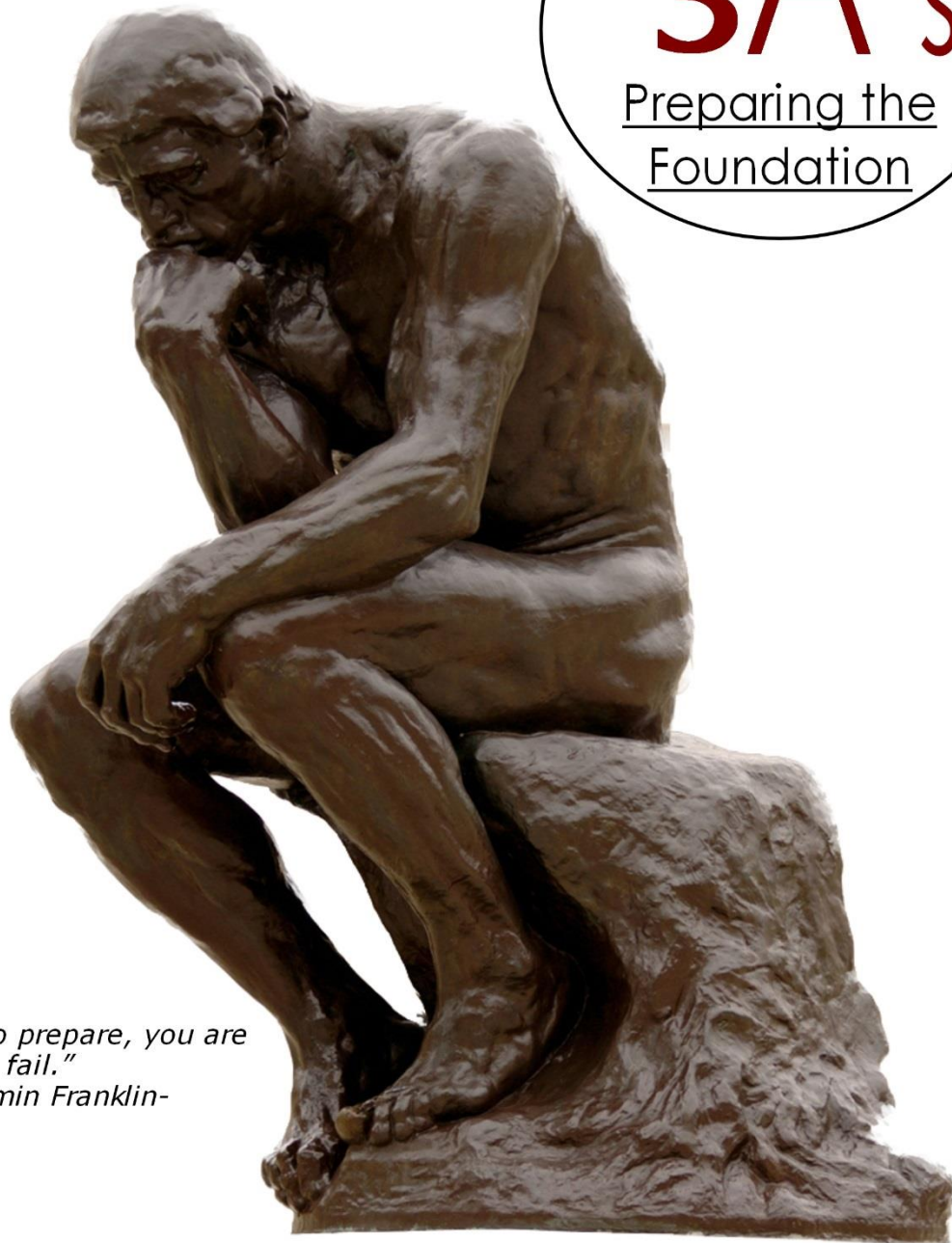


KEVIN L PORTER

LifeStyle & Entrepreneur Coaching

The
3A's

Preparing the
Foundation



*"By failing to prepare, you are
preparing to fail."
-Benjamin Franklin-*

The 3 A's
Preparing the
Foundation

-Exercise 3-

THE 3 A'S – PREPARING THE FOUNDATION

-Exercise 3-

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EXERCISE #3

Attitude Adjustment

This is a coaching exercise that will help you come to the realization that your actions and decisions are direct products of your attitude and your attitudes are created by your philosophy. The lifestyle you live is never a coincidence. It's actually almost a science. There is a methodic sequence that defines your lifestyle. The fortunate thing about this sequence is it's totally under your control. You can master this sequence and therefore master your lifestyle. It's simply this:

