

TECHNIQUES

MODULE 5:

HACK YOUR PERSPECTIVE

1. Gratitude Meditation (audio recording)
2. Goal-Setting and POWER Goals
3. Anchoring (audio recording)

Instructions Module 5:

1. You are learning how to hack your perspective, to shift your inner states and to anchor to desired states. Set the intention to be open-minded and open-hearted to change, to be flexible, and to weave gratitude into your daily life.
2. Practice “Gratitude Meditation” every day.
3. Start with the “Goal-Setting” exercise. This exercise needs time and reflection. Work on goal-setting this whole week. Reflect, adapt, and go deeply into this process.
4. Anchor to your desired state. Practice the “Anchoring” exercise once you have a clear desired state in mind.

1. Gratitude Meditation/Practice (audio recording)

The word gratitude is derived from the Latin word **gratia**, which means grace, graciousness, or gratefulness (depending on the context). In some ways, gratitude encompasses all of these meanings. Gratitude is a thankful appreciation for what an individual receives, whether tangible or intangible. With gratitude, people acknowledge the goodness in their lives. In the process, people usually recognize that the source of that goodness lies at least partially outside themselves. As a result, gratitude also helps people connect to something larger than themselves as individuals — whether to other people, nature, or a higher power.

In positive psychology research, gratitude is strongly and consistently associated with greater happiness. Gratitude helps people feel more positive emotions, relish good experiences, improve their health, deal with adversity, and build strong relationships.

2. Goal-Setting

“All successful people have a goal. No one can get anywhere unless he knows where he wants to go and what he wants to be or do.”
-Norman Vincent Peale

“By recording your dreams and goals on paper, you set in motion the process of becoming the person you most want to be. Put your future in good hands—your own.”
-Mark Victor Hansen

Until you are really clear about where you are going and what you are trying to achieve, the chances of reaching your objectives are slim. Unless you consciously choose and specifically determine your destination and actively plan your routine, including appropriate mental preparation, you may fall short of your target.

The RAS

The Reticular Activating System (RAS) plays a vital part in the process of consciousness, focus, and arousal. In essence, it controls what we become consciously aware of and what we don't register. We are constantly bombarded with information, so the RAS filters out the “noise” so that we become aware of important information.

By creating clearly and vividly defined goals, we consciously take control of our filtering system so that the brain scans the environment and decides what is and what is not important to us to support our set goals.

Without clear goals, the RAS has no direction. And without a direction, you will drift.

“Once you make a decision, the universe conspires to make it happen.”
-Ralph Waldo Emerson

Cognitive Dissonance

Cognitive dissonance happens in our brain when we hold two conflicting ideas, beliefs, attitudes, facts, or behaviors. The resulting internal conflict create a drive to eliminate the discomfort, which when applied to goal-setting, means that cognitive dissonance can be activated to help us.

Thought and Intention

The power of thought and intention on our physical environment is well-researched. An expectation will always influence the actions towards the outcome. Deciding what we want from life, setting firm goals, and expecting the very best from ourselves is therefore an essential part of realizing those goals.



- **Outcome Goals**

An outcome goal is the final result you want to achieve.

- **Performance Goals**

To reach the outcome goal, we need to express performance goals. They bring us closer to reaching the outcome goal. Performance goals are calculated to achieve outcome goals.

- **Process Goals**

Process goals are the actual skills that are needed to reach the performance and outcome goals. It's about the detailed behaviors, the techniques, and specific skills we need to acquire and show to build on. Those are the daily training goals.

“Control yourself and you will control your destiny. When I apply pressure on opponents it is a matter of controlling my game better than they do, a shot at time, moment by moment.”
-Tiger Woods

Outcome, performance, and process goals can be defined in terms of **time, focus, and control**:

	Outcome Goals	Performance Goals	Process Goals
Time	Based in the future, usually in terms of months or years.	Much shorter time, based in the near future.	In the moment, NOW!
Focus	Focused on the big result, the final objective.	Effectively represent stepping stones to the outcome goal.	Focused on the here & now. What we need to focus on right now.
Control	Control depends on many factors, not the least of which is the opposition and obstacle faced on the way.	Control should be invested on achieving the targets. Staying on track from stepping stone to stepping stone.	Control is an essential ingredient. If you don't have this, you don't have a process goal.

Learn to Self-Reward the Effort Process!!

Every time you reach a milestone or you think you are on the right path, Dopamine is released. We can learn to self-reward the effort process through this mechanism.

Learn to pay attention and bring gratitude to the small stepping stones on your path. Keep the vision but acknowledge the small steps. This will keep you motivated. Agitation, stress, and confusion are part of this process and are an entry point. We can learn to use those states as entry points to activate focus and dopamine release.

