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Were you ever told as a child if you have nothing nice to say, don't say anything at all? Well, you're no longer a child, but that adage is as true as ever. Most people think it's just about the things we say to others, but what about all the things you say to yourself every single day? Let's face it: we all talk to ourselves. Sometimes we do it out loud, sometimes in our heads. The question is, what message do we send to ourselves? This is a very important question, because our input affects our prospects, our prospects affect our production, and our production can affect our destiny! Your brain is bound to believe what you're telling it, whether it's actually true right now, or something that will be true in the future. So why not enthusiastically claim all the good qualities you want to develop? That's where the Ziglar Self-Talk Card can help. This card comes with simple instructions to harness the power of daily positive affirmations. In just 2-3 weeks you will see your posture and self-esteem improve, and when that happens, you will start to see the snowball effect of greater improvement in all areas of your life. Get started today! Ziglar Get Zig Ziglar's Self-Talk Cards! Thank you for listening to the Ziglar Show. As promised, here you can sign up to get Zig's Self-Talk card and be part of our shared experience of how they affect your life for the better. Your email address is only 100% private for Ziglar. You will receive 4-week follow-up of emails about the Self-Talk cards and get our weekly Ziglar newsletter that you can opt out at any time. Okay, let's get your self-talk cards! Click here! Zig Ziglar, was one of America's most renowned sales, success and self-improvement experts. Many years ago, he gave us a very powerful way to start every single day. By simply using his self talk card, Mr. Ziglar helped us improve our self-esteem, self-esteem and face all challenges with renewed power and excitement. Best of all, he gave the card to us FOR FREE! Here is an excerpt from Zig Ziglar Self Talk Card I, _____, is an honest, intelligent, organized, responsible, engaged, educational person who is sober, loyal, and clearly understands that no matter who signs my paycheck, I am self-employed. I am an optimistic, punctual, enthusiastic, objective, smart working self-starter who is a disciplined, focused, reliable, persistent positive thinker with good self-control, and am an energetic and diligent team player and hard worker who appreciates the opportunity my company and the free corporate system offers me. I am thrifty with my resources and use common sense on my daily tasks. I am proud of my expertise, appearance and manners, and am motivated to be and do my best so that my healthy self-esteem remains on firm ground. This is qualities, which enables me to manage myself and help give me job security in a no job security world. I suggest you download the card, print it out and laminate it. Follow Zig Ziglar's instructions every morning. You can download the card by visiting zig-ziglar's website on Ziglar.com. A LIFE-CHANGING PROCEDURE The eyes are the windows of the soul. So, to become the person you are able to become, every night, just before going to bed, stand in front of a mirror alone and in the first person, present, look yourself in the eye and repeat with passion and enthusiasm paragraphs A, B, C and D. Repeat this process every morning and every evening from so day forward. Within a week you will notice remarkable changes in your life. After thirty days add the procedure at the bottom of this card. I, _____, am an honest, intelligent, organized, responsible, committed, instructive person who is sober, loyal, and clearly understand that regardless of who signs my paycheck I am self-employed. I am an optimistic, punctual, enthusiastic, objective, smart working self-starter who is a disciplined, focused, reliable, persistent positive thinker with good self-control, and am an energetic and diligent team player and hard worker who appreciates the opportunity my company and the free corporate system offers me. I am thrifty with my resources and use common sense on my daily tasks. I am proud of my expertise, appearance and manners and am motivated to be and do my best so that my healthy self-esteem remains on firm ground. These are the qualities that enable me to manage myself and help provide me with job security in a rough security world. An I, _____, is a compassionate, respectful encourager who is a considerate, generous, gentle, patient, caring, sensitive, personable, attentive, funny person. I am a supportive, giving and forgiving, clean, kind, selfless, affectionate, loving, family-oriented person, and I am a sincere and open-minded good listener and a good-finder who is trustworthy. These are the qualities that enable me to build good relationships with my co-workers, neighbors, mate and family. B I, _____, am a person of integrity, with faith and wisdom to know what to do and the courage and conviction to follow through. I have a vision to govern myself and lead others. I am authoritative, confident and humbly grateful for the opportunity life offers me. I am fair, flexible, resourceful, creative, knowledgeable, decisive and an extra miler with a servant's attitude that communicates well with others. I am a consistent, pragmatic teacher with character and a fine-tuned sense of humor. I am an honorable person and am balanced in my personal, family and business life, and have a passion for being, doing and learning more today so that I can do and have ha Morning. C These are the qualities of the winner I was born to be and I am fully committed to developing these wonderful qualities that I have been entrusted with. Tonight I'm going to sleep great. I want to dream powerful, positive dreams. I will awaken energetically and refreshed. Tomorrow will be amazing and my future is unlimited. Recognizing, asserting and developing these qualities that I already have