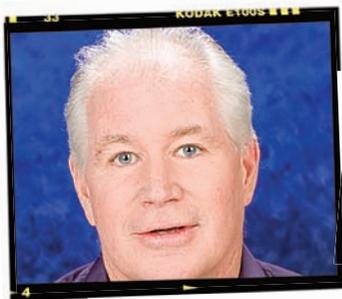


SECRETS OF GREAT SUCCESS COACHES EXPOSED!

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DALE BEAUMONT

WITH DARREN STEPHENS & FOREWORD BY DAVID ROCK

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FIRST EDITION 2007

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National Library of Australia
Cataloguing-in-Publication entry:

Beaumont, Dale.

Secrets of great success coaches exposed!

1st ed.

Includes index.

ISBN 9780980308631

1. Personal coaching. 2. Counselling psychologists - Biography. I. Title. (Series: Secrets exposed).

158.1

Published by Dream Express Publishing
A division of Dream Express International Pty Ltd
PO Box 567, Crows Nest, NSW 1585 Australia
Email: info@SecretsExposed.com.au
Website: www.SecretsExposed.com.au

Distributed in Australia by Gary Allen

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Editing by Simone Tregaele [simone@inkcommunications.com.au]
Layout and typesetting by Bookhouse [www.bookhouse.com.au]
Cover design by Jay Beaumont [www.thecreativehouse.com]
Illustrations by Grant Tulloch [info@secretsexposed.com.au]
Printed and bound by McPhersons Printing [www.mcphersonsprinting.com.au]

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CONQUERING FEAR

Josephine Thomson



JOSEPHINE THOMSON

“ I would never abandon hope of conquering disease, as it is my firm belief that ‘healing’ is possible in any situation. However, it is not completely cynical to say that while any disease is curable, some patients are not. ”

JOSEPHINE THOMSON

Josephine Thomson was born in Melbourne in 1967, the eldest of three children to first-generation Italian immigrants. Her childhood was spent in the back of her grandparents' fruit shop and at the Melbourne Cricket Ground barracking for her favourite football team. She defines her childhood as a time when, 'There may not have been a lot of money around, but there was always family, plenty of good food, and a lot of love'. It was here that she learnt the value of a humble and hardworking life.

While completing her tertiary studies in business at night school, she worked for a bank and then a multinational blue-chip company. She was on track to achieving everything she set out to achieve, when at the age of 24 she was diagnosed with cancer. Told she would live for only six months, Josephine was forced to re-evaluate her life. Her vow to survive, and her passion for living a healthy and spiritual life saw her beat the disease, continue on to have the children that doctors said she would never have, and head down a new path committed to sharing her beliefs with others.

In 2000, Josephine left the human resources industry and pursued a career in life coaching. Within a few short years she became one of the most successful practitioners in the industry, receiving the Results Coach of the Year award for three consecutive years. In 2005, she was a state finalist in the Telstra Business Woman of the Year and capped off a year of personal and professional success by becoming one of only ten Master Certified Coaches in Australia, the highest level of certification with the International Coach Federation. As an executive coach and motivational speaker she now uses those talents to help individuals and organisations find fulfilment by unleashing their full potential or by reaching the pinnacle of their industries.

What does success mean to you and how does one achieve it?

To me, success means fulfilling your own dreams, singing your own song, dancing your own dance, and creating and living your own adventure! Here are some ways to achieve greater levels of success:

Have a well-defined purpose – when our life has meaning it brings passion and fulfilment through something that is larger than ourselves.

Identify and live by your values – values define who we are. When we live by our values, our goals and actions work together in unison and we seldom stress about what we are doing.

Find closure – we need to find closure to past events in order to free ourselves and move forward. Being complete as a person or holding onto unfinished business will only stay ‘on your mind’.

Don't settle for less – successful people are not willing to settle for less than they deserve. Know what you want and know how to get there.

Live in the moment – routines help us maintain control and focus on the present. If we are feeling guilt, we are in the past. If we are feeling fear, we are in the future. If we are planted firmly in the present, we are in control.

