

# Managing Your Emotions

# I love to ask... **What's your story?** (pause)

- You immediately had an answer to that question, right? HOW you responded in your mind is very telling.
- What I want to talk about in this time we have together are:
- **Story:** Things happen to us ~ then we give them meaning. Our perception. Not always the TRUTH. The questions we ask ourselves are critical
- **Strategy:** Would you agree that if you work with the correct strategy you are likely to have success, but with a faulty strategy you will fail?
- **State:** Proper sleep, nutrition, hormones, exercise, stress/emotional/time/financial management, what you watch-read-visualize-self talk-people you spend time with all play a part in our state.

# How limiting beliefs affect our story/success

- What are some of your limiting beliefs?
- What would happen if you changed the story you believe about that situation?
- Do you think there has ever been someone in our company in that exact situation before who used it as a reason TO succeed/overcome? Of course! At Seminar every year there are people who cross the stage with similar circumstances to those who are sitting on the sidelines yet somehow they were able to succeed despite the situation. Chances are it has to do with their story, their strategy and their state.
- Let's dig in

# Story

- The story you tell yourself is critical. Do you say, I've tried everything, it's not my fault? I just don't have the right people, not educated enough, don't have time? Some of mine in the past have been "it's too hard," "maybe I don't have what it takes," "I can't do it all," and "my family will suffer if I do this." \*\*\*
- Often how we internalize our story has to do with the questions we ask ourselves.
- Not "**Why** is this not working?" instead "**How** can I make this work?"
- Ask the right question and your mind will seek the answer
- My story

# Story

- Whatever the story, even if true it is irrelevant. It kills our hunger and drive. It gives us a reason not to face our discomfort and break through our limiting beliefs. We need to give up any story that limits us.
- ***Craft your success story!*** Visualize yourself achieving your goal (put yourself in the picture). Live in that vision every day. Share your vision positively.

# *What is strategy?*

- A specific way to do something that if you do it right you will succeed every time. Think of it like a recipe. Someone took years and years to test and try how to make the perfect apple pie. If they write down exactly, action-by-action, how to make that apple pie, could you make it? Yes!
- You will likely hear much about strategy in your Mary Kay journey~ the “how to.” And with the wrong strategy we will for sure not succeed so take great notes and learn from the best how they did it.

## *What are some of the Mary Kay strategies?*

- Mary Kay Ash tested scripts and gave us the strategy. We hear from top directors exactly how they accomplished their goal and sometimes we still don't take the same actions. What keeps us from following these strategies?
- I believe it is our state/emotions that sometimes get in the way and cause us to SELF-SABOTAGE.

# *Emotions>>Focus>>State*

- Our state determines how we think and feel
- In order to accomplish powerful goals, we need to put ourselves consistently in a powerful state and that means controlling our emotions.
- Exercise: Hoping v. Expecting **YOU CAN** control your state!

# *10 Emotions that signal need to change*

- Uncomfortable emotions – bored, impatient, embarrassed
- Fear- worry, anxiety, scared
- Hurt- sense of loss
- Anger- resentful, furious, irritated, enraged
- Frustration- held back or hindered in pursuit of something
- Disappointment- something didn't work out your way
- Guilt- emotions of regret
- Inadequacy- feel less than worthy
- Overloaded- overwhelmed, hopeless, depressed, too much
- Lonely- apart or separate from

**How many of these emotions have you felt recently? TODAY? haha**

# *Negative Emotions = Action Signals*

- How would you feel in your life if you knew, no matter what emotion you felt, you could instantly get out of that feeling ~ in just a moment or two?
- 1. Identify the emotion from the list of 10 we just went through
- 2. Clarify what you want
- 3. Take action in the direction toward what you want
- Whenever you have what you used to call a **negative emotion**, you're **now going to call an action signal**. Either need to change your perception or your procedure. Ask self, “is this an appropriate emotion to feel based on this situation in this time with this person?”

# *Decoding the 10 Action Signals*

- Uncomfortable emotions = dig, it's probably really one of these 9
- Fear = Lack of preparation
- Hurt = Expectations have not been met, feel you've lost something. Communicate your expectations and ask, "Have I really lost anything?"
- Anger = An important rule has been violated. Communicate your standards and evaluate, "Is this a rule that serves me?"
- Frustration = Lack of people skills. Change approach. Let go of being right. Let go of CONTROL.

Disappointment = Unmet expectations. Change your expectations or methods to achieve a goal.

Regret/Guilt = You violated one of your own standards. Do something immediately to ensure you don't do so again in future.

Inadequacy = Lack of skills or worthiness. Difference between WORTHY & DESERVE. Do something to get better in this category right away.

Overloaded = Evaluate what's important then take action on what's most important.

Loneliness = Lack Connection, call someone!

# *Review*

- 1. Identify the action signal
- 2. Appreciate the message
- 3. Get curious
- 4. Get confident! Reassure yourself that you can handle these emotions right by remembering times you have handled them well in the past.
- 5. Get certain. Practice 3-4 ways of handling this emotion
- 6. Get excited and take action! Express your emotion in some way that reinforces what you've practiced. Make communication with the person you need to so you don't stay stuck in any emotion.

# 10 Power Emotions

- Love and warmth: cultivate an emotion of being warm and loving. In this state your relationships work automatically
- Appreciation and gratitude
- Curiosity: learn to be curious and life is an unending study of joy
- Excitement/passion: juicy life
- Determination: Most people fail because they try to push themselves instead of putting themselves in a state of determination. State of being decided.
- Flexibility: Be more flexible in your behavior, communication, the way you evaluate things, and in your perception of what things really mean

Confidence: When you're confident you're willing to try things. Another word for confidence is faith. The best way to have it is to exercise it every day. Choose confidence over fear.

- Cheerfulness: being happy and showing it to others.
- Health: When you are feeling physically vibrant and healthy, everything bounces off of you easier. Practice the things that you know will make you healthy and you will feel physically vibrant on an ongoing basis
- Contribution: If every day you feel like what you do adds something, more than just to your own life, but to others as well, then life takes on a new, deeper sense of meaning.

# *Transform your mindset and transform your business and your life*

- Own your story, taking responsibility for where you are
- Craft your story of who you are, what you are about, and where you are going.
- Get a solid strategy before you leave this conference
- Become a master of your emotions by recognizing & decoding the 10 action signals, and by consciously planting the 10 power emotions firmly into your being.
- Teach this information to your consultants who are with you at this conference.