FOCUS ON WHAT YOU WANT

"This! This! I want this! This is what I want!" – **Freddie Benson (Steve Martin in Dirty Rotten Scoundrels)**

Express It

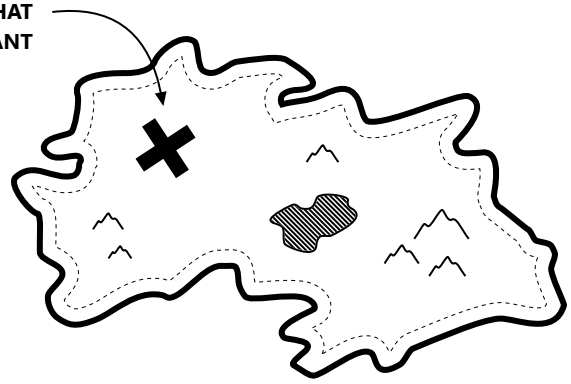
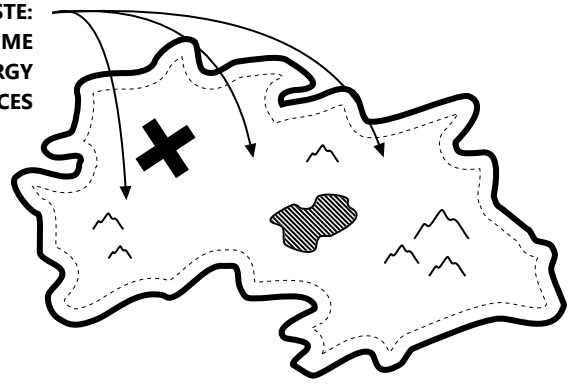
SPEAK IT

Speak what's below *out loud*, with enthusiasm, certainty, and belief. **Improvise** what you say as *much* as you want (actually, this is preferred). **Visualize** what you say - see it in your head before the words leave your lips. **Brackets** contain instructions that explain something specific to do.

What, Why, and How

- Focusing on what you want means that:
  - When you're solving challenges/problems, you **focus the on solutions** you want, *NOT the problems* you need to avoid
  - When you're asked for your input, you **clearly state/say the one choice you believe is the best**, *NOT all the choices that don't appeal to you*
  - When you're asked what you want to do, you **clearly state exactly what you want to do**, *NOT everything you don't want to do*
- Focusing and stating what you *want* is like pointing directly to where you think a treasure is buried (the results and outcomes you want in life), and digging right there! (see graphic).
- It's largely a *pointless waste of time* to focus on and state what you DON'T want, as a lot of people tend to do:
  - *I don't want to eat there, there, or there*
  - *I don't want to vacation there, there, or there*
  - *I don't want to have that problem, that problem, or that problem*
  - *I don't think that, that, or that is a good idea*
- Focusing and stating what you DON'T want, in an attempt to clarify what you DO want, is like trying to locate a treasure (the results and outcomes you want in life) by digging everywhere you don't think the treasure is, just so you can eliminate those areas as possibilities - **it doesn't make sense to do this!** (see graphic)
- Knowing and understanding challenges and roadblocks (things you don't want) *is* important, but not nearly as important as getting clear about the solutions and goals that will produce the results you want - that's why *you acknowledge what you don't want*, ***but focus on what you DO want***.
- If you regularly use words and statements like, '*I don't want [fill in the blank]*', you're training your brain, on some level, to pay a lot of attention to everything you *don't* want, and very little, if any, attention to what you DO want, and you end up wasting time and energy - 'digging' in places that have no value (see graphic).
- Focusing on what you want is a mindset where **the basis of finding solutions comes from pointing directly at them** - it's very effective and efficient. Focusing on what you don't want is a mindset that *attempts* to find solutions through the process of elimination - which is often a **huge** waste of time, energy, and resources (see graphic).
- **You focus on solutions:**
  - *This is the idea I think will work.*
  - *What will improve this?*
  - *Here's the solution I like.*
- **You focus on stating the choices you want:**
  - *I want to eat there*
  - *I want to vacation there*
  - *I want to buy that car*
  - *I want to do X this weekend*
  - *I want to do that*

DIG HERE
GET WHAT YOU WANT



DIG HERE
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