

# Attitude / Emotional Cycle

## STAGE 1: EXCITEMENT! ENTHUSIASM!

## STAGE 4: RECOMMITMENT

We remind ourselves why we were excited in the first place.

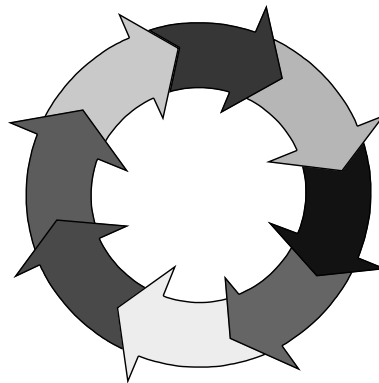
“It’s not like me to give up,  
not to reach my goals,  
to get discouraged.”

**Get EXCITED again!**

Send positive messages to  
brain...become realistic.

**Realize that ACTIVITY will  
quell all FEAR & DOUBT.**

This growth process is a JOURNEY.



## STAGE 2: FRUSTRATION

Postponements

Obstacles

Few bookings

Only in Frustration can we bring  
about CHANGE. We only LEARN  
& GROW in the valleys, not the MT.  
Tops!

## STAGE 3: CRISIS POINT

Start making excuses or placing blame.

Forget your dreams.

Get angry with yourself.

You alone are responsible for your own success/failure.

I never wanted my own  
business anyway.

I’ve always loved my job...

At this point, you make a DECISION—  
you either Quit or you RECOMMIT!

This cycle is inevitable **any time you are growing.**

With growth comes “Growing Pains”.

Only through growing pains can you truly taste the VICTORY!

Remember everyone who is where you want to be,  
has GROWN to the position.