

# 6 Points on: Building and Maintaining Your Belief

(Taken from the Weekly Red White Blue Conference Call by Bob Andolina)

When we talk about belief, the question always comes up, “What is it and how do we get some?” It’s hard to express in words how belief grows and how it can rise on a good day but yet fall on a bad day. But that is what we need to learn, how to control it to make it work best for us everyday so that we can be sure to reach our core desires.

One thing is for sure; many people don’t feel as if they can simply change their minds at will. It would be nice to be able to just decide to be confident and than have it be so, but that is not how it works. However fortunately, there are practical things you can do to make a marked difference in the strength of your belief. Listed below are six points to help you build belief as well as how to maintain it.

## **#1 Affirmations**

You may already know about this one and may have used it from time to time. The only way it works for a person is to use it consistently each and every day. However, most will think it is a nice idea but will not do anything with it. But they will continue to talk in a negative way and wonder why they are not having success. They will continue to go on with the way they have always done things.

But for those of you who really want to see a change in your belief level, this is a great place to start. The reason for this is because we live in a society, which is full of negativity. This will work on us even if we don’t believe it will. It is like a silent killer; in this case it is killing our chance of success.

Webster’s Dictionary defines the core word “affirm” as:

1. a: Validate, confirm  
b: To state positively
2. To assert as valid or confirmed
3. To express dedication to

So to use this definition, you write a statement that confirms a positive optimistic outcome you see for yourself. Write this statement clearly, detailed, and with it in the present tense as if it has already happened. After you have this written out this way, read it no less then ten times a day. By doing this, you are stating the positive side of the debate that goes on in your head every day.

Your mind is so powerful that it can work for you or against you. It all depends on what you put into it. This is why I read something positive every day. It keeps me in the life I want to be living instead of the one I may be living. You know the saying, “Garbage in, Garbage out.” Garbage is always going into our minds just by living in the world we live in. Turn on the TV news and hear it over and over again. So affirmations help you keep some of this garbage out.

This not only works in our business life, it also works on our health. We can tell ourselves how bad we feel all day and guest what? We continue to feel bad. This is why so many people get sick. You could give some of them a pill that contains nothing at all except fillers and tell them it will make them feel better. Just by you telling them this, some will believe you and remember what you said and guest what? They will improve!

It takes effort to train our minds to work for us this way because most of us had years of the negative with little positive informational input. Negative input begins at such an early age. How many parents told us no more times than yes as we were growing up? Our minds then tell us we can't, and then we wonder why we struggle with believing in ourselves.

Have you ever been around a person who said to you; "I can't sponsor anyone, nobody wants to join, and it's so hard, prospecting is just so difficult." Or, "Nobody is doing anything." When you hear a person talking this way you just know where they will be a year later. Unless they change their self-talk and begin to re-program their mind to what they really want to happen, instead of what is happening, they will not change anything.

Remember to create your affirmations in the present tense. Say, "I am," not "I will be." This is what you will read to yourself everyday. So it must be stated as if you are already living it.

Such as:

"I enjoy each and every day for I always seem to meet the best people for my business team."

You may even want to record yourself and play it back over and over again. This is not magic; it's the same thing as exercising your muscles. In this case, it is your mind muscle.

This does not happen overnight for it takes at least 21 days to create a new habit. Only those who say it does not work are the ones who have never done it. If they had, they would never make this statement in the first place. Do you see how it works? If you don't change the mental habit of negativity by affirming the positive for a long enough time, of course your life won't change or be any different.

To whatever extent you have negative chatter in the back of your head is the extent to which you need to incorporate affirmations into your life as the resistance. If you do it, you'll find over time that your belief is stronger and so you will take even more positive actions to make that affirmation become a reality.

## **#2 Produce a Movie**

Once you know what your core desire is for why you want to build your business, and it is so clear you can shut your eyes and see yourself living it, you are ready to make your "movie." You are the writer, the director, the producer, and most of all you are the star in it!

You decide if it is going to be a short movie or a full-length movie. Make it exciting and fun to watch because you are in it, just as you want to be. You will use this movie anytime you have a need such as the times when things just don't go your way as you work your way to achieving all the success you deserve.

You want this movie set with you already at where you want to be in 90 days, in a year, in five years. You get to decide who is in your movie, and as you want your life to be. You want to see it as if it has already happened such as maybe seeing your family living on the beach with the smell of the ocean. Feel the sun on your face, and the breeze in your hair. You see the kids playing in the sand and life is great, just how you want it to be.

