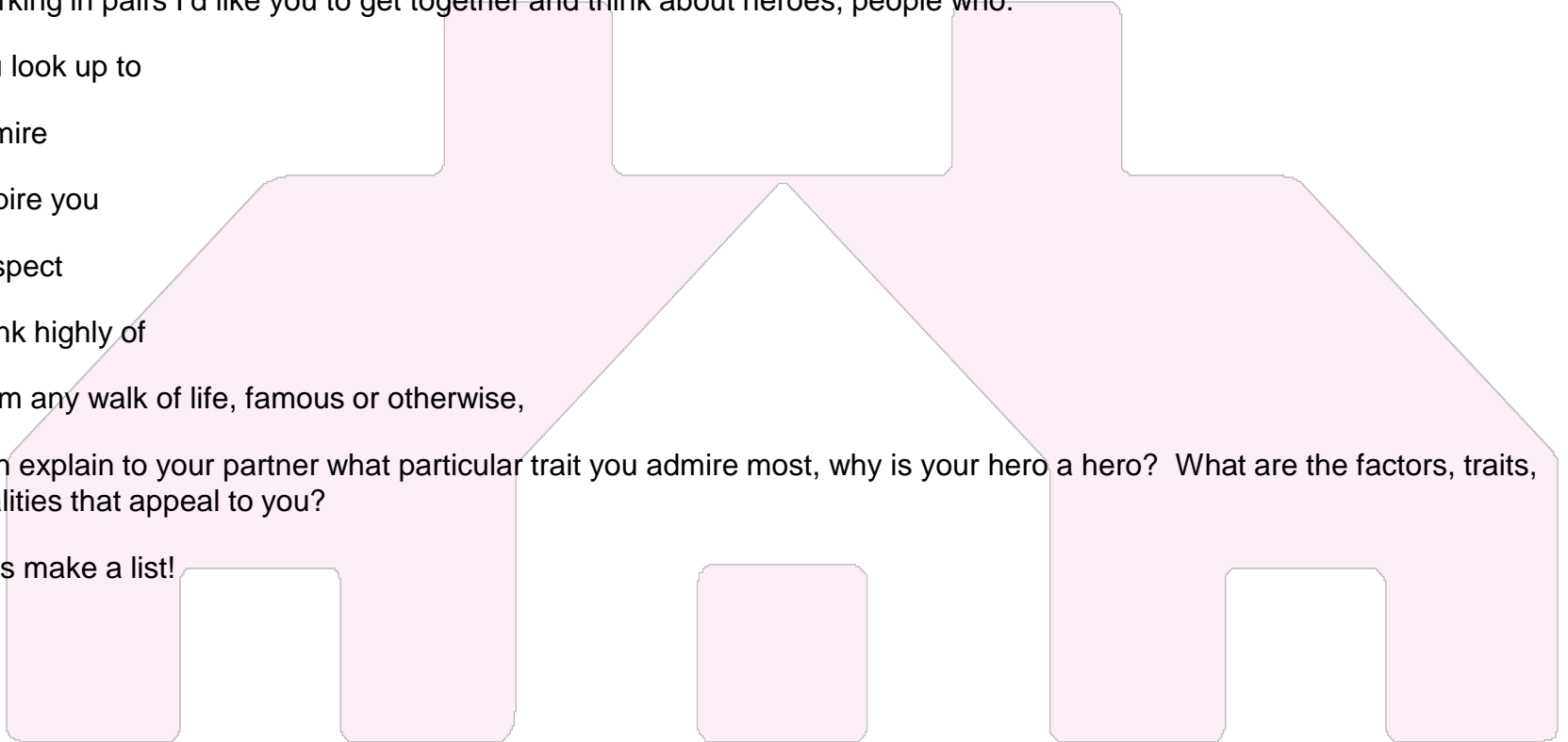
Respect

Think highly of

From any walk of life, famous or otherwise,

then explain to your partner what particular trait you admire most, why is your hero a hero? What are the factors, traits, qualities that appeal to you?

Let's make a list!



THE AUTHENTIC YOU

What is Confidence?

