

OVERCOMING SELF DEFEATING FINANCIAL BEHAVIOURS

Behaviours are learnt – you are not born with behaviours, you acquire them over your life.

Behaviours and business relationships

- Trust
- Respect (respect yourself first)
- Timeliness (Procrastination – 2 types (1) never start (2) never finish)
- Enthusiasm (eg: in your face type of person, over enthusiastic)
- Optimism/Pessimism
- Perfectionism (What is the cost of your perfectionism? Waste of time and Money)
- Overkill (example of Jo Gerard who was the world's greatest salesperson – he sold Chevrolet's in Detroit – average 3/day – he used to go to the local football games and prior to everyone getting there put his business card on every seat, used to send his clients cards every month eg. New years card, thanksgiving card, Easter card etc.)

What is self-defeating behaviour?

- You know you do it
- You know you shouldn't do it
- You do it anyway.

The reason that people don't do things the way you do is because.....
They are not like you, they have different habits.

Key Factors in moderating Self-defeating behaviours.

- You must own the behaviour
- What is the cost of the behaviour
- What are the fears you have around the behaviour?

Adults must abide by the laws of nature of "Adult Learning Principles" – if you need to make a change then you have to drive yourself to do it.

All fears are real to the person who has them – to everyone else they may be irrational. Fear of success drives more people than the Fear of failure.....why is this? They may think if I succeed – if it works then they may make me do it again.

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Always having other people telling you what's best for you and that you can't do this or you can't do that" Why is this? Those people may be afraid that the other person will succeed.

In driving behaviours consider

- The choices you are making
- The choices you have
- Your choice to do something about those behaviours that are not working.

In many of these behavioural seminars – speaker has asked people what they would prefer – to be respected or to be liked....most people respond with to be respected. You would have to wonder if that is the choice they have made, why do they spend an enormous amount of time and energy in being liked?

Discussed: Rob Sheen who is the author of "Rubbish to Riches". He was born at the wrong end of town. At 17 he heard a speaker in relation to behavioural patterns and decided then and there that by 21 he would have achieved a BMW, house in a better suburb – he is well on his way to his first million dollars in real estate....in every seminar you have a choice – you can learn from it or you can walk away from it with nothing.

Performance = Result – Every single action or behaviour is the result. Eg. If you see a play, or a musical performance, and you paid \$200/seat and ended up sitting behind a column in the theatre would you enjoy the performance as much as the person in the front row?

Behaviours/Responses – Your behaviours elicit the responses from others.

Skills/Applications – What is the point of having skills if you never ever use them? Why not use your skills? Where is the fear?

Attitude/Mindset – Your attitude and your mindset can be modified by changes in your behaviour

Beliefs/Values – Are your beliefs and your systems aligned with your behaviour?

Remember: All that you do both for yourself and in building relationships is built on choice.

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Workshops – they are a state of mind – If you want to be a lateral thinker, then all you have to do is to think differently.

If you choose to change, then how long does it take to change? It takes as long as the thought to change arrived and you made the choice.

If you choose not to make the change, then nothing will change.

The process of change can take a lifetime. Some people really want to change but they are not prepared to go through the process of change and their choice is not to proceed.

Behavioural Change

- You must make the decision to change
- You must work with others to ensure growth
- You must be aware of the past in which you can revert

The graph below shows how life works:

- You start out static – everything stays the same
- Point **A**: You revert into discontent – majority of people are in this category, they want to change but they haven't yet made the choice.
- Point **B**: You make the change, you can go up or you can go down. Change means different, you go in a different direction. You can go the wrong way if left to your own devices; you have to work with others to ensure that you grow.
- If it gets too hard – too chaotic – then you move back into discontent – to make change, you need a coach.