

# **What To Say When You Talk To Yourself**

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# Overview

- Introduction
- Brain
- Self Management
- What It Is Not
- Self Talk Techniques
- Self Talk In Action
- Self Talk Afterthoughts

# Introduction

- Self help books never last. Most people go back to their old habits after the novelty wears off
- 77% of all thoughts are negative
  - Conditioned to think of the worst first & the best last
- 75% of illness is self induced
- During the first 18 years you get 148,000 no's and maybe a few thousand yes's
- Most problems are perceived problems
- To manage you future you must manage yourself
- Give you brain the right direction & it works well
- We get negative programming and join in with it
- Repetition is a convincing argument

# Introduction

- Tell us about the following:
  - $1 + 4 = 5$
  - $3 + 4 = 7$
  - $2 + 5 = 6$
  - $8 + 1 = 9$
  - $2 + 1 = 3$

# Introduction

- You would have said that one was wrong
- You would not have said that 4 were right

# Introduction

- What if from childhood you were given:
  - Extra confidence
  - Double determination
  - More belief in the outcomes
- Would you:
  - Have a better job
  - Have more money
  - Have a different personal life
- After all:
  - It is not the pen but the writer
  - It is not the road but the runner

# Introduction

Your success or failure in anything, large or small, will depend on your programming – what you accept from others, and what you say when you talk to yourself

- What you put in, you get out
- Luck or desire has the slightest thing to do with it
- It does not matter if you believe it or not
- The brain simply believes what you tell it the most
  - It does not care whether it is right or wrong
- What you think, you will become

# Introduction

## 30 Years of “How To’s”

- Believe in yourself
- Keep your priorities straight
- Take responsibility for yourself
- Create your own future
- Focus on what you want
- Learn to visualise the outcome of your goals
- Never let anyone control your destiny for you
- Be creative
- Think big
- Control Stress
- Be aggressive & assertive
- Think Positively
- Chart your own course
- Set specific goals & review them often
- Spend some time each day improving your mind
- Review your results and re-adjust as necessary
- Be tolerant
- Do everything with love
- Don't hate
- Have courage
- Recognise that most of what we believe about life is an illusion
- Be honest
- Work hard
- Believe money is good & it will come to you
- Have faith
- If you agree to do it, enjoy it
- Be strong

# Introduction

## 30 Years of “How To’s”

- Show affection
- Manage your time
- Dress right
- Learn to sell yourself
- Take time off
- Believe in a “Higher Self”
- Eat right
- Live prudently
- Seek the aid of others who are in sympathy with your goals
- Give assistance to others
- Keep motivated
- Meditate
- Be optimistic
- Trust others & be worthy of trust
- Recognise that success is more than money
- Be kind
- See the big picture
- Don’t procrastinate
- Stay in control
- Keep fit
- See problems as “Opportunities”
- Learn everything you can about your job
- Don’t be afraid of success
- Be generous to others
- Believe in god
- Reach a little higher than you thought you could set your sights
- Take action
- Never give up

# Introduction

## Missing Ingredients

- Permanance
  - There is not teaching that taps you every morning saying “remember me?”
- Knowledge of the human brain
  - Work with the rules of the brain
- Usable directions to program the subconscious mind
  
- Self talk is the only thing that covers all three
- Mind Management is the source; not Time or any other Manangement

# Brain - Computer Analogy

- Monitor – our appearance & actions
- Keyboard – input through the senses
- Hard Disk – everything is permanently stored in our subconscious
  
- If an airplane has a bad program you would get off; but in life we live with it
- Erase and reprogram
- As the subconscious never sleeps, it needs a lot of repetition to overwrite a bad program

# Brain

- Through 10s of billions electro-chemical switches called neuro transmitters it controls the body
- Every thought turns into an electro-chemical signal
- Good news gives us more energy
- Whatever thoughts you or others put into you, known or unknown, affect you
- If others can control us, we are out of control
- What you learn as a child you believe – not musical, not sporty, etc.
- Early beliefs are the foundation of your thoughts today

# Brain

- Any new thought is automatically attached to an old thought to make sense of it
- The more you think of yourself in a certain way, the more you will think about yourself in that way
- The longer you buy into an idea, the “truer” it is
- One is not aware of negative self talk
- One also passes it on to children & others
- Whether you succeed or fail it is because it is something you did or did not do
- Positive attitude can only take you up to 90% of the way
  - Negative programming is in the way
  - Replace it with positive self talk

# Brain

## Negative Self Talk

- I can't remember names
- It's going to be another one of those days
- It is just no use
- I just know it won't work
- Nothing ever goes right for me
- That's just my luck
- I'm so clumsy
- I don't have the talent
- I'm just not creative
- Everything I eat goes straight to my waist
- I can't seem to get organised
- Today just isn't my day
- I'm too shy
- I can never afford the things I want
- I already know I won't like it
- No matter what I do I can't seem to lose weight
- I never have enough time
- I just don't have the patience for that
- That really makes me mad
- Another blue Monday
- When will I ever learn
- I get sick just thinking about it
- Sometimes I just hate myself
- I'm just no good
- I never know what to say

# Brain

## Negative Self Talk

- With my luck I don't have a chance
- I'd like to stop smoking but I can't seem to quit
- Things just aren't working out right for me
- I don't have the energy I used to
- I'm really out of shape
- I never have any money left over at the end of the month
- Why should I try, it's not going to work anyway
- I've never been good at that
- My desk is always a mess
- The only kind of luck I have is bad luck
- I never win anything
- I feel like I am over the hill
- Someone always beats me to it
- Nobody likes me
- I never get a break
- It seems I am always broke
- Everything I touch turns to bleep
- Nobody wants to pay me what I'm worth
- Sometimes I wish I'd never been born
- I'm just no good at math
- I get so depressed
- That's impossible
- I hate my job

# Self Management Sequence

## 1. Behaviour

- Directly controls success or failure
- Means actions
- We know right & wrong; may do wrong because of...

