



**PER101**

**Change Your Thinking, change Your Life - 20 hours**

### **Objectives**

This book shows you how to change the way you think and open new doors to unlimited possibilities. Based on thirty years of experience sharing this philosophy with more than two million people, *Change Your Thinking, Change Your Life* focuses on the importance of setting goals, expanding your thinking, and imagining your own unlimited potential. It presents twelve powerful principles that will help anyone get on the road to a better, more fulfilling professional and personal life. These principles will show you how to dream big dreams, take charge of your life, become wealthy, and achieve every goal you can set for yourself.

Each chapter offers inspirational stories and principles that get you thinking, backed up with action exercises that help you train yourself to think and act like the successful person you truly are. Every principle helps you change your thinking in a positive way. Every exercise brings about a positive change in the way you see yourself, the world, and your future. Soon, you'll begin to see unlimited possibilities in your future. You'll learn to think and act like a successful, happy, and prosperous person—leading to incredible results.

The principles in this book have helped millions of people around the world take control of their thinking and make positive changes in their lives. And they can help you too. If you want to achieve wealth, happiness, and professional and personal fulfillment, all you have to do is *Change Your Thinking, Change Your Life*.

### **Course Outline**

**Chapter 1 – Change Your Thinking**

After completing Chapter 1, you should comprehend the following:

1. Starting over
2. The blank slate
3. First impressions are lasting
4. You are born unafraid
5. The need to be loved
6. Conditional love
7. Double your rate of failure
8. Your mental hard drive
9. Your mini-self-concepts
10. Change your beliefs
11. Three parts of your self-concept
12. The way you see yourself
13. How you feel about yourself
14. The determinant of self-esteem
15. The core of personality
16. Control your inner dialogue
17. Examine your basic premises
18. Dissolving the myths
19. Talk to yourself positively
20. You deserve the best
21. Dedicate yourself to serving others
22. You are an excellent person
23. The mental software store

## **Chapter 2 – Change Your Life**

After completing Chapter 2, you should comprehend the following:

1. Positive thinking
2. You can choose your thoughts
3. Starve your negative emotions
4. The sources of negative emotions
5. Stop justifying
6. Make excuses for others
7. Two time periods
8. Let it go
9. Reinterpret events differently
10. Don't take it personally
11. The opinions of others
12. Set your own sails

13. The respect of others
14. Set high standards
15. Choose your role models with care
16. The worst negative influence of all
17. No one is guilty
18. Accept responsibility
19. Positive versus negative worldviews
20. Differences in results
21. The power of forgiveness
22. It takes two
23. The path to forgiveness
24. The people you must forgive
25. Close personal relationships
26. The letter
27. Clear your slate
28. Set yourself free
29. A final warning
30. Take control over your emotions
31. The true gods arrive

### **Chapter 3 – Dream Big Dreams**

After completing Chapter 3, you should comprehend the following:

1. A journey through Italy
2. Great success requires long, hard work
3. You are a masterpiece
4. You can become unstoppable
5. Dream big dreams
6. Create your ideal future vision
7. Make your own dream list
8. What would you dare to dream
9. Start work on your future
10. How to achieve any goal
11. Step one: decide exactly what you want
12. Use your time well
13. Step two: write down your goals
14. Step three: be willing to pay the price
15. Step four: make a detailed plan
16. Step five: take action on your plan
17. Step six: do something everyday
18. Step seven: never give up
19. Secrets of self-made millionaires

20. The power of commitment

## **Chapter 4 – Decide to Become Rich**

After completing Chapter 4, you should comprehend the following:

1. Three major forces
2. Learn from experts
3. The great law
4. Millions of millionaires
5. Exhaustive research
6. Start where you are
7. Get rid of the myths
8. The land of opportunity
9. The reality principle
10. You create your own luck
11. Becoming a millionaire
12. Probabilities are everything
13. You are responsible
14. The common denominator
15. Wasting time at work
16. Low-value activities
17. You can do it
18. The 40 plus formula
19. Give yourself an edge
20. Work all the time you work
21. Socializing with co-workers
22. Get back to work
23. Start earlier, stay later
24. Be patient and persistent
25. Look for ways to add value
26. The new paradigm of work
27. Two sources of value
28. Do it now!
29. Work in real time
30. Success comes from good habits
31. A key success habit
32. Practice Lombardi time
33. Make every minute count
34. Double your productivity
35. Schedule your first appointment early
36. Create your own opportunities
37. Take action right where you are

