

**MINDSET
FOR HEALTH**

Welcome to

MINDSET FOR HEALTH

by Mark de Arriba-Smith



Mindset For Health

Two of the greatest difficulties that I face as a personal trainer is helping my clients build their own self-belief and helping them be open to changing their ways and taking on new habits.

For many people change is an issue that they would rather avoid and, as a result, people have become resistant to change, preferring to settle rather than embrace the transformation. This is what many people do. Perhaps they would rather not look at their own lives and admit that change must happen if they are going to achieve their fitness goals.

My goal as a coach is to always help my clients gain momentum. After all, change will create yet more change and will have an impact not only on them, but also on those around them and their environment.

When I consider someone's life at the moment; if they are not happy with an aspect of it and want to change, the first thing I need to do is question their beliefs and transform their mindset.

I have seen first-hand people do it.

I have watched chain smokers stop for good.

I have seen people lose more weight than they ever dreamed possible.

I have seen people become more positive about themselves and build up their self-esteem, and generally enjoy a better quality of life.

Regardless of circumstances, they chose not to let their situation impede the process of change. They simply made a decision and changed. That desire to change is all in their mindset.

If you believe your mindset is holding you back, it's imperative to realise that the only thing stopping you from moving on is the understanding that you can change. I believe that we need to address many of these areas in order to help you get what you are looking for and this is why I created this Mindset For Health training.

With the Mindset For Health training I can help you set meaningful goals, change your habits, gain willpower, boost motivation and strengthen your self-belief.

With the step-by-step tools and exercises that this training gives you, this will be a life-changer for you.

BUT...only if you take action and do the exercises I give you.

Condition your mind into a new way of thinking by getting that repetition in, as repetition is the mother of skill. When you do the exercises I teach you, even if you feel they are trivial or pointless, you'll start to rewire your brain and once your brain gets rewired amazing things are going to happen.

If you find yourself missing days and/or not doing the exercises, ask yourself: "why am I doing that?" Most likely that in itself is going to be a huge factor in why you're not where you want to be and I want you to be where you want to be because I know that you care, I know that you want to improve your health.

I'll see you on the inside...

Lesson 1: Goalsetting



**A GOAL WITHOUT A
PLAN
IS JUST A WISH**

How to use this lesson

You can use it as often as you wish.

It is recommended that, having read through it all once, you devote a minimum of one day to each of the seven steps — in other words this lesson should take at least a week to complete.

As soon as you have completed the first step, start taking action!

Don't wait for all the steps to be in place — don't wait for anything!

For some steps, you will need to complete all of it before that 'a—ha' moment which makes the shift for you, for others the lights will come on earlier — maybe even in the first hour of the first day.

I have made this into digital format which is printable, deliberately — none of these steps should be a one-time event and you may like to print them out to work on.

Do the exercises, make changes, maybe do some other lessons in this training, and then, come back to this one.

Repeat the Lesson, without referring back to previous times you did it and then compare the two.

How far have you come?

What still needs work?

What has surprised you?

What have you learned?

Each exercise uses seven steps

- 1 FACE UP TO REALITY
- 2 MAKE DECISIONS
- 3 CHALLENGE YOUR BELIEFS
- 4 OVERCOME OBSTACLES
- 5 MAKE A PLAN
- 6 SET YOUR FOUNDATION
- 7 FIND SUPPORT

About Goal Setting

This Lesson is designed to help you make a great start on your Mindset journey.

It allows you to reflect on your life and to decide what is really important.

Once you know that, you can make plans and take action to change your life for the better.

This is your first step on the journey to a better YOU.

To make the most of this tool I have a recommendation:

Create the time to focus on this Lesson for the next few days.

Don't allow the possibility of a busy day coming up to allow you to procrastinate.

It is too easy to say, "I know I won't have time on Thursday" as an excuse to not make a start at all.

Investing in you is too important to delay.

If you can't do it Thursday, Friday will be fine — and who knows?

By Thursday maybe things will have changed.

So make a start...

So let's get started.

It's time to set your goals!



1 Face up to Reality

For change to happen, there needs to be a will to change.

For most of us, most of the time, we are comfortable with the state of affairs in our life. "I'm too busy to go to the gym." "I ought to lose weight." "No one else bothers about their health, so why should I?" We excuse ourselves and reason ourselves out of taking action. These are the standards we set ourselves and our standards give us the life we have.

You have to realise that the brain remembers every time you start something and then give up or talk yourself out of starting at all. It notes the repeating pattern and, trying to make things easy for you, turns that into a habit, so you can forget all about it.

"Change happens when the pain of staying the same is greater than the pain of change."

Tony Robbins

That's why, whenever you feel uncomfortable about some aspect of your life and try to make a change, you feel pain. That's your brain seeing you step out of your usual pattern and resisting. So, it guides you to retreat in order to return to a place of comfort — that place where you don't make the changes you were driven towards. To over-ride your brain — which doesn't know the difference between good and bad — the pain of staying the same needs to outweigh the pain of change.

