




Why Do You Do
What You Do?



WHY do people spend their valuable resources on luxuries, security or less-than-healthy food?

- Why do people choose to go to a popular theme park?
- Why do people spend money on door locks and home security systems?
- Why do most people choose a juicy cheeseburger and fries over a healthier green bean and asparagus sandwich?

A dramatic sunset or sunrise over a cityscape. The sky is filled with dark, heavy clouds, some of which are illuminated from below by the sun, creating a golden glow. In the center of the image, a large, glowing orange and yellow orb, resembling a sun or moon, is superimposed over the scene. The sun is partially obscured by a horizontal band of clouds. Below the sun, the silhouettes of a cityscape are visible, including a prominent tower and other buildings. The overall mood is one of awe and emotional intensity.

Emotion

is the center of it all.

- Fun and joy drive the decision to spend money at a theme park
- Fear and anxiety drive the decision to spend money on locks, security systems or even insurance
- Pleasure often drives us to choose tastier foods over healthier kinds



As a result, these industries and more are worth billions!

- Let's bring it closer to home.
- Please grab a notebook and write down your answers to the following questions.



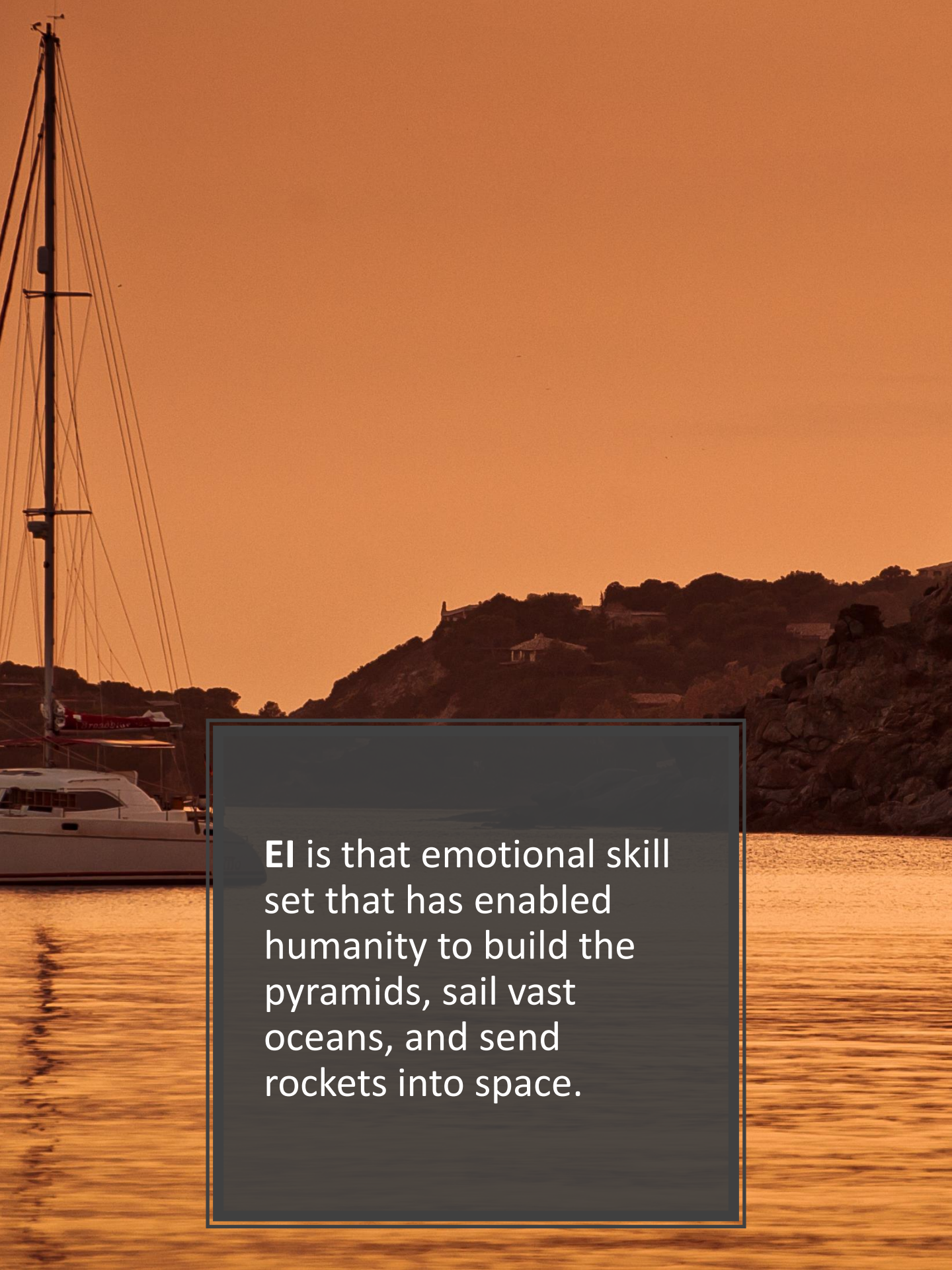
- What emotions have you leveraged to succeed and accomplish goals?
- Was it confidence, courage or persistence?
- What else?

