



Beliefs by Adrian Law

Transcription

1

00:00:00,000 --> 00:00:02,100

BUT BELIEFS IS AN INTERESTING ONE.

2

00:00:02,110 --> 00:00:04,830

BECAUSE WOULD YOU AGREE WITH ME THAT

3

00:00:04,840 --> 00:00:07,480

SOME BELIEFS THAT YOU'VE GOT SERVE YOU

4

00:00:07,481 --> 00:00:08,910

LIKE THEY MAKE YOU WHO YOU ARE?

5

00:00:08,911 --> 00:00:10,190

YOU'RE HAPPY THAT YOU'VE GOT THEM.

6

00:00:11,410 --> 00:00:13,420

AND THEN, THERE MIGHT BE SOME OTHER BELIEFS

7

00:00:13,421 --> 00:00:14,260

THAT YOU'VE GOT.

8

00:00:15,430 --> 00:00:16,920

THAT MIGHT ACTUALLY HOLD YOU BACK.

9

00:00:17,470 --> 00:00:19,250

THAT MIGHT LIMIT YOU IN SOME WAY.

10

00:00:28,290 --> 00:00:30,050

SO, I'M HERE THIS MORNING ON THIS FIRST

11

00:00:30,051 --> 00:00:32,180

"YOU INC" IS TO SHARE WITH YOU THAT YOUR

12

00:00:32,181 --> 00:00:35,010

BELIEFS, MOST OF THEM ARE ACTUALLY NOT TRUE.

13

00:00:37,811 --> 00:00:40,189

SO CONTROVERSIAL.

14

00:00:40,190 --> 00:00:41,090

THEY'RE NOT TRUE.

15

00:00:41,120 --> 00:00:42,010

I'M GONNA PROVE IT TO YOU.

16

00:00:43,470 --> 00:00:44,380

IT'S A LITTLE QUIZ FOR YOU.

17

00:00:44,381 --> 00:00:46,960

YOU'VE GOT THE SHEET RIGHT IN FRONT OF YOU.

18

00:00:46,961 --> 00:00:48,820

YOU GOT SOME BLANKS TO FILL IN.

19

00:00:53,190 --> 00:00:54,270

JUST A BIT OF FUN.

20

00:00:54,280 --> 00:00:55,560

QUESTION.

21

00:00:55,561 --> 00:00:56,960

ALL YOU'RE GOING TO DO IS PUT A "YAY"

22

00:00:56,961 --> 00:00:57,960

OR "NAY", "YES" OR "NO?"

23

00:00:57,961 --> 00:00:58,700

THE SAME AT HOME,

24

00:00:58,701 --> 00:01:00,000

IF YOU'VE GOT THE DOWNLOAD, GREAT.

25

00:01:00,001 --> 00:01:00,890

IF NOT,

26

00:01:00,900 --> 00:01:02,670

PLEASE JUST TYPE IN THE CHAT.

27

00:01:02,680 --> 00:01:04,220

YES OR NO FOR THE ANSWER.

28

00:01:04,230 --> 00:01:06,110

"ARE YOU GOOD AT WHAT YOU DO?"

29

00:01:06,111 --> 00:01:06,950

YES OR NO?

30

00:01:06,960 --> 00:01:07,800

SUPER QUICK.

31

00:01:07,810 --> 00:01:09,030

DON'T THINK ABOUT IT TOO MUCH.

32

00:01:09,040 --> 00:01:10,370

"ARE YOU GOOD AT WHAT YOU DO?"

33

00:01:11,300 --> 00:01:13,110

2. "ARE YOU A GREAT BOSS?"

34

00:01:13,120 --> 00:01:14,190

OR IF YOU'RE NOT THE BOSS,

35

00:01:14,200 --> 00:01:15,660

"ARE YOU A GREAT STAFF MEMBER?"

36

00:01:16,180 --> 00:01:18,430

YES OR NO?

37

00:01:18,431 --> 00:01:20,949

SUPER QUICK.

38

00:01:20,950 --> 00:01:22,410

FIRST ANSWER COMES IN

39

00:01:22,411 --> 00:01:23,900

YOUR MIND IS USUALLY THE CORRECT ONE

40

00:01:23,910 --> 00:01:24,730

FOR YOU. NOW,

41

00:01:24,740 --> 00:01:25,240

RIGHT NOW.

42

00:01:25,250 --> 00:01:27,680

"ARE YOU REALLY GOOD AT SELLING?"