gives me a legitimate chance to be happier, healthier, more prosperous, safer, better family relationships and legitimate hope that the future will be even better. D Repeat the process the next morning and close by saying: These are the qualities of the winner I was born to be, and I will develop and use those qualities to achieve my worthy goals. Today is a whole new day and it is mine to use in a wonderfully productive way. After 30 days, add the next step: Choose your strongest quality and the one you feel needs the most work. Example: Strongest – honest. Need the most work – organized. On a separate 3x5 card, you print I, _____, is a completely honest person, and every day I get better and better organized. Keep this 3x5 card convenient and read it aloud at every opportunity for a week. Repeat this process with the second strongest quality and the second that needs the most work. Do this until you have completed the full list. Use this self-talk procedure as long as you want to get more of the things money will buy and all the things money won't buy. Note: ~ ~ ~ Due to some painful experiences in the past (betrayal, abuse, etc.), there may be a word or two that brings back unpleasant memories (such as discipline). Eliminate the word or replace another word. © 1999 Zig Ziglar Corporation 081899 ~ ~ ~ MY PERSONAL COMMITMENT I, _____, do _____, exchange temporary pleasures in the pursuit of happiness and the pursuit of excellence in the pursuit of my goals. I am willing to discipline my physical and emotional desires to achieve the long-term goals of happiness and achievement. I recognize that in order to achieve my goals I need to grow personally and have the right mental attitude, so I promise to specifically increase my knowledge in my chosen field and regularly read positive growth books and magazines. I will also attend lectures and seminars, take courses in personal growth and development. I will spend my time more efficiently by enrolling at Automobile University and listening to motivational and educational recordings while driving or performing routine tasks at home or in the yard. I will keep list of my tasks, including the completion dates for each project in my target program. I also promise to list good ideas (mine and others) and to note my thoughts, power phrases and quotes that matter to me. Signature 972-233-9191 800-527-0306 Zig Ziglar Corporation is your source of principled training programs that produce long-term, voluntary change in human attitudes and behaviors. Zig Ziglar Corporation Difference Makers There is a good reason why Zig Ziglar by many is considered the godfather of motivation. Ziglar did not beat around the bush: He had a clear set of ideas, with easy to implement strategies combined with powerful tonality and delivery that made him one of the best in the business. The following is a collection of 19 success mantras from Ziglar that will inspire and motivate you to take the right action and unleash your greatest potential.1. Create a very specific and detailed goalYou need a plan to build a house. To build a life, it's even more important to have a plan or goal. – Zig Ziglar The first success mantra from Ziglar is to set specific goals, because goals help you focus. Ziglar wants you to set the following types of goals: Big goals: Big goals are the kind of goals that cause excitement and motivate you. If setbacks happen, focusing on these big goals will help push you forward. Long reach goals: These can include monthly and annual goals. Daily goals: Daily goals help you work consistently towards your long-term goals. Once your goals are in place, you can develop a plan for how to achieve them. Find out what obstacles you face, the skills you need to learn, and the people you need to meet to reach your goals. You don't have to have everything figured out at the beginning. You can change your goals and plans as you evolve and as things become clear.2. Visualize reaching your goalssif you want to reach your goal, you need to see it, be able to smell, touch and taste it, know what it looks like and how it feels in your own mind. - Zig ZiglarImagination (or see things using your mind eye) is the most powerful tool at your disposal. You can achieve miracles if you use this tool correctly. So take a little while daily to relax, clear your mind and actually visualize yourself to live the kind of life you intend to live. See yourself with the nice things you want in your life, such as owning a house or taking a vacation. While doing this, bring some emotions into your body to mimic the emotions you would feel when you actually achieve your dreams. Visualization in this way helps to change your attitude, limiting faith and reprogramming your subconscious mind with positive, invigorating faith, so you can move toward your goals faster.3. Plan your day first in morning, run through your mind the things you are going to do. When you plan your day, as you think about all the things you need to be excited about, it really renews your energy. – Zig ZiglarA's powerful tactic to ensure that you reach your daily goals is to plan your day first thing in the morning. You can sit in silence and just visualize all the things you're going to do today and how to do it. When you visualize your day this way, you're filled with positive energy that motivates you to make perfect use of your time and take the right action.4. Developing success motivation habits gets you started and habit gets you there. - Zig ZiglarZiglar is right in pointing out that the motivation does not last forever, but habits once formed last forever. As humans, we are creatures of habit. Habit forming is difficult at first, but it is formed, you begin to do it without problems. To achieve success, you need to replace your bad habits with good ones. For example, a good habit would get up early in the morning, plan your day and work for 1 to 2 hours without succumbing to distractions. Remember that habits are formed when you repeatedly do something