

# 2023 WORK AT WHAT YOU LOVE



NEW YEAR NEW LIFE

SESSION #5:  
GETTING FROM HERE TO THERE



[WWW.CHANGINGCOURSE.COM](http://www.changingcourse.com)

BASED ON THE WORK OF VALERIE YOUNG

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### **How To Use This Workbook**

This workbook is vital to your *Work at What You Love* learning experience. It contains dozens of helpful exercises that, on their own, can catapult you from where you are to where you want to be.

Throughout the workshop you'll be asked to stop to work through these powerful exercises. It's essential that you do the exercises in the order they are assigned.

As you move through the *Work at What You Love* workshop you'll find each exercise is designed to prepare you for the next phase of both the workshop and your journey.

We suggest you either print this workbook on 3-hole paper and put them into a 3-ring binder or staple them together in a folder marked My New Life!

## **AGENDA**

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### **Session 5: Getting From Here to There**

- The Role of Mindset
- Getting From Here to There by:
  - Setting Goals
  - Creating a Plan to Achieve Goals
  - Finding Resources
  - Finding Support
  - Taking Action

## SESSION 5: GETTING FROM HERE TO THERE – THE ROLE OF MINDSET

### Limiting Mindset

Six common mindset issues that may be holding you back.

Limiting Thought	Overcoming the Limitation	Has this affected you?
<b>Time – there isn't enough of it</b>		
<p>If you're like most people, you're extremely busy. You've got projects to work on, things to do around the house, people to spend time with, administrative tasks like paying bills, and a thousand emails to answer.</p> <p>You're so busy that you feel like you don't have enough time to do the things that really matter to you such as focusing on your dreams or achieving your goals. <b>Your limiting belief is that there isn't enough time in the day to get things done.</b></p>	<p>The best way to make this newfound empowering belief is to work on the thing that matters to you most <b>FIRST</b> thing in the day. By making quick progress on the tasks that matter most, you'll feel more productive, and you'll slash this limiting belief.</p> <p>This principle is often called "Slaying your dragons." In other words, you "slay" your most important task, your "dragon", first thing in the morning. <b>Your new belief becomes, "There is plenty of time to do what matters because I work on what matters first."</b></p>	
<b>Scarcity – there are not enough resources</b>		
<p>This limiting belief assumes that there are only a limited number of resources and options in the world. It operates out of what is called a "scarcity" mentality, which is the belief that there are only so many resources in the world and that most of these resources have been taken by others.</p> <p><b>Your limiting belief is, "I don't have enough [time, money, connections, etc.] to achieve what I want to achieve."</b></p> <p>Because you assume that you don't have enough resources and options, you fail to take action.</p>	<p>The reality is that we live in an abundant universe that has more than enough for everyone. There is no limit to the resources available if you simply start looking for them and opening yourself to receive them.</p> <p>This mindset is called an "abundance" mindset. Instead of believing that there are very few resources available, you believe that there is more than enough to go around and that you can get whatever you need to accomplish your wildest dreams.</p> <p><b>Your new belief is that the universe has everything you need in order to achieve my biggest dreams and goals.</b> You simply need to be open to all that the universe has to offer. Focus on the abundance that you want to receive and practice gratitude for all you have.</p>	