Create your destiny – every choice we make impacts those around us and will affect everything we do in the future. Never forget that we choose the way we live our lives.

Take responsibility – we need to be accountable for our thoughts, feelings, actions and behaviours. Being responsible means accepting that we are the cause of our own situations and that we have the ability to change or improve them.

“ I questioned God,
I questioned religion,
I questioned morals,
I questioned
everything! ”

Recognise the perfection in everything – everything happens for a reason and that’s perfect (even when we can’t see it). Learn to change what you can and let go of the rest.

Create a reserve – this means have more than you need. When we have a strong reserve, we have freedom of choice and extra energy to focus on what we want, and what brings us joy. Simplify your life

by creating reserves in time, space, money, love, vitality and meaningful action. Start where you feel most stressed and watch your life begin to flow.

Focus on being and not doing or having – when we are focused on who we are, we tend to be on a journey of spiritual evolution. When we are focused on doing or having, we are not focused on our higher selves, but only on certain dimensions of who we are.

What has been one of the biggest challenges you’ve had to face in your own life and how did you overcome it?

Surviving cancer was a tough challenge for me. But in experiencing it, I learnt a lot about myself – the most significant recognition being my tendency to live my life making decisions out of obligation and duty, rather than freewill. During my experience with cancer, I reflected a lot on who I was and what my life was really about. I asked lots of questions, as I usually do, only this time I sought answers for them. I questioned God, I questioned religion, I questioned morals, I questioned everything! I got answers and I got peace. I forged my own path in the road and allowed myself to live my own life. People often say that you learn the most in your darkest hours, and this was definitely true for me! I managed myself through this time by creating space to be with ‘me’. This meant that I had to learn to say ‘no’ and not feel guilty about it. Cancer was my biggest

challenge, but I overcame it. I now appreciate life and the people that surround me a lot more. I have learnt to love myself.

Having been diagnosed with cancer at a young age, what was your initial reaction?

It was weird – I guess there was a combination of a surreal ‘knowingness’ that I had cancer, and denial. I remember talking to a girlfriend before I received my biopsy results. I told her that for some strange reason I thought I had cancer. She said that I was crazy and totally dismissed the possibility. Her statement was supported by my doctors, who decided that given my young age and my level of health and fitness (I taught aerobics and never drank alcohol or smoked), my biopsy results should be clear. But despite what they thought, I knew I was right. I was advised that I would be discharged later in the day, but it started getting late and my thoughts were confirmed. When the doctor finally returned, his eyes were swollen as if he’d been crying. ‘I don’t know how to tell you this,’ he said, ‘but you have cancer’. My husband, who was by my bedside, broke down. I lay there holding the doctor’s gaze, knowing he was right and yet not accepting what he was saying. As he began organising further surgery to remove the remainder of my thyroid to avoid spreading, I calmly told him that if he didn’t do it tomorrow he would never be able to touch me again. So there it was – all organised for the next day. I looked at my husband in disbelief as if to say, ‘Okay I get you’re upset, and your perceived fear of loss is huge, but what about me?’ I knew that was the beginning of the end for us. At such a young age, we were not prepared to handle such a tough situation in our relationship. I think his fear of losing me was greater than my own fear of dying.

Did you find it hard to hold yourself together for the sake of your friends and family?

I decided pretty much right away that I needed to surround myself with positive energy. My family and friends loved me dearly, but all of a sudden they had no idea how to comfortably relate to me. I didn’t want to wear

a ‘mask’ by putting on a happy face, so I chose to be real. If I felt sad, I was sad. If I felt angry, I was angry. I even changed my phone number at home because I didn’t want to answer the barrage of questions people had. I needed to create space for me to heal, and made clear requests of my loved ones about how to act with me – like, ‘Please be normal and speak to me like there’s nothing wrong!’

In your opinion, what is fear?

