



Belinda Ellsworth
and STEP INTO SUCCESS

GETTING OUT OF YOUR OWN WAY: OVERCOMING YOUR SELF-DESTRUCTIVE BEHAVIORS

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I often get in my own way.

Let's take my book, *Direct Selling for Dummies* for example.

I have thought about writing a book for many years and have started the process over a dozen times. But I never completed it because I got too wrapped up in what the cover would look like, what the title would be, which chapters I would include and so on.

I got to the point where there were so many details in my way, I never got started. But when it came time to write this book, with the help of my editor, we set small, achievable and deadline-oriented goals. So instead of feeling overwhelmed by writing an entire book, I focused only on writing a chapter at a time and then editing a chapter at a time.

And voila! I now am the proud author of an international best selling book.

You probably have a variety of reasons why you didn't achieve your 2016 goals, or why you generally don't get things done.

And many of these challenges and obstacles are probably out of your control.

But a number of those obstacles are just you standing in your own way.

There are many reasons we create self-destructive behaviors.

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One of those reasons is that we are afraid of what other people think of us. When in reality, no one is thinking or worried about what you're doing. People aren't sitting on the sidelines of your life, watching if you are actively pursuing your goals.

The fear of what other people think about us is really just our own self-doubt. And if we want to achieve success in our life, business, weight loss, than we truly need to get out of our own way.

Overcoming Self-Doubt

The truth is, none of us ever fully overcome self-doubt. Even top athletes, musicians, actors and political leaders are often crippled with self-doubt. The trick is to recognize it, because the sooner you recognize it, the sooner you will come out of it. If you recognize what causes you to doubt yourself, you are more likely to avoid those feelings and maintain a positive attitude about your life and your skills.

But don't beat yourself up over self-doubt! Just remember that the sooner you recognize it, the sooner you can work on overcoming it. Many people doubt themselves in their industry - whether direct sales or not. They doubt whether or not they're suited for the business or doubt their skills when sales go down. They convince themselves it wasn't meant to be and they actually start talking themselves out of business.

Of course, the same could be said for every aspect of your life.

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Getting Out of Your Own Way: 6 Common Ways People Hold Themselves Back

The main force that limits your success is likely to be yourself. It's important to discover what things are holding you back from achieving the success you want. Each of us deals with many different reasons why we hold ourselves back. For each person, some reasons may be stronger or more dominant than others.

The sooner you recognize what your Achilles heel is, the sooner you can correct it. Here are some common ways people hold themselves back from achieving everything they ever wanted.

- **Settling for Less.**

This happens when you are going along and you almost get to your goal but you decide this is good enough. For example, say you want to lose 20 pounds. You get a gym membership, walk every day and work with a nutritionist. Doing all of this helps you lose 15 pounds.

You decide to stop at 15 pounds because you have convinced yourself you have lost enough. Those 15 pounds are almost 20 pounds, so you give yourself a break from losing those last 5 pounds.

Why? Why are you settling for less when you wanted to lose 20 pounds? Those additional 5 pounds might help you get into that dress in your closet or back to your goal weight.

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Instead of being satisfied by less than what you wanted, work to push through and achieve the goals you initially set for yourself.

- **Avoiding Resignation.**

Avoiding resignation is when you convince yourself that whatever you were trying to achieve, wasn't going to happen anyway. You decide that it won't make a difference even if you put your best effort forward. You tell yourself:

I'm not going to bother calling those leads. They weren't that good anyway.

I might as well not go. No one I know is going to be there.

I'm going to skip that event, I'm sure no one will be interested in my services.

Even if I get that fundraiser, it will be too much work for me right now.

It's important to have confidence in your skills and in your business that things will work out and you will find success.

- **Managing Perfectionism and Procrastination.**

Another thing that inhibits people from achieving true success is being a perfectionist. This is actually my Achilles heel. I decide I want to do something, but before I jump into it, I think of all the things I need to do first to make it perfect.

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You may decide to make booking calls, for example, but before you do that you need to make files first, then you need to make a spreadsheet, then you need to run to the store to get highlighters instead of sitting down, digging in, and just making calls.

Other people suffer from procrastination. They think, *“Well, I still have a day and a half to get this done. I will just wait. If I wait until later to call, more people will be home; I’m really tired right now. I’m going to wait until tomorrow when I’m feeling more up to it.”*

It took me a long time to realize that perfectionism and procrastination go hand in hand. Even though I had never considered myself to be a procrastinator, my perfectionism caused me to procrastinate. When I finally came to that realization, I had to let it go, because I did not want to be a procrastinator or feel that I had the inability to stay on task.

• **Staying Away from Denial and Blame**

It’s in our nature to want everything to be fine, so denial functions as a gloss over the harsh realities of life. When we ignore or refuse to believe what’s going on around and within us, denial creeps into our lives. Denial is refusing to accept reality or a situation for what it is. As a self-sabotage strategy, denial operates very much to our detriment. The more you fear you don’t deserve something you want, the more denial you have to use.

Here are some examples of denial:

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I eat pretty healthy most of the time - I don't know why I can't lose the weight.

I didn't want to earn that trip. We're going to be going on a really great family vacation anyway.

It's okay if I don't make my promotion next month. If it's meant to be, it will happen.

People who suffer from denial convince themselves they have done everything they could to get a good or positive outcome, when in fact that may be too afraid to try everything. They also deny that they ever wanted something in the first place, so they can try to avoid the feeling of disappointment.

Blaming, or projecting, is maintaining that the responsibility for the behaviour lies somewhere else, not with you. You don't deny the behaviour, but you place its cause "out there" and not within yourself.

I see this all the time in direct sales. People are so quick to blame anyone else they can for the mistakes and actions they've made themselves.

If my upline were more supportive, I would do better.

If my husband supported me, I would succeed.

If my job was more structured, I would have more time to focus on my business.

I don't live in a good neighbourhood.

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• **Taking Risks and Getting Past the Fear**

Fear is usually fear of the unknown. People get paralyzed if they don't know the outcome. Part of getting over fear is realizing that you aren't going to know the outcome, and the only way is to jump in and try.

Again, this is where being solution oriented comes into play. The more solution oriented you are, the more likely you are to take risks because you know at the end of the day, you will be able to find a solution. You need to tell yourself, "No matter what happens, I am going to figure out a way."

One of the things I always do if I really find myself in fear of moving forward or taking a risk is make a list of pros and cons. I look at what would be the absolute worst thing possible that could happen, and what would be the best thing possible. Most of the time, the best thing far outweighs the worst. But if I look at the worst and ask myself, "Can I live with that? Can I change that?" and my answer is yes, I move forward.

• **Comparing Yourself to Others**

Many people sabotage their success by comparing themselves to others. Does that person have what you really want? Do they live where you really want to live? Do you want that type of house? But do you want to work the same amount as them?

Remind yourself that you decide what success looks like and do what it takes to get you there. You cannot compare your success to someone else's, just like you can't compare the beginning of your journey in business to that of someone who has been

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an entrepreneur for many years.

Another way not to compare yourself to others and keep a positive attitude is to have an attitude of gratitude. Always stay focused on what you have and what you are capable of. Write down all the good things in your life. List the things you are grateful for. Starting a journal is a great way to accomplish this.

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