So, the first step towards lasting success is to get disturbed. You need to reach a place where you say to yourself, "No more. It's time to change!"

Where are you now?

Start by making notes. Where are you right now? What made you start using this training? How do you feel? What is important in your life right now? What standards do you set yourself? What patterns do you see in your daily life?

Be objective rather than judging yourself. It may be uncomfortable to admit where you are, but that is the first step to change.

1

Exercise Day 1 - Goal Setting

What are your goals

Imagine a game of football and then take away the goals. Now, while everyone might be running about on the field and moving the ball, it soon gets dull. What's the point? After a while everyone gives up and goes home.

Are you playing the game of life without the goals that make it worthwhile?

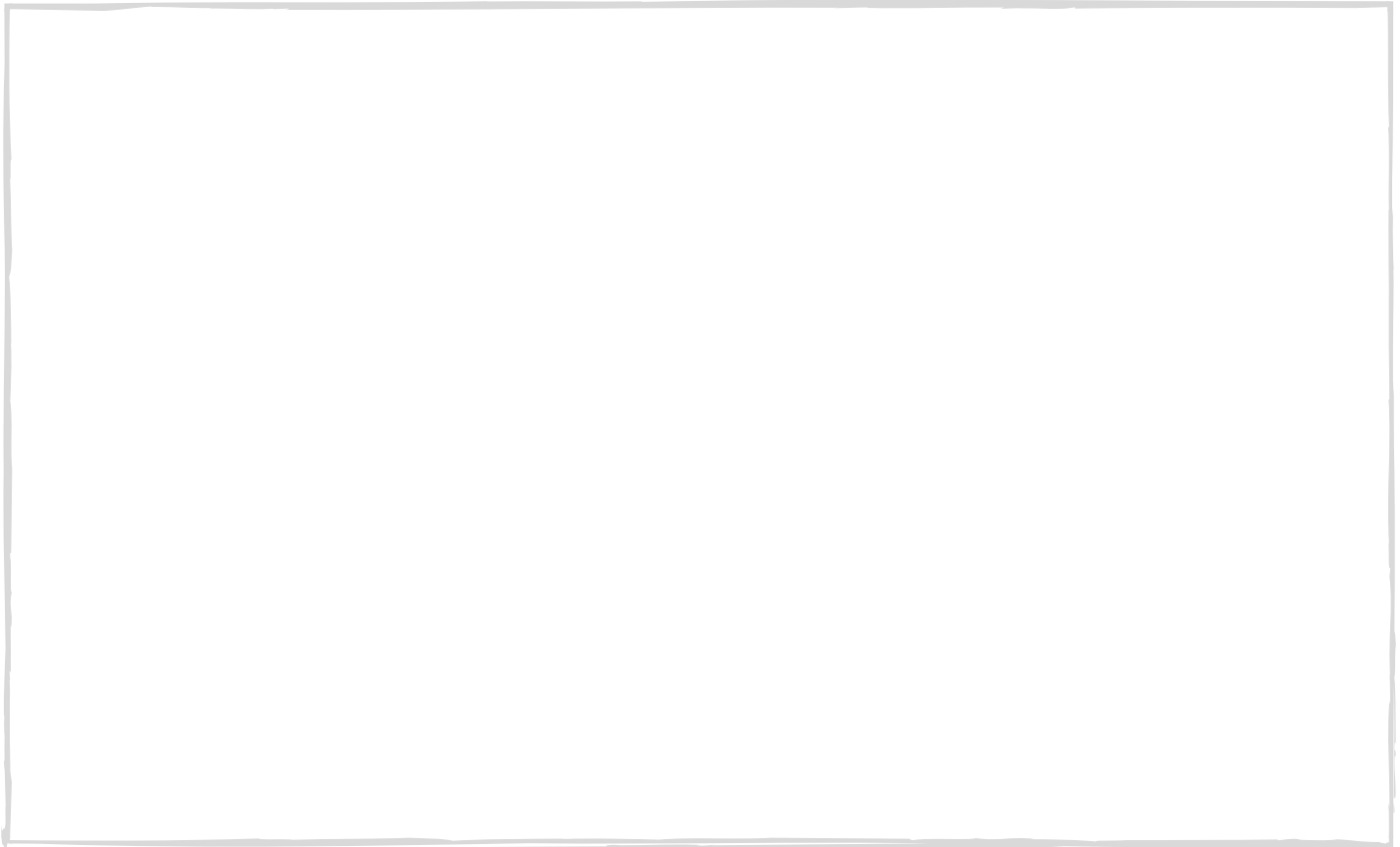
That's what the masses are doing — what they do every day. Do you want to be like the masses? Or to be in the minority — those who know what they want and are moving towards it.

Now is the time to identify the goals that will give your life direction. Note down as many goals as you can think of for yourself. Don't over think it — just write them down. Use another piece of paper if you need to. Can you write 100 goals?