Fear is the glue that keeps you in place, it keeps you from moving ahead and keeps you from realising your dreams. Fear is subtle and covert and uses guerrilla tactics to sabotage your efforts to succeed. But more importantly, it has a deleterious effect on your physical body, and I certainly learnt that the hard way! Fear is the progenitor of many afflictions, from which you can also experience anxiety, panic, resentment, anger and rage. All of these symptoms produce stress and I strongly believe that stress is the leading cause of, or at least a significant contributor to, a myriad of diseases. Most of us don’t want to admit to ourselves, much less to others, that we have fears. However, admission and awareness go hand-in-hand. Awareness is the first step to change and it is also the springboard to greatness.

What do you think are the most common fears that people have?

There are many things that can prevent people from attaining what they need and want in their lives. Probably the biggest obstacle, which disguises itself in many ‘costumes’, is fear. Fear can paralyse us, it can prevent us from making decisions, from taking any action, from asking for what we really want out of life. In my experience, there are ten common fears:

1. *Fear of failure* – traditionally this is the most common reason why people do not try something. It is based around the old idea that we have to succeed at everything we do.

2. *Fear of success* – believe it or not, some people are afraid of succeeding. To them, success means more responsibility, more attention, more liability and the continuous pressure to perform at a high level.
3. *Fear of being judged* – as a child we grow up seeking the approval of our parents and peers. Adults are no different, and can create problems by believing that others are constantly judging them. This prevents them from doing what they want or what needs to be done. We need to understand that judging others or ourselves is a waste of time and serves no positive purpose.
4. *Fear of being alone or abandoned* – some people stay in abusive and miserable relationships (personal or business) because they don't want to be alone. As a result, these people will not speak their true feelings because they fear that their friends, colleagues, or loved ones will turn away from them. The important thing to understand is that if people reject or leave us because we are honest about our feelings then we are better off without those people in our lives. When people build a strong sense of self-worth, the fear of being alone often fades.
5. *Fear of rejection* – when we take a social or professional risk, we open ourselves up to rejection. For some, this leads to feelings of unworthiness or leaves them feeling like they lack talent in a particular area of their lives. This is not true. It simply means that a person or group has a different view to you. Rather than take it to heart, you should view it as a single incident where what you had to offer was not compatible with what others were wanting. So move on!
6. *Fear of expressing our true feelings* – it is vital that we are able to and are willing to express our true feelings if we are to be successful in life. Poor communication has ruined more than one relationship before. Honest and open communication, delivered in a

“Fear is subtle and covert and uses guerrilla tactics to sabotage your efforts to succeed.”

non-abusive non-violent manner, is a learnt habit. Once learnt, it is much easier to do, and if practised regularly, it does more to enrich and keep our lives in balance than almost any other thing we can do.

7. *Fear of intimacy* – true intimacy is made up of unconditional love for the people with whom we share it. Unconditional love is not easy for many to learn and master, but it is essential if one wants to learn to be a tolerant, non-judgmental person who respects both the needs and wants of the other people in their life.
8. *Fear of the ‘unknown’* – life is full of ‘unknowns’. The best way to handle these is to know our values, needs and standards and use them to guide us toward what we are willing to spend our time and money on. This includes some risk, but so does driving a car or crossing the street. If we stay in the present moment, fear of the unknown cannot breathe – the past cannot influence us and the ‘what-ifs’ of the future cannot create needless anxieties in our minds. The unknown can be exciting, but only if we use our commonsense, intuition and values to guide us from moment-to-moment, day-to-day, and project-to-project.
9. *Fear of emotional pain* – we can only feel pain if we allow it. Life is full of lessons, and within those lessons people make mistakes and experience some kind of let down. These things do not have to turn into emotional pain or suffering, unless we give them the green light to do so.
10. *Fear of embarrassment* – no one likes to make mistakes publicly, especially if it makes them feel ashamed or depicts them as being ‘foolish’ to others. Once again, we have the choice to allow these judgements to affect us or not.

When facing fears, remember this: ‘Fear knocked at the door. Faith answered, and no one was there.’

What fears do you have and how do you overcome them?