## SESSION 5: GETTING FROM HERE TO THERE – THE ROLE OF MINDSET

<b>Age – I'm too old to start something new</b>		<b>Has this affected you?</b>
<p>With this limiting belief, you believe that in order to be successful, you need to start young. That the only way to truly achieve great things is to get started at a young age and work and work until you finally achieve greatness at an older age.</p> <p><b>Your limiting belief is that you can't teach an old dog new tricks.</b> You feel like if you tried to start something new at this point in your life, you would fail. Maybe you want to write a book. Maybe you want to take up skiing. But as you consider these things, you think to yourself, <i>"Only young people do these things."</i></p>	<p>There are thousands of people who have achieved huge amounts of success later in life. Joy Behar, former host of <i>The View</i>, didn't start her career in show business until she was 40. Vera Wang didn't start designing clothing until she was 40.</p> <p>If they can do it, surely you can too. In order to rewrite your limiting belief, you need to recognize that being older gives you more wisdom, a broader skill set, more experience, and as a result, you have more to offer.</p> <p><b>Your new belief is, "I am NEVER too old to start something new, no matter what age I am."</b></p>	
<b>Fear of Failure</b>		
<p>If you've ever tried and failed at something in the past, it's easy to assume that your past failure means that you'll fail again in the future. That past outcomes guarantee future outcomes.</p> <p><b>Your limiting belief is that your past failure means future failure.</b> You assume that the past governs the future. That if something didn't work in previous attempts, it won't work in the future.</p>	<p>The simple truth is that your past failures do not have any bearing on your current endeavors. Just because you've failed in the past doesn't mean that you'll fail in the future. In fact, failure in the past is actually an advantage! You've discovered one way that doesn't work, which means you can avoid that way moving forward.</p> <p>In order to rewrite this limiting belief, it's important to understand that your past actions have no bearing on your future. Failure in the past doesn't mean failure in the future. Struggle in the past doesn't mean struggle in the future.</p> <p><b>Your new belief is "The lessons I learned from past failures bring me one step closer to future success."</b></p>	

## SESSION 5: GETTING FROM HERE TO THERE – THE ROLE OF MINDSET

<b>Comparing yourself to others</b>		<b>Has this affected you?</b>
<p>It's incredibly easy and common to compare yourself to others. You look at the success someone else is having and then compare that to your own levels of success.</p> <p>You compare your accomplishments to the accomplishments of others and find yourself lacking.</p> <p><b>Your limiting belief is that if someone else is seemingly accomplishing more than you, it makes you feel like a failure.</b></p> <p>You feel like you should be accomplishing at least as much, if not more than others.</p>	<p>In order to rewrite this limiting belief, it's important to understand that the achievements of others are not relevant for you. It's not that they aren't important, but they don't determine your worth, success, or value.</p> <p>You are valuable simply because of who you are. Your successes should be celebrated, NOT compared to the successes of others. <b>Your new belief is, "I refuse to compare myself to others. Whether I achieve 'a lot' or 'little', I am valuable and worthy."</b></p>	
<b>Concern about what other people think of you</b>		
<p>You worry and even obsess over what others think about you. Worrying about what others think of you can be incredibly consuming. It can sap your time, energy, and joy. It keeps you from being productive and often causes you to second guess your own instincts in favor of what you think others want you to do.</p> <p><b>Your limiting belief is that if you do (or don't do) certain actions, others will think less of you.</b> If this limiting belief is not kept in check, it can become an obsession. It can keep you from pursuing your dreams and cause you to constantly be afraid of what others are thinking.</p> <p>Do not let what other people think become the measuring stick by which you measure your actions, your dreams, or your success.</p>	<p>Does it matter if others think more or less of you? No, it doesn't.</p> <p>You may have heard the quote, "what other people think of you is none of your business." What truly matters is what you think of yourself.</p> <p>The key to rewriting this limiting belief is to realize that what others think of you simply doesn't matter.</p> <p><b>Your new belief is that the opinions of others don't affect you one way or the other. You are free from caring what others think of you. You are secure in yourself, knowing that you are valuable and worthy.</b></p> <p>You no longer strive to make everyone happy.</p>	

## SESSION 5: GETTING FROM HERE TO THERE – THE ROLE OF MINDSET

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### **How to Change Your Limiting Mindset with Positive Self-Talk**

We all have times when we have negative moods or display negative attitudes, even while we know that a positive attitude not only helps you stay happy, but also enables you to accomplish your hopes and dreams.

One of the best ways to improve your overall attitude is to take every opportunity to say positive things to yourself. What you communicate to yourself through words, thoughts, and images are interpreted on a deeper level than you may realize.

When you engage in positive self-talk, you can connect with yourself on a subconscious level. This is *also* true of negative self-talk. If you've found it difficult to break a circle of negativity, it's because you're feeling negatively on a subconscious level. Positive self-talk can help turn this negativity around.

This is why we provided an positive affirmation at the end of each workshop's handouts including this one.

### **How You Can Engage In Positive Self-Talk**

The first step in adopting a more upbeat attitude is to notice when you're using negativity. There might be times when you're being negative without even realizing you're doing it.

In the beginning, spend a day or two just being an active observer of your overall speech and thoughts. How often do you have negative thoughts in general? How often do you have a negative thought about yourself? Do you mentally beat yourself up when you make a mistake?