Or, maybe your movie has you walking across the stage at next year's convention getting pinned the new rank you continue to affirm everyday. Feel the heat of the stage lights as you walk across and the sound of applause as you are handed your reward.

Whenever you have some doubts, or you begin to waver, you can now close your eyes and play your success movie. Grab a front seat and watch it whenever you want for it is your personal movie. You don't need someone telling you all the time that you can be a success. With your affirmations and success movie, you are now in control of your future, just as you want to live it.

This brings us to Motivation vs. Inspiration.

Many times people ask, “How do I stay motivated?” And most leaders will ask, “How do I motivate my downline?” The simple answer would be to find self-motivated people and when you do, you will also find people who are inspired. Inspired people stay focused on their goals and move without being dragged or pushed.

The best way to explain the difference between Inspiration and Motivation is this. Inspiration comes from a person’s inside, it’s internal. Motivation comes from the outside, such as a book, a motivational speaker etc. Motivation is like a shower you take today but will need another one tomorrow. It does not last. It’s like being outside in the cold and then coming inside to get warm by the fire. But when you go back outside, you get cold again. This is the same way you may feel when a motivational speaker gets you feeling warm and excited but then a few days later, you are back to being cold again.

But Inspiration on the other hand is like having an internal thermostat that keeps you just right all the time. If you ever need to increase or decrease the temperature, you can easily just turn a dial for you are in charge once again. The reason you are in charge is because of you having this dial, which is your core desire, your affirmations, and watching your movie to keep you focused on where you want to be.

If you depending on outside forces to motivate you to get the job done, and never get the inside of you right, you will always be forever needing that outside stimulation. You will never be in control of your own future. You need to take charge by building this internal safety net so that you will be able to block out anything or anyone who may try to take you off your course.

Sometimes family can be the hardest to deal with in this business. They mean well and want to save you from Network Marketing because they don’t understand it. If they did, they would be more supportive to you and may even join you in your business. But, if you are going to depend on them for motivation, you are still not in control and need do more work on your internal belief.

Get around and spend time with those who are going places in the business. That’s why we offer this RWB weekly conference call. You can find some of the best support from people already in the business because they are all working on their core desires as you are doing. It is fun to dream together when there are no dream-stealers around. Maybe you can share some of this information with them to help them build their belief as you are doing. Just be sure to watch your movie to offset any dream-stealers that may come your way including yourself.

### **#3 Enrolling Family**

Your family can be your biggest challenge or your biggest support. If you are married and your spouse is not building the business with you, take the time to explain what it’s about and why you want to do it. Ask them for their support but be sure not to badger them to join you. It’s OK for you to build it by yourself as long as you help them to be involved in whatever way they want.

Maybe they will agree to be with the kids while you are working in your office on the phone. Maybe they will help more around the house with cooking or cleaning to allow you the time you need to build your income. Whatever they are willing to do to help support you, be thankful and let them know it.

Get them involved in the dreams as to what is best for the future of the family and remind them often that you are making it happen. Find out what the kids really want and involve them to help you get it. It gets them as excited as you and isn’t your success in this business in their best interest?

## **#4 Kodak Moments**

Kodak Moments are pictures of your personal success that you get to see as though it has already happened. If it is a new car you are working toward, go to the dealer and pick it out. Have someone go with you and take a picture of you in front of the car you want and also sitting behind the wheel. Then, hang these pictures where you will see them everyday. This becomes clips from your success movie and puts you in the life you want to be living.

If it is a new home, go out to a few open houses and take some pictures of you in the front yard, in the back yard, in different rooms around the home, just like you are already living there. Most of the models are already furnished so have a relaxed seat in the living room and have your picture taken. If the sales person walks in, tell them about this great home business you are building which will allow you to own this home very soon.

Remember, you need to build self-belief. This comes from the inside so that you are always in control of your belief and it is where it needs to be so that you can enjoy the success you deserve. These Kodak moments help to make it even more real for you so that when you close your eyes, your movie becomes even more real to you and you continue to move toward your end result.

I still have a picture of our first company car. We were rewarded 8 over the years but the first one was one of the best. It was the first new car we ever owned and as a car mechanic, the only new car smell I ever got to smell was when I was preparing a new car for delivery to someone else. But this time I put the picture of the ideal car I wanted, the color black, and loaded with all the options that were available. I put that picture right where I would see it everyday. It was also right next to the phone that I needed to pick up in order for me to build my business to get that car.