Just like everyone else, I have experienced many of the common fears that prevent people from fulfilling their truest desires. My greatest experience of fear was apparent during my battle with cancer – death! All of a sudden I came face-to-face with the real possibility of dying, and it scared me. I wasn't ready and refused to listen to what was being said to me. I asked lots of questions, and eventually I found peace within myself. Since my experience with cancer I have completed a lot of research about fear and believe these tips can help people keep fear in perspective:

Realise fear is a gift – fear is not entirely 'bad'. It's a universal emotion that helps us set boundaries around dangerous people and situations that can cause us harm.

Fear is a tool – fear is neither good nor bad, it's just one of the many tools we have in our emotional toolbox. Know that life offers this tool as an aid to self-development.

Acknowledge fear – fear will continue to set off alarms in your thoughts and physical health until you acknowledge it. Learn to recognise when you are afraid and thank fear for the information it is providing.

Analyse the message fear brings – your fearful reaction or trepidation about a future event speaks to you on many levels. Listen to your thoughts, assumptions and dreams. Sit with your fear and find out what it's telling you. Be still!

Make a choice about how you want to use the information that fear provides – decide who you want to be and how you wish to act during a fearful situation. Be responsive rather than reactive.

Keep a big perspective – remain open to a fearful experience. What lessons are there for you to learn – about yourself, about others, about life? What are you being taught? Sometimes we get the same lesson over and over until we actually 'get it'.

“This is where the tool of courage (acting despite fear) can help.”

Realise that working with fear is a process – fear is an unnecessary tool. It will pop up several times to make sure you want to proceed the way you are. Know that the process of working with fear requires you to make the same choice over and over again. This is where the tool of courage (acting despite fear) can help.

Practise compassion – be compassionate and patient with yourself. Fear is not an easy tool to learn to use. Experience requires us to both fail and succeed in order to receive the fullest picture.

Keep the desired outcome in mind – the only way around a problem is through it. Keeping your eye on the desired end result assists you in moving through the experience rather than clinging to the sides of it.

“Destiny is not a matter of chance, it is a matter of choice; it is not a thing to be waited for, it is a thing to be achieved.” – William Jennings Bryan.

How does a person go about discovering what they really want out of life?

Purpose is what gives life meaning. Each of us needs to ask ourselves: what is my dominating purpose? If people want to make a significant contribution in their lifetime, then they need to ask themselves this question and then find the answer. Some of the other ways of asking the same question are:

- What is your passion?
- What is your dream?
- What is your burning desire?
- What gets you more excited than anything else in this world?

Find the answers to these questions and you will be on track to fulfilling your dominating purpose. A dominating purpose is the pulsating heart of a successful life.

What specific things can people do to improve their attitude and outlook on a daily basis?

Forgive yourself and others – life is too short to hold on to regrets, grudges, miscommunications or disappointments. Free yourself by letting go of any negative energy you may be holding on to. One way to do this is to write down anything you're ready to let go of on a piece of paper, ceremoniously tear it into small pieces and throw it away as you forgive.

Practise gratitude and appreciation – understand that whatever you focus on grows. When you focus on everything in your life worthy of being grateful for, including the wonderful people you appreciate, the universe will hand you more to feel grateful about.

Live each day as though it were your last – if today was your last day on Earth, what people would you surround yourself with? What would you say to the people you care about? What personal gifts would you offer to humanity? Live each day as if it was your last, and you will be living in a state of light, love and unconditional contribution.

Meditate/pray – these kinds of activities open a direct link between yourself and the spiritual realm. Meditation and prayer can bring you peace, clarity, joy and connection. It can bring you closer to your creator and can assist in experiencing a perfectly balanced state between your mental, physical, emotional, and spiritual self.

Suspend judgement – we judge other people in order to feel less guilty about our own misgivings. Judging is dense, dark and heavy, and we should instead strive for acceptance.

View every experience as a gift – look back over your life and you will realise that even the worst experiences have taught you some invaluable lessons, thus continuing your growth and development as a person. When you experience every situation – bad, good, ugly – as a gift, life will be more inspirational.

Stay consciously aware of all of your thoughts and feelings – this is important if you wish to avoid falling into the persuasive negative behaviours of complaining and feeling like a victim. To stay out of these patterns, check in with yourself, your present thoughts and feelings, several times a day.