After you discover negativity in the way you view situations, the way you talk to others, and the way you talk to yourself, it's time to take a step to correct it. First, try eliminating the negative self-talk and use different manners of speech with yourself. Instead of being so hard on yourself, give yourself the benefit of the doubt.

You can then focus on replacing negativity with positive things you *want* to hear. In a situation where you would've ordinarily been negative, take the time to think of something you should be praised for instead.

You can use a journal to record ideas of positive things you can say to yourself. Refer to it often and then use those ideas to combat negative thoughts.

Second, you'll also benefit from using more positive speech in general, even when you're not talking about yourself. Get in the habit of seeing the positive side of every situation. Seek solutions to challenges and find the silver lining. These actions will help you focus on positive aspects on any situation.

### **Using Positive Self Talk Every Day**

Once you get the hang of it, you can begin to bring positive self-talk into your life every single day. Start each morning with positive self-talk. Consider getting a book or

## SESSION 5: GETTING FROM HERE TO THERE – THE ROLE OF MINDSET

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card deck of positive affirmations. At the end of the day, compare how you feel now to one of your previous days without positive self-talk.

Consciously think positive thoughts during as many moments as you can, even the ones that seem mundane, like when you're brushing your teeth. You can seize that moment and make the most of it by putting post-its on your bathroom mirror that promote positive thinking.

When you feel overcome with stress or fear, force yourself to take a step back and reevaluate your thinking. Tell yourself to relax and remind yourself that you'll get through it no matter what.

### **How Positive Self-Talk Can Shift Your Attitude**

Positive self-talk can shift your attitude by changing your beliefs on a subconscious level. If you focus on a certain belief long enough, eventually the message will get through.

The benefits of a possible attitude are endless. You'll enjoy having less stress in your life and more drive to achieve. You'll feel happier. And it all starts with positive self-talk.

While you're working on improving your attitude, look to affirmations for help. For example, if you truly want to have a great day, tell yourself that you're *already* having a great day and believe it. Affirming the positive welcomes even more positive things into your life. With all this positivity, at some time or another, you'll realize that your negative attitudes are gone for good!



### **Set a Goal with a Deadline**

What is your major goal, e.g., building a business doing X that replaces my current income or building a side gig that provides an additional \$36K per year in income?

By when do you want to accomplish this goal?

What are some milestones on your way to achieving your goals? Add some dates to your milestones? E.g. if you want to make an additional \$36K per year, what will you do to make \$3000 per month.