43

00:01:27,681 --> 00:01:28,620

YES OR NO?

44

00:01:33,630 --> 00:01:35,980

A FUN ONE. "ARE YOU GOOD LOOKING?"

45

00:01:37,230 --> 00:01:40,130

JUST TURN TO THE PERSON NEXT TO YOU PLEASE.

46

00:01:40,131 --> 00:01:42,910

LOOK AT THEM AND SAY HOW-

47

00:01:42,911 --> 00:01:44,670

HOW ARE YOU DOING?

48

00:01:48,450 --> 00:01:49,390

WRITE IT DOWN.

49

00:01:49,400 --> 00:01:50,810

YES OR NO?

50

00:01:53,040 --> 00:01:55,760

YEAH. UH HUH.

51

00:01:57,530 --> 00:01:59,640

"ARE YOU A GREAT TRAINER OF PEOPLE?"

52

00:02:02,830 --> 00:02:05,530

MOST MANAGERS ARE PROMOTED BECAUSE THEY

53

00:02:05,531 --> 00:02:06,640

WERE GOOD AT SALES.

54

00:02:06,650 --> 00:02:08,040

DOES THAT MAKE THEM A GOOD MANAGER?

55

00:02:08,041 --> 00:02:09,580

YES OR NO?

56

00:02:11,740 --> 00:02:12,370

INTERESTING,

57

00:02:12,371 --> 00:02:12,790

ISN'T IT?

58

00:02:13,730 --> 00:02:15,360

"ARE YOU SUCCESSFUL?"

59

00:02:16,000 --> 00:02:17,870

YES OR NO?

60

00:02:19,360 --> 00:02:21,250

THAT'S A BIG CONVERSATION FOR ANOTHER DAY.

61

00:02:23,350 --> 00:02:25,580

AND THE LAST ONE. SAVED THE BEST TIL LAST.

62

00:02:25,581 --> 00:02:29,340

"ARE YOU A GREAT LOVER?"

63

00:02:29,920 --> 00:02:32,090

TURN TO THE PERSON NEXT TO YOU AND SAY

64

00:02:32,100 --> 00:02:33,680

YOU WANT TO FIND OUT.

65

00:02:39,110 --> 00:02:39,800

JUST KIDDING.

66

00:02:39,801 --> 00:02:40,590

JUST KIDDING.

67

00:02:44,640 --> 00:02:45,400

SO, A QUICK QUESTION.

68

00:02:45,401 --> 00:02:46,450

WE'RE GOING TO SPEED UP THINGS UP

69

00:02:46,451 --> 00:02:46,870

A LITTLE BIT.

70

00:02:46,880 --> 00:02:47,760

QUICK QUESTION.

71

00:02:47,761 --> 00:02:48,690

WHATEVER ANSWERS YOU'VE PUT,

72

00:02:48,691 --> 00:02:49,590

I DON'T NEED TO KNOW YOUR ANSWERS.

73

00:02:49,591 --> 00:02:49,870

BY THE WAY,

74

00:02:49,871 --> 00:02:51,980

PLEASE DON'T SHARE.

75

00:02:52,630 --> 00:02:53,930

HOW DO YOU KNOW YOUR ANSWERS?

76

00:02:53,931 --> 00:02:54,650

TO BE TRUE?

77

00:02:58,110 --> 00:02:59,620

SOMEBODY ELSE HAS TO BE A JUDGE.

78

00:03:00,730 --> 00:03:02,500

HOW DO YOU KNOW THEM TO BE TRUE?

79

00:03:03,060 --> 00:03:04,350

EVIDENCE?

80

00:03:10,010 --> 00:03:10,973

SHE'S LYING, MATE.

81

00:03:10,980 --> 00:03:12,020

SHE'S LYING.

82

00:03:14,160 --> 00:03:17,370

IN ESSENCE,

83

00:03:17,380 --> 00:03:19,610

THERE'S TWO WAYS WE FORM OUR BELIEFS.

84

00:03:19,620 --> 00:03:21,060

YES, IT'S FROM PREVIOUS EXPERIENCE.

85

00:03:21,061 --> 00:03:22,140

YES, IT'S FROM PEERS,

86

00:03:22,141 --> 00:03:23,260

PARENTS, THAT KIND OF STUFF.