Treat your physical body as your temple – your body is the only vehicle you have to ride through life in – look after it! Eat healthily, exercise, and rest! When you look after your body you will increase your energy, vitality, joy and freedom.

View the world through the eyes of a child – children are totally enthralled by the process of observing and experiencing the wonder and beauty in every single thing, colour, texture and person they meet. They can't get enough! Look at every tree, sunset, cloud and human as a child would and you'll be in a constant state of wonder, joy, surprise, acceptance and enlightenment.

Give love – love is the highest vibration. Allow yourself to receive love unconditionally and give love from your heart unconditionally to others as well as yourself!

What are some of your favourite ways to relax?

- Spending time with my two children. Kristen, nine years old (going on 19!) and Harrison, seven years old are always lots of fun, and time with them provides me with a complete break from my working program.

- I enjoy and schedule monthly ‘me’ appointments, and I take long baths on a regular basis.
- I love music, dancing, tennis, walking and being in nature.
- Learning to play piano, roller-skating and swimming (but not at the same time).
- I like to make time to ‘disconnect’ myself from the busyness of life; so daily reflection and meditation sessions keep me centred and sane.

What are your tips for managing yourself so you can have greater control over your life?

- Be clear about your values.
- Identify your goals.
- Learn to say ‘no’ without feeling guilty!
- Manage your time wisely.
- Make specific lifestyle changes that support your health.
- De-clutter and simplify.
- Look at your attitude.
- Be aware of your thoughts.
- Learn from your experiences.
- Have some fun!

What do you think we can do to build a better tomorrow?

Let’s be more authentic and generous. By doing so, we can light a flame of human kindness that can warm whole communities; help families and friends pause and take a breath; share a smile with strangers that we meet. If we can learn to do this, to love without judgement and to inspire greatness in everyone we touch, we can truly get to the heart of what is really important. It has taken me a long time, but I am starting to understand the power of serene moments

“ Here are some ideas for those looking to maximise their potentials... ”

of silence. I encourage others to also find this power so that they can contribute to building a better tomorrow.

What would you say to others that may be battling a serious illness or disease?

Often I am confronted with people who feel hopeless, as if there is nothing they can do to help themselves. When faced with very real possibilities, they find themselves wondering where to begin or what to do. Here are some ideas for those looking to maximise their potentials:

1. Answer four basic questions – do you really want to get well again? Are you really prepared to accept responsibility for your situation? Do you want to use toxic or non-toxic therapies? Which particular therapies shall you use?
2. If a specific therapy is suitable for you, and you decide to have it, commit yourself 100 per cent and work to minimise any potential side-effects and to maximise its benefits.
3. Explore self-help techniques such as meditation, dietary alternatives, positive thinking, spiritual development, visualisation techniques and make peace with your family and friends.

Faced with a crisis, your attitude and beliefs assume paramount importance and peace of mind should be the basic aim. Patients in critical conditions may feel that quality of life issues are more important than efforts to overcome physical symptoms. In this case, both medical and self-help techniques may be counterproductive. Changes in diet may just cause anguish, whereas meditation always leads to peace of mind. I would never abandon hope of conquering disease, as it is my firm belief that 'healing' is possible in any situation. However, it is not completely cynical to say that while any disease is curable, some patients are not.

Know that you can greatly improve your situation. It is not reasonable however, to expect that everyone will be freed of their physical symptoms. Some will need to look at dying, but success or failure is not marked by death. Here, success is marked by poise and equanimity. The greatest successes I have seen have been in people who have developed a strong, pro-life, 'I choose to live to the full' stance, but at the same time have been able to accept what life had to offer in return, even death. Any effort will be rewarded.

What advice would you give to someone about supporting a friend or family member through a major illness?

Please, please, please treat them as a normal human being. Don't make their condition a 'problem'. Share openly, honestly and authentically. Be real!

In a world where change is constant, it's become harder to handle chaos. Yet at the same time, you want to create a meaningful life that brings happiness, joy, satisfaction, peace and fulfillment. Are you leading a life that is a full expression of yourself?

A chaotic world and a satisfying, fulfilling life are not mutually exclusive. It's all about natural balance, living a life that is full of what is important to you.

