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Top Performers Know What the Primary Purpose of Their Brain Really Is.....

The top performers, those who really seem to appear UNSTOPPABLE understand that the primary purpose of their brain is to make sure the Mind and Body remain safe from harm, in essence to protect them. Some call that part of the brain the "Monkey Mind" others may say it's the blocker of the "Fear Factor" that many others may not know how to tap into. But what is the difference between them and all of the rest of the population?

When an event occurs, the brain asks 3 questions:

- 1) What is it?
- 2) What does it mean?
- 3) What do I do?

And how our brain gets it's answers to these is the secret between letting fear stop you vs. allowing events to propel you.

The secret is that top performers have discovered that what meaning we give any event is completely based upon subjective perception. The meaning that is given is OUR MEANING of what happened. If that meaning we give it is one that doesn't serve us, top performers understand THEY can change that. If they change their perception of the event, they can then change their brain's response to the event.

An example would be a real estate agent who may get rejection day in and day out. Most agents would take that as rejection equals pain or rejection is a rejection of ME thus it's causing me great suffering. The top performer looks at this differently. They see rejection as completely necessary to justify being paid or collecting the large commissions many agents make. The performer removed the perception that rejection was pain and suffering and replaced it with the perception that they could no longer make large commissions if they didn't master the job of handling objection. In essence the ability to speak to a lot of people and hear NO over and over is exactly what makes those who perform at a high level worth the money they get paid.

It reminds me of 2 BOLD Laws: Change your Thinking, Change Your World or When you change the way you look at things, the things you look at change.

Moving through today and into the weekend, I challenge you to discover where a perceived "fear" may be holding you back. Once you discover these, how could you change your PERCEPTION of the fear and allow it to serve you vs. stop you.