- What are your future personal and professional goals?
- What emotional skills do you need more of to achieve them?



Since emotion plays such a critical role in life, it makes sense that learning to grow in our ability to understand and work with our own emotions and that of others would lead to greater success.

Enter Emotional Intelligence (EI)



EI is that emotional skill set that has enabled humanity to build the pyramids, sail vast oceans, and send rockets into space.

It's the same emotional skill set that every human possesses, including you.

It's the set of skills that leads to:

- High confidence
- Communicating well
- Enjoying wholesome, enriching relationships
- An ability to solve problems
 - Handle stress
- Successfully navigate through life and overcome challenges.



Self Awareness

Central to having a healthy level of **EI** is our ability to have a keen sense of self awareness.

Self awareness is the keystone upon which we build our **EI**.

Self awareness is our ability to know and understand our own emotions as they happen.

In addition, it's understanding what their effect is on us as individuals, how they impact our behavior and its consequences.

It includes knowing how we may be positively or negatively affecting others.



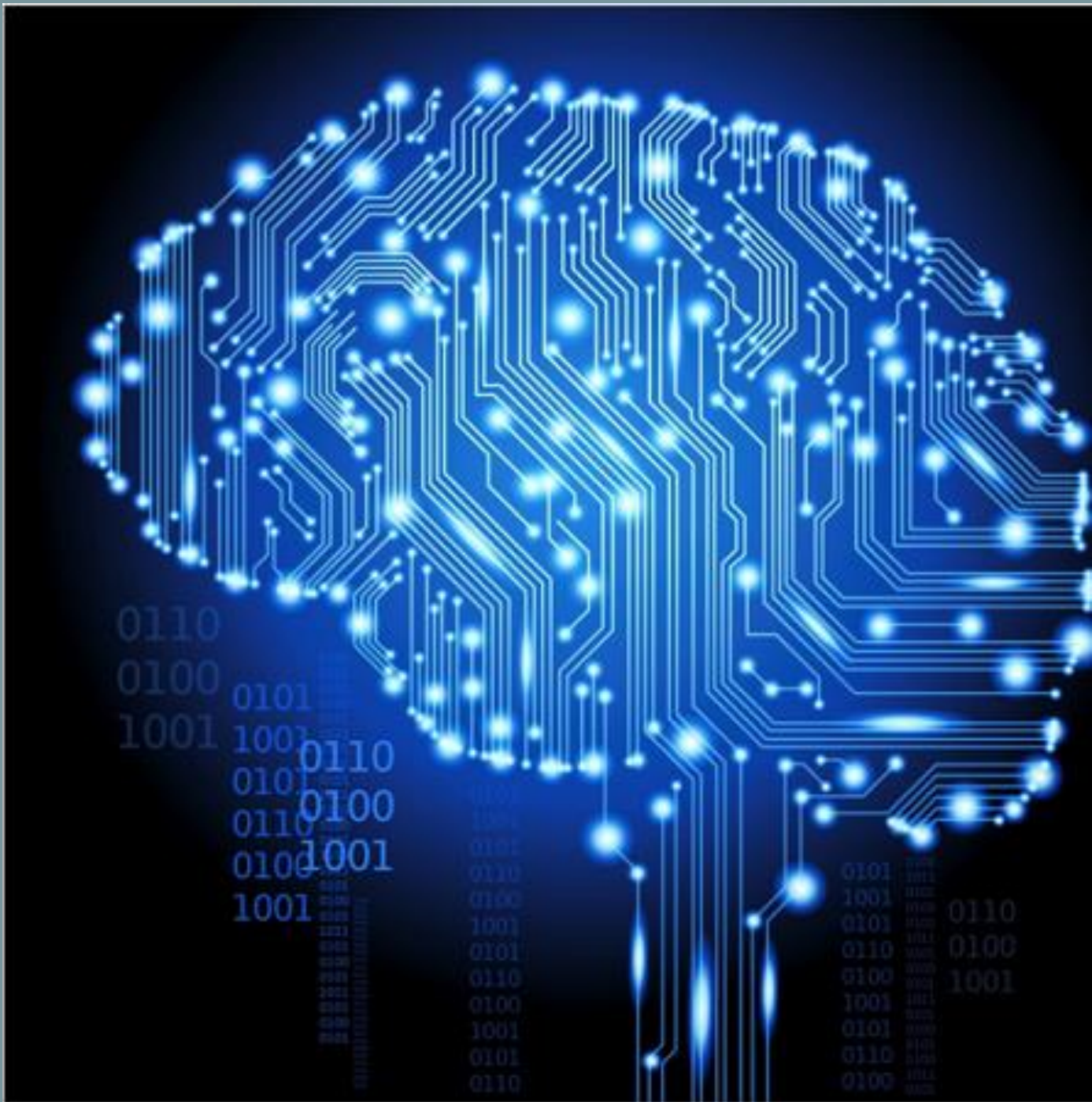
Try this for the
next week:

- Make a log and monitor how you're feeling *at least* three times a day.
- Name the emotion or emotions.
- Set an alarm that reminds you if it helps.

