

MANIFEST BY TELLING THE STORY IN REVERSE

By Siobhan Murphy

"Whatever the Mind of Man can conceive and believe, it can achieve."
Napoleon Hill.

Many people have heard about the power of visualizing what they want as a way to bring about an experience or to achieve a goal. Athletes, in particular, have used this tool to create a winning performance in competition.

Did you know that the same effect can be produced by story-telling? It works like this: tell a story about a future event you'd LIKE to have happen AS IF IT ALREADY HAPPENED! So, for example, if you want to lose weight, you might pretend you're telling your coach this story:

"Hi coach. It's amazing what's happened since we last talked! I just bought a new suit and its 2 sizes smaller than the last suit I bought. Two whole sizes!! My body is Svelte! It's been so rewarding to drop these extra pounds... Once I made up my mind, it was fun to incorporate more exercise into my routine. I focused on feeling healthy instead of the numbers on the scale. That made it easier to make good choices about what to eat. I didn't even feel hungry most of the time. I can't wait to show off my new suit at the dinner we're going to on Saturday night..."

Can you FEEL the excitement in the story? The more you can get into the story and into the FEELING of what you'll feel like when you accomplish your goal, the easier it will be to achieve it!

Here's another example:

"The meeting with the new clients was excellent! We connected immediately and found we had so much in common. I found I felt much calmer when I focused on how I could help the client instead of on how I could close the sale. As we talked, I learned about the ways our firm could assist them in meeting their goals. I left the meeting with a definite action plan and an order!! This is going to be a fun account!"

What story are you going to tell?

Coach's challenge:

Tell your story as if it already happened. Fill in the rich details. Tell it to yourself in the shower, or on your drive to work. Watch how easily it comes to you! I'm looking forward to hearing of your success!

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