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STRATEGIES OF SUCCESSFUL TRYOUT CANDIDATES

Clarify Objectives

- Why do you want to take an Exam/Tryout??
- What do you want to achieve by taking an exam??
- Do you just want to “Get” your pin, or to you want to “Be” your pin??

Inside Out Approach

Personality vs. Character Ethic

Steven Covey – 7 Habits of Highly Effective People

- ◎ **Personality Ethic** — Success is a function of personality, public image, attitudes and behaviors, skills and techniques that lubricate the process of human interaction. Quick fix approach designed to mask the real problem which is deeper inside
- ◎ **Character Ethic** - Are those traits that are within your foundation as a person – integrity, humility, fidelity, temperance, courage, patience, etc.

Primary vs. Secondary Greatness

- ⦿ Not suggesting “Personality Traits/Ethics” are bad principles
- ⦿ Other ways to look at it:
 - Cramming in school
 - Think about trying to cram on a farm
 - Going to the gym to lift 300 lbs

Dream vs. Goal

- ⦿ Dream – Idea of some place else you would rather be

- ⦿ Goal – a Dream with a Plan

“SMART” Goal Setting

- ① **Specific** – Don’t be Vague. Exactly, what do you want??
- ② **Measurable** – Quantify your goal. How will you know if you achieved it or not??
- ③ **Attainable** – Be honest with yourself about what you can reasonably accomplish at this point in your life – taking into account your current responsibilities
- ④ **Realistic** – It has to be do-able, real and practical
- ⑤ **Timeline** - It must have a time line associated with it

Are Your Goals Big Enough??

“Whatever your mind can
conceive.....your mind can Achieve”

Napoleon Hill

Think and Grow Rich – 1937

*“Shoot for the Stars.....and you will land on
the Moon”*

Jim Rohn

The “Nay Sayers”

- ◎ “It’ll Never Woook” - *Eeyore – Winnie the Pooh*
- ◎ Fear of Criticism
- ◎ Know who they are.....be careful with them...press forward anyway.....*they will get on board when they see your results*
- ◎ “King of the Mountain”

Define “Failures”

◎ Babe Ruth

- Home Runs – 714
- Strike Outs – 1330

◎ Thomas Edison

- Attempts to Invent Light Bulb – “thousands”
- Response:
 - “I know thousands of ways Not To build a light bulb”
 - Flipped a Switch

◎ Brett Favre – Multiple NFL MVP

- Led League in Completions
- Led League in Interceptions

Attitudes

- ⦿ **Naïve** – Someone can teach me everything
- ⦿ **Arrogant** – Nobody can teach me anything
- ⦿ **Learning** – Everyone can Teach me Something

-John Maxwell

21 Irrefutable Laws of Leadership

Think & Grow Rich – Napoleon Hill - 1937

ELEMENTS OF A SUCCESSFUL PLAN

#1 - Desire

- Definite Major Purpose
- Never Give Up Attitude
- Three Feet from Gold
- Step Back and Re-Focus

#2 - Faith

- In order to Truly Believe, you need to Actually See Yourself in this Position
- Positive Affirmations to Put Yourself There

#3 - Power of Auto Suggestion

- You Can Control your Own Mind
- You are in Control over All Your Emotions
 - *“No one can harm you without your consent”*
- Eleanor Roosevelt

#4 - Specialize Knowledge

- ④ Knowledge is NOT Power, until it is organized into a Definite Plan of Action
- ④ Be Exceptional at Something...and Put it to Good Use

#5 - Imagination

◎ Two Types of Imagination

- 1) Synthetic – Arranging Old Ideas into New Concepts
- 2) Creative – Completely Fresh Original Ideas

#6 - Organized Planning

- No person has EVER been successful without a Plan
- Business Plans – write one
- What elements are important in your plan: Clinics, Exam Guide, Time to study, Building your Master Mind Alliance

#7 - Decision

- ⦿ Procrastination is the opposite and Common Enemy of Decision
- ⦿ What if we make Bad Decisions???
- ⦿ Anything worth doing.....is worth doing poorly...

#8 - Persistence

- Will Power and Persistence are an irresistible and unstoppable pair
- Without Persistence you are Dead before you even start

#9 – Power of the Master Mind

- ⦿ Coordination of knowledge and effort, in the spirit of harmony of two or more people, place themselves in the position to absorb the Universal Store House of Infinite Intelligence
- ⦿ Who are you training with??
- ⦿ Who is your Mentor??
- ⦿ $2 + 2 = 5$

#10 – Mystery of Sex Transmutation

- ⦿ Transfer of one's physical desires of sexual expression towards one's definite major purpose in life
- ⦿ Nature has created many major safe stimulants to elevate one's mind to a higher level
- ⦿ When combined with love, the result is a calmness of purpose, poise, accuracy of judgment and balance

#11 – Subconscious Mind

- Re-Program your Subconscious Mind
 - **Programming** —*T. Harv Ecker*
 - Thoughts....lead to
 - Feelings....lead to
 - Actions....lead to
 - Results
- Be aware of your Programming and know that you can change it!!

#12 – The Brain

- ① The Depression was a blessing in disguise
- ① *“Most problems we face today cannot be solved at the level of thinking that brought us to those problems.”*
 - Albert Einstein

#13 – The Sixth Sense

- ◎ The section of the unconscious mind referred to as the “receiving set” through which ideas, thoughts and plans flash into the mind.
- ◎ How to use this portion of our mind
 - Slow down
 - Keep a journal
 - Take Time to “Think”

Essential PSIA Resources

- Exam Guide
- On snow Clinics
- Form a Master Mind Alliance
- Look to Mentors – Adopt One

In Closing

- ◎ Fifty Seven Alibis
 - If only I.....
 - If only I.....
 - If only I.....

- ◎ What's your Excuse???

- ◎ The first and best victory is to conquer one's self. To be conquered by one's self in most shameful and vile. *-Napoleon Hill*

References & Required Reading

- *Think & Grow Rich*

- *Napoleon Hill*

- *7 Habits of Highly Successful People*

- *Stephen R. Covey*

- *Secrets of the Millionaire Mind*

- *T. Harv Ecker*

- *Anything by Jim Rohn*

- *Failing Forward*

- *John C. Maxwell*

- *As a Man Thinketh*

- *James Allen*