Power of Discipline & Living an Abundance Life

Discipline is the bridge between goals and accomplishment.”
Jim Rohn

DEVELOPED & PRESENTED BY PETER NG
Personal Success and Discipline

“Check the records. There has never been an undisciplined person who was a champion”

Zig Ziglar

Zig Ziglar
Nov. 6, 1928 — Nov. 28, 2012
"If you learn from defeat, you haven’t really lost."
An Abundance Life

- Personal success is NOT measured by who you are, how much you possess, or what you have accomplished.
- Personal success is measured by how good you feel about who you are, what you have done, and what you have.
An Abundance Life

► Personal success comes from within and is achieved when you are able not only to be yourself, but also to love yourself.

► It is feeling confident, happy and powerful in the process of doing what you want to do.

► The secret of personal success is staying in touch with your inner peace, joy, love and confidence.
An Abundance Life

- A big part of mastering personal success is learning how to *transform* negative feelings into positive feelings and negative experiences into lessons learned.

- When you feel *confident* you accept that life is a process, and you understand that it sometimes takes time to get what you want.
Enjoying Your Everyday Life

Without your first achieving personal success, “having more” will just complicate your life and create more problems.

If you are not happy first, getting rich will not make you any happier.

If you are already happy and you know that you are not dependent on more money to be happy, greater wealth can make you happier!
“Success is a matter of understanding and religiously practicing specific, simple discipline that always lead to success”

Robert J. Ringer – Author, Winning Through Intimidation
Discipline as Defined by Thomas Huxley

“Do what you should do, when you should do it, whether you feel like it or not.”

Thomas Huxley, Biologist
Discipline is Not a Regimental Word

To achieve success you need to show self-discipline in following your heart. Emotions like being peaceful, calm, loving and happy regardless of the circumstances does require tremendous self-discipline but practice being this way and success will be inevitable.

You could re-define self-discipline with heart as "doing what you should do, when you should do it, and feel happy to do it, regardless of the circumstances."

Dr. Paul Lanthois, Director of The Work Life Balance Foundation
“Self-discipline is a form of freedom. Freedom from laziness and lethargy; freedom from the expectations and demands of others; freedom from weakness and fear – and doubt.

**Self-discipline allows a pitcher to feel his individuality, his inner strength, his talent. He is master of, rather than a slave to, his thoughts and emotions.**

H. A. Dorfman – The Mental ABCs of Pitching
Power of Self-Discipline

- Discipline of Smile
- Discipline of Mind
- Discipline of Celebration
- Discipline of Habits

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Discipline of Smile

A smile can brighten the darkest day.
Myth on Frown versus Smile

“It takes more muscles to frown than it does to smile.”

- The above phrase is not true!
- We have more than 40 muscles in our face that can create literally hundreds of different facial expressions.
- A smile involves between 10 to 12 muscles.
- It takes only 6 muscles to frown.
DOSE: Chemicals that create Good Feelings (Dopamine; Oxytocin; Serotonin; and Endorphins)

- **Dopamine** can be considered the “motivator” or “reward seeker”. Much reward-driven learning is based on dopamine transmission. It lets you know that either you are about to get something that you need or you are nearing a goal.

- Studies have shown that when we smile, we get a shot of dopamine.
**DOSE: Chemicals that create Good Feelings (Dopamine; Oxytocin; Serotonin; and Endorphins)**

- **Oxytocin** is referred to as the “love hormone”. It activates your ability to trust, act more generously, and become social with others.

- When you smile at someone and get a smile back – whether it is from a loved one or a stranger – you will get a dose of oxytocin as your urge to belong and connect with others is fulfilled.
**DOSE: Chemicals that create Good Feelings** (Dopamine; Oxytocin; Serotonin; and Endorphins)

- **Serotonin** is the chemical force that drives us to seek elevated status.
- We do get a big dose of serotonin when we are praised or when we are in the limelight.
- Serotonin is associated with our ability to deal with group dynamics and competition.
- Lacking of serotonin can result in depression.
Endorphins are the chemicals that are responsible for what we call a “runner’s high”.

Endorphins releases a boost of energy to deal with physical or emotional stress, or to overcome an obstacle.

Research has show that chocolate triggers endorphins; and according to the British Dental Health Foundation, smiling is equivalent to eating 2,000 bars of chocolate... without the calories and the cavities.
Can Simply Smiling Make You Happy?

- We often think that smiling is a result of feeling good, but studies show that our smiles themselves can make us feel good.
- Most of us think that our facial expressions represent our mood.
- Eric Finzi, a dermatologic surgeon and coauthor of a study on frowning points out, “You can influence mental health by what you do with your face, whether you smile more or frown less.
- Our face can tell our brain how it should feel.
Trick Your Brain into Happier Mood

- Your brain is constantly monitoring what is happening in your body.
- By putting your face in a happier position, you can boost your mood.
- Holding a pencil between your teeth mimics a genuine smile because it activates the same muscles of the mouth, cheeks, and eyes.
- Your brain sees your ‘smile’ and respond “Hey, I don’t know what’s going on down there, but we’re smiling about something, so we must be happy! Quick, send out some endorphins and serotonin on the double!”