## 2. Feelings

- All feelings affect how you do anything
  - Getting air sick before you get on a flight
- They are created, controlled, & influenced by...

## 3. Attitudes

- We have good & bad ones
- Good ones are essential for any kind of achievement
- We are not born with them; they come from...

## 4. Beliefs

- Can make something appear to be different than what it is
- It does not require it to be true
- They are created & directed entirely by our...

## 5. Programming

- So start with programming!

# Self Management

## Self Talk Levels

1. Negative Acceptance
  - I can't...
  - Most used
  - Biggest foe
2. Recognition & Need To Change
  - I need to...; I should...
  - Complete the sentence..."but I will not"
  - Only creates guilt
3. Decision To Change
  - I never...; I no longer...
  - Present tense
  - First level that works
4. The Better You
  - I am...
  - Forget all the past programming
  - Most effective level
5. Universal Affirmation
  - It is...
  - Larger purpose, one with all

# Self Management

## Self Talk Levels

- Avoid 1 & 2
  - Since it has not worked for you, stop using it
- Focus on 3 & 4
- 5 will come automatically after 3 & 4
- Turn around any talk that can work against you

# What It Is Not

## Motivation Myth

- Motivation works when it is given
- 90% stops after the event
  - Old subconscious program takes over
- External instead of internal
- External motivation is temporary
- When one reverts, there is worse self talk

# What It Is Not

## Hypnosis

- In hypnosis, one is passive
- Self Talk works, whether hypnosis does or doesn't
- In Self Talk, you take responsibility
  - You do with your first & last breath
  - Why leave out the middle
- In control vs. leaving it to others

# What It Is Not

## Subliminal Conditioning

- Is subliminal a placebo?
- Subliminal messages do affect us
- Take control of your own mind
  
- You could use a bit of hypnosis or subliminal conditioning, but the Self Talk (control) should come first

# What It Is Not Complicated

- If it isn't simple, it will not work
- Complicated self help is like complicated home gyms – never used
- Normal daily distractions make us put off self improvement
- We have three resources; Time, Energy & Mind
  - Even putting aside 10 minutes can be hard
  - Lots of energy can make things work
- Any self improvement has to be simple, easy to use, & must work when put into practice

# Self Talk Techniques

## 1. Silent Self Talk

- Easiest to use; good place to start
- Usually happens
- Not aware of it

## 2. Self Speak

- To yourself & to others about you

## 3. Self Conversation

- Engages more senses
- Take counsel with yourself to find answers

## 4. Self Write

- On cards or single sheet
- Writing gets you interested
- Interest creates more energy for more results

# Self Talk Techniques

## 5. Tape Talk

- One of the more practical tools for self betterment
- Easy to use
- Listen while doing anything
- Not active listening; subconscious listening
- Easier than script writing, or re-reading a book, or studying
- Immediate external motivation and long term internal motivation

# Self Talk In Action

- It works wherever you are in life
  - Whether you have succeeded or failed so far
- Use it to change attitudes, habits, old ways that did not work
- Keep it in the present
- Expand on it – limited areas have limited results
- Be specific – too general does not work
- To change the habit, change the words
- Start with the belief about yourself
- Take stock of your attitudes, keep the good ones
  - Why does one bad thing in the morning ruin the whole day?

# Self Talk In Action

- Internal motivation
  - Everyone needs motivation
  - Uses feelings & emotions
  - Carrot & stick is desire & fear
  - No one can make you do what you are not internally motivated to do
- Use in goals
  - The brain handles goals & problems the same
    - You cannot solve a problem without reaching an objective
  - Both need an objective
  - Goals are not only large ultimatums
    - They are also everyday small steps

# Self Talk In Action

- Situational Self Talk
  - Everyday situations you would rather not be in
  - Need not be in the present as it is dealing with the present
  - Few seconds can save you hours of grief
  - It is not a magic solution for everything, but it does help
  - Make the best of less than the best
  - Conscious action over unconscious reaction
  - A few minutes of anger can put hours of toxic chemicals in your body
  - Use your life's limited energy for yourself – not against

# Self Talk In Action

- If you use it before you read a self help book, your mind will be more receptive to the change
- Attack the subconscious demotivators with vigour
- There is a mind & body connection
- If you think it does not work, that is your old programming talking
- Make your own tapes
  - Outside voice may be better
  - Repeat the suggestions 3 times
  - Around 15 to 20 minutes
  - At the end repeat them all with “You” instead of “I”
  - Put music at the last part; engages emotions

# Self Talk In Action

- Practical Tips
  - Listen to your own Self Talk
  - Listen to other's Self Talk
  - Listen to Media Talk
  - Write down you 10 most negative Self Talk
  - Change a few words around to make it positive

# Self Talk Afterthoughts

- Self Talk Checklist
  - Is it in the present
  - Is it specific
  - Does it work without side effects
    - Put in a safety clause
  - Is it easy to use
  - Is it practical
  - Is it personal & honest
  - Does it ask enough of you

# Self Talk Afterthoughts

- See the separate Self Talk templates
- Our biggest adversary is us
- The more you use it, the more you use it
- Whether you say you can or you can't, you are right
- It may not work if you stand in the middle of a busy road & Self Talk that you are safe
  - It should result in positive action
- At minimum, it should stop negative Self Talk

You are everything that is,

Your thoughts, your life, your dreams come true,

You are everything you choose to be,

You are as unlimited as the endless universe.

Remember,  
the subconscious  
is listening...