

Next Step Transformation Newsletter

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The Success Equation



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“Removing Your Own Glass Ceiling” – Are you overwhelmed with working so hard to grow your business and just not getting the BIG results you want? One of the strongest limiting beliefs is what we think is possible. It limits our success and worse, it limits our dreams. Join me and learn how to remove your limiting beliefs and turbo charge your success! Courses start every month.

<http://nextsteptransformation.com/glassceiling/>

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Contact me to schedule a talk for your group or for individual personal/business coaching
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When I deliver my course “Removing Your Own Glass Ceiling” one of the most common “aha” moments students have is when they realize that in their mind they have established an equation to success that they never intended to make.

The initial conversation goes something like this. “I work so hard and yet can’t seem to get ahead.” Or, “It seems that my business is stalled. No matter what I do I can’t seem to grow it.” I start by asking the students how they feel about where they are today. Some students will respond that they feel angry, frustrated, tired, overwhelmed. Although these emotions are not about success, but about what they are currently experiencing, their mind thinks about success as more of what you have today. And so the belief becomes Success = More Work, More Frustration, More Overwhelm. So, my question to them is “Why would you want to succeed if all it is going to bring you is more pain and suffering?” It is no wonder that they are self-sabotaging their success. The assignment for these students is to figure out what is making them feel so overwhelmed, angry, and tired today and then develop a plan to alleviate that issue. It is amazing to see how quickly external circumstances start to change when the person is happier with where they are today. As they begin to feel less overwhelmed, less tired, or less angry they immediately begin to see their business flourish. Then when they get to the next step of success the process starts all over again. The business grows to the point where the person begins to feel stressed, overworked etc. and suddenly their business slows down; but this time they are aware that it is in response to how they are feeling and they quickly adjust and move forward again.

There are times when the equation was established at a much earlier stage in life and so we dig deeper. This is where we begin to look at what the parents or adults in their life expressed about money and success. A common example is Success = unethical behavior. This equation may have been brought about by listening to adults complain about how so-and-so is getting rich by cheating people or by mistreating employees, etc. In these cases the question again becomes “Why would you want to be successful if it means being an unethical person?” Another common example is the assumption that the only way to succeed is to go into a certain field of work or to have lots of education. The equation established would be Success = being a physician, lawyer, or engineer. Well this is fine, but what if the person decided to be self-employed? Then the self-sabotage comes from “knowing” that they can never be successful because they are not a physician, lawyer, or engineer. In these cases we need to apply different techniques that help unravel the old beliefs about success and create new ones that are more aligned with what we want our business to be.

Is your career or business stalled? If the answer is “yes”, then take a moment to think about what success means to you. What are you equating to success? Becoming aware that you are living an equation that does not support your success is the first step to changing your situation. The next step is creating in your mind a new equation for success. You might start with “The more successful I am the more people I can help.” Or “Success = having financial freedom so that I can spend more time with my loved ones.” And, my favorite, “Success = Doing what I love”.

To your success,

Martha Soria Sears