POWER Goals Exercise

How long should it take? 30 min

Key Steps/Guidelines:

- **Clarify your goals** so your unconscious mind has a clear target to aim for and write them down.

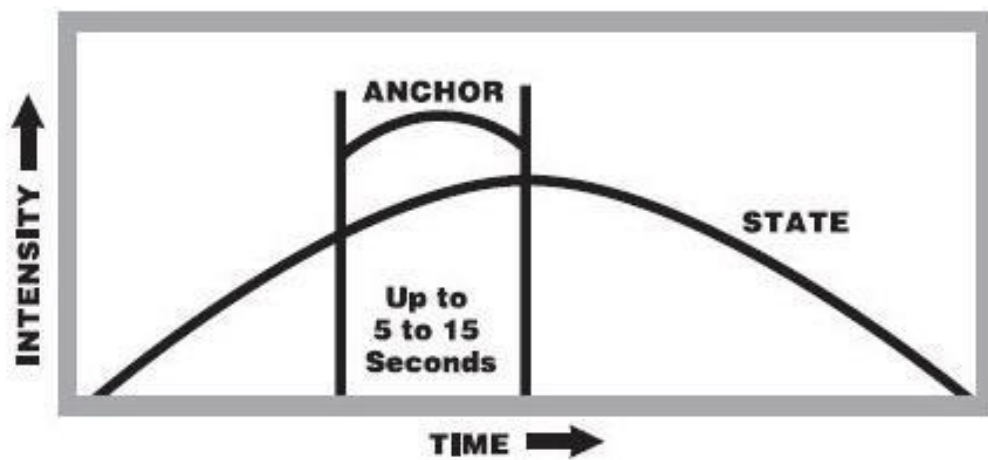
POWER Goals:

- **Positive:** State your goals in positive manner.
What do I want?
If my goal is to avoid something, can I state it positively?
- **Ownership:** Take control over every action step.
What exactly will I be doing at every step?
What will I be doing to achieve my outcome?
What skills and abilities do I need?
What attitude do I need?

- **Well-defined:** Be very specific creating your goals, let your mental imagery be strong.
 - What specifically is it that I am achieving?*
 - How specifically will I achieve it?*
 - Who is going to be involved?*
 - Where will I achieve this goal?*
 - When will I achieve this goal?*
- **Evidence:** Your mind needs to recognize what to expect when the target is reached. Feelings and sensations!
 - What will I see, hear, feel when the goal is reached?*
 - Who else will know that I achieved my goal?*
- **Resilience:**
 - What kind of obstacles and hurdles will I possibly encounter?*
 - How will you ensure that I remain on course to my goal?*

3. Anchoring

Use it if: you want to **regain composure** after a set-back or getting into the right mindset for performing. When emotions interfere with your performance, anchoring can get you back on track.



Application of an Anchor

How long does it take? 30 min to initially create the anchor, but later only seconds to activate the process.

Key Steps/Guidelines:

- **Remember The Great Times, The Time Where You Performed the Best (Desired State):** What do you want to be able to readily access? Confidence? Motivation? Relaxation? Now think of that event and make sure you choose the strongest example when you feel this feeling.
- **Increase The Intensity (Increase the Emotional Intensity):** Exaggerate beyond the real events, but stay with the desired feeling instead of wandering off into fantasy land. Remember the subconscious mind can't distinguish between a real event and a vividly imagined one.
- **Log the State with**
 - **Physical Input:** As you recall the memory, notice how your feelings (the desired state) start to increase. Just before the emotional experience peaks, apply a specific stimulus. This input must be unique and replicable, and it should be discreet, so you can use it without anyone knowing.
 - **Auditory Input:** At the same time, say a word or phrase in your head relates to the required state. Say it with passion. Do anything that helps to raise the emotional intensity
- **Break State (Release State):** Release the Anchor as soon as you feel the emotion start to fall below its peak.
- **Repeat to Hard-Wire:** Do this process around 10 times. Get into a neutral state in-between.

For Anchoring steps, see the table on the next page:

Anchoring Steps

	Step	Process / Tip
1. Remember Great Times	Think of a positive Memory.	Make sure the memory has the emotion you want.
2. Increase the Intensity	Intensify the memory or the moment.	Exaggerate events, use submodalities, do anything to maximize the positive feeling.
3. Log the State (Physical Input, Auditory Input)	Anchor it.	Just before the feeling peaks, say a word in your head and make the physical signal. Timing is important.
4. Break State	Break state, neutral Feelings.	As soon as the feeling drops below maximum, open your eyes and release the physical signal. Allow your brain to slip into neutral (no emotions) for at least 30 seconds.
5. Repeat the Cycle	Repeat the cycle to hard-wire.	Repeat the above a total of ten Times.