



12 Ways To Defeat Your Self Limiting Beliefs

And Take Your Sales Efforts To The Next Level

Self-limiting beliefs, self-doubt and negative thoughts can affect your sales performance, but there are ways to deal with these mind blowing and performance decreasing demons.

I'm going to share with you 12 ways to deal with self-limiting beliefs, self-doubt, and negative thoughts.

First let's take a look at what self-limiting beliefs are and where they come from and how they can rob you of positive business actions. For the purpose of this article I am going to wrap negative thoughts and self-doubt into "Self Limiting Beliefs".

Amazingly as I sat down to write this article I found there is no definition in the dictionary for "self-limiting belief". So here is my definition - - ***It is an idea (usually negative) we have about ourselves that we feel is true, it can be long standing or fleeting.***

Self-limiting beliefs can come from negative people in your life, social conditioning and life experiences.

Self-limiting beliefs can prevent you from following up on sales prospects/customers, making initial contact with prospects, committing to self- improvement, making better sales plans and well I think you get my message.

Here are some examples of self-limiting beliefs; I'm not good enough _____, I don't deserve_____, my product doesn't_____, he is too important to _____ I can't _____ do you see a pattern?

This is not about being delusional; I'm not talking about beating Tiger Woods at Golf or slam dunking on Shaquille O'Neal. This is about being willing to change your habits, attitude and do the hard work required to become successful. Confront the limiting beliefs and take responsibility for those things you can change.

Now let me be clear, we all have self-limiting beliefs and there is nothing wrong with having them unless they are getting in the way of doing what deep down you know you really want or need to do...like grow your business.

Some sales people, entrepreneurs and small business owners will use persistent self-limiting beliefs as an excuse to commit self-sabotage or become lazy. There is good news...you can change your habits and behaviors that keep you from achieving outstanding results. You can get over fear of failure and fear of rejection.

[Vue Coaching](#) will show you how to overcome these performance robbing thoughts.

I have self- limiting beliefs - -yes coaches have negative thoughts and I have always had them so I'm going to share with you what techniques have worked for me over the years.



What Works For Me !

These Are In No Special Order

1. Use daily positive self-affirmations
2. Celebrate each and every success
3. Surround yourself with people who support you and your aspirations
4. Know yourself [separate facts from beliefs]
5. Define what your success is
6. Be honest and realistic with yourself
7. Take risk-take chances
8. Don't be afraid to fail
9. Set goals and share them with important people in your life
10. Write your self- limiting beliefs and fears on paper and say them out loud.
11. Shift your focus...find ways to help others
12. Read positive books, articles, listen to motivational CD's and watch motivational DVDs

Bonus Tips:

Exercise, enough sleep and a healthy diet are key components of building a strong body and mind. Don't underestimate the stress you will feel while dealing with self-limiting beliefs and trying to change your behaviors.

Visualization techniques- this is using your mind power to create a mental picture of what you want your success to look like. Visualize yourself in a meeting with the CEO of a major prospect or visualize yourself signing an agreement for a big order. Imagine what it feels like - -capture the feeling, remember it – replay it over and over.

This list is not all inclusive can you share what has worked for you? I'd be most interested in any techniques you use. Leave your comments at www.vuecoaching.com.