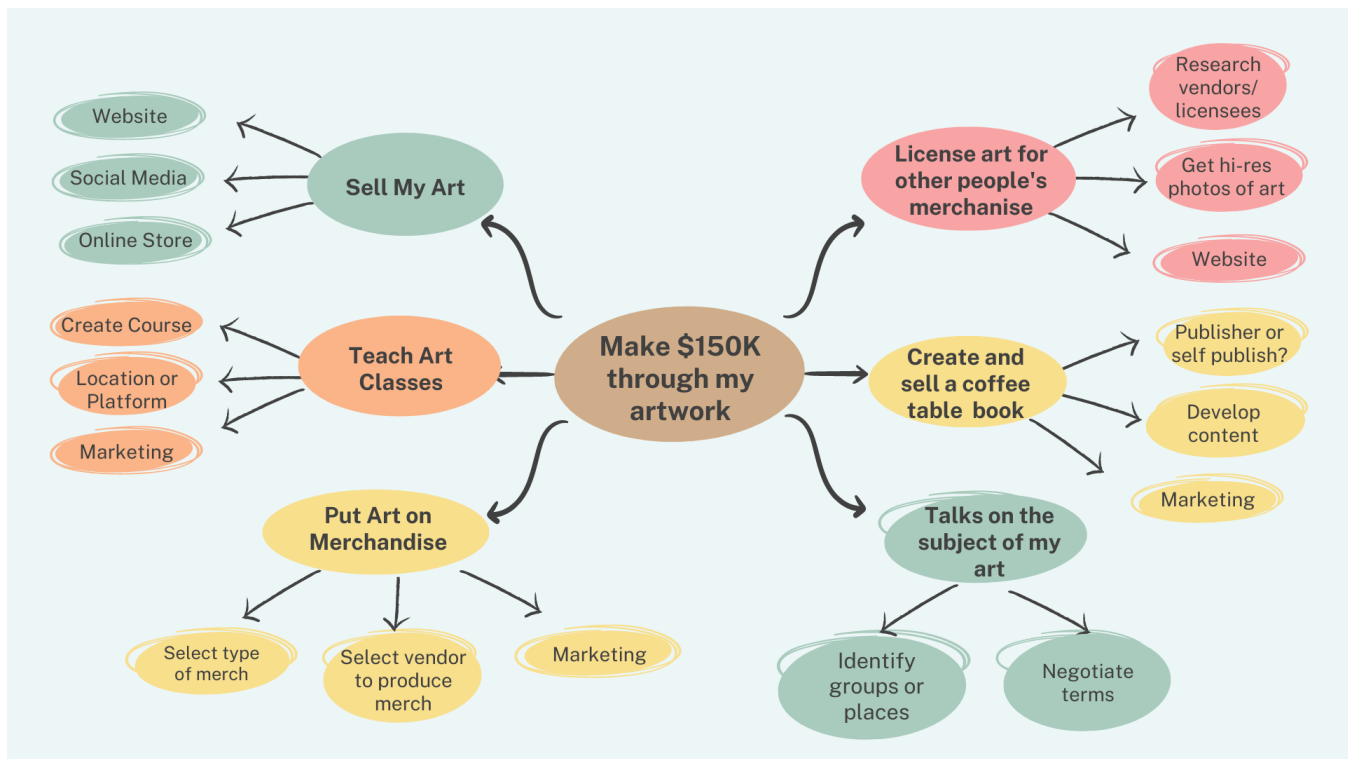
## SESSION 5: GETTING FROM HERE TO THERE – MAKE A PLAN

### Make a Plan

There are many different ways to create a plan and you should plan in the way that has worked best for you in the past. We are going to share two possible styles of planning that you can use if they suit your needs.

### Mind Mapping

Mind mapping is a technique to help you visually develop and organize ideas and information. There are many styles of mind mapping – some simple as in the first example; and others more complex such as the second example.



Use the next page to create your mind map.

**Mind Map**

## SESSION 5: GETTING FROM HERE TO THERE – MAKE A PLAN

### Project Plan

<b>Goal:</b> Make \$150K through my artwork in the next two year.			
<b>Strategies</b>	<b>Projects</b>	<b>Activities/Tasks</b>	<b>By When</b>
Sell My Art (\$50K)	Create a website	1. Get domain name	Feb. 11
		2. Write content	Feb. 28
		3. Get web designer or find a do it yourself program	Mar. 15
		4. Select website host	Mar. 15
	Create social media channels		
	Create an online store		
Teach Art Classes to people who want to learn my art form (\$20K)	Create a Course		
	Identify an in-person location or an online platform for delivery		
	Market the course		
Put My Art on Merchandise that I Sell (\$20K)	Select the type of merchandise to put the art on		
	Select vendor to produce merchandise		
	Market the merchandise through online store		

## SESSION 5: GETTING FROM HERE TO THERE – MAKE A PLAN

License my art for other people's merchandise (\$20K)	Research vendors/ potential licensees		
	Secure a photographer to take high- resolution photos of the art		
	Develop a website to market the art		
Create and sell a coffee table book (\$20K)	Seek a publisher or self-publish?		
	Develop content		
	Market the book		
Give talks on the subject of my art (\$20K)	Identify groups or places that are receptive to learning about the subject of my art		
	Negotiate terms for delivering talks		
	Develop the talk		

## SESSION 5: GETTING FROM HERE TO THERE – FIND RESOURCES

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### Find Resources

#### Know What's Available

- Small Business Development Corporation or SCORE (US based but also lots of good free info)
- National, state, or local agencies like the Community Development Corporation
- Major trade shows like Surtex.com or the New York Gift Show
- National Association for the Specialty Food Trade (Fancy Food Show)
- National Story Telling Network
- Association of Personal Historians
- Taxi.com (song writers)
- Caretaker Gazette (caretaker.org)
- International Living Magazine and Incomes Abroad
- Conferences