38. Make yourself indispensable
39. Sowing and reaping
40. Serve people better
41. Produce more value

## **Chapter 5 – Take Charge of Your Life**

After completing Chapter 5, you should comprehend the following:

1. The great truth
2. Learn what you need
3. The great mystery
4. Reasons for everything
5. Feeling trapped
6. The trap of complacency
7. No real limits
8. Our biggest enemies
9. Neutralizing your fears
10. You are responsible
11. All causation is mental
12. The law of belief
13. The law of expectations
14. Positive self-expectancy
15. The law of attraction
16. The law of correspondence
17. Take charge of your life
18. Start where you are
19. It's a wonderful world
20. Make progress, not excuses
21. Changing your life

## **Chapter 6 – Commit to Excellence**

After completing Chapter 6, you should comprehend the following:

1. The good old days
2. The control valve on performance
3. The better you do
4. The absolute prerequisite
5. Develop the winning edge
6. Key result areas
7. Identify your key skills

8. Set standards of performance
9. Personal strategic planning
10. Audience participation
11. You determine your own income
12. The aim of strategy
13. increasing your return on energy
14. Your area of excellence
15. Succeeding the hard way
16. Become a do-it-yourself project
17. Clarify your competitive advantage
18. Your potential competitive advantage
19. Fire and staff
20. Determine exactly what you do
21. How good are you?
22. Do what you love to do
23. Determine what you enjoy doing
24. Success leaves tracks
25. Go back to your childhood
26. Your feeling of importance
27. Face the facts
28. Be true to yourself
29. Be prepared to walk away
30. Listen to others
31. Your hearts desire
32. Be honest with yourself
33. Draw a line
34. Hold your own feet to the fire
35. Your most valuable asset
36. Trading your time
37. Your time is limited
38. The Pareto principle
39. Marketing yourself strategically
40. Specialize in your field
41. Set yourself apart
42. The key question
43. Concentrate your energies
44. Success versus failure
45. You are extraordinary
46. Leave nothing to chance

## **Chapter 7 – Put People First**

After completing Chapter 7, you should comprehend the following:

1. Your reference group
2. Make new choices
3. As a man thinketh
4. Form a new reference group
5. Develop your own network
6. Building your network
7. Patience pays off
8. Advancing your career
9. Be a joiner
10. Donate your time
11. Performing for your peers
12. Learn to speak on your feet
13. Look for ways to put in
14. Living the law
15. The best people
16. Keep a record
17. Your mastermind alliance
18. Take the initiative
19. Loose or structured
20. Two people together
21. Multiple masterminds
22. Guard your time
23. Be selective in your choices
24. Seek out a mentor
25. Develop a strategy
26. Look for compatibility
27. Be respectful of their time
28. Resist relationship entropy
29. Customers for life
30. The law of indirect effort
31. The law of compensation
32. Marry rich
33. Relationships are everything

## **Chapter 8 – Think Like a Genius**

After completing Chapter 8, you should comprehend the following:

1. The origins of wealth
2. True wealth today
3. Starting capital
4. Knowledge is the great resource

5. Hard assets versus brainpower
6. Small differences lead to big results
7. Avoid the intelligence trap
8. Don't be impressed
9. Knowledge grows exponentially
10. The answers are changing
11. The sources of innovation
12. Keep your mind open
13. Watch for the trends
14. Think about the future
15. Two factors that hold you back
16. Three qualities of genius
17. Questioning opens your mind
18. Jumping to conclusions
19. Creativity is your birthright
20. Look for ideas everywhere
21. Get around the right people
22. A foolish consistency
23. Wrong decisions
24. Flexibility gives you strength
25. The miracle of personal development
26. Rapid obsolescence
27. Read everyday
28. Give yourself the edge
29. Beating the drum
30. To earn more, you must learn more
31. Take all the training you can get
32. Knowledge is power
33. No-limit thinking

## **Chapter 9 – Unleash Your Mental Powers**

After completing Chapter 9, you should comprehend the following:

1. Project forward and think backward
2. Three minds in one
3. Three triggers to creativity
4. Intensely desired goals
5. Get the feeling
6. Problems as opportunities
7. Think on paper
8. Goals are just problems
9. Your job description

10. Ask focused questions
11. Clarify everything
12. The real problem
13. Why companies fail
14. Consider the constraints
15. apply the 80/20 rule
16. Double your income
17. Look around you
18. Pull the triggers
19. Use all your intelligence
20. Verbal intelligence
21. Mathematical intelligence
22. Physical intelligence
23. Musical intelligence
24. Visual-spatial intelligence
25. Interpersonal intelligence
26. Intrapersonal intelligence
27. Entrepreneurial intelligence
28. intuitive intelligence
29. Abstract intelligence
30. Your intelligences make you unique
31. Applying your incredible mind
32. Three ways of learning
33. You are truly unique
34. unlocking the floodgates of your mind
35. Mindstorming for ideas
36. Generate 20 answers
37. Think out of the box
38. The importance of action
39. First thing in the morning
40. Brainstorming with others
41. Ideas on index cards
42. The home team
43. Ideas energize you

## **Chapter 10 – Supercharge Your Thinking**

After completing Chapter 10, you should comprehend the following:

1. Positive mental attitude
2. Respond constructively to stress
3. Five steps to personal power
4. Imagine your perfect future

5. Show me the money
6. Design your perfect life
7. Family planning
8. Turn your ideal into reality
9. Health and fitness
10. The person you become
11. Your mission statement
12. A benchmark for decision making
13. a key to happiness
14. The definition of intelligence
15. Get smart
16. Put it in words
17. The three Ps of positive programming
18. Become your own cheerleader
19. Control your self-talk
20. Don't take things personally
21. Make it simple
22. Become an inverse paranoid
23. You will believe it when you see it
24. Imagine a perfect outcome
25. Program your mind
26. Write and review your goals
27. Prepare for the day
28. Practice mental rehearsal
29. Preprogram for peak performance
30. Wake at a certain time
31. Get the feeling of success
32. Master or slave?
33. Imagine your ideal outcome
34. The combination is powerful
35. Dreams come true
36. Multiply your powers
37. The rudder of the day
38. Leave nothing to chance
39. Start your day right
40. Get lots of rest

## **Chapter 11 – Create Your Own Future**

After completing Chapter 11, you should comprehend the following:

1. Thinking ahead
2. The one thing you can control

3. The trigger of negativity
4. Prepare in advance
5. Practice crisis anticipation
6. Look into the future
7. Your new job
8. Your new career
9. Continually think ahead
10. Expect the unexpected
11. Your financial life
12. The strategy of napoleon
13. Extrapolate from the present
14. Take necessary financial precautions
15. Live within your income
16. Becoming a money magnet
17. A success story
18. Taking action
19. Two magic questions
20. Positive versus negative thinking
21. Business and sales
22. The Edison approach
23. Your recovery rate
24. Bouncing back
25. Your inner dialogue
26. Interpret it positively
27. One thought at a time
28. Think about your goals
29. Think in terms of cycles and trends
30. "Denial" is not a river in Egypt
31. The deciding factor

## **Chapter 12 – Live a Great Life**

After completing Chapter 11, you should comprehend the following:

1. The role of goodness
2. Integrity is essential
3. Clarify your values
4. Organize your values
5. Act on your values
6. The determinant of personality
7. The big question
8. Integrity is a way of living
9. What you do under pressure

10. Be true to yourself
11. Always do your best
12. Your highest goal
13. The integrity of your own mind
14. Face the truth
15. Accept people the way they are
16. Business and competition
17. What are you worth?
18. Focus on adding value
19. Trust is the glue
20. A tale of two bankruptcies
21. The key to sales success
22. Truthfulness is the key character
23. Parents and children
24. Husbands and wives
25. The universal maxim
26. Set high standards for yourself
27. The quality of courage
28. Do the thing your fear
29. Practice systematic desensitization
30. Speak on your feet
31. Turn toward danger
32. Do it anyway
33. Face the fear
34. Move toward the fear
35. Leap and the net will appear
36. The iron quality of success
37. Different forms of courage
38. You are ultimately self made
39. The real payoff