for 21 consecutive days.5. Believing that you canbefore you can achieve these goals, it is true that whether you think you can, or think you can't, you are generally right. – Zig ZiglarIf deep inside, you do not think that you have what it takes to reach your goals, then you will never reach them. Therefore, it is essential that you believe in your abilities and back yourself up to achieve your goals. When thoughts of self-doubt arise, do not give them any considerations and instead shift their focus to strengthening and uplifting thoughts of self-belief.6. Optimize your mindRemun, you are what you are and where you are because of what is happening in your mind. And you can change what you are and where you are by changing what goes into your mind. –Zig ZiglarAs we grow up, we subconsciously imbibe a lot of negative and limiting faith from our surroundings. These convictions unless rejected will hamper your growth, so become aware of your mitigating thoughts. Study these thoughts and find out where they occur. In other words, what faith in the subconscious is responsible for them. Once you are aware of these convictions, stop giving them power by deliberately shifting attention from the negative thoughts to the positive and strengthening thoughts. Using affirmations and positive self-talk is also a great way to reprogram your subconscious mind.7. Develop a positive self-imageIf you do not see yourself as a winner, you cannot perform as the winner. – Zig ZiglarHow you perceive yourself in your mind eye is one of the most important factors that determines whether you want to succeed or not. If you think of yourself as which has what it takes to achieve success, you will achieve success, but if you think you are not good enough, you will see your reality reflect that thought back to you. In fact, your current reality reflects the self-image you hold in. Therefore, become aware of the type of image you hold of yourself in your mind. Ask yourself these questions: How do I see myself? Do I think I'm capable of reaching success? Do I think I deserve success? Do I see myself as a winner that everyone looks up to? Just becoming aware of your self-image can help you change it to negative to positive.8. Don't worry about what others think of youDon't be distracted by criticism. Remember – the only taste of success some people have is when they take a bite out of you. - Zig ZiglarPeople will always have something to say, and you can not satisfy everyone. Don't waste time and energy worrying about the actions and opinions of others. Keep your attention focused on your priorities because that's what matters.9. Learn from your mistakesIf you learn from defeat, you haven't really lost. - Zig ZiglarIt's just human to make mistakes. The most important thing is therefore to not dwell on your mistakes and instead ask yourself, what your mistakes are trying to teach you. In doing so, learn from your mistakes, because they are the biggest factors for your personal growth. 10. Always be open to learningLife is a classroom - only those who are willing to be lifelong students will move to the head of the class. - Zig ZiglarThe moment you think you know everything is the moment you stop growing. To succeed, you need to keep growing. Always keep an open mind and always be open to learning. Do not become a slave to your faith, doctrines and ideologies. 11. Practice delayed satisfactionThe main cause of failure and unhappiness is to act what you want right now. –Zig ZiglarStudies proves that delayed satisfaction is an important factor in achieving success. Make a habit of not letting distractions or short-term pleasures take your focus away from achieving your long-term joys and future rewards. The more you train to do this, the stronger your self-control will be to help you reach your long-term goals faster.12. Connect with yourselfOutside your relationship with God, the most important relationship you can have with yourself. We must be healthy internally, emotionally, and spiritually—to create healthy relationships with others. —Zig ZiglarSpend time with yourself. Get to know and understand yourself by practicing self-reflection. The more you know yourself, the more you come into contact with your true nature, desires and goals. Likewise, just by knowing yourself you can start to know others. Only by loving yourself you can attract the right people into your life. All these attributes are essential to success.13. Spend time in solitudeIf you want to build a winning attitude, you need to take the time to be quiet. And you have to do it at least three to four times a week. – Zig ZiglarZiglar is a great advocate for spending time in solitude. Spending time in solitude helps you get in touch with yourself again. It also helps you clear your mind and attract life-changing ideas. So make it a habit to spend time alone doing nothing. Spending even a few minutes with your own reflective thoughts can make a big difference. 14. Surround yourself with uplifting peopleOnly yourself with people who want the best for you and the people you love. - Zig ZiglarFor the most part, people can be divided into two categories - lilies and leeches. The lilies are the ones who lift you and leeches are the ones that drain you. If you are surrounded by leeches all day long, they will soak your energy dry and you will find yourself feeling much less motivated and productive. Instead, when you surround yourself with good people, you will find yourself full of positive energy to take action. So make a conscious effort to cut out toxic people from your life and surround yourself with people who inspire you to be yourself and who accept you for who you are.15. Expressing gratitudeOf all the attitudes we can acquire, surely the attitude to gratitude is the most important and by far life-changing. - Zig ZiglarExpression gratitude changes the mindset from a deficiency to one of abundance. When you feel abundance, you attract abundance into your life. Therefore, every day makes it a