The Mind and Body – Health and Wellbeing

Give yourself a break, Be Your Own Best Friend

A little bit about nutrition – You are what you eat

Hydration – Oil in the tank

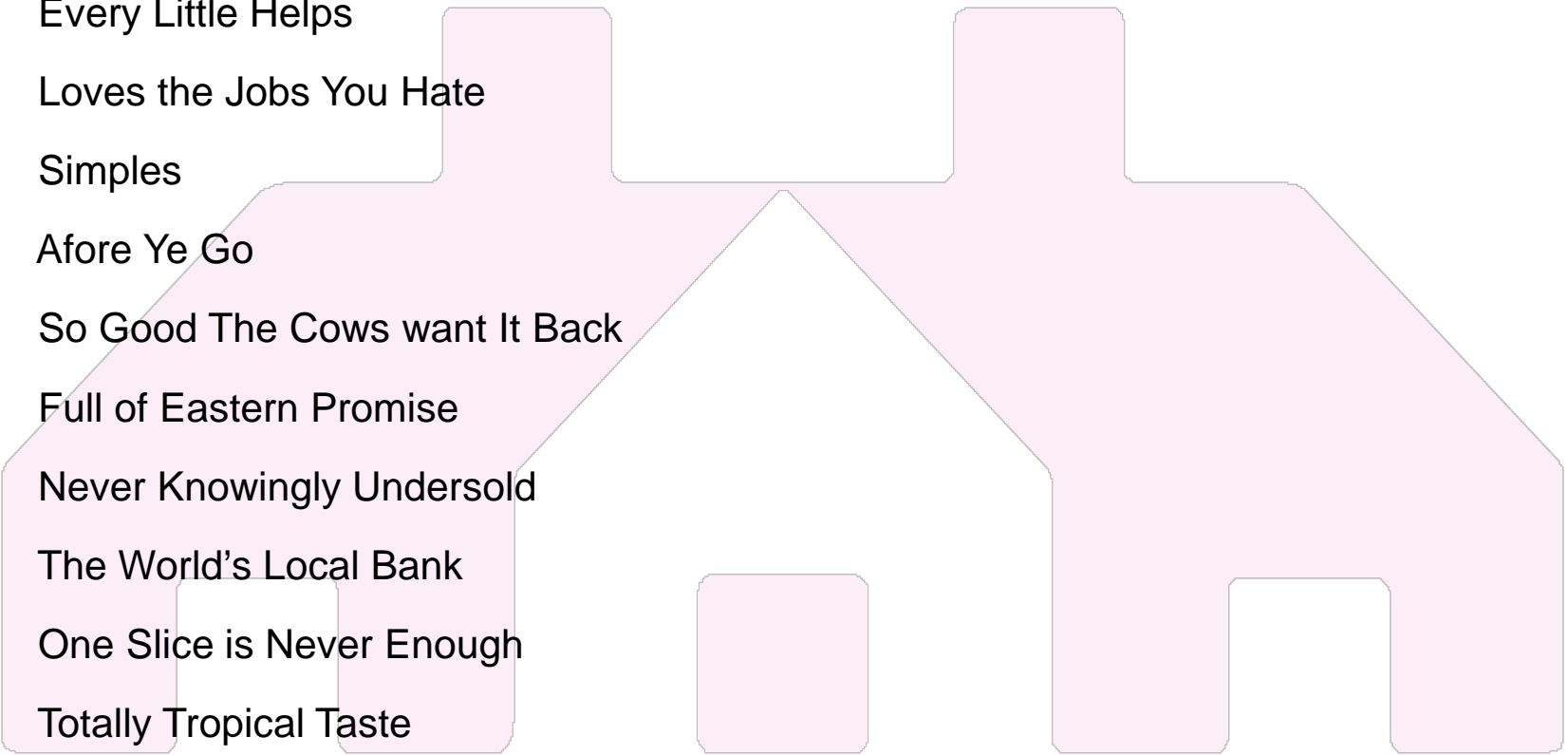
Activity – What is ‘the new smoking’?

For the answers look to nature

Listen to your emotions

States – Who controls your mood?

THE POWER OF WORDS

- 
1. Every Little Helps
 2. Loves the Jobs You Hate
 3. Simple
 4. Afore Ye Go
 5. So Good The Cows want It Back
 6. Full of Eastern Promise
 7. Never Knowingly Undersold
 8. The World's Local Bank
 9. One Slice is Never Enough
 10. Totally Tropical Taste

USING WORDS ARTFULLY

What is Possibly The Most Important Word in the World?

Why Communications Must Always Be About the Audience

Judge the Quality of Your Communication, not on What You Say, but on What Your Audience Understands

Listening Skills

Tune into Your Senses – Visual, Aural or Kinaesthetic (Feeling)

Social Media

Networking – Richard Branson's Circles

ASKING THE RIGHT QUESTIONS

Exercise:-

You have three members of staff who you want to ask to complete a quite difficult but also quite high profile presentation to senior managers how might you ask them, knowing?

- Jane tends towards her AURAL (Listening) sense
- Graham is motivated VISUALLY (Seeing)
- You've noticed Amy tends to favour FEELING (Kinaesthetic) about things

INFLUENCE AND MOTIVATE

Ask Great Questions

Empowering Questions

Pre-Suppositions

Yes-sets

Causative

Implied Causative

Repetition Repetition Repetition

Once Upon a Time – Tell Great Stories

WHAT IF.....?

Take a few moments with a piece of paper and a pen, privately, and rate your life in the following categories from 1-10, making any notes you feel appropriate:

- Physically
- Mentally
- Emotionally
- Relationships
- Living Environment
- Career
- Socially
- Spiritually
- Financially

Now take a deep breath, imagine yourself in a year's time, **YOU'VE HAD YOUR BEST YEAR YET**, see how your life has improved in each of the categories by at least one point, again write your ratings and comments.