

Mind Matrix Wellness Studio Presents WeCare NEWSLTR

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IN TOUCH & IN TUNE

Dear Reader,

Having an exponential 'growth mindset' is an asset to any person who is working in an organisation or having one's own business, and facing an intense need to innovate, adapt to change, and move ahead with God-speed in this fast, disruptive and globalised market. It is the need of the hour in leadership development programs and personality enhancement workshops. The 'growth mindset' makes you think big time, assuming 'everything is possible for you'. When you think exponentially, like having a 10X target, it pushes you beyond your limits to take massive action. It gives you amazing clarity and changes the way you do business.

With a 'fixed mindset', the tendency is to think that you are born with a certain fixed potential which can change incrementally over a period of time. The things you grew up telling yourself, made you believe them to be true and they became part of your belief system.

Often, it is the fear of failure that limits your thinking, behaviour and actions. Carol Dweck, the author of the book *'Mindset: The New Psychology of Success'*, explains that while a 'fixed mindset' assumes that our character, intelligence, and creative ability are static givens which we can't change in any meaningful way, a 'growth mindset' thrives on challenge and sees failure "not as evidence of unintelligence but as a heartening springboard for growth and for stretching our existing abilities."

Neuro-Linguistic Programming (NLP) works very well to fuel the 'growth mindset'. NLP is the art and science of excellence and models the patterns of human behaviour. It explores how your mind works – your past experiences create the beliefs in you, which you consider as your reality, and this impacts your thoughts, behaviour, words, and action. Making the change at the belief level can completely alter your perceptions and reality, and this is what NLP teaches you.



The Growth Mindset requires creativity and expansive thinking, where you assume beyond bounds and fears, that everything is possible. NLP uses the Disney Technique, modelled on the method used by Walt Disney where he used his creativity and turned his ideas into reality in the form of animated films. Disney used 3 styles of thinking – Day Dreaming, Planning, and being Constructively Critical. What was different is that Disney used these styles sequentially whereas, most people use all 3 styles at the same time, which often causes confusion in thinking and dilutes the objective. The Disney Strategy focuses on each of these styles individually till you get deeper perspectives, and then moves to the next. This strategy creates greater focus on the goal to make you believe it to be true.

Often action is determined by the skills you possess and your motivation and self-belief to make it happen. Your Beliefs and Values drive everything you do, and are often the major difference between success and failure of reaching goals. Limiting beliefs limit your thinking and progress. Your Values are what is important to you and what you think of as right and wrong, and these values drive everything you do – the choices you make, the decisions you take, your emotions and the way you think. NLP explains how you can alter your beliefs and



**Shyam Kalle - NLP
Master Coach and
Personal Success Coach**

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align your values towards achieving your goal, and this can create a major 'shift' in the mindset and behaviour.

For an exponential growth strategy, it is important to have the right type of teams, and people have to work on their beliefs, their values and identity which align with the overall objective. The change from an 'incremental growth' to an 'exponential growth' requires a change of attitude, and it is important that the entire team is aligned to the common goals and values. NLP provides an extremely effective framework called the Neurological Levels of Change that provides you with a clear visibility, where change can best be made in order to achieve the desired result.

"You are always more than what you think you areHUNA", has been my favourite proverb, and signifies that each one of us has the ability to perform beyond what we always thought was possible. For an exponential 'growth mindset', this could not be further from the truth.

2. WHAT DOES MAKING A DEMAND LOOK LIKE? Author: Smriti Goswami

We know that when things have to change, a DEMAND pops up in our Universe. It isn't logical, neither is it a thought, it just comes like a tsunami of intensity, and we can't help but follow the energy to change the thing bothering us.

Have you found those moments few and far between?

What would making a demand of you, in the very moment you choose to change something, actually look like?

And what would it create? Continuously?

"Your reality is simply what you think is real."

According to Albert Einstein - "There are only two ways to live your life: one is as though nothing is a miracle, and the other is as though everything is a miracle".

Your life will expand or contract according to your own points of view. If you would like to create a truly wealthy life, you have to be willing to change and be willing to push yourself into new and different realities.

If you are willing to out-create Warren Buffet, Oprah Winfrey and Richard Branson, what would you have to be willing to choose? Yes, indeed you have to be willing to be and do something different and go beyond your own perceived reality.

When you are willing to be and do something different, then you have Total Choice.

The only difference between you and Warren Buffet, Oprah Winfrey and Richard Branson, is that for you, being a multi-millionaire is outside your known reality.

The point to be made here is that if you choose to live as though everything is a miracle, you have to be willing to perceive different possibilities outside your known reality and then be willing to do whatever it takes to make those possibilities, a reality.