There has to be a balance in your life in the areas of work, family, and play. Each of these areas fuel the others, and regenerates your energy and relationships in each of them.

For those of us who are workaholics, listen up! What is it worth to work so much, that we risk losing the very things we are working so hard for? If we spend all of our time working, the relationships we have with family and friends will suffer, if not die completely. This only adds more stress which hinders our ability to work efficiently and effectively.

“By coaching others I aim to touch their lives in a way that makes a difference.”

to touch their lives in a way that makes a difference. I am dedicated to helping people experience, rather than analyse, their values. It is through value discovery that I believe people find who they really are, what completes them, and when they are most alive. I love coaching and the difference it makes for individuals, communities and the greater good of all! I want to encourage people to take spirited action to create a more sustainable way of living, working and being. I want to encourage people to take responsibility for the legacy we all leave behind.

Why are you so passionate about helping other people achieve greater personal success?

Life is so short. I want people to experience true joy and connect with life, to remove their artificial masks and express their deep authentic selves. When you can dance like no one is watching, you will discover that there are many others who appreciate you because you are willing to let go of any inhibitions. By doing this you help others realise that it is okay. No one else in the world is precisely like you and each time you revel in this simple fact, you rededicate yourself to the celebration of individuality. Perhaps this is best summed up by Stephen C Paul: ‘For all those years you’ve protected the seed. It’s time to become the beautiful flower’.

What keeps you motivated to continue doing what you do today?

Since experiencing cancer and learning some important lessons along the way, I have felt a deep desire to help others overcome their fears and achieve greater levels of fulfilment. I know first-hand how paralysing fear can be – whether it’s a fear of failure, of success, of inadequacy, or of rejection. By coaching others I aim

BODY AND MIND

Andrew May



ANDREW MAY

“ Speed is the new ‘king’ and our lives are measured in bits and bytes, dissected into milliseconds and micro detail ... My challenge for you is to build set periods of ‘slow’ into your week. ”

ANDREW MAY

Andrew May was born in Wagga Wagga, New South Wales, and grew up living and breathing sport. Soon after learning to walk he was trying to run, and this approach to life did not change as he got older. He competed at representative levels in athletics, swimming, rugby league, rugby union, touch football and tennis.

Andrew left the country after finishing school in Dubbo and then headed to Sydney to study sports coaching and exercise science. After graduating, he moved to Hobart in pursuit of his dream to one day represent his country running at the Olympics. Andrew did attend the Olympics – as a spectator, not a competitor – at which time he decided to give business a proper go. He moved back to Sydney and formed Good Health Solutions. The company is now Australia's largest corporate health and wellbeing consultancy and employs over 100 full-time staff members.

While building Good Health Solutions, Andrew maintained his involvement in sport and worked with the NSW Cricket Team, AFL players, Olympic athletes and gold medal performers in track and field, swimming, basketball, netball, hockey and tennis. Andrew left Good Health Solutions and for 12 months took on the exciting role of physical performance manager for the Australian cricket team. He is now considered one of Australia's leading experts on performance and presents keynote presentations around the world, coaches CEOs and senior managers, writes for magazines and is a regular voice on radio. His other business, PT Plus, mentors health and wellbeing business owners around the globe on how to make more money and improve business efficiencies.

Today, he lives in Malabar, Sydney, with his lovely wife, Nina, and when he isn't working you'll find him running with his Rhodesian Ridgeback, Cougar, paddling a kayak, mountain-biking and wakeboarding with his mates, or cooking up a mean barbeque in the backyard.

What does success mean to you and how does one achieve it?

Success means different things to different people. One of the biggest mistakes we make in modern society is only linking success with money, power and prestige. Sure, money can help you improve your quality of life but there is no direct correlation between money and happiness. To me, success is dual-layered. The first layer is about doing the absolute best in whatever role you choose to excel in (be it as a mother, father, teacher, student, lover, worker and so on). The second layer is about really making an impact on the world and creating a legacy that will live long after you have disappeared.

As a success coach, what is the most common question you get asked and what is your answer to it?

