

## January 2010: Perception

Imagine two identical days, each with the same routine. Yet one goes so well, while the other seems to be the day we would like to forget, everything goes wrong.

How can this be?

The answer is perception.

On each day the alarm went off at the same time. You snoozed for the same ten minutes and did your morning routine.

The sun was shining and the constant glare was irritating. Fellow drivers seemed grumpy.

You looked at a few faces to seem them scowling back at you. No-one was letting you in at the intersection, and everyone seemed in a bad mood.

Today however, the sun is shining and it's so uplifting.

Everyone seems smiley and cheerful, even letting you in at the busiest point of the road.

At the lights, you can see a driver next to you obviously singing along to the same song on the radio, and you acknowledge one another with a friendly smile.

So what was different? The difference lies solely within you.

Everything we see and believe is our own perception.

So if everything you believe is your perception, does that mean you can control your life and its outcomes?

Of course, and this is where people become successful. Everyone has problems and days we would like to forget, yet it is your perception and your ability to cope with problems determines whether or not today is a good day.

It is no coincidence that when you have not been in the right mood, sales are hard to come by and the same with networking, you

are more likely to get several good leads with the right attitude than thinking "Oh no, not another boring network function"

If you were projecting the thoughts, "They'll never buy from me" guess what? They won't.

Maintaining a positive state means that your internal representations of your experiences are positive and this will show through your physiology and behaviour.

Practice this whenever you are next out walking, you'll notice that you get a lot of friendly nods or smiles as you pass people, purely due to the positive state you are projecting.

If you were projecting the thoughts, "They'll never buy from me" guess what? They won't.

Perception is a great awareness tool - awareness of your self, of others and of the world around you.

Practising positive projections can really result in a happy productive day, and gives you control to turn around those days you just want to end.



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Adrian Middeldorp  
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