



“Little Voice” Diagnostic Explanations

You have received this report because you completed the “Little Voice” Mastery Diagnostic. Congratulations on taking the first step to understanding how your “Little Voice” impacts the decisions you make every day. After looking at your score to see the areas your “Little Voice” is holding you back, look at the explanations below to see what effect your “Little Voice” has on you and how to overcome it.

These explanations introduce you to the techniques you can use to master your “Little Voice.” If you would like in-depth explanations for each of the techniques that include real life examples, please look at: [the “Little Voice” Mastery book](#). The book will teach you how can quickly and effectively manage your “Little Voice” in 30 seconds or less!

Handling Success

Handling success refers to your ability to internalize and personalize your success, as well as help your friends and family do the same. It also includes anchoring your success and calling on it when dealing with difficult situations, as well as, using it to develop “learned optimism” which can help you increase your overall effectiveness, productivity and sales performance by an average of 34%! People low on this scale attribute success to luck, other people or circumstances beyond themselves. While some consider that behavior to be ‘noble’ or ‘humble’ it is actually somewhat destructive to you.

Dealing with Adversity

Dealing with adversity is the ability to isolate a negative situation and externalize it versus personalizing it as well as the ability to NOT give it pervasive or global influence across other parts of your life. People high on this scale are able to deal with adversity well while others spend inordinate amounts of time overanalyzing and beating themselves up.

Reacting to Fear

Reacting to fear refers to the ability to call upon prior successes to help shore up your confidence and self esteem - so you take on a frightening situation with a winning attitude. It is literally the ability to turn fear into resourcefulness and power instantly.

Debriefing Yourself

Debriefing yourself will help you leverage current experiences for similar situations in the future. This means doing a thorough and objective examination of what happened, what worked, what did not work and what was learned when reviewing important situations. It is your ability to turn even negative experiences into positive learning experiences for yourself that you can leverage in the future.

Celebrating Wins

Celebrating all wins is critical every time you get one. If you do, you can use them in the face of adversity and intimidation to bring up the energy for you and all of those around you! You want to be sure to celebrate every win you can for you and others. By minimizing your accomplishments you take your energy and resourcefulness down and make it more difficult on yourself to take on bigger challenges.

Coping with Unachieved Goal(s)

It is important to manage your response to failed goals so that you can maintain high energy, performance and expectations you want for yourself. One of the best ways to do this is to look at what you DID achieve while striving towards your goals. Give yourself credit for achieving important goals you did not initially know you had despite having missed the initial goal you were pursuing.

Shifting Moods Quickly

It is important to be able to shift out of a negative mood quickly. The ability to clarify the game you are playing, the mood you are in and recalling just how big of a person you are can shift your mood very quickly. By doing that, you don't lose sight of the dreams you want to achieve. If you make all of your decisions from a place of negativity, you are effectively shrinking yourself and any potential win you may achieve.

Overcoming Fear

One highly effective way to overcome fear involves reframing how you look at nervousness and mistakes. If you can learn to celebrate mistakes and nervousness, you will increase your own confidence and energy enabling you to deal with challenging and riskier situations in a positive way. This is important because, in most instances, the person with the highest energy wins!

Setting Goals

All goals need to be written, time-limited, and measurable. Some people take these steps, but get paralyzed by the fears that they have around their goals. You have to override your fear and keep repeating the process of challenging your fear until your energy comes up. Using fear to bring your energy up gives you a much better likelihood of achieving your goal and moving past whatever you are afraid of.

Being Present

Learn to be present and give the gift of real connection to your family and the other people you are with! Quieting the "Little Voice" and being present allows you to connect with people in ways that most of us never take the time to do, encouraging people to want to communicate and work with us. It is not the amount of time you spend....it's how present you are with the people you are with. The best communicators and negotiators are the most present with whomever they are talking to.

Anchoring Love

Anchoring love is done by recalling a time you felt 100% loved and being able to access this memory particularly during times of intimidation, fear and adversity.

Bragging for Confidence

There is a time and a place for everything, even bragging! Practicing bragging as an exercise can help you break through inhibitions, shyness, fear, and ultimately reduce the debilitating thoughts that come from caring too deeply about what other people think about you! Just remember it is a sales exercise - not something to actually do in conversation and sales calls.

Handling Objections

Handling objections is more about you than the other person. Many times, we personalize other people's objections (especially when they tell us it's personal; like they don't want to buy from us or work with us because they think we're unreliable or ... stupid!) When we take objections personally, we get emotional. When our emotions go up, our intelligence goes down. Practicing handling objections with someone else until they no longer trigger an emotional response will help you handle almost any objection you get... without losing your cool or your self confidence!

Banishing Justifications

When you feel down on yourself for not accomplishing all of your goals, create a list of all the things you would have done if you did not have a justification for not doing them. Write the justifications next to each item. As you read the list and justifications, you will come realize how small your justifications are compared to the things you could achieve. This will help you quiet your "Little Voice" and regain your energy and optimism.

Identifying Emotions

Being able to help others (and yourself) identify the emotion that is impacting decision making during a conversation will help keep things positive and in motion. When you or someone is responding with negative emotions, do not try to deal with the issue - start dealing with the emotion instead. A person in a high emotional state will not be thinking rationally. Ask them how or what they are feeling. Ask them what specifically is driving that feeling. Helping someone identify their own emotional tone will automatically begin to dissipate the emotion. Ultimately everyone will return to rational thinking and you can solve the issue at hand.

Choosing Your Mood

One of the greatest gifts you can give yourself and others is the ability to choose the mood you or the other person wants to be in. Figure out where you currently are on the scale of emotions. Then ask yourself how you want to feel. This question will usually help to move you up to a more positive emotion. Understanding how to choose your mood can take yourself or someone else from a low tone emotion like apathy, fear, impatience, or frustration to a more positive tone, like enthusiasm, excitement or interest.

Bringing Groups Present

When groups come together to make progress of some sort, it is important that everyone be mentally and emotionally present and available to fully participate. Allowing everyone to share what it is that they "feel like saying" before a meeting begins without fear of judgment or interruption is a great way to get an entire group's "Little Voices" out of the way and gets everyone in the group to be present. This can also be done on an individual basis to help acknowledge a "Little Voice" and then allow you to be present again instead of caught up in what the "Little Voice" is saying.

"Calling It" As It Is

Sometimes you have to have the courage to stop a conversation and "Call it." "Calling it" is something you do when you sense that others may not be speaking what is REALLY on their minds or when you suspect hidden agendas in the air. It is simply calling a time out and saying what you believe is being thought by the others but not stated. "Calling it" will get people present whether what you called them on is right or wrong, and keep them focused on the task at hand.

Overcoming "I Can't Do It!"

Many times our "Little Voice" will tell us we cannot do something because we really don't want to do it. If you want to overcome the response of "I can't" for important opportunities, determine whether you really believe you can't, or see if there is a reason you don't want to. If the reason is fear of failure or justifications that are not legitimate, deal with that "Little Voice" so you can take another look at saying, "Yes, I can."

Overcoming "I Don't Know How to Do It!"

New risks and challenges can really stir up your "Little Voice" to resist you. Once you are at the edge of your comfort zone, your "Little Voice" can tell you, "I don't know how!" because the experience feels scary, risky and intimidating. Learning how to overcome this challenge requires you to tap into your positive energy and self confidence around things you DO know how to do and from that place, ask yourself "If you did know how, what would you do?" Many times, you will discover that you have a pretty good idea of what to do after all.