#### Get Informed – Internet Search

- “How to become a \_\_\_\_\_”
- “How to start a \_\_\_\_\_ business”
- “Help for small businesses in \_\_\_\_\_ [fill in your location].”
- [Country/State/International] + [interest] + [associations]
- National state/provincial support for agri-tourism, cultural tourism

#### Get Experience or Training

- Intern or apprentice
- Practice and build a portfolio or track record doing work for free

## SESSION 5: GETTING FROM HERE TO THERE – FIND SUPPORT

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### Find Support

As you consider where to look for support remember:

"When setting out on a journey, never consult someone who  
has never left home." ~ Rumi

### Know Where Not to Go for Support

The people who love you most may be concerned for you when it appears to them that you are doing something out of the ordinary; something that they might consider to be risky.

Write the names of anyone in your life who does not support your dream of changing course:

Know that when you have difficulty or hit a road block in your plan, these are not the people to confide in. They will likely give you all the reasons why you should give up.





## SESSION 5: GETTING FROM HERE TO THERE – FIND SUPPORT

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6. *Role model:* Someone who does what you would like to do or inspires you in your work. Name(s):
  
  
  
  
  
  
  
  
  
  
7. *Friend:* A person with whom you can share your hopes and dreams, failures and successes. Name(s):
  
  
  
  
  
  
  
  
  
  
8. *Teacher:* Someone to impart knowledge or offer training in skills you need. Name(s):
  
  
  
  
  
  
  
  
  
  
9. *Patron:* Someone to value your work, support it or become a consumer of it, and pass the word about it to others. Name(s):
  
  
  
  
  
  
  
  
  
  
10. *Spiritual Guide:* Someone to support your spiritual quest and care how that is expressed in your work. Name(s):

Now put a star next to the kind of support you most need **right now**.

### Support through the Changing Course Membership Group

If you want to continue what you started in the Work at What You Love, New Year New Life workshop, we encourage you to join the Changing Course membership group. It is a Member benefits include:

- Monthly Calls that include:
  - Short trainings (15-30 minutes)
  - Idea seat/ brainstorming sessions
  - Q&A
- Educational Webinars (Imposter Syndrome, Conquering Limiting Beliefs)
- Book Recommendations
- A community of fellow Change Seekers (Facebook)

And coming soon:

- Searchable business ideas

## SESSION 5: GETTING FROM HERE TO THERE – TAKE ACTION

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### Taking Action

- Keep your goals ever present
  - They are in writing
  - They have defined timeframes
  - They are posted in a place where you can see them
- Spend some time and complete your mind map and/or project plan.
  - Having a written plan increases your chance of accomplishing your goals.
  - You may adjust your plan, as needed.
- Add dates to the action items (even in small batches).
  - You may not be able to figure out the entire timeline at once but add dates to your next set of actions.
- Give yourself grace if you don't meet your deadline
  - You can update your timeline if needed, as long as you keep taking action and making progress.
- Think of accomplishments in the smallest terms possible.
  - Don't focus on everything you need to do at once; it can be overwhelming
  - Focus on the one next step, then the one after that.
- Attend the monthly MyChangingCourse.com membership calls.

"When setting out on a journey, never consult someone who  
has never left home." ~ Rumi

### **My future is limitless.**

My future is free from limitations. The path in front of me is clear. I see exactly what it takes to accomplish my goals and create the life I desire.

**I have limitless potential, joy, and love.** I have limitless goals and accomplishments.

I live in a universe of endless possibilities. Opportunities surround me at every step. I see new ideas and ventures all around me. I need only to reach out and take hold of the ones that support my exciting vision of my future.

The experiences in my life support my growth. They help shape my future in a positive way. Even the negative events and moments have a beneficial impact. I understand how challenges help me grow and change.

### **My future is truly glorious.**

I accomplish my dreams and make them a reality. I reach new heights at work and in my community. I scale obstacles and push past challenges.

**I lift the limits on my goals.** I go after what I want in life with enthusiasm. I know what I need to make me happy. I know who to turn to for support and encouragement.

I have hope for the future. I nourish this optimism and make it stronger.

Today, I see how my future is limitless. I am empowered to create the life I desire.

### **Self-Reflection Questions:**

1. How can I avoid feelings of fear about what is to come?

