

# Change Your Focus To Get New Results

Presenter: Jeanne E. Sexson

[www.jesexsonenterprises.com](http://www.jesexsonenterprises.com)

## Priority questions:

- 1) What do I want?
- 2) Do I really want it...or is it an "I should..."?

## Five ways to break old habits

1. Commit for a month. Thirty days is necessary to make a habit change permanent. Takes that long to hardwire our brains.
2. Fill the hole. We make a change and it leaves a hole in our familiar. We either allow the uncomfortableness of the new hole to stop us, or, we fill it with something else.
3. Start Small. Changing habits isn't willpower, but patience and strategy.
4. Tackle one habit at a time.
5. Visualize it and note how it makes you feel.

## Four steps for avoiding self-sabotage

1. Release the need for immediate results
2. Use your "but."
3. Know what you can and cannot control.
4. Determine if you are reacting to the change or the loss connected to the change.

## Four reasons why people resist change

1. unknowns
2. challenges
3. unknowns
4. loss equals change and change equals loss

### **When feeling overwhelmed:**

1. Only do what you can do. Ask yourself, "Am I the only person who can do this? Should I be the only person who can do this?" You may want to ask yourself: What am I trying to prove? Who am I trying to prove it to?
2. Make any meeting time count-work or home. Be clear about a) what we are talking about, b) how long are we going to talk about it, 3) who's responsible for what, and 4) why are we talking about this? This is particularly helpful if you are overwhelmed by too much to do in less time.
3. Know why you're doing something. Is the conversation or the task actually accomplishing something or is it simply a non-productive diversion.
4. Watch for assumptions. Does this really need to get done? What would happen if I didn't do it?
5. Ask for what you want, not what you don't want.

### **Underwhelmed?**

1. Be kind to yourself no matter what other people think.
2. Don't be too busy to enjoy whatever you're doing.
3. Don't try to one-up your friends/co-workers on the misery, exhaustion or busy scale.
4. Keep your balance about balance