87

00:03:23,270 --> 00:03:24,260

BUT IN ESSENCE,

88

00:03:24,270 --> 00:03:25,170

THEY HAPPEN TWO WAYS.

89

00:03:25,180 --> 00:03:27,510

HOW THEY'RE FORMED AND IT MAKES

90

00:03:27,511 --> 00:03:28,140

WHO WE ARE.

91

00:03:28,141 --> 00:03:30,440

BUT IT CAN PROMOTE YOU GOING FURTHER OR

92

00:03:30,441 --> 00:03:30,910

LIMIT YOU.

93

00:03:30,911 --> 00:03:32,300

THE FIRST WAY IS FROM WHAT OTHER PEOPLE

94

00:03:32,301 --> 00:03:35,040

TELL US. THAT'S HOW OUR BELIEFS ARE

95

00:03:35,041 --> 00:03:37,090

FORMED, ESPECIALLY IF THAT PERSON IS

96

00:03:37,091 --> 00:03:38,850

SOMEBODY THAT'S SIGNIFICANT TO US,

97

00:03:38,860 --> 00:03:40,280

ESPECIALLY WHEN WE'RE YOUNGER.

98

00:03:40,720 --> 00:03:42,410

I DATED A GIRL CALLED JODI,

99

00:03:42,411 --> 00:03:43,750

WHO I THOUGHT WAS STUNNING.

100

00:03:44,340 --> 00:03:45,870

SHE THOUGHT SHE WAS UGLY.

101

00:03:45,960 --> 00:03:48,620

WHY? BECAUSE SEEMINGLY HER FATHER,

102

00:03:48,621 --> 00:03:49,890

WHEN SHE WAS GROWING UP,

103

00:03:49,900 --> 00:03:52,630

CONTINUALLY CALLED HER THE UGLY DUCKLING.

104

00:03:52,700 --> 00:03:54,620

HOW SAD IS THAT?

105

00:03:56,940 --> 00:03:59,660

IT BECAME SUCH AN INGRAINED BELIEF,

106

00:04:00,450 --> 00:04:01,460

LIKE AWFUL.

107

00:04:02,660 --> 00:04:03,830

SO IT'S WHAT PEOPLE TELL US.

108

00:04:03,831 --> 00:04:05,370

AND IF MULTIPLE PEOPLE TELL US THE SAME

109

00:04:05,371 --> 00:04:07,360

THING, IT JUST PROVIDES CONFIRMATION.

110

00:04:07,361 --> 00:04:08,270

THE SECOND WAY,

111

00:04:08,271 --> 00:04:09,900

AND THE MORE POWERFUL WAY THAT WE FORM

112

00:04:09,901 --> 00:04:13,040

OUR BELIEFS IS WHAT WE TELL OURSELVES.

113

00:04:14,320 --> 00:04:15,660

THAT LITTLE VOICE IN YOUR HEAD.

114

00:04:17,760 --> 00:04:18,050

YOU KNOW,

115

00:04:18,051 --> 00:04:20,240

THAT LITTLE VOICE SOME PEOPLE GET

116

00:04:20,241 --> 00:04:23,650

"WHAT LITTLE VOICE?" THAT'S THE VOICE.

117

00:04:23,651 --> 00:04:29,270

DOESN'T SHUT UP, DOES IT? SO MY PHILOSOPHY IS,

118

00:04:29,271 --> 00:04:30,760

AND THIS IS WHAT WE WORK WITH PEOPLE ON.

119

00:04:30,761 --> 00:04:32,680

IT'S MUCH DEEPER THAN SALES OR MANAGEMENT

120

00:04:32,681 --> 00:04:33,240

TRAINING.

121

00:04:34,050 --> 00:04:35,470

MY PHILOSOPHY IS WHY DON'T YOU KEEP

122

00:04:35,471 --> 00:04:38,430

HOLD OF THE BELIEFS THAT SERVE YOU AND

123

00:04:38,431 --> 00:04:41,770

LET'S CHALLENGE THE ONES THAT DON'T.

124

00:04:41,771 --> 00:04:43,830

NOT JUST FOR YOU BUT YOUR STAFF MEMBERS AS

125

00:04:43,831 --> 00:04:45,620

WELL, BECAUSE I GUARANTEE THERE'S SOME

126

00:04:45,630 --> 00:04:47,590

SOME THERE THAT ARE HOLDING US BACK AND

127

00:04:47,591 --> 00:04:48,310

YOUR STAFF AS WELL.