I was not good with the phone and fear always set in when I was about to call someone. In fact, I prayed for a busy signal each time I dialed! But once that picture was posted, and I could closed my eyes and feel the new steering wheel in my hand and the reclining seats were so plush with the 6-way stereo playing in the background, the phone got real light and real fast. Soon I was even disappointed when I got a busy signal or a no answer. I began to look forward to building this business and never looked back.

This is how you get your belief so set that nobody can take it away from you. You may get more inspiration when attending a meeting etc, but when others are losing their motivation a few days later, you will know how to keep yours going day after day, and week after week. As you learn these things you are also developing into the leader you need to become and soon you will share your tips with your downlines so they too will be motivated from the inside out as they need to be to succeed.

## **#5 Market You**

One of the things you need to have in this industry before you have it is self-confidence. You need to be confident when you are out talking to people. You need to look and act the part before you make the part. As some say, "fake it 'til you make it."

This does not mean you lie and deceive people, even though some will try this and find that this does not work in the long run. What we are talking about here is to set high standards for you, and dress the part. How you look and feel about yourself plays a big part in building your belief and how others will believe in you as well. Their belief will then build your belief even more. First impressions last a long time so make it your best. This does not mean you go out and buy a BMW on your credit card. It does mean that you do not have garbage piled up in the back seat of your car when driving someone to a business meeting. Are your pants wrinkled because they were left lying out and you did not take the time to iron them?

Pick up an iron and take the ten minutes for its worth it for how much better you will feel about yourself. Your belief will grow even that much more.

What is it you want your downline to duplicate? Lead by example. It will be much harder for you to sell the dream if you are not reflecting it. When you look better because you polished your shoes, you feel better and present yourself as a more appealing and self-assured potential partner for a business that depends on effective partnership. You have to sell yourself as much if not more than your product. Would you want to be sponsored by you? Make whatever changes you need so that you can answer with a resounding, “Yes!”

This is also important when talking on the phone to your downlines. Never ever talk down where you are complaining or winning about what is not happening. They look to you for inspiration and to help them get their belief set to where it needs to be. You want to attract people not repel them. If you are having a bad day and want to get it off your chest, go to your upline instead. Hopefully they will know how to help you instead of joining you in your downtime. But even if they are not the best upline, remember, you are the one in charge of your belief both in building it as well as maintaining it.

## **#6 Be Part of a Team**

As soon as you can, get with other people who share a similar vision as you do. Hopefully you are sponsored in that kind of visionaries but if not, create one as soon as possible. This is important because it will allow you to tip the scale from negative to positive again. Being part of a team is so important, especially for part-time networkers.

One of the best things about being in this business is that you are in business for yourself. But sometimes, you can feel isolated, like you are in business by yourself. Being part of a team, such as the RWB team of Shaklee business owners from all over the country, can be very helpful if you meet in person or over the phone on a regular basis as we are doing here because it gives you the support system to help you keep your belief high.

It's important to get involved in the activity of the team when you are first starting out because your belief is at the weakest point. Over time, your belief will grow as you experience some success and begin to develop your own downline team. Take the first step by asking to take part in this call so that you can add to the team.

As a beginner, you will feel like you are walking a tightrope over a deep cliff without a safety net. When the wind blows and the rope begins to shake, it is real tempting to turn back and quit. This is where having a team around you comes in. They will be there to catch you if you fall and help you get back up. They will be there to reassure you, affirm your decision, cheer you on, to bounce ideas around and in doing so, will give you the added benefit of building even more belief.

If you try to go it alone, you will have many questions and doubts coming from outside forces that can easily extinguish the flame of inspiration and excitement you once had. A team is a safe haven for that flame and will help you to celebrate small victories. Being part of a team is one of the best physical, mental, and emotional supports that most of us have ever felt. Don't become part of a team to see what you can get out of it; instead, see what you can do to give of yourself. Just as you need to have an open mind to be coachable, you need an open mind to learn from your teammates and grow from the experience.

My wish for you is to use these points so that you can not only help yourself, but also that you will go on to help many others. I believe you can do this so my question for you is this; what do you believe? As you now know, that's what really counts in the end. Now you know how to be in control of building and maintain your belief.

To your future success,  
Bob Andolina