point to feel gratitude for everything you have in your life. 16. Value your time and use it effectivelyIf you're not planning your time, someone else will help you waste it. – Zig ZiglarUse time as your most valuable resource. This is where planning your day can help you enormously. When you have a fixed plan in place, you automatically learn to say no to things that aren't productive.17. Start slowly and evolve as you goPeak performance depends on passion, grit, determination, and a willingness to do something bad before you can do well. – Zig ZiglarYou do not need to have everything found out from the very beginning. It is also not important that you are an expert in your work from the beginning. You can start small with what you have and develop as you go along. Remember, it's the slow and steady one that wins the race. 18. Do not compare yourself to othersTeam a careful exploration of who you are and the work you have received, and then immerse yourself in it. Don't be impressed with yourself. Don't compare yourself to others. – Zig Ziglar To achieve your goals, it's important that you know and abilities. Focus on them instead of focusing on your weaknesses. When you compare yourself to others, you automatically start to see things you're missing and lose perspective. Get rid of the habit of comparing yourself to others, and stay focused on yourself. 19. Be persistent! you have the character to hang there when it is tough, you will develop or acquire all other attributes necessary to win in the game of life. - Zig ZiglarAnd in the end, the most important thing of all is to be persistent in your efforts even when it gets tough. Ziglar's book, "See You At The Top", was rejected 38 times before it was published in 1975. The book is still in print today and is considered an American classic. Going to show what perseverance can help you achieve. It doesn't matter how slow you are as long as you're persistent. Which of Zig Ziglar's 19 success mantras appealed most to you, and why? Share your thoughts below! Page 2It is often preventable when you hear a variation of it is not the way it is done here in your workplace. This usually happens when employees say their concerns or new ideas for a project, and it's confusing when a project manager rejects or ignores such interesting input. Even indirect termination in the form of "OK, is it something else?" can inadvertently build a workplace atmosphere that does not contribute to genuinely effective brainstorming. Why can this happen? And how do great leaders give rise to good ideas? Read on to find out. Lead by example and be proactiveThese research word here is accidental. If you've been chosen to lead a new project or monitor an existing team, you'll make sure to work toward creating a safe place to give rise to good new ideas. Of course, most organizations and team leaders know this, but we explicitly refer to providing feedback that will encourage creative thinking and good work dynamics above all. So, offhand remarks and disinterest should be thrown from your team's rhetoric from the get-go side one of the most important roles of a great leader is to set a good example to your employees or other members of your team.1. Give the spotlight to all employees of the companyThe majority of organizations that often face challenges of different kinds know very well that they need all the brain power they can get to adapt, grow and flourish. No one will ever say that they do not allow good ideas to be suggested in reports, roundup sessions and meetings. But this is sometimes not true in another sense, especially in companies with a large, hierarchical division of labor. In such environments, the common mindset is that the creative team takes care of the creative aspects of the work, the management team of executive decisions, other employees taking care of administrative or manual work, etc. When employees are accustomed to a certain type of dynamically, they automatically delegate work like this. But good ideas can be created from collaboration between different departments and different experts or workers. If a single employee or CEO puts forward a good idea, it can be easily customized and improved with an additional suggestion to be a good idea. Likewise, it's not the case that only creative directors create groundbreaking ideas. An innovative idea can just as easily come from the lower ranks of the hierarchy if only you allow such a free flow of ideas. Before you're a leader, success is about growing yourself. When you become a leader, success is about growing others. Jack Welch2. Be sure to openly put forward suggestions and ideasAs we have briefly mentioned, team leaders need to make it transparently clear that just because the team is used to working in a certain way does not mean that trying out new ideas is not as important as sticking to the established routine. Once you get your employees used to this regimen, so to speak, you will see significant improvement in collaboration tasks, general communication and collaboration between different disciplines. And crucially - provide many opportunities. Sometimes employees may not even be aware of their potential unless they are given the push. This is completely natural and it should be your duty to present your workers with such opportunities. I can't attitude is easy to change, but sometimes it takes you to believe in your workers more than they might believe in themselves. 3. Give the spotlight to the crazy ideas no matter who the author is! is a common misconception that only the likes of big minds like Bill Gates and Steve Jobs are able to come up with really innovative ideas. This stems from the fact that they are the most famous innovators - innovators who are so large that it seems that their companies will never find better. However, it is quite often the case that a multimillion-dollar idea comes from a production line supervisor or employee. For example, they might think of a way to use residues from the main production lines to create a budget-friendly product that simultaneously recycles old materials and requires no additional investment in the form of machines or personnel. 