Smriti Goswami -
Business Mentor and Certified
Facilitator of Access Consciousness

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You have to make the demand: "My life is changing as of now." Ask "What can I change today?" and "What can I be or do different today in order to change my reality right away?" That is how you should function from outside your own perceived reality on what you think is possible.

Do you realise that we are so dynamically trained to adjust to our surroundings, that we have learnt to look outside of ourselves to know, how 'it is done', what is 'acceptable' and what is not?

Looking outside of ourselves to know what we can do or choose, will always be a limitation.

Who are you looking at to know -
What you can be?
What you can have?
What you can choose?

What if you stopped that?
What if you become your own role model?
What if you became your own inspiration?
What if you don't require anybody's approval any longer?

Are you willing to be this powerful?
Are you willing to be this free?
Are you willing to make a DEMAND?



It's more about making a choice to change something that's not working for you anymore.
You make a demand, that whatever it takes, I'm gonna change this!

Ask questions: What do I have to be or do differently in order to change this? What must I know, perceive and be able to Step-up?

The demand is of you. Not the universe.

When you make a demand, you don't let anything or anyone stop you.

WHATEVER IT TAKES, I'M GOING TO BE IT! I'M GOING TO HAVE IT! I'M GOING TO CREATE IT!

Now, the Universe responds to this energy that you're being and changes and shifts things around to bring it to fruition for you.

Have you allowed the joy of you to be present long enough to follow it? Or do you usually end up squishing it or crushing it in some way as a way of fitting back in or being more real by this reality's standards?

Is that working for you?

Sometimes, when you make your life about doing everything for everyone else, it allows you to never have to look at you. It's a huge back door to actually not creating a greater life. It lets you off the hook for choosing more.

What if you didn't let yourself off the hook? What if you demanded that your life continues to get greater? Because it absolutely can!

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So here are some tools to use that may contribute to you having more in your life and knowing it's okay to never be satisfied – it can actually be fun!

- 1) Start your morning with - "Just for today, I will be greater than yesterday."
- 2) Ask everyday - "What more could I be, that I refuse to be, that if I would be it, would create a wealth and a world of miracles?"
- 3) Ask - "What is the easiest and the most fun thing that I can do that will create the most change and give me the most of me?"
- 4) If you had an unlimited ever-replenishing source of money, if you were supported in every way and never had to earn money ever again, and if you never had to prove anything to anyone ever again, what would you create?
- 5) What would you create that makes you happy to be alive?

Ask, "If I was truly being me what would I create?"

Ask, "If I was truly creating my life from the Joy of it, what would I choose?"

And see what shows up in your life. If a new experience, a different adventure or something else shows up – choose it!

And if something is still not showing up in your life that you would like (more travel, more money, more happiness) – DEMAND that it shows up.

No matter what it takes, no matter what it looks like. Know that you CAN have it all!

3. 'Principle Centric definition of the New Normal' Author: Krishnan Raman

"Today a reader, tomorrow a leader." – Margaret Fuller

As you read this article, imagine yourself as a leader exploring new ways to create a better world.

Tip: Where there is a question, pause and reflect on your answer before you read the next sentence.

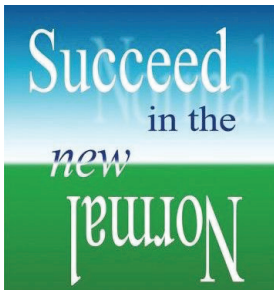
Have you ever tasted great tea or coffee? Can you clearly define what 'Great Tea or Coffee' is? Have you heard people say, 'The Tea/Coffee in that place is really great'? In a VUCA world, lack of Clarity is one of the challenges simply because people use ambiguous language. E.g. 'The future will have a New Normal'. What is a New Normal? Who will create it?



Krishnan Raman -
Coach, Mentor & Facilitator

The world is facing a challenge today in creating the *New Normal* as there is no clear definition. If you were asked to create a *Principle Centric New Normal*, would you be able to clearly define what it means? If yes, write your definition on a piece of paper before we explore further. You can validate your definition later.

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The dictionary defines '*normal*' as '*being usual, typical or standard; not abnormal*'. Similarly, the dictionary defines '*principle*' in multiple ways which makes it ambiguous and complex. So how should we *clarify* the ambiguity and *simplify* the complexity? To achieve this, let us first simplify your understanding of what a *Principle* is. We all know there is a principle called *Gravity*. It can be defined as a natural law which is universal, timeless & objective. Let us stay with this definition of *Principle* for now – *Natural, Universal, Timeless & Objective*. Next, let us try using the word *normal* to define principles.

