

ASTD 2008 International Conference & Exposition

**Session [SU325] – LeaderMind  
Benefit More from Your Own Mind;  
Be Aware of the Power within You**

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Session Learning Objectives:

1. Apply techniques to use the mind in a more powerful way
2. Create awareness of mind, to put it to better use
3. Practice better mind usage

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## Leading your mind

### Aim Wind

"All you have to do is to know where you're going.  
The answers will come to you of their own accord."

Earl Nightingale

Your Short Term Aims :

1

2

3

4

Your Long Term Aims :

1

2

3

4

Simple – Defined – Written

Be brief, forceful and rhythmic.

Make it a NOW statement.

Say it verbally

And write !

**TIP:**

Write down your aims on a piece of paper and carry it with you throughout the day  
Every morning & every night think on it with expectancy...

## Brain Formula for Success

- 1 Know what you want - have your goals
- 2 Have a burning desire to achieve the goal
- 3 Program your goals into your subconscious mind
- 4 Take action to accumulate the necessary experience and knowledge so that you are competent enough for your goals.

## Believe & Expect

Wait .....	Wait for it to happen
Ignore .....	Ignore contradictory thoughts
Never .....	Never doubt about yourself
Dominate .....	Dominate your mind with your goals

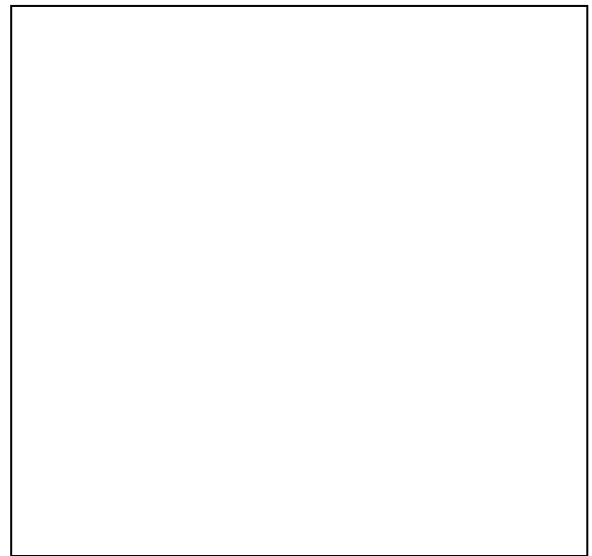
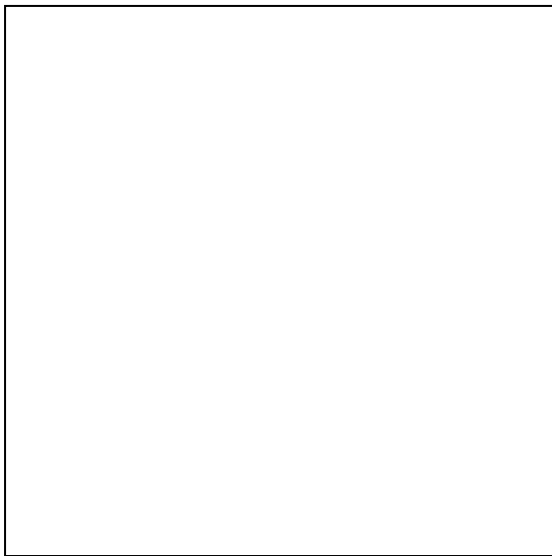
Aim for high, dream for big, as there is less competition!  
Albert Einstein

Your Short Term Aims :

Your Long Term Aims :

## Dominance

- ..... brain dominant person sees shapes of trees,
- ..... brain dominant person sees branches, leaves
  
- ..... ear dominant person listens to what people say,
- ..... ear dominant person listens to how people say things
  
- ..... eye dominant person prefers reading from right to left



Non-dominant brain hemisphere switches off under excessive stress

For ..... brain dominant person,  
..... brain functions as being planned and detailed are lost under stress

I am

- ..... eye dominant
  
- ..... ear dominant
  
- ..... brain dominant

## Relaxation

When relaxed, you have much more control over yourself

## Oxygen pump

Breathe in ..... Breathe out .....

Breathe in deeply for two minutes and feel breathing out the tension or worries.

- 1 Relax your shoulders and facial muscles
- 2 Scan your body for any tension in the muscles
- 3 Relax those muscles

## TIP

Be aware of your breathing, especially when you are busy

## KEY SLEEP

What is the time period of your day, at which you feel at low energy?  
Between ..... to .....

## Brain Rhythm

(Brain frequency in Hertz or Cycles per second)

### Brain Wave Level

...