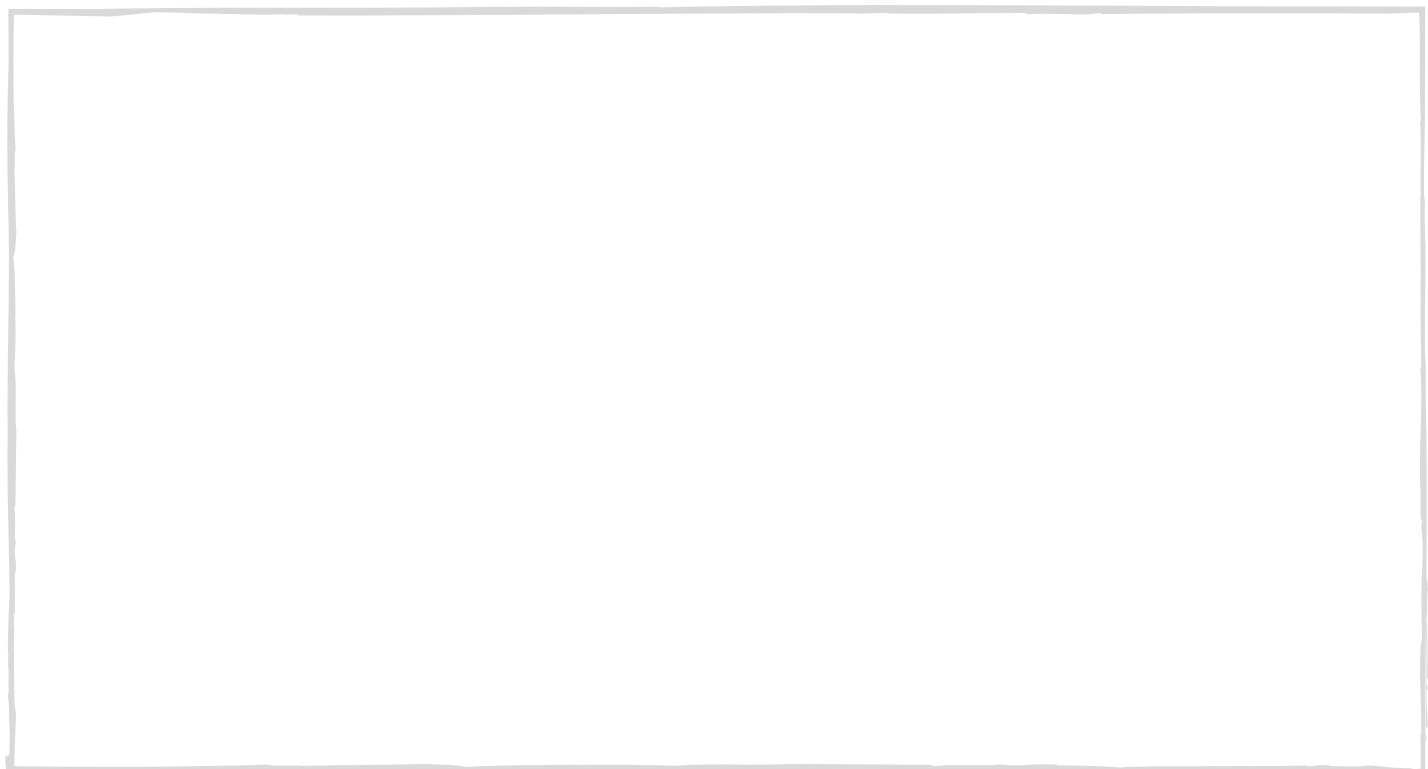
1

Goal Setting



As you wrote out those goals, what were you saying to yourself?

This is a key part of facing reality. Is there a voice in your head saying "That's silly" or "You can't do that," or maybe something else? This inner voice is in all of us and it holds us back. Note what it is saying. We'll come back to this later