A *normal* childbirth takes 9 months. Our *normal* blood pressure should be 120/80.

We can clearly see that the above definitions are governed by a natural law. They are also universal, timeless & objective. Therefore, they can be measured. What is

normal should be governed by *principles* and have *measures*. However, there is a third element to be considered when we define what a *New Normal* should be.

Every culture has different norms which are subjective. Respect is expressed with a salute, folded hands or by bowing down in different cultures. This is called a *Value-Centric* approach. Individuals, Families, Teams, Organizations, Societies, Countries, Religions etc. create their own *Value Systems*. In countries where greeting each other with a handshake was *normal*, they are now adopting 'Namaste', the Indian way. Values can therefore be redefined, but Principles are constants and cannot be changed. Think about it. *Can you change Gravity?*

The **New Normal** therefore should be governed by **Principles**, should redefine existing **Values** (if necessary) and have clear **Measures**. Let us understand this better with a couple of examples.

New Normal: **Social Distancing**

Principle – Proximity infects people and they succumb if their immunity is weak.

Value – Life (Self as well as Others).

Measure – Distance (2mtr), Handwash (20sec), Protection (100% coverage of Nose, Mouth & Eyes).

New Normal: **Work from home**

Principle – If people stop working, the ecosystem will collapse. For economy to grow, money needs to flow.

Value – Sustainability, Collaboration, Technology, New Learning, Health, Environment, etc.

Measure – Working hours, Productivity, Sleep, Exercise, New Ideas, New Skills Learnt, etc.

The New Normal will be required at **Global Level**, **Group Level** (E.g. Country, City, Zone, Society, Work, Family etc.) and **Personal Level**. How can we ensure that all aspects of our life are balanced? For that, we must understand the principle of balance. Balance is equilibrium and not equality. It requires the right proportions and not equal proportions. Therefore, we must consider multiple Principles, Values & Measures to get the right balance.

Now that you have sufficient information on how to define the New Normal, practice these skills and convert information to knowledge where you know how to create the *New Normal*. Wisdom lies in aligning the *New Normal* to Principles.

We have created a VUCA world because human beings try to drive the results while it is driven by principles. Remember, it is the principles that fly an airplane and not the pilot. It is fire that heats water and not the person who ignites the stove. We simply need to surrender to principles in order to get the desired results.

Principles work in a steady, certain, simple and clear way. They are not Volatile, Uncertain, Complex & Ambiguous.

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Create a healthy, prosperous, sustainable and better world with your Principle Centric New Normal.
Wishing you and those you serve, the very best.

You have been a great reader.

Now it is time to be a great leader.

4. Flashback Round-up of the last month – June 2020

The growing interest for the NLP Coach Practitioner trainings has been encouraging, as we completed our three NLP Coach Practitioner Trainings and the NLP Master Coach Practitioner Training in the last four months since March 2020.

- In its continuous endeavour to provide more value to its participants, Mind Matrix introduced the concept of personal coaches who are assigned to each of the NLP participants, to help individuals uncover their limiting beliefs and create a mental thrust to the life they are looking for. This aligned perfectly with our mission to empower people to identify their innate abilities and maximize their performance.
- Held its first Online Certified NLP Master Coach Practitioner Training conducted by its pool of Trainers, where participants learnt advanced NLP techniques that could so effectively be used to create a difference in the lives of other people and also enhance their own quality of life. The Externship Model was a big success considering the enthusiasm with which the participants worked with their clients under guidance from the Coaches.
- A 4-day Online workshop on Transactional Analysis (TA) was conducted by our coach Pratima Jadon, which was well appreciated by all the participants.
- Mind Matrix Business Mentor, Smriti Goswami, started a series of FREE online webinars called Book Club "JOY of Business", conducted every Wednesday, which received a lot of appreciation from participants, where they learnt about how to use specific tools to grow their business.

5. What's Next

- With growing enquiries and demand for NLP trainings, we will continue to hold the NLP Coach Practitioner Trainings every month, and we are continuously looking at ways to create change in what the participants are looking for. Our next training is scheduled for 15th August on every Saturday and Sunday from 3:00pm to 6:00pm for 4 weekends.
- The certified foundation course on Transactional Analysis is now a regular feature in our schedules, which is carried out on the 2nd weekend of every month, conducted by Pratima Jadon.
- Smriti Goswami will continue to conduct the Book Club series of webinars "JOY of Business", every Wednesday evening from 8:00pm to 9:00pm.

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6. Nuggets of Wisdom

**"Focus on What Matters &
Be Resilient No Matter What"**

resilience

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WeCare....coz we truly do!

www.mindmatrixwellnessstudio.com