

BLOCKS



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Blocks stand in our way of success. There are two types of blocks, **external** and **internal**. External blocks—such as money, education and geography—are beyond our immediate control. They are outside forces that can't be changed quickly. Internal blocks are inside us. We have much more power to control and deconstruct them.

The acronym **GAIL** helps us remember each of the types of internal blocks.

EXTERNAL BLOCKS

Geography
Money
Education

INTERNAL BLOCKS

Gremlins
Assumptions
Interpretations
Limiting Beliefs

G-Gremlins

The inner critic. It's that voice that tells you "you're not good enough" and "you'll never be good enough."

Gremlins are an amalgam of past voices like parents, teachers, etc. Someone told us a long time ago that we weren't good enough to achieve real goals. The intention may have been to protect us from failure, but the voices no longer serve us.



Remember: Gremlin voices are not your own. The things that gremlins say are someone else's reality. They were never your idea. You merely adopted them because you believed them.

A-Assumptions When you make an assumption, you think that because something has happened before, it's doomed to happen again. Whether it's a bad relationship or starting a business, you assume that the cycle of bad luck cannot be broken. You resign yourself to failure based on the past, and you give up your power to make a change for the future.



I-Interpretations Interpretations are opinions that you create about a situation and believe to be true. You create the story in your head, based on what you **think is true**, not **what is actually true**. You see that your client is frowning during your big presentation and you interpret it as disapproval. You create a story in your head about how he doesn't like it and what he's going to say to you afterward. You learn later that he was actually battling a migraine, but wanted to see your big presentation. You made up a story in your head for no reason.



L-Limiting Beliefs The perfect phrase to start a limiting belief is "I can't." You believe that you are limited in some way and couldn't possibly achieve a particular goal. You tell yourself "I suck at sales" or "I could never run my own business" and as long as you believe that you don't have to make a goal or take action. You wouldn't challenge that limiting belief or try to prove it false. It was once believed that the earth was flat, that the earth was the center of the universe, and that no human could run a mile faster than four minutes. **All of these limiting beliefs have been proven false.**



Dealing with Gremlins

What do your gremlins say to you?



What do your gremlins look like?

What names would you give them?

What would you say to your gremlins?

What actions can you take to diminish their energy?

Dealing with Assumptions

Challenge your assumptions! When you start to think that something isn't worth one more try, stop the thought in its tracks by asking yourself the following questions:

Is that indisputably true?

How does it benefit me to believe this?

What do I have to gain by quitting?

Where is the proof that it will happen again?

When you look back on your life, what are some experiences that turned out well despite many failed attempts before the success?

DID YOU KNOW?

- Oprah Winfrey endured an abusive childhood and career setbacks, including being fired from her job as a television reporter because she was "unfit for TV."
- Elvis Presley was fired by Grand Ole Opry manager, Jimmy Denny, after just one performance. Denny said, "You ain't goin' nowhere, son. You ought to go back to drivin' a truck."
- Michael Jordan was cut from his high school basketball team.
- Henry Ford's early businesses failed, leaving him broke five times before he founded Ford Motor Company.

Dealing with Interpretations The Stories You Create

What situations in your life are you interpreting as negative right now?

What could be the real story?

What would it be like to believe the real story?

How could you resolve these interpretations?



Dealing with Limiting Beliefs

"I can't"

What limiting beliefs have you held in the past that you now know to be untrue?

1.

2.

3.

FOOD FOR THOUGHT

Earth was thought to be the center of the universe dating back to 600 B.C. The geocentric theory was disproven with the publication of Nicholas Copernicus' *De revolutionibus orbium coelestium* in 1543, after opposition from the Catholic Church, other scientists and the public. It's now widely known that the sun is the center of our solar system; we have accepted it as truth because we now have proof.

For years, experts maintained that the human body was not capable of running a mile in under four minutes. On May 6, 1954, Roger Bannister broke the 4-minute barrier, running the distance in 3:59.4. As part of his training, he relentlessly visualized the achievement in order to create a sense of certainty in his mind and body. Barely a year after Bannister's accomplishment, someone else ran a mile in under 4 minutes. Then some more runners did. Now, it's almost routine. Even strong high-schoolers today run a mile in under four minutes.