The most common question that I get asked is by senior managers and business leaders: are star performers made or born?

According to work published in the *Cambridge Handbook of Expertise and Expert Performance*, research confirms the fact that practise does make perfect and describes talent as overrated. The research indicates that memory is not intuitive, but is developed through practise. The study initially focused on college students, and found that students improved their performance according to the number of drafts they corrected. Students who best improved in areas such as spelling did so by focusing on the words they found most difficult. After studying a range of tasks including chess, golf, writing, piano playing and darts, the study reported that achievement was more strongly linked to memory training than IQ. Improving performance through practise was most effective when one deliberately practised the task rather than just engaging in mindless repetitive practise.

“ I believe that optimism is an integral part of performance. ”

What have you found to be the best methods or strategies for keeping motivated and focused?

Optimism is definitely the key to remaining motivated and focused. Optimistic people live in the same world as everyone else, they just view it differently. They focus on opportunities, believe that everything will work out for the best and take the

appropriate action to ensure it does. I believe that optimism is an integral part of performance. How do you think optimistically if you aren't one of the 'lucky few' who was born a natural optimist? Easy, you learn! Optimistic thinking is a skill and just like any skill, you can learn what to do, then practise. There are four steps for optimistic thinking that I have learnt from my good friend and mentor Dr Timothy Sharp from The Happiness Institute:

Think about how you think – this is not as crazy as it sounds. It's all about increasing your awareness of thinking (cognition). The best way to do this is to start keeping a thought diary. This involves writing down your thoughts (and feelings) throughout the day and carefully noting the relationship between certain types of thoughts and specific situations.

Identify unhelpful Automatic Negative Thoughts (ANTs) – this is another name for 'bad habits'. We all make mistakes and sometimes these mistakes are in our thinking. For example, being too black and white, making mountains out of molehills, or overgeneralising. Constant ANTs lead to reduced output and performance (not to mention increased levels of distress).

Challenge your ANTs – thoughts are not necessarily facts and they're not always true. If ANTs are causing you unnecessary distress you can learn to challenge or change them. This is simply the process of questioning your thoughts. Are they true? Are they helpful? Is it really that bad?

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For the latest information on the release of the above
'Secrets Exposed!' books, please visit:

www.SecretsExposed.com.au or www.DaleBeaumont.com

About the authors

Dale Beaumont



Dale Beaumont was born in Sydney in June 1981. Growing up, he participated in a number of sports and at the age of nine was selected for the elite NSW Gymnastics Squad. Training 34 hours per week, he soon learnt the value of discipline, hard work, having a coach and most importantly, delayed gratification.

After six years of intensive training, Dale changed his sporting focus to competitive aerobics so that he could spend more time on his studies and pursue other interests. In 1998 he became the National Aerobics Champion and the youngest Australian to compete at the World Aerobics Championships, where he placed eighth.

After finishing high school, Dale began attending various personal development and success seminars, where he learnt from people such as Jim Rohn, Michael Rowland, Bob Proctor, Robert Kiyosaki, John Maxwell, Brandon Bays, Brad Sugars, Mark Victor Hanson and many others.

At the age of 19, together with good friend Brent Williams, Dale wrote his first book titled *The World at Your Feet*, and co-founded Tomorrow's Youth International, which now runs educational and self-development programs for 13 to 21-year-olds in four countries. Dale has been featured on the *Today* show, *Sunrise*, *Mornings with Kerri-Anne*, as well as in countless newspapers and magazines.

Most recently, Dale has been hard at work developing the 'Secrets Exposed' series, to bring together the very best material from hundreds of Australasia's most successful people. With more than twenty books planned for the next three years and an up-coming seminar series, Dale is now a sought-after speaker on topics such as: start-up business, networking skills, book publishing, internet marketing and generating publicity.

Dale lives in Sydney with his beautiful and very supportive wife, Katherine. With a baby next on the 'to-do' list and lots of international travel plans, Dale is looking forward to the challenges ahead, and to spending more time enjoying life.