Take five minutes and write down how you're feeling and the facts and circumstances at the time.

If you have a hard time pinpointing what the exact emotion is you're feeling, just write whether it feels good, neutral, or uncomfortable.

At the end of the week, evaluate what patterns were discovered.



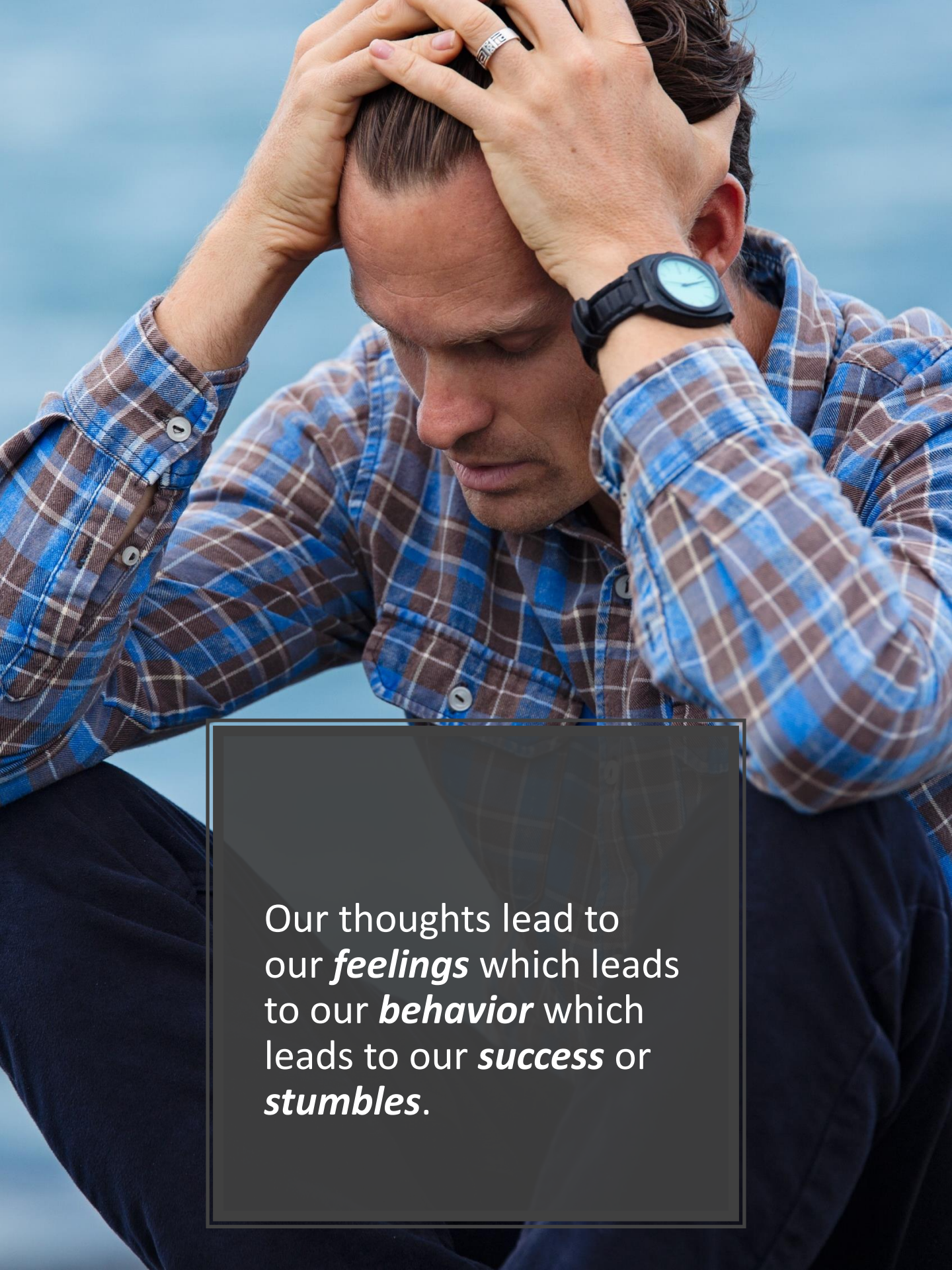
Our Internal Beliefs

Underpinning our emotions is our vast network of personal **beliefs**.