*your philosophy is defined by your attitude
your attitudes dictates your actions
your actions define your character
your character determines your life*

It may take a while and a lot of conscious practicing to really get a hold of the process and the mechanisms that make it work for you. The dial we use to decide how well we're doing is our attitude. The chain reaction from what you think to what you do to what kind of life you have is a process that you must have an understanding of to realize the necessity of monitoring your attitude. Your philosophy is more than what you've learned from books. It's your actual views of the world, whether conscious or subconscious. Your philosophy is also how you view yourself in the world. More specifically, your views of your experiences; whether things happen to you or because of you, are a determination you must make. This distinction will decide if you are acting on your own personal power or out of default.

Being unsatisfied with who you are is typical. Who you actually are, who you feel like you are and who you think you should be, are all things determined by your philosophy. Therefore, you have the ability to change them. Stepping out of various stages of denial and practicing various stages of accountability and willingness will teach you to embrace the changes in your attitude and to appreciate the power you will have over your own destiny. Once you become comfortable with monitoring your attitude you will start to recognize a fluctuation before it's strong enough to change your mentality entirely and you will want to reframe it. This exercise will give you the techniques for doing just that.

The key terms in this exercise will be:

Attitude- The psychological state that your actions and decisions are based on

Philosophy- The way you see the world and yourself in it

Self-Talk-The information we tell ourselves that leads to our personal beliefs

Reframing- Changing your attitude towards something or someone

Backstage Info- This part of the program will help you take control of your attitude. You will see that everything you think and do is controlled by the type of attitude you carry. You'll learn that it's not automatic, it actually is a choice, and a positive attitude is necessary for a successful life. The Attitude Adjustment exercise will guide you through:

1. Understanding what your philosophy is and how it creates your attitude.
2. Understanding why and how your attitude can be so powerful.
3. How self-talk effects your attitude?
4. The process of re-framing; change yourself by changing your philosophy.
5. Understanding the sequence of your philosophy creates your attitude which dictates your actions that define your character that determines your life.

Your philosophy is a term used to describe two things in one; how you view yourself and how you view the world. Your philosophy also determines your changing attitudes. How it works is simple. If a kid is going into a class that they enjoy and they feel that teacher wants to help them, then they will probably go in with an **attitude** of willingness; willingness to listen and willingness to learn. If the same student is going into a class that has a teacher they believe is mean or doesn't care then they may go in with an **attitude** of defiance or indifference. In both cases, what the student believes to be real, which is their **philosophy**, is what determines their changing **attitude**.

QUESTIONS:

This first section will help you start to identify your current philosophy.

1. What do I think of my living situation (good or bad) and my place in it?

Your **philosophy** towards these things will determine your **attitude** towards each one. The **attitude** you have will determine the actions you take and how intensely you take them. The power of **attitude** is that what you expect to happen will usually happen simply because your actions will be guided towards that outcome. This is not to be confused with hope. What you expect is not always what you hope for. If you expect your boyfriend to cheat on you then your actions toward him, (i.e.-questioning them all the time, checking their phones, accusing them of things), will probably lead them to either cheat on you or leave you. If you expect to fail a class then subconsciously you may not push yourself to do the best you can and, subsequently, you will fail the class. This type of thing holds true in any and every situation for most people. Therefore, you can essentially control your outcomes; maybe not exactly, but definitely for the most part.

It sometimes seems like having a negative **attitude** takes less effort than maintaining a positive **attitude**. This is true only when you give away your power to the circumstance. When you practice **action ownership** not only do you maintain your personal control but you get to **reframe** your **attitude** to steer you in a more positive direction.

QUESTIONS:

- 6. What do I think it means to feel happy? Do I expect to be happy when I get home every day? Am I correct? Explain.

- 7. Do I expect to paid what I'm worth at my job? How is my pay?

8. Do I expect to get along with my partner and children? How well do we get along?

9. What does "successful" mean to me? Do I expect to be successful in the future? What are my future plans? Am I following my plan?