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9 Major Benefits of Smiling

- Smiling is contagious, and vice versa (Oxytocin).
- Smiling reduces stress – smiling reduces the ‘swelling’ of negative feelings and also helps you to recover more quickly (Serotonin).
- Smiling lets you look younger. Researchers from Max Planck Institute in Berlin found that smiling people were “more attractive”, and had a more youthful appearance than their solemn counterparts (Endorphins).
9 Major Benefits of Smiling

- Smiling lets you be more attractive. No matter what the structure of your face, you look more attractive to others when you smile. (Endorphins + Oxytocin + Serotonin)

- A study published in Neuropsychologia suggests that when you view a person who is smiling, you actually feel rewarded. When you are smiling, people feel like you’re rewarding them! (Serotonin + Dopamine)

- It takes more muscles to smile and the stronger you keep those facial muscles, the tighter your face is, which prevents sagging, droopy skin – a noninvasive surgical facelift without the expense.
9 Major Benefits of Smiling

- Smiling helps you win in business. One signal that suggests that someone is trustworthy is a smile. Genuine smiles send a message that others can rely on and that leads them to cooperate with us (Oxytocin + Endorphins).

- Smiling improves customer service (Oxytocin + Dopamine).

- Smiling helps you live longer. Ernest L. Abel and Michael L. Kruger at Wayne State University have found that the larger your smile, the longer you may live. “Smile intensity” seems to have a statistically significant effect on a person’s longevity (Dopamine + Serotonin + Oxytocin + Endorphins).
Discipline of Mind

You are today where the thoughts of yesterday have brought you, and you will be tomorrow where the thoughts of today take you.

Blaise Pascal
Conscious & Non-Conscious Mind

- Usage of 1/10 of our brain? No, we use the whole brain – just that 10% of conscious thoughts and 90% of non-conscious thoughts.

- All our thoughts/memories and emotions are stored in the non-conscious part of our mind, and have a tremendous influence on our conscious thoughts.

- Scientists have found that the non-conscious mind performs around 400 billion actions per second and the conscious mind is only aware of 2000 bits of information.
Challenge the Process

• Whatever the challenge, all the cases involved a change from the status quo.
• No one can claim to have achieved a personal best by keeping things the same or simply by doing the same thing year after year.
• Mediocrity and status quo will never lead a person to success in the marketplace.
• When it comes to innovation, the success person’s major contributions are in the creation of a climate for experimentation, the recognition and supportive of good ideas, and the willingness to challenge the system to get new products, processes, and systems adopted.
Self-Imposed ‘Thinking Errors’

- Your own thoughts relating to yourself are of course merely thoughts.
- If you believe fervently that they are an accurate description of who you are, then you will conduct your life based on your assessment of your own strengths and limitations.
- How many opportunities have you shied away from because of your own self-imposed ‘thinking errors’?
- Our own thinking has been the cause of a lot of our own suffering; that we’ve created our own pain.
Self-Imposed ‘Thinking Errors’

- Majority of people believe that thinking is something that happens to them;
- Rather than something they are doing.
- The important point is that thinking is something that you are actually responsible for, the control lies with you.
We Need to be Positive Consistently

- It is of little use to entertain positive thoughts for just a short burst of time each day if you then proceed to think negative or unwanted thoughts for the rest of the day.

- It is important that you learn to be aware of your *habitual* thoughts and to appropriately adjust them so as to maintain an overall positive mental attitude.

- Your goal is not to control every thought. It is your *dominant* thoughts and beliefs that you must learnt to bring under your conscious control as they largely determine your mental attitude.
Thinking is NOT something that happens to you.

It is something that you do.

The mind is given to us, we are not given to the mind!
To gain the greatest creative power at your disposal, you must learn to **control** the nature of your habitual thoughts and to **align** yourself with what you want (the life you sought after).
Fruits of our Inner Spirit

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LOVE

FEAR

Fruits of our Inner Spirit

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<th>Love</th>
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Fruits Produces Character

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Thoughts = Feelings

- Unhappiness is simply the lack of inner joy and has nothing to do with our external condition.
- The real cause of unhappiness is the absence of joy.
- To find happiness, we must begin an inner journey to recover and remember who we really are, turning our negative and distorted thinking into positive light.
- By looking within ourselves, we will discover that the joy, love, power, and peace we are searching for is already there. **Those qualities are who we already are!**
Thoughts = Feelings

- You cannot have a feeling without a thought.
- Would you try to feel sad without thinking some saddening thoughts?
- Would you try to feel angry without thinking some thoughts that generate anger within you?
- Would you now try to feel guilty without thinking of thoughts that generate guilt within you?
- We’re simply unable to feel emotions without the corresponding thinking to generate it.
Watch Your Thoughts