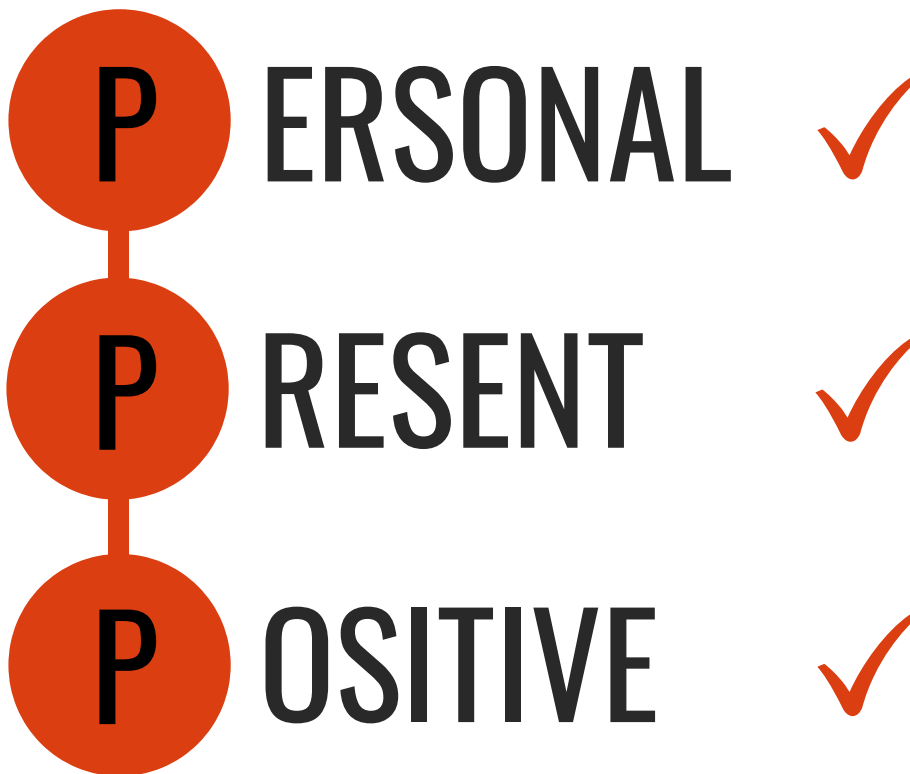
2 Make Decisions

Now you have the will to change, it is time to focus on what you want to be different in your life. A decision - a real decision - is one that cuts you off from all the other options (in fact that is where the word originates). Time to make a decision like you've never made a decision before!

3Ps

When it comes to goals, it is very important that they are written in a specific way - which we call the 3Ps. Goals must be Personal (use "I" not "it" or "they") Present (so use the present tense "I am" not "I will" or "I hope to") and Positive (this is crucial — "I am slimmer" is positive, "I have lost weight" is not as it talks about what you are losing not what you are gaining). Take a look at the goal list you wrote out yesterday - re-write them if necessary so they Follow the '3P's.

Now make your first real decision



What is most important?

You can't do everything and I really recommend that you don't try. Yesterday you wrote out every goal you could think of.

Now pick out one or two that matter most to you. Which goals, if achieved, will give you fulfilment in your life?

Do you know why?

*For these most important goals, have you considered why they are important? Think about what it will be like if you achieve them — what will it mean for you, for your family, for your life? And, just as importantly, what will your life be like if you don't achieve your goals. Where will you be in 2, 5 and 10 years' time if things carry on as they are now? This is what I mean by **Facing Reality**. Your 'Why' needs to make you emotional.*

Now I will start to guide you through a tool known as WOOP(P) which stands for:

Wish Outcome Obstacle Plan (Process)

Wish

What is your wish? Repeat the most important goal you are aiming for. Make sure it is written using the 3Ps of Present, Positive and Personal

Outcome

Time to get specific about that wish. What does that look and feel like? How will you tell when you have achieved it? For example, if your wish is to be slimmer, fitter and healthier, decide how many kilos you'll be lighter by and by when, what level of fitness you want (perhaps in terms of a specific challenge such as running a 5k race), how you want to look and feel, and so on.

So, you know the results you are seeking, you know why you want them — are you ready for the next step?

3 Challenge your beliefs

What we believe can drive us forward or it can hamper us and limit our progress. Beliefs come from past experience, from what we have been told by others and from what our mind creates based on the evidence around us. Beliefs are our map that guide us to the goals we want to reach.

This step may feel uncomfortable (all a part of facing up to reality) as I invite you to recognise your existing beliefs, challenge them and consider what you need to believe to move forward.

What do you believe?

Remember on day one I asked that you note what you were saying to yourself as you wrote out your goals? I was asking you to tune in to your self-talk and start to really listen to it. Today, and for the next few days, note what you are saying to yourself. Really start to listen and understand. Your self-talk is rooted in what you believe about yourself so make sure you know what you are saying to yourself - both good and bad. Write them here:

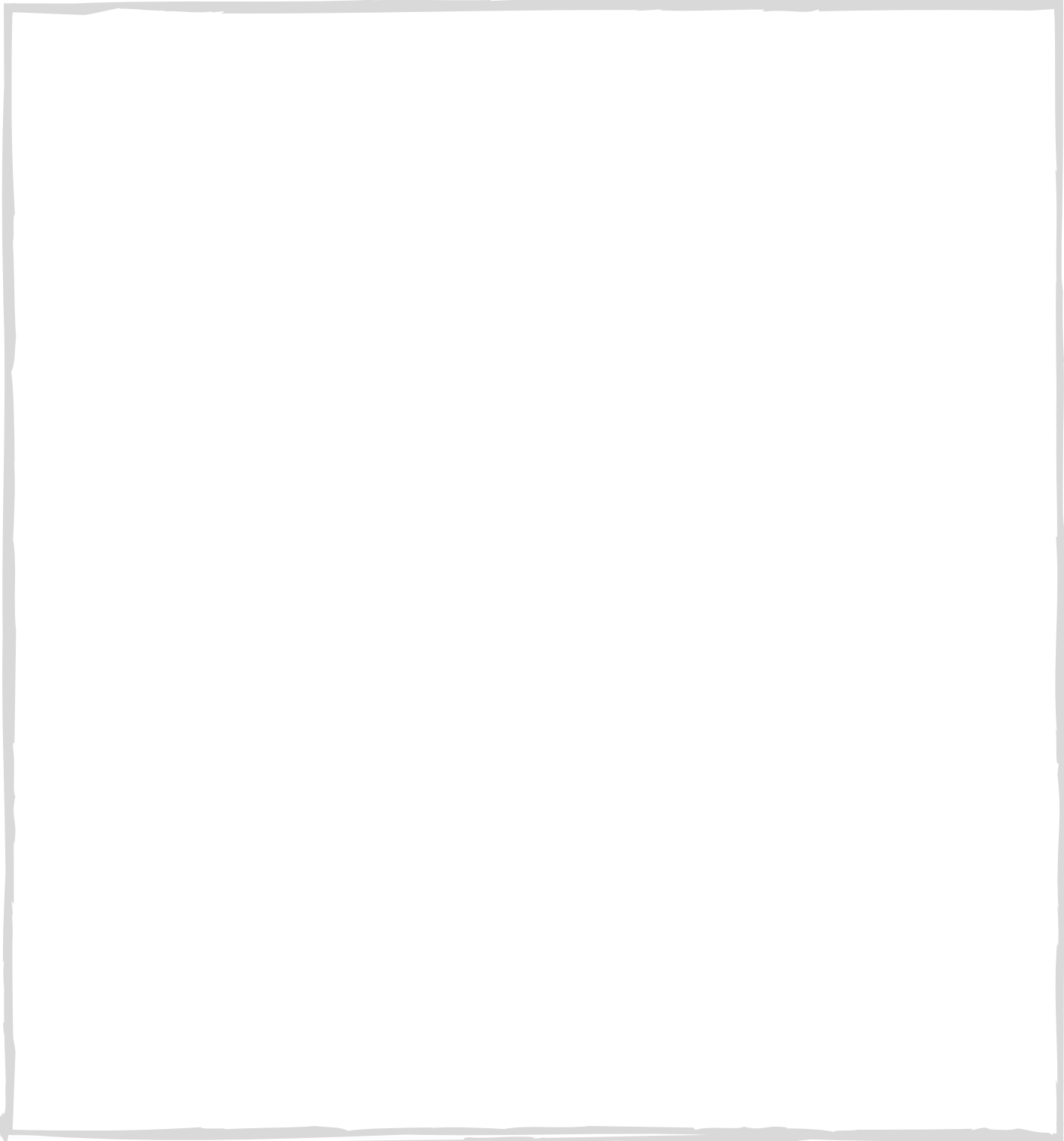


What do you need to believe?

Look back at the goals you listed previously. For those to become real for you, what do you need to believe about yourself, your abilities and the goal in order to achieve them? And what beliefs do you need to let go of because they are getting in your way?

"Reality is that which, when you stop believing in it, doesn't go away."

Philip K. Dick, *I Hope I Shall Arrive Soon*



4 Overcome Obstacles

We now move to the 'Obstacles' in the WOOP. This is where other goal-setting techniques fall down. We can all become inspired by a new mission and be determined to master it but, if we don't anticipate what will get in the way, when we meet with opposition we usually give up. So, now is the time to understand where your opponents may lie.

Opponents come in three forms:

1

External

things that go on in the wider world: the need to pay the bills, social obligations, your physical environment and all those other distractions in our lives - these are all examples of external factors that can present obstacles

2

Intimate

this is about the people closest to us: "my wife doesn't support my dream of sailing around the world", "my mum needs daily care" - how are your obligations to your nearest and dearest plus their wants and needs likely to distract you from your goals?

3

Internal

all the things inside you that put up barriers to you taking action - "I'll never stick at it", "what will other people think?" "I'm easily distracted by other things." Take a look in the mirror - is that your biggest opponent when it comes to making lasting change?

Identify your opponents

Note down your obstacles (Internal, External, Intimate) and make some notes on how you might tackle them (more on that later).

*It is very easy to get discouraged at this point - all these things in your way - but I'm asking you to become **aware** despite it being uncomfortable. If you are aware, you can start to plan how to overcome them.*