Our beliefs and internal dialogue about any given subject have a direct impact on our feelings, our behavior and, therefore, our success.

Why?

Because it's *our thinking* that triggers our emotions.



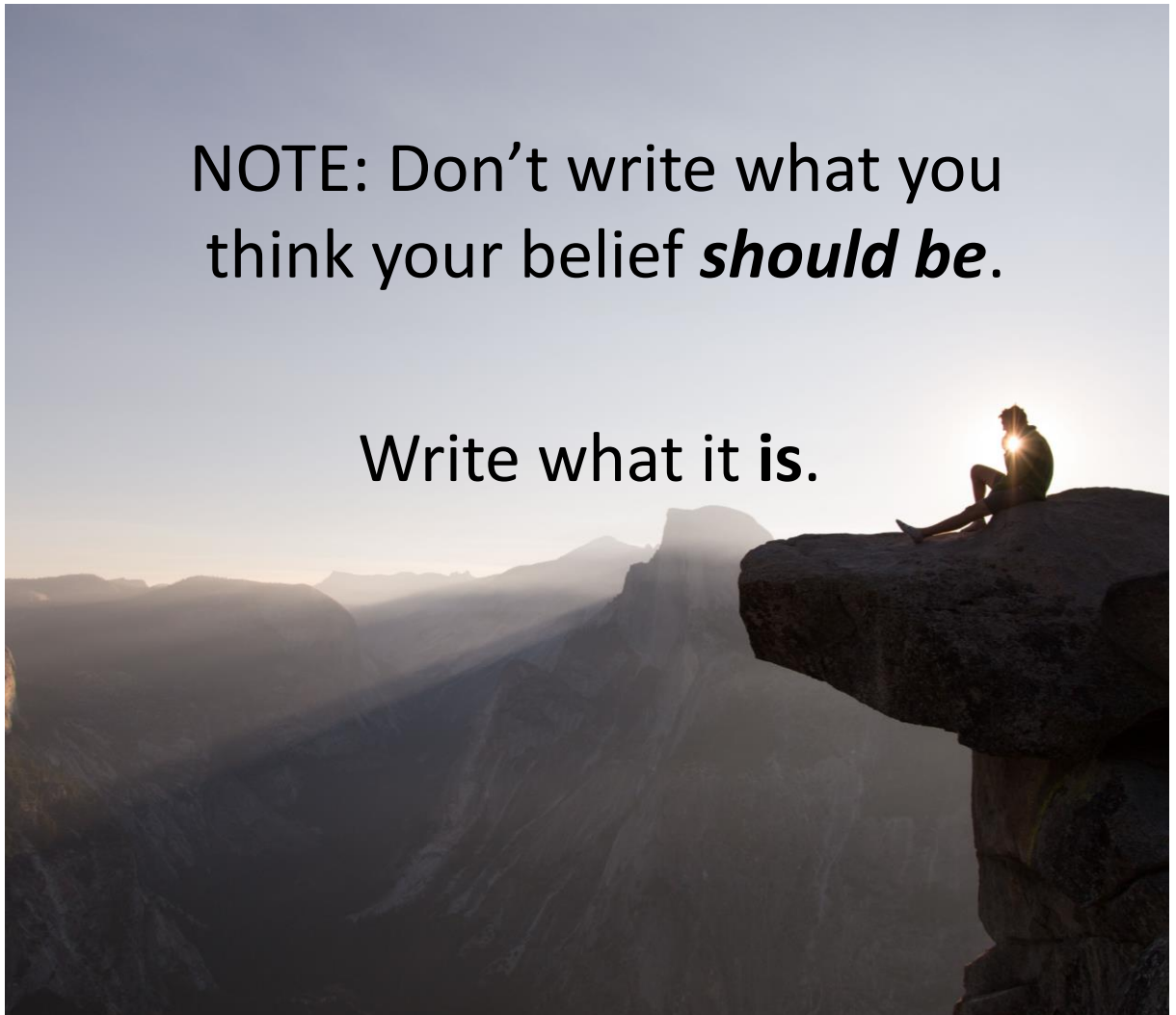
Our thoughts lead to
our *feelings* which leads
to our *behavior* which
leads to our *success* or
stumbles.


Do This

Look at the following list and write down up to ten different beliefs that you have regarding each subject.

NOTE: Don't write what you think your belief *should be*.

Write what it is.





After each belief, ask yourself

- How might this affect my behavior?
- How might this help or hinder my success?

What I believe about...

- Men
- Women
- Children
- Money
- Success
- Work
- Business
- Marriage
- Education
- Happiness



Congratulations! You have just taken progressive steps toward having an enhanced sense of self awareness.

This Self-Awareness
Mini-Workshop
provided by:

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