- You can only think **one** thought at a time!
- It’s in the nature of human mind that when we are in an unhappy state of mind all that we generate are thoughts of negativity. That is why it is so important to **catch a line of thinking** – to observe it, be aware of it – and prevent it from taking hold.
- The key is to actually be aware of your thinking rather than getting caught up in the vortex of continuous thoughts that go on and on, making you feel bad about a situation or your life in general.
Actions Can Change Your Thought Power

- The formula for achieving a desired outcome in anything is to take action.
- **Actions produce results**; and it re-programs your thought power. (DOSE of positive energies)
- Concentrate your mind on looking for solution.
- Minimize the waste of time and draining of energy that you expend on complaining and fretting about the situation that violates the ‘should/must/ought/have to’ rules.
Thought Power

Changing the way you think changes the way you feel, which changes your behavior. We are all product of what we think.

When we change our thinking; we change our lives!
Discipline of Habits

Our character is basically a composite of our habits. Because they are consistent, often unconscious patterns, they constantly, daily, express our character.

Stephen Covey
Habits and Success

“The individual who wants to reach the top in business must appreciate the might and force of habit. **He must be quick to break those habits that can break him – and hasten to adopt those practices that will become the habits that help him achieve the success he desires.**”

J. Paul Getty
Habits are Not Necessarily Bad

- Habits are very useful shortcuts to get us through the day without having to re-solve from scratch every task that comes up.
- But as we know, not all our habits are in line with our life of today. Not all of our habits will take us where we want to go.
- Brute force does not always work in changing extreme habits.
Habits are Not Necessarily Bad

- The process in which the brain converts a sequence of actions into an automatic routine is known as “chunking”, and it is at the root of how habits form.

- Habits, scientists say, emerge because the brain is constantly looking for ways to save energy and effort.

- We might not remember the *experiences* that create our habits, but once they are lodged within our brains they influence how we act – often without our realization.

- Habits are not destiny – habits can be ignored, changed, or replaced.
Understand Habits and How to Change

- There are usually three parts to a habit: a cue; a routine; and a reward.
- Most people who try to change habits by brute force find themselves in the routine, and try to just switch to a different routine.
- But you need all three parts for the habit to work, especially the reward. It is really hard to establish a new habit with no reward.
Habits are Formed

- **Cue**
- **Routine**
- **Reward**
- **Craving**
Understand Habits and How to Change

- To overpower the habit, we must recognize which **craving** is driving the behavior.
- A cue and a reward on its own are not enough for a new habit to last.
- Only when your brain starts **expecting** the reward – **craving** the endorphins or sense of accomplishment – will it become automatic for the behavior to take place.
Discipline of Celebrations

Competing is exciting and winning is exhilarating, but the true prize will always be the self-knowledge and understanding that you have gained along the way.

Sebastian Coe, 4-time Olympic Medalist and Chairman of the LOCOG
Discipline of Celebration

• Celebrate for doing something *right*!
• Celebrate *efforts* and *progress* not just results.
• Celebrate *testimonies* of achievements and success.

Positive Reinforcement
What’s your intrinsic motivation?
The Inner Motivational Force

- Power
- Achievement
- Affiliation
- Security
- Charity
- Challenge
- Basic Needs
What Motivates You

- What really do inspires you to want to perform even better?
- What intangible factors when attain makes you feels really good about yourself?
- What must have to happen to make you feel happy and successful in your life?

People who are motivated by their Own Values and Purposes are more likely to succeed than those who are motivated by activities.
Self-Reflection for Greater Achievements

• Make a list of all the achievements that you want to accomplish on your profession or in your life.
• For each item, ask yourself, “Why do I want this?”
• Write your ideal and unique image of the future for yourself.

Develop a Purpose for Your Life!
Attitude of Gratitude

Without gratitude we become easily dissatisfied and find lots to complain about. Having gratitude takes the focus off oneself.

When you are in a state of appreciation and gratitude, you are in a state of abundance. You are appreciating what you have instead of what you do not have.

Grateful people live optimistically!
Cultivating an Attitude of Gratitude

• Develop an attitude of gratitude toward the people in your life – waiting staff; someone who opens the door for you; hold the elevator for you; your spouse; your parents; your coworkers; etc.
• ‘How’ is what you can do to make someone’s life better!
• Showing appreciation is one of the best ways to improve relationships.
Cultivating an Attitude of Gratitude

- Meditate daily on things for which you can be thankful.
- Cultivate the habit prior to going to sleep of focusing on at least three things that went well that day. Focusing on three positive things gives you a peaceful sleep and a **DOSE** of positive energies to recharge your mind.
We make a Difference in life even if we have not pursued what we wanted to do.
You have the power to change, and no one else can do it for you.

May you always grow and glow in greater love and success.