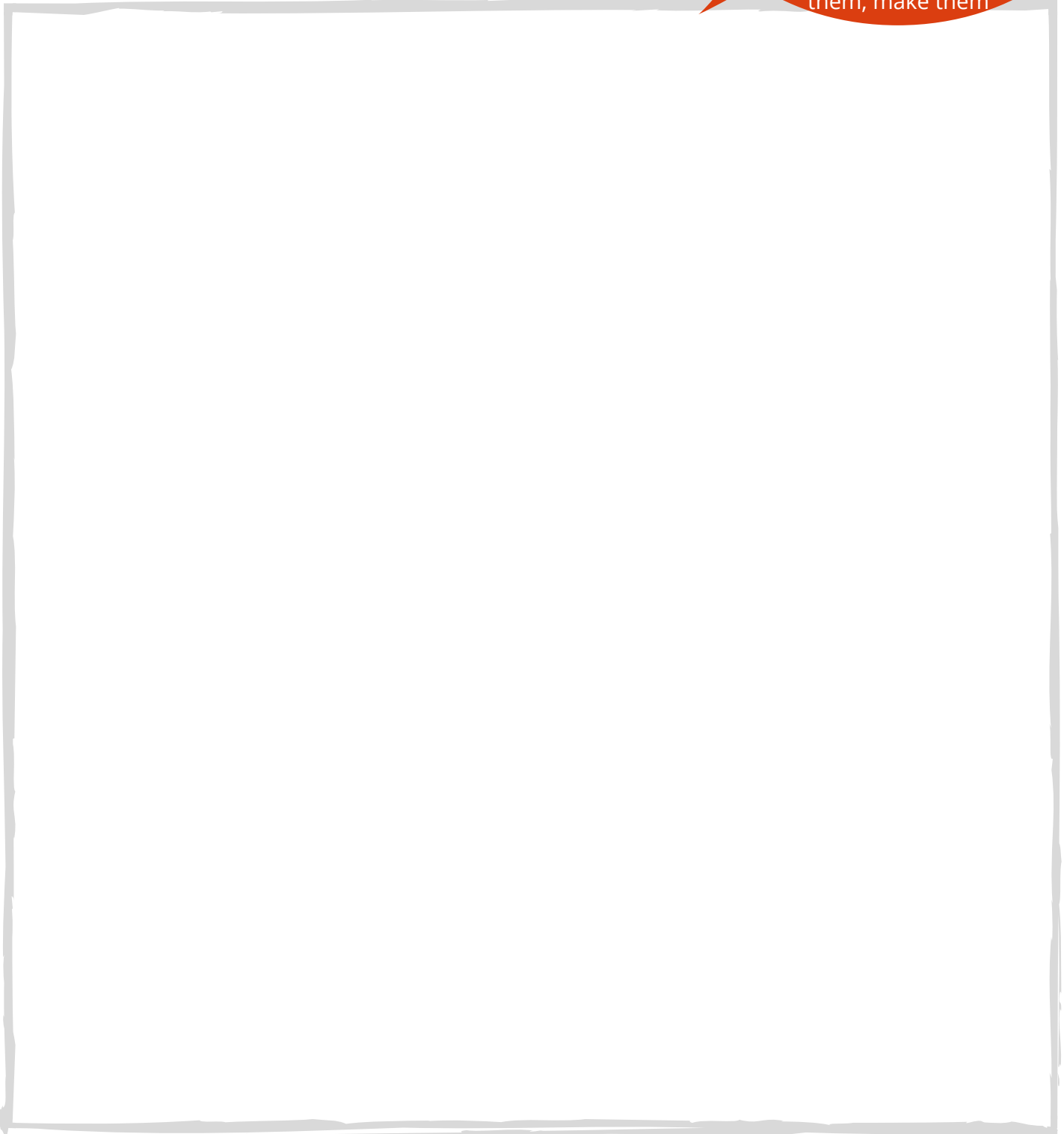


The biggest obstacles for me right now are...

Of all the obstacles you've listed, which ones are the most immediate? If you could deal with one or two, which would they be? This is going to help you soon so it's worth setting a few priorities.

George Bernard Shaw

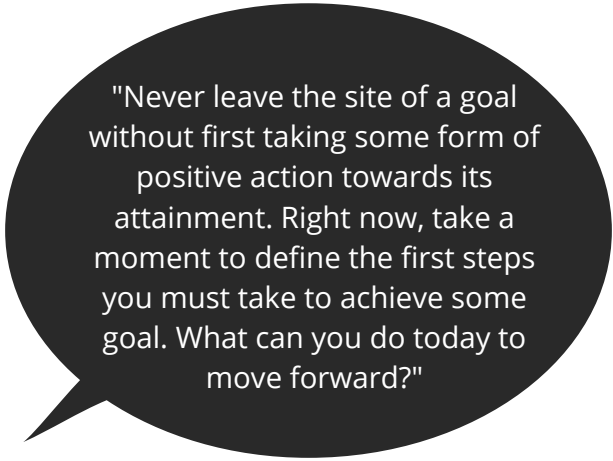
"People are always blaming their circumstances for what they are. I don't believe in circumstances. The people who get on in this world are the people that get up and look for the circumstances they want, and if they can't find them, make them"



5 Make a Plan

You know what you want, what it looks and feels like and what might get in your way, so it is time to make a plan. What are you actually going to DO to take you forward? This is the P of our WOOP.

It is particularly important to plan for when the opponents in your life step in to try and block your trajectory. Some of those opponents can be avoided by early action, some addressed when they come up, while others will be experienced and then dealt with afterwards. Only you know what works best in each case.



