

Five Good Reasons To Be Positive



Some Highlights From The Following Article:

- “Expecting things to turn out O.K. is not exactly British”
- “Float the idea of appointing an Attitude Director or Mind-set Manager”
- “Few things can resist the force of a strongly held conviction”
- “People with similar attitudes gravitate towards each other”
- “Your self-esteem is your most valuable asset”





Unless you are a complete cynic, being positive about life seems intuitively the right thing to do. You can't help feeling things turn out better when you look on the bright side. But is there any real proof to support the idea that positive thinking gets you better results?

Well, actually, there is. Studies show that a positive mindset aids creativity and memory recall and releases much more of your potential for achievement. With benefits like that, you could be forgiven for thinking that everyone would by now have bought into positive thinking as a way of life but no; there is still some lingering resistance among those who feel that expecting things to turn out O.K. is not exactly British. It's only fair, they reason with a bizarre twist on John Lennon's lyrics, to give failure a chance.

Cynics won't want to read on (what better way to prove these ideas don't work!) but for the rest of you, here are five good reasons to be positive:

- I. **YOU ARE MUCH MORE LIKELY TO BE SUCCESSFUL** Imagine yourself standing on a narrow plank of wood 50 metres above ground. You are using the plank to cross between two buildings about five metres apart. Would you be more likely to cross successfully if you: a) confidently expected to arrive safely on the far building; or b) nervously anticipated failure? Faced with this question, most people correctly believe they would be more likely to succeed with the former, positive mind-set.

What makes this example so intriguing is the fact that your innate ability to cross the plank *remains constant* while your mindset affects the practical outcome. When you expect to succeed you are more likely to succeed. Positive thinking has a very real effect on results, yet the bulk of corporate training remains focused on competency-based issues. At your next board meeting, float the idea of appointing an Attitude Director or Mind-set Manager. You might even be taken seriously!



“Strong belief

triggers the mind to find a way...”

2. **YOU BECOME MORE CREATIVE** You don't have to be an artist to be creative. If your job has any challenge to it at all, you will need creative solutions to handle problems and exploit new opportunities as they arise.

Solutions don't come out of the ether; they can be fashioned only in your mind by accessing and synthesising existing memorised knowledge and extrapolating new conclusions. The starting point for creativity is, therefore, the knowledge *you already have*. Given that a positive attitude aids memory recall, a direct link exists between state of mind and creativity.

When Michelangelo painted the Sistine Chapel ceiling, it's unlikely he began by thinking, "I don't think I can make a go of this"! Always approach new challenges with a positive, expectant mindset. If a solution exists, you will find it more quickly.



3. **YOU INSPIRE OTHER PEOPLE** Through your spoken word and the powerful effects of body language, you create in others your own feelings and emotions. By having a strong sense of purpose and positive belief in what you are doing, you will inspire others to follow and believe in your proposal or project.

Few things can resist the force of a strongly held, positively expressed conviction. This probably explains why you are more likely to go along with, "Pub, lunchtime, see you there, OK?" accompanied by a thumbs-up than a tentative, "I don't suppose you fancy a pint at lunchtime, do you?"

Remember that words plant seeds. Ask people to do what you *want* them to do; this being much more powerful than asking them to avoid doing what you *don't want* them to do. "Please remember" not, "Don't forget."



**“It's not my life that makes me happy or unhappy,
it's my opinion of my life that makes
me happy or unhappy”**

4. **YOU GET NOTICED FOR THE RIGHT REASONS** People with similar attitudes gravitate towards each other. It is said that if a thousand people gather together in one place, the positive types will find each other to talk *possibilities* while the negative types get together for a *pity party*. At home and in the workplace being positive marks you out as a constructive member of the team. The right kind of people want to be around you because they know you will be supportive and encouraging. They, in turn, will support and encourage you.



5. **YOU FEEL BETTER ABOUT YOURSELF** Your self-esteem is your most valuable asset. If you doubt this, try having lots of money and low self-esteem; you'll soon find ways of achieving a truly wretched life.

The starting point for high self-esteem is a positive view of yourself. You've got to feel empowered before you can be empowered (note that empowerment is a feeling that grows inside you, not something employers can dish out to their staff as many seemed to believe when it was a largely misunderstood 90s buzzword). Don't be like the person who said, "I was going to have a go at building my self-esteem but I knew I wouldn't be any good at it."

A positive view of yourself allows you to distinguish your innate worth from your net worth. Hang your self-esteem on your job title, your car, designer labels or the size of your house or salary and you are in big trouble if you lose any of them. Hang your self-esteem on feelings of self-worth and you'll respect yourself even when your net worth takes a knock.

Being positive really does deliver better results!

Head Office, Drayton Old Lodge, 146 Drayton High Road, Norwich, NR8 6AN, UK

 +44 (0) 844 884 3097

 info@mancroftassociatesltd.com

 mancroftinternational.com