No one talks to us more than we talk to ourselves. We are both our most trusted confidants and our most conniving manipulators. We tell ourselves what to believe and what not to believe. A skinny girl can look in the mirror, tell herself she's fat and believe it wholeheartedly. A guy that is a horrible athlete can get on the kickball field and tell himself he's unstoppable regardless of the fact that he's really bad! Since our **philosophy** is based on our beliefs of ourselves and the world around us, it only makes sense to acknowledge the fact that our **self-talk** plays an immense part in shaping our **philosophy**.

QUESTIONS:

Self-talk can fuel denial or crush it.

10. What do I tell myself that others say isn't true?

11. What is the typical theme of my daily **self-talk**? What am I thinking about myself and my world during different times of the day;

Morning- _____

Lunchtime- _____

Afternoon- _____

Evening- _____

Reframing is essential to creating a winning **attitude**. It is the process of acknowledging your current state of mind, and choosing to change your perspective or **attitude** towards a situation. When our **attitude** isn't serving our progress we refer to it as a *disempowering perspective*. Writers McKay, Davis and Fanning have analyzed and grouped together the most common dis-empowering perspectives into these categories:

1. Filtering - focusing only on the negative details and filtering out any evidence that contradicts them
2. Polarized Thinking – seeing a situation only in black and white, as good or bad, right or wrong, perfect or complete failure
3. Over Generalization – making a general conclusion based on a single incident or piece of evidence. (i.e.-someone disappointing you so you never trust them again)
4. Mind Reading – making assumptions about what people are feeling, why they are acting the way they are and how they feel about you.
5. Catastrophizing – assuming the worst possible outcome will happen
6. Personalization – thinking that everything people do is a reaction to you
7. Control Fallacy – thinking that you are responsible for everything and everyone around you
8. Victim Fallacy – thinking that you are a victim of circumstance and have no control of anything happening to you
9. Fallacy of Fairness – being resentful because you believe that everything in life should be fair
10. Emotional Reasoning – believing that what you feel is truth. (i.e.-if you enjoy it then it must be good for you)
11. Fallacy of Change – believing you can't be happy unless you can change those around you to behave the way you want them to
12. Blaming – thinking that someone else causes everything in your life
13. Being Right – going to any lengths to demonstrate that you are correct because being wrong is so terrible
14. Shoulds- keeping a mental list of rule about how the world “should” operate and become resentful or angry when others don't follow your rules.
15. Heaven's Reward Fallacy – feeling resentful when the rewards that you feel you deserve do not come

These perspectives can sometimes feed off one another. There may be situations in which your **attitude** is a combination of multiple dis-empowering perspectives. Imagine an Olympic athlete that receives a second place medal in their event and gets angry and resentful. They are obviously *filtering*, because 2nd place in the Olympics is an amazing accomplishment, their *thinking is polarized*, and they may be *blaming* their coach for not pushing them enough or the judges for scoring them unfairly. The list goes on. **See if you can think of a few more disempowering perspectives the athlete may be experiencing.** Whenever a challenge feels overwhelming, an obstacle seems insurmountable, or a problem seems to have no solution, explore these perspectives to see which one you are experiencing.

QUESTIONS:

12. List three situations in my life that I have a negative **attitude** towards?

1. _____

2. _____

3. _____

13. Which of the 15 dis-empowering perspectives am I adopting in each of these three situations? Explain how.

1. _____

2. _____

3. _____

Each of these dis-empowering perspectives has a powerful contradictory outlook that you can adopt immediately, an *empowering perspective*. Some of the most common and most easily applied empowering perspectives are:

1. Most experiences in life have a mixture of good and bad to them and I choose to focus on the good.
2. Even the worst situations offer the opportunity to learn and grow.
3. Every new situation, no matter what it is, is a new opportunity.
4. My past doesn't determine my present or my future.
5. Today is going to be a good day if I choose to make it one.
6. I have my process. Other people have theirs.
7. Every day offers many opportunities for me to shape my future.
8. I can live with life's disappointments and not be overwhelmed by them.
9. I am a unique and magnificent human being and so is everyone else. We must choose to live as such.
10. My life is the most important project I will ever work on.
11. This life is not a dress rehearsal. It's the only one I have.
12. Most people are good at heart.
13. I am the only one who can change my mind and heart.
14. We all make mistakes. What matters is whether or not we learn from them.
15. Giving starts the receiving process.