"Never leave the site of a goal without first taking some form of positive action towards its attainment. Right now, take a moment to define the first steps you must take to achieve some goal. What can you do today to move forward?"

Tony Robbins

You get what you picture

Visualisation is an essential part of understanding your wish. The human brain can't tell the difference between real and imaginary images, so by imagining yourself reaching your goal — as vividly and specifically as you can - will help you reach it. Check out this YouTube video (Best Ted Talks 2015 - Draw your future - Take control of your life) to inspire you and explain how: <https://goo.gl/MHcM7Q>

Use the next page to draw your future.

With all the work you've done so far and everything you now understand about yourself, your goals and your reasons for change, plan out how you will move forward. Using the questions below to guide you, identify things you can do — big and small — to make the changes you need. Then use the grid over the page to plan out what you will do for each goal and when you will do it.



What needs to change in your life to reach your goal?



What will change your limiting beliefs and promote the beliefs you need?



What standards do you need to set for yourself to achieve your goals?



What do you need to do to tackle your opponents?



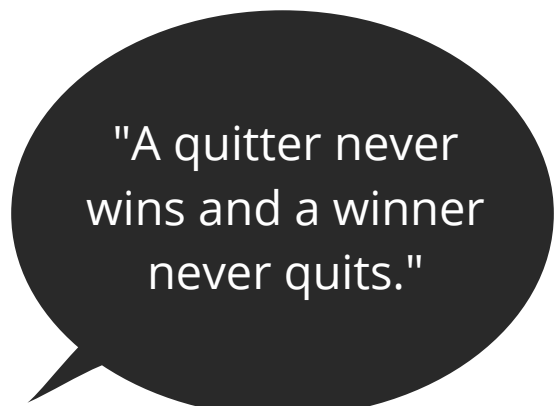
What action are you going to take to reach your goals and when?

				Month
				Action for goal 1
				Action for goal 2
				Action for goal 3
				Action for goal 4

You'll note that I haven't given you a lot of space in this grid and only given you 4 months of planning. That's deliberate - so you don't set too many things to do all at once and to make sure you are revisiting the plan and this goal setting process on a regular basis

6 Set Your Foundation

In this sixth step in your journey, it is time to take actions that will ensure you reach your goal. To be clear, this isn't about grand gestures and huge shifts (although, for some, that is the right thing to do) but about all the small adjustments that add up to lasting change. I mentioned the additional 'P' in the WOOP model being Process and that is what I am talking about here. What will you do routinely, regularly, as part of your daily life, to make your dreams come true?



Napoleon Hill,
Think and Grow Rich

Be a 'card carrying' person

One really effective way of being focussed on your goals is to carry them with you. You don't have to carry little cards in your pocket everywhere you go, but maybe you can put a card in the see-through part of your wallet, or create a bookmark. You can even take a photo and use it as your phone or desktop wallpaper. The important thing is that your goals are somewhere you will see them every day and will inspire you to take action every day.

MY GOALS

What are you committed to doing now?

Having mapped out the whole plan, decide which are the first steps. Is there an obstacle you can deal with? Or is it about focussing on one goal first to free your time and space to aim at another? The critical factor here is to be committed to it and to take responsibility for your own actions. No one else can do this for you - everything you wish for yourself is possible. You just need to believe it and to take action.

It's all about process

To meet your goals you need to take action but you also need to do routine things to make a difference - the daily habits that will steadily take you towards your goal.

One routine that I advocate particularly is to keep a diary. Transfer your goals and the WOOP you've developed to the front of your diary so you have access to it every day.

Another is to revisit this lesson on a regular basis - at least every few months. Things in your life will change and you need to make sure your goals change with them. So keep working on yourself - every day.

What is your new routine?

Think about other things you can do every day to help you move forward on your journey.

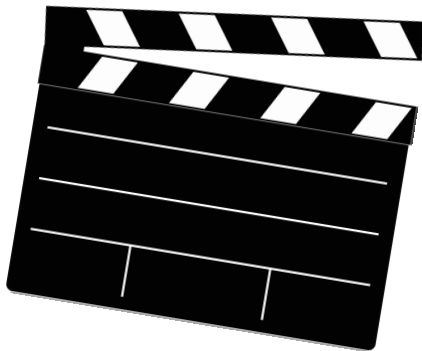


How often are you going to review and update this plan?



7 Find Support

In Napoleon Hill's book *Think and Grow Rich* he mentions the importance of the 'mastermind alliance' and how no one is an expert at everything. To reach your goals, you need to surround yourself with like-minded people, find those who can help, support and challenge you and find motivation in the experiences of others.



You can also use social media to celebrate your victories - something else I strongly advocate. Fill your brain with good news and share that with others to re-affirm the progress you are making.

You should also research support groups that can help you with your specific goals. If you want to write a novel you might look for a writers group. For the aspiring entrepreneur, there may be a local business community to help you. If you want to lose weight, how about a personal trainer?