For more information about Dale's workshops and educational materials, or to book him as a guest speaker at your next conference or event, please visit: www.DaleBeaumont.com

Darren Stephens



Born in Mildura in 1964, Darren Stephens showed an entrepreneurial spirit from a young age, starting his first business selling handmade chess sets at the age of 13. By the time he was 17 he had bought his first house and by 19 he was living in Melbourne, establishing a shopfitting/signage company. Six years after creating the company, which was worth \$15 million by that stage, he decided to move into the coaching industry and started his own

training and consulting business.

Darren's coaching and training expertise, as well as his strong business commonsense, saw him become founder and international chairman of Mars Venus Coaching Pty Ltd, a multimillion-dollar global business network with offices in Australia, the UK, India, Asia and the USA.

For more than 20 years Darren has taught internationally, motivating thousands of people in over 14 countries to create business, personal and financial success. He is the author of four best-selling books and it was his marketing genius that led to the *Men are from Mars* series being translated into 54 languages, taking the groundbreaking relationship guide to over 150 countries.

An internationally sought-after lecturer, Darren also has many media appearances to his credit, and frequently contributes articles for newspapers and magazines, both in Australia and overseas.

Not only is Darren a Neuro-Linguistic Programming trainer, qualified in Time Line Therapy, Ericksonian Hypnosis and psychology, he is also the owner of seven companies ranging from manufacturing to franchising, property, coaching and publishing.

Today, Darren lives in Melbourne with his wife, Jackie, and their seven children.

For more information about Darren's consulting, books, CDs or DVDs, or to have him as a guest speaker at your next conference or event, visit:

www.darrenstephens.com.au

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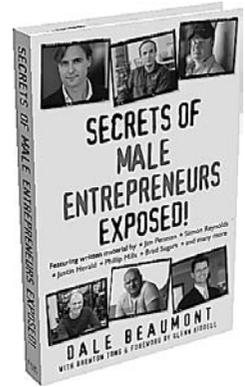
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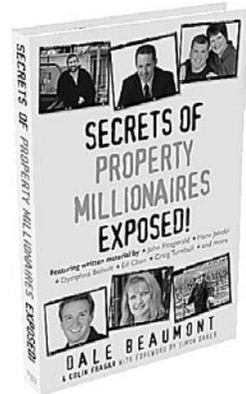
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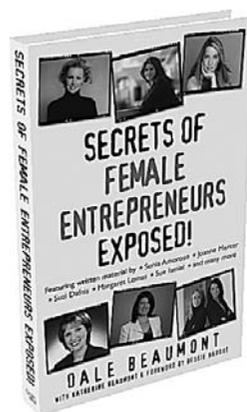
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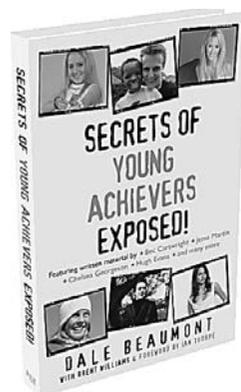
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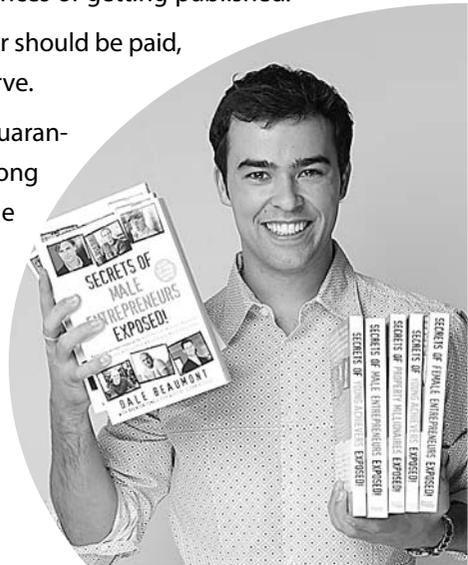
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ISBN 978-0-9803086-3-1



9 780980 308631

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The 'Secrets Exposed' Series is proudly published by
Dream Express Publishing, A division of
Dream Express International Pty Ltd www.SecretsExposed.com.au
ISBN: 978-0-9803086-3-1

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