A few months after being convicted of trafficking cocaine, Kevin Porter had been through rehab, and started a new journey to become the best version of himself that he could be. He had also gotten a job with an architectural engineering firm through an employment agency. He was to work on a 90 probationary period like everyone else. His supervisor assured him that at the end of the 90 days he would be hired on full time. The firm had a strict "no felons" policy but Kevin had been well on his way down a path of personal growth. He was optimistic and worked hard. He learned the workings of the many departments quickly and had gotten a skilled technician from his last job hired on.

At the end of his 90 day probationary period he was not hired on full time and shortly afterwards he was fired. His felony conviction proved to be too much for the firm's policy to overlook. The skilled tech he had gotten hired was able to promote to full time and Kevin was extremely bitter.

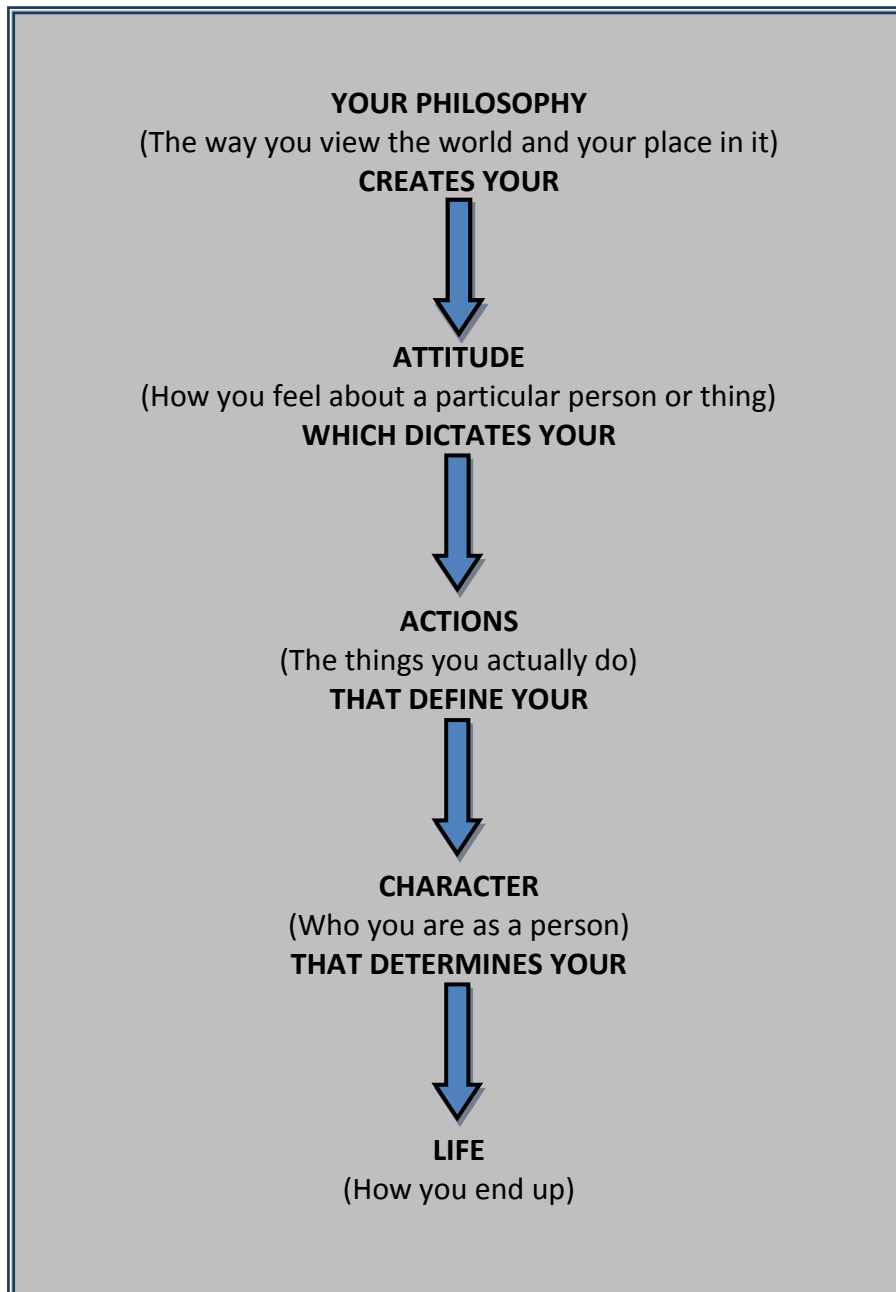
I've gone through stages of my life where my beliefs have changed dramatically. At one point in middle school I thought all pretty girls were mean. So I treated them as if I expected them to be mean to me. I was rude to them. I showed them little to no respect and insulted them. Guess what happened? They were mean right back to me. It took one of them asking why I was so mean to her and me explaining myself out loud, to realize that I was creating my belief. They were mean to me because I was mean to them.