21 Beta      Outer Conscious

14 -----

ALPHA      Inner Conscious

7-----

Theta      Unconscious

4-----

Delta

...

## Alpha Level

## Count Down Method

**7 6 5 4 3 2 1**

## Concentration

Focus ATTENTION

Direct on one experience at a time

When it is obvious that the goals cannot be reached,  
don't adjust the goals, adjust the action steps.

Confucius

R.A.S.

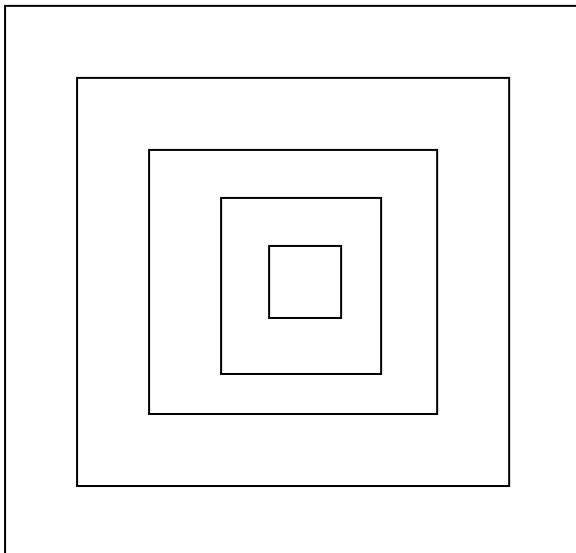
5min x 42days

R.A.S. (Reticular Activating System) in our brain, which is our antenna or radar, that attracts things, that we focus, to us.

You don't need to believe what you say when you give yourself positive messages. You merely need to consistently repeat the messages for 42 days, 5 minutes every day. The pathways will form and you will get results.

### TIP

Meditating every day, on a regular time basis, would deepen your concentration ability.



Limits

&

Opportunities

## Visualization

### Mind's Language

Create a physical pathway to success... STEP BY STEP

When you visualize yourself doing something step by step, the connections between the brain cells are physically formed and you have created a physical pathway to success

Step by step, using all the senses

### TIP

Communicate with your Mind visually, using its mother tongue.

Create a pictorial version of the goal that you want to achieve... First in your mind!  
Then draw it and paste it at a place where you can see it.

SEEING IS BELIEVING

## Rituals

Repeated messages form powerful pathways in the mind

My rituals that always work for me

1

2

3

4

The meaning that you attribute to some action becomes bonded with it and it results in the same way.

## Placebo Effect

BELIEVING MAKES THE REALITY

### TIP

Never underestimate your power to create. Just practice the thinking tools.

## Positive Power

“Whether You Think You Can or You Can’t, You Are Right”  
Henry Ford

Thinking negative thoughts, secrete inhibitor chemicals, which block or limit the flow of electro-chemical impulses. Thinking positive thoughts, secrete neuro-transmitters, which facilitate thinking, learning, and creativity.

## Self Talk

We are constantly talking to ourselves,  
The rate of inner talk is ..... words a minute.

## Positive Statement

“I’m afraid...”      “I’m not afraid”.      “I’m confident”.

## Present Tense or Past Tense

“I’m going to...”

“Now I’m reaching my goal”

“I have already started to be more confident”

## TIP

Relax and actively give yourself a positive message  
Use the time when standing in a queue, washing the dishes, driving the car at the same route

## Delete Method

One thought at a time

Currency Rule:

"The mind moves in the direction of our currently dominant thoughts."

Delete all the negative thoughts coming to your mind.  
Be aware of them and intentionally press the Delete button.

## TIP

This is doable! In the beginning you will feel like you are even having more negative thoughts, but after a while this will become a habit and you will not need to worry anymore...

## Smile Strength

It takes 72 muscles to frown, only 14 to smile



Contagious

Double sided

## Brain Gym

Move & create interconnections

Movement activates the thinking areas of the brain

Movement stimulates the motor cortex of brain, stimulating all of the senses and major thought areas.

## TIP

The more we move, the more we create interconnections within the brain.  
Practice Cross Lateral – Bilateral movement activities.

## Brain Savers

The brain likes challenges.

- 👉 Time to time change your watch to the other arm,
- 👉 Time to time change your key ring,
- 👉 Time to time change ring tone and color of your mobile phone,
- 👉 Dial numbers with your other hand,
- 👉 Turn the picture on your desk or your table clock or calendar upside down.