4. Resisting the status quoPeople are creatures of habit. People who work in the same industry for years learn to follow a specific procedural record of when, why and how they do things. They may be reluctant to question whether there is room for improvement in a system that already works sufficiently well. This mindset is in a way a trap for leaders who want to achieve greatness but who are more or less satisfied with how things work as it is. Introducing changes to an established working model can even provoke dissatisfaction, confusion and What you need to remember is that as a leader it is your duty to explain why the company should strive to innovate, to investigate reasons for reluctance to change rather than forcibly get people to change their approach to work from scratch, and last but not least to be patient and persistent for the good of the company. Leadership elevates a person's vision to high sights, the elevation of a person's performance to a higher standard, the building of a personality beyond their normal limitations. Peter Drucker5. Trust your visionFinal, don't forget to be equal amounts of self-critical and confident. People sometimes forget that they are people as well as leaders, and they tend to attribute every single omission of their own misgivings and misregulations. But don't let this limiting mindset get the better of you - the path to success is paved with mini-defeats that make our steps firmer and stronger the more we overcome the obstacles that come our way! Page 3Life is difficult and even more in the midst of uncertainty, fear and an unclear path for success-oriented leaders. There are times when it just feels like giving up would be the most comfortable option. Some things make you fall out of love for who you are, what you want to achieve in life, and your personal journey of development. It is trauma that may have started in primary school and carried into adulthood. It can be difficult life situations or other people who sit you down, but you start listening to doubt, fear, self-limiting beliefs and external expectations. Loving yourself is important because if you don't, you'll never have the confidence to do all the things you want to accomplish in your life. The best way to become the healthiest version of yourself is to embrace who you are and love every part of you. You can't stay in your comfort zone. Do not coast through a good enough life because you are afraid of what others will say or that you will fall flat on your face. Life is incredibly short and goes past each of us too fast. One guarantee is one day, we will all die. How we spend every day is important because time is limited. We can't make the most of our time if we spend it not loving who we are and our path to success. Learning to love yourself really opens the door to chasing big goals and making them a reality. Here are five ways to love yourself on the path to creating success and fulfillment in your life.1. End a work situation that does not provide value to you Most people will spend 40 hours each week in a job, business, or a hybrid work situation. With the state of the world, it is most likely far more than 40 hours. It's a massive part of your time to do something you either like or that makes you unhappy. You have to pay the bills, but you have to ask yourself, at what price? How you feel about your work into other areas of your life. It can take you years to create your ideal work situation, but the sooner you start, the closer you are to waking up every day and hating how you earn a living. When you treat yourself correctly, you run better and more efficiently. Which means you don't have to walk 100 miles an hour to get everything done. Ann Curry2. Take your physical and mental well-being seriouslyyyyyyy your nutrition and how physically active you are has a tremendous effect on your success in life. Your health is one of the most critical areas when it comes to creating enough energy to act. When you take it for granted, you will not do what is necessary to love yourself through healthy habits. You will feel off and will not have juice to create a happy and fulfilled life. Get honest about the relationshipLove can take us to places we didn't know was possible in our feelings and lives or lead to anger and resentment. You have to be honest with yourself. You have to be able to make a healthy choice that will free your mind in the long run. Always keep improving it and putting in the hard work to make it grow. 4. Spend time every day in love with lifeWe live in an increasingly digital world. Today you can read books, watch videos or listen to podcasts, all from your smartphone. We have access to inspiration and motivation 24/7. It is important to set aside time every day for your personal development. Preferably at the beginning of the day, be inspired again. There are roadblocks on the road to freedom, fulfillment and success, but this DU time can help you overcome the hard things. Don't be afraid to give yourself everything you've ever wanted in life. Frank Wright5. Not matching society's definition of successWhen you go outside what society considers normal, you will experience resistance. It's like there needs to be some deprogramming. We are used to a certain path, and when you disturb it, you face fear. Your life should be used to do things that are important to you. Do not try to adapt just because it feels more comfortable. You are unique and unforgettable. You're the only one in this world, and it should make you beam. You have the power to bring light to someone's darkness. Don't spend your life trying to adapt to unrealistic expectations. Don't try to be like anyone else. Embrace what makes you who you are. Love yourself to the fullest. Apologize for doing what makes sense to you. You.

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