



This is a vital mindset shift I first learned from Jack Canfield. Think of any event or situation, think about your response and how this has influenced your outcome (given we are talking about mindset this is potentially the way you felt about a situation). For example:

Event + Problem focused response = negative outcome  
(stressed/overwhelmed) and no solution

Event + solution focused response = calmer, creative = increased likelihood  
of a solution

Think of situations in every day life with traffic, bad weather, the list is endless.

Think about it in business or work. If you start to look at events in a different mindset you may just find you are able to dictate a better outcome.

When you become aware that you can shift your response it becomes powerful.

TASK: I want you to use this space to think of an example personal to you and make a note of how a different response may have produced a different outcome.

*Event*      **+**      *Previous Response*      **=**      *Previous Outcome*

*Event*      **+**      *New Response*      **=**      *New Outcome*