"No man is an island entire of itself. Every man is a piece of the continent, a part of the main"

John Donne

Who can help you?

If you visit my Facebook page www.facebook.com/advancedpersonaltrainer you will be able to connect with like-minded people via the newsfeed designed to allow you to share your journey with the community and get support.

I strongly advocate that you record videos of progress — posting them on the page if you feel able. There are two benefits to this:

- 1 Talking about (actually verbalising) what you are doing reinforces it in your brain. Recording a video makes you say out loud what is in your mind and can help you process it.
- 2 If you post videos and share your journey with others, they are able to help, support and hold you to account to make changes.

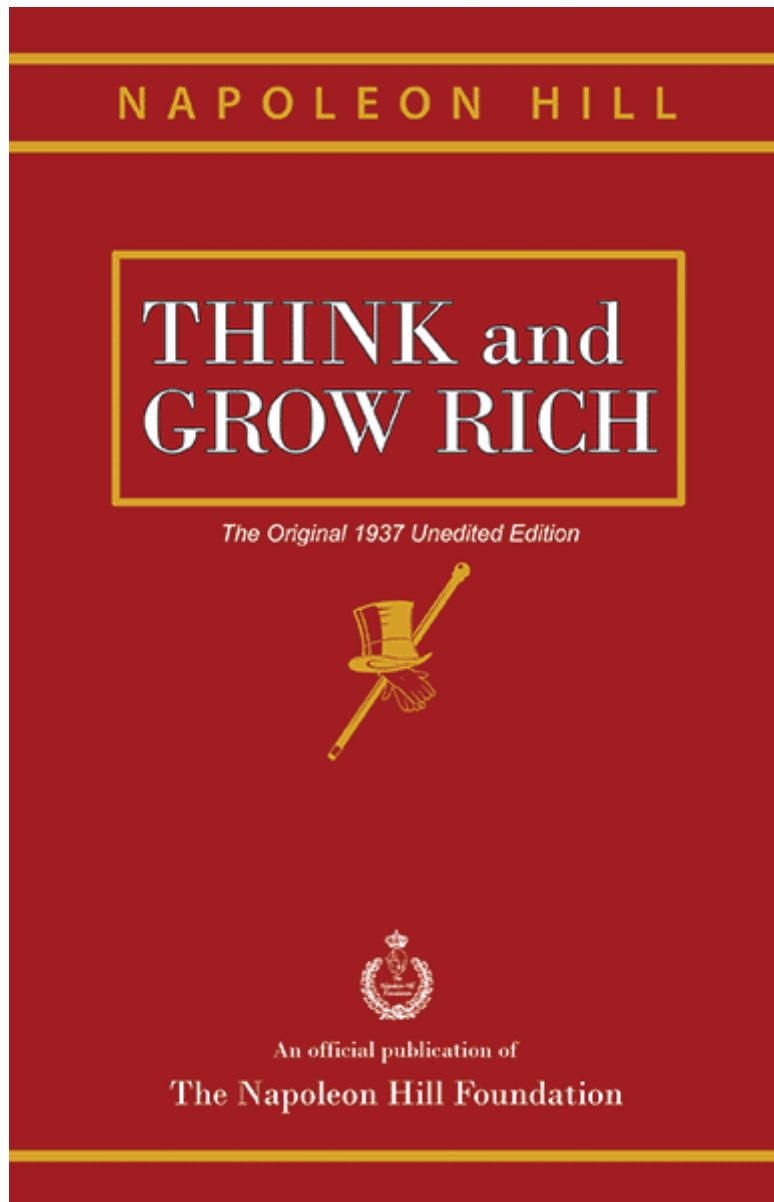
What communities do you want to seek out?

7

One of the most influential books ever written on the topic of achieving goals in *Think and Grow Rich* by Napoleon Hill. Published in 1937, it was written as a distillation of interviews with 500 successful people in order to understand their secrets.

Reading

Think and Grow Rich - If you've never read it before, now is the time to get a copy (you can find free digital versions online and it also available in paperback, ebook and audiobook.) There are also numerous online websites that summarise books in 20 minutes or less such as Blinkist.

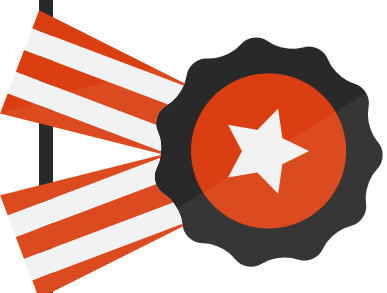


Well Done

YOU HAVE COMPLETED

Lesson 1: Goal Setting

It takes sticking power to go through a process like this, and I applaud you for your determination. But this is just the beginning. Lesson 1 is a tool to help you focus on your goals but only you can do the work that makes the difference. I am confident that you can do that and I will be here to support you as you make the changes in your life which make you a better, healthier and fitter version of yourself. All the best!



Mark de Amoriba Smith

SIGNATURE