



Kotan Australia®

The Secret to “*Elegant Simplicity*” in Business & Life

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Positive Thinking Drives Mindset

Positive Thinking has been over used in recent times as to being the best method to change people’s mindset and of course to achieve success or lasting change in your life.

So, can you change your situation just by thinking positively about what you want, with out having to do anything else...this is what everybody wishes for and is a bit like finding the pot of gold at the end of the rainbow! There is no disputing that *some* people seem to be able to do just that, and there in lies the *challenge for most*.

Everybody knows about *Positive Thinking* don’t they, it’s easy to do? That is the usual impression! Positive thinking however is not just one thing but a raft of issues or challenges that usually lie behind it. This is why most people find it difficult to make it work for them.

Can you remember back to a recent time when it was *New Years Eve*? And caught up in the festive good spirit and potential of the coming year you decide that it is time to make *The Change* to get your *life back on track!* This could be going onto a diet or to stop smoking, even better stop drinking alcohol or just spend more time with your family.

What normally happens is that within one, two, or even three weeks you’ve given up and you have slid back into your old ways. You know that you had the most positive thoughts anybody could have and the greatest determination to succeed. But when things started to happen in your life, you know day-to-day living; that positive thinking disappeared and you find yourself back into those old habits.

Positive Thinking is very good for *short term stimulus* in terms of getting you motivated, but it doesn’t provide you with long-term motivation towards the things you want There needs to be a supporting environment that reinforces the change in behaviour and mindset within you and the outcome, this is turn will reinforce your positive thinking.

The first point to note is that your *Positive Thinking* is done through your *Conscious Mind*. This is what you use when you are awake, it is what you use to think logically and rationally every day. The conscious mind is what is in control and drives our positive thinking. The question in this case is; who is in control of the bus? How many times have you found yourself starting to concentrate and focus on a task and then find yourself drifting off onto something else and starting to day dreaming? It’s all most as though it has a mind of its own!

The answer is of course *you are in control* however you are not consciously aware of it! These things are happening outside of your awareness and perception. Just think about all the things that you do automatically at an *Unconscious or Sub-conscious level*, e.g. eating, drinking, breathing, walking, running, etc. Your *Unconscious Mind* is what is driving your bus!

What’s more important is that to be able to achieve your wants and dreams you need to have your unconscious mind do the driving, it is what provides the motivation for you to be able to achieve what you want; it is the supporting environment that then feeds your conscious mind with the



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belief that it can be done. This is what reinforces your positive thinking while you are awake to move forward and get results.

Think about an ice-berg. You usually only see the top part of an ice-berg, that’s your conscious mind. However we know that the main bulk of the ice-berg is underneath the water and can’t be seen, that’s your unconscious mind!

To get the best results in anything requires training and practice. What if you could train your unconscious mind to drive you forward and get your conscious mind to do what you want to do, all on automatic pilot? It’s not as hard as your may imagine!

Let’s do a little exercise to see what you are thinking about on an average week day and what you are driving as an outcome. Remembering back over last month, how many times during the day have you taken time to think something positive about yourself and what you can achieve? If I asked you how many things were annoying and who was making life hard for you at work, or what was frustrating you than the answer would have been a lot easier I am sure!

We all have available to us 24 hours every day; you might sleep for 8 hours, this leaves 16 hours where you are awake; so how many positive thoughts did and do you have on an average day?

Surprised at how little it is? From my experience in over 25 years in business, coaching and consulting it averages only around one or two hours at the most a day. We all are limited in time and there is a vast amount of things vying for our attention, so we don’t get the chance to think about things for very long. We are lucky to be able to get five or ten minutes for our selves at a time let alone think about positive thoughts during the day. In the end if you get an hour you are one of the lucky few and well done!

Feeling great that you are one of the privileged; then let me ask you what are you doing with the other 15 hours? What’s the opposite of positive, you guessed it!...those negative thoughts are coming straight from your unconscious to conscious mind and that’s why nothing’s happening. You need to go back to your unconscious mind and start to re-program it to reinforce it with positives about your goals and dreams. Program it on both what and how you are going to go about it and use those who are successful around you to lead the way, you don’t always have to reinvent the wheel.

There are 3 key elements that will help this along, because I know there will be some of you out there who will be saying “I can’t do that, its too hard!”.

Positive Thinking is an out outcome of your *Success*. Successful people have in common 3 characteristics:

1. They have *Passion*; have you got a passion for what you want to do? Do you have a strong belief in what you are going to do?
2. They have a clear *Purpose* and reason as to what they are doing. Do you have a purpose in what you want to do?
3. They are *Persistent* and tenacious and keep doing until they achieve their outcome. Are you going to be persistent and go and do the things that you need to achieve what you want?



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Positive thinking does have value when it is supported and driven; remember though it works only for short term motivation and will over time if not given reinforcement fade away. Give yourself positive reinforcement all the time and you will be surprised on what can happen!

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Resource Box:

Mr. Paul Mracek has worked for **over 25 years experience** in Asia, Europe, USA and Australia establishing and building **successful businesses**. Author of several books on success, business, balance and how to apply the “Warrior Mindset”.

Experienced as a Coach, Mentor, Trainer and Consultant supporting both **Businesses & Individuals** who are looking to be at the **Next Level of Performance and success...Personally or Professionally**.

7th Degree Black Belt - Taekwonjitsu

6th Degree Black Belt - Taekwondo

OCFM Certified Coach; PPDT Certified Instructor

Trainer & Master Coach – NLP & Kotan Method

Chartered Professional Engineer; Fellow: Australian Institute of Management

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