I used to assume that as a young black male, I would end up in prison one day. I started stealing fireworks from speedway when I was 10. I started doing drugs at 12 and selling them at 14. By the time I was 18, I had my first prison sentence. I had my self-fulfilling prophecy. But I didn't go because I was black, I went because I was a criminal.

In both of those examples, I based my actions on my beliefs which most of us do. The problem was that my negative beliefs created negative **attitudes** in both situations that inevitably gave me negative outcomes. The **attitude** I had in both situations was my choice and not forced onto me. I **reframed** my **attitude** in the first one fairly quickly after a conversation that helped me realize that reframing would better suit my progress. The second situation took me years to decide to **reframe** for a number of reasons. But once I did I almost immediately started to prosper and live a much happier life.

I used to not want to be a parent. I always loved my daughter but I was much more comfortable letting someone else take care of her. This obviously did nothing to nurture the bond between my daughter and me. I had little respect for myself as a father and as a real man and the respect I did have was quickly dwindling. Then I finally started to **reframe** my perspective once I got married and got custody of my daughter. I realized that fatherhood was enjoyable. It made me feel good about myself and I gained a sense of responsibility for my child.

Activity 1- By now you should have a complete understanding of the sequence; your philosophy creates your attitude which dictates your actions that define your character that determines the life you lead.



1. Take a situation in your life, like your current relationship with your parents and/or siblings or your job situation, and backtrack to what action/actions created it-what **attitude** caused you to take the actions and what **philosophy** created that **attitude**.
-Do this with 3 separate situations, positive or negative-

Situation #1 - _____

The action I took to create this situation was: _____

My **attitude** that created that action was: _____

The philosophy I had that created that **attitude** was: _____

Situation #2 - _____

The action I took to create this situation was: _____

My **attitude** that created that action was: _____

The philosophy I had that created that **attitude** was: _____

Situation #3 - _____

The action I took to create this situation was: _____

My **attitude** that created that action was: _____

The philosophy I had that created that **attitude** was: _____

Activity 2- Living with an **attitude** of gratitude means that you focus on the gratitude you have for the things in your life more than you focus on the things you don't have. Since gratitude breeds prosperity, living with this mentality is always most productive. The easiest way to gain this **attitude** is with a gratitude list.

1. Get a notebook that you will dedicate solely to your gratitude list.
2. Put today's date at the top of the first page.
3. List 10 things you are grateful for today.
4. Tomorrow, date the next page and list 10 more things, anything counts no matter how small.

YOU CAN NEVER HAVE THE SAME THING ON ANY 2 DAYS, YOU CAN ONLY USE EACH THING ONCE

5. Do this for 30, 60 or 90 days, depending on the depth of your negativity

This works because you are going to use up the obvious ones first. Then you will have to start thinking of things in your life for which you are grateful. Eventually you will spend parts of your days looking for things to be grateful for knowing you have this homework assignment. Before you know it, you will have created a habit of looking for gratitude throughout your day. Once the habit is formed it becomes second nature. You will be looking for gratitude all day without even realizing it and then you will be living with an **attitude** of gratitude!

Assessment

1. What have I learned from this exercise?

2. How will I use what I've learned?

3. What steps can I take immediately to apply what I've learned?

Conclusion – The process of designing your life is delicate and fun. When you decide that you don't want to fall into someone else's plan the process has already begun. You have already started to take responsibility for the fate that is yours. No longer will you look to the things that are out of your control as scapegoats for the condition your life is in.

The responsibility is all yours. What a grand responsibility it is. Uncle Ben told Peter Parker in the beginning of the Spider Man movie, "With great power, comes great responsibility". Well, I'm here to tell you that it works both ways. When you take responsibility for your life, you empower yourself to manifest your greatness.

Accepting an attitude of gratitude will launch you into success. The process was covered thoroughly in this book. You should have the logical chain of thought to action that shows you how your philosophy creates exactly what you want it to whether you realize it or not.