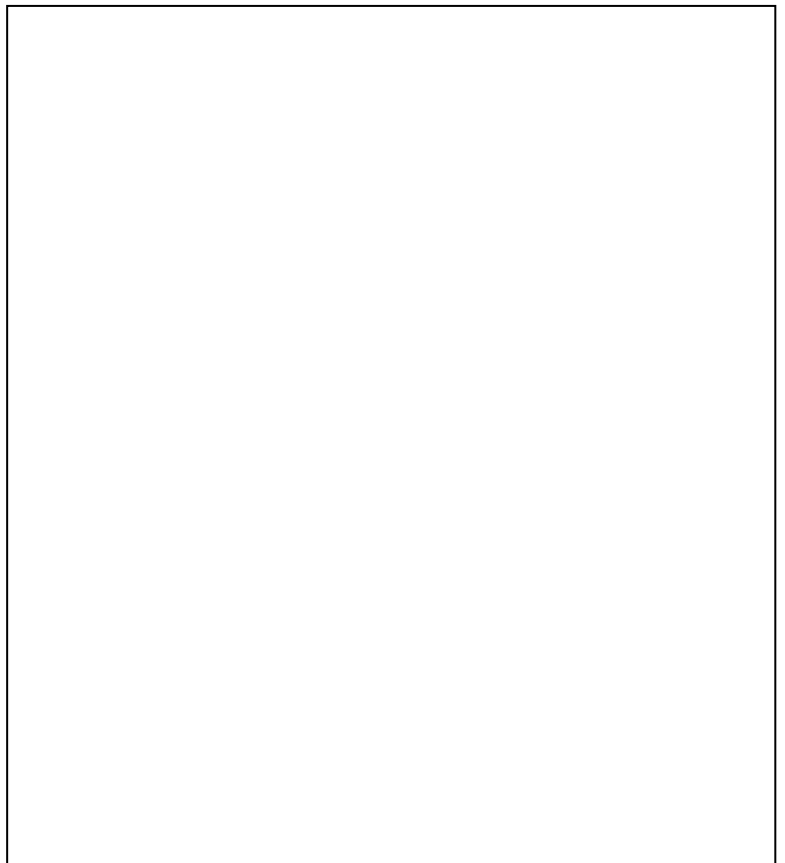
When the brain is stimulated by challenge or novel experiences, new connections between neurons are formed, which form permanent neuron pathways, if properly reinforced

- ★ Playing chess,
- ★ Making puzzles,
- ★ Traveling,
- ★ Learning a new language.

## Mastering Practice

Circle the one you created for yourself:

Lab, Court, Studio



## TIP

You know more about YOUR MIND now, it's up to you to make use of it...  
Always remember that the more you practice the better you will be.

Any details you want to note?

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## LEADERMINDED'S JOB AID

- Aim Wind
- Brain Formula for Success
- Believe & Expect
- Dominance Awareness
- Relaxation
- Oxygen Pump
- Key Sleep
- Brain Rhythm
- Alpha Level
- Count Down Method
- Concentration
- Visualization
- Rituals
- Placebo Effect
- Positive Power
- Self Talk
- Delete Method
- Currency Rule
- Smile Strength
- Brain Gym
- Brain Savers

To know what is right and not to do it is the worst cowardice.

Confucius

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## Are You LeaderMind'ed? PERSONAL CHECK-UP

Please rate yourself by giving percentage to the comments below.

% 0 This doesn't define me

% 100 Strongly defines me

1. I read at least 15 books a year.
2. Daily I spare time for myself to think.
3. I have defined goals, long term and short term.
4. I do sports/exercise frequently.
5. I can easily sleep whenever I want.
6. I spend time with people.
7. I set goals and work accordingly.
8. I talk about my plans.
9. I have a hobby which I do regularly.
10. I am happy with the work I do.
11. I have a detailed eye, I recognize details.
12. I chase seminars to learn new things.
13. I give importance to how people say, what they want to say.
14. I attend meetings of different groups and meet people.
15. I don't like nagging people.
16. Most of the time I am lucky, I end up in good positions or situations.
17. I am easily affected by the words of the people around me.
18. I travel a lot, at least seeing 20 new cities a year.
19. I do one thing at a time then do the next one.
20. I meet at least three new people in a week.
21. I have detailed plans and programs, besides my business schedule.
22. I sign important contracts with my lucky pen.
23. I have a stressful life.
24. I communicate frequently with my family members.
25. I remember my dreams everyday.
26. My sleeping and eating times are always regular.
27. I see the positive side of whatever happens.
28. I talk about the achievements.
29. I can easily concentrate on several things in parallel.
30. I like change and challenge.

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