



MODEL BEHAVIOUR

Model behaviour that is aligned with your vision to enhance your own success

Remember, modelling is the process of recreating excellence through studying any human behaviour and mastering the psychology (beliefs and thoughts) and physiology (reactions and actions) that underlie that behaviour. It is the process of achieving an outcome by studying how someone else has gone about achieving the same outcome and then applying the same behaviour.

Modelling is incredibly powerful. When you observe someone achieving the very thing you want to achieve, it makes sense to pay attention to how they are doing it and then if what they are doing suits your own values, it makes sense to also adopt some of their behaviours.

WORKSHEET 6

YOUR BEHAVIOUR – MODEL BEHAVIOUR

Throughout this book, you have highlighted the thoughts, feelings and behaviours you want to possess and exhibit and how you want them to manifest in your reputation in order to achieve your vision.

Think about these things now and consider the people around you who you know (either personally or through other means) who already exhibit the behaviours and/or skills that you want to adopt?

Who springs to mind?

What specifically do they do?

How do they do it?

What behaviour traits do they have that you aspire to have?

(It may be that they talk about a way that they prepare themselves for success, or how they deal with challenges and hurdles. Perhaps it's the way they promote or market themselves. Perhaps it's their style of writing that appeals to you.)



This is easy for some people and others find it difficult. The following questions may help:

Who do I aspire to be more like?

What qualities do I need to develop to be more like them?

It may be helpful to think of someone who exhibits the exact opposite of what you aspire to be and then think of someone who does the opposite to them.

If you still find this challenging, try this:

Imagine that someone has given you a magic pill that will give you the aspects of that person's behaviour that you desire. Within 30 minutes of taking this pill, you can feel yourself changing. What changes take place?
