



Dear valued clients and friends,

Welcome to the April/May issue of the PSL Success Footprints - Our monthly newsletter dedicated to your personal leadership development and to achieve the highest level of success.

I have been sharing with you the first two success Principles for personal achievement. They are Vision and Strategy. This month I would like to touch on third principle – Belief.

Belief is a powerful driving force for success. Without belief nothing would succeed. Henry Ford was right when he says: 'Whether you believe you can do a thing or not, you are right'.

Believe you can succeed and you will. It starts with your thought. In fact our mind is like a thought factory, producing countless thoughts every day. Imagine that your thought factory is under the charge of two managers, one of whom is Mr I Can and the other is Mr I Can't.

Mr I Can is in charge of producing positive thoughts. He focuses on producing reasons why you can, why you have the ability to succeed and why you will succeed.

Mr I Can't concentrates on why you can't, produce every negative, discouraging reason why you are not going to succeed. His speciality is in 'ensuring you doubt yourself' chain of thoughts.

Both Mr I Can and Mr I Can't are very obedient servants. They go to work immediately you summon them. All you need to do is give either manager a nod or they will spring into action. If your signal is positive, Mr I Can will step forward. If your signal is negative, Mr I Can't takes over.

Have you ever said to yourself that 'today is a going to be a lousy day'? This triggers Mr I Can't immediately into action. Instantly Mr I Can't would manufacture some reasons to substantiate you are right. The reasons may be it is too windy or too cold or wet to do anything; or that you are not feeling too well, business would be poor today, and no one would want to see you, and selling will be tough and you are going to have a hard time. Mr I Can't is very effective, and before you realised it, you are experiencing your worst day ever!

But tell yourself that 'today is a terrific day,' and Mr I Can will take immediate control. He tells you, 'It is wonderful to be alive and to live in a world of great abundance and great opportunities; and that everyone is waiting for you to add value to their business and their success. You spring into real action and is rewarded with a top day!

The more opportunities you give either manager to do more work, the stronger and more powerful they become. They would eventually take over your life. If Mr I Can is in control of your life, you will be Mr Success. If Mr I Can't is in charge of your life, you will be Mr Failure.

The only sensible thing to do is to fire Mr I Can't. You do not need him around telling you that you can't, that you are going to fail or you are not up to it. Shut him up, gagged him and locked him into prison. Form an alliance with Mr I Can all the time, every time. Whenever a thought enters your mind, summon Mr I Can to work for you. He will lead you to greater success. Yes believe that you can, and you will succeed.

Plan of Action:

1. Belief in yourself, belief in your ability and belief in you can succeed.
2. Keep a record of all your accomplishments. Review it all the time. 'Mr Accomplishments' is the other twin of Mr I Can
3. Believe big. The size of your success is determined by the size of your belief.
4. Associate with positive people who believe that you would succeed and would support you to the top.
5. Believe that you can do anything through God who strengthens you.

*"Coaching you to realise your **vision** with purpose, passion and performance,
to achieve personal and business success with balance"*



Until next month, have another top month in May,

To your greater wealth, success, happiness and the joy of living,

Your inspiring coach,

A handwritten signature in blue ink that reads 'Harry Tan'.

Harry Tan
Director, Leadership and Business Coach

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'Empowering you to win with people'

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