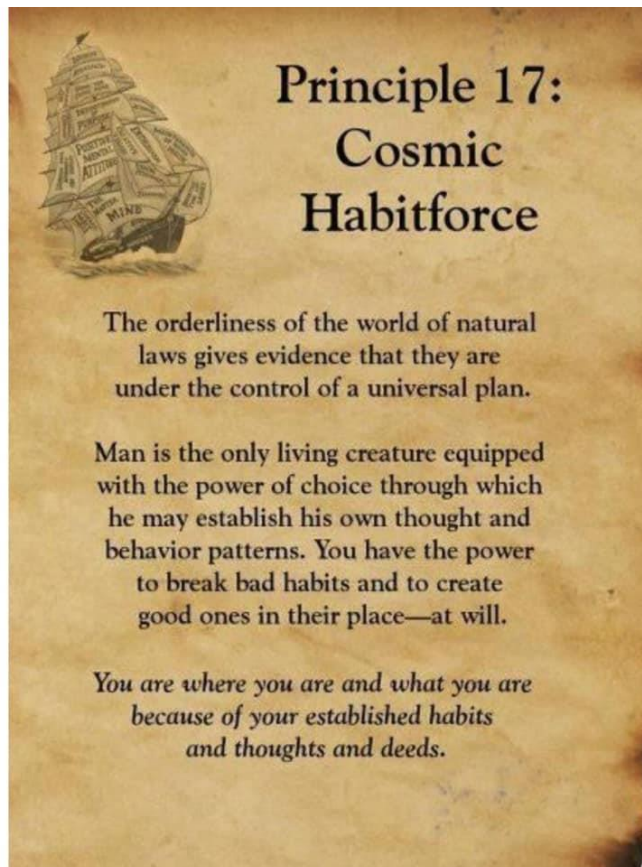


## Lesson 17 – Cosmic Habit Force

Today is a great day

Ideas have time value



### Habits

To create a new habit create new language

I need to go to bed at 10 but I am always up till 12

I need to go to bed at 10 and I go to bed at 10

Our habits determine up to 90% of our normal behavior – Mark Victor Hansen, Les Hewitt and Jack Canfield from the book Power of Focus

Our habits can be:

Negative

Neutral

Positive

Imagine what would happen if you took a major negative habit and turned it into a neutral habit or a positive habit.

Ultimate Habit – How you treat others

Being service  
Being loving  
Being kind  
Being compassionate

Being angry  
Being jealous  
Being judgmental  
Not listening

Habit of accepting your greatness  
You likely see you through the eyes of how others see you

I am less than  
College educated  
Works for a great company  
Comparing herself to her friends

Habit – I don't ask for the order at the end of my sales presentation becomes I consistently ask for the order.

Use your imagination to answer this question: What negative habits do I have that I can turn into positive habits?

Thinking habits – If you think stressful thoughts you will feel stress. Pivot your thinking away from stressful thoughts

Language habits  
Think about the likely predictable future of:

Negative self-talk  
Negative I am statements  
I am a procrastinator  
I am not good at sales  
I don't like prospecting  
I am not good at recruiting

Everything counts

Change begins in language

Bonus Video – Cosmic Habit Force - <https://www.youtube.com/watch?v=XAGKixn2TA>