



# **7** Ways to **TURBO-CHARGE** your **THINKING**

Change the way you think-  
to create an amazing future  
for you and your business

By Wayne Vincent

# 7 ways to turbo-charge your thinking

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The way you think influences everything you do - both personally and in business. Thinking differently gets you different results - often better than following the same old processes you've used before. You know the saying

*If you always do what you've always done; you'll always get what you've always got!*

These are some strategies to change how you think about things - and turbo-charge both your thinking and the results you get.

# 1

## Use a specialist



### **Problem**

You don't want to spend money on getting a job done, when you can do it yourself. But if you don't have the experience or knowledge, it can take a lot of your time and end up being done at a level that falls short of delivering the best results. Even if you're capable of doing this particular task, if it's not one of your core skills, it's almost certain that you will either take much longer than an expert or not be able to achieve the same level of outcome.

### **Solution**

Use a specialist. Specialists are focused on specific areas of expertise - what takes you three hours; they can probably do in less than half the time. The actual cost of employing an expert is likely to be less than the cost of your time to do the same work.

Also an expert may be able to mentor your current staff to improve your in-house skills.

## **Benefit**

This frees up your time to work on the things where YOU are the expert and can add significant value to the business. Plus, the outcomes are likely to be much higher calibre than you have the capability and knowledge to achieve.

Another benefit is that these tasks get done in a timely fashion - rather than being pushed back when your business needs your time elsewhere.

## **Result**

You are less frustrated, get better results, are reassured that your business maintains your high quality reputation and the business is more likely to have a steady and stable growth.

# 2

## Learn to use *Future Pacing*



### **Problem**

You have a meeting with an important client. They have given you some information about what they would like to discuss, but as you know from previous experience, on the day things can change and something unexpected could be sprung on you.

### **Solution**

Jump forward in time. Allow yourself (you can do this on paper or simply visualise) to jump forward in time, looking back to the meeting.

Yes, looking back to the meeting! Imagine the meeting has taken place and look at all the things that could have been asked, how situations may have changed and see how you handled them. Repeat this a number of times, seeing the meeting go more smoothly as well as being more difficult and challenging than maybe you had expected.

Record your observations and then move from the future back to the present. What did you learn from going forward in time? How can you prepare differently to ensure you're prepared for all the different scenarios?

Another useful exercise is to go back in time to previous meetings, what could you have done differently to have had a better result?

### **Benefits**

You can now go into the meeting confident that you have a far greater chance of being able to give the client what they want. A big plus for this is that your mind has already experienced every scenario and this takes away from any nerves and anxiety you may have had.

(NB Future pacing is useful in many situations)

### **Results**

Less anxiety. More certainty and the ability to deal with any obstacles thrown in your path with confidence.

# 3

## Desensitise the past



### **Problem**

You may have had a few problems, failures or issues (that's normal) in the past which still persist somewhere in your mind. These past events, if not resolved, will cause bottlenecks in the future. You may not even be consciously aware of them! They can behave like little

programs running silently in the background until you have a new plan or event that may link back to them.

For instance, you may have just been given a promotion, you once had a cosy little desk, where you could focus on the jobs you were given and you did them well, now you have a small team to look after.

Somehow there's a feeling of anxiety or lack of confidence. Uhoh! You've had that feeling before, your last promotion at your previous company didn't work out well, now you start linking up the new promotion to the old experience (the brain does that due to the fight or flight mechanism).

### **Solution**

Desensitise the past. Take some time away, in a quiet place, listening to some soft music (spa type music is best). Close your eyes, allow yourself to relax and then when it feels right, float back to the old event in the past.

Float high over it looking down on it, seeing yourself in the event too; this may take a few attempts to get it right. Looking down at that event, ask yourself what you need to learn from it, in order to desensitise it (it maybe a little uncomfortable going back), but float high above it being an observer.

Notice that the more learning you gain, (positive learning by the way), the less sensitive the old event becomes. Keep repeating this until you've completely learned all you can from the event, it will no longer feel sensitive at all.

Now float into the future and (in this instance) see yourself with your team, calm and confident, getting the job done, how does that promotion feel now?

### **Benefits**

Desensitising previous events clear the past emotional connections and allow you to take on any new task with a positive approach. Instead of negative feelings, you can move forward with enthusiasm using what you've learned to improve your results.

### **Results**

This sets you free from any feelings of failure or being 'not up to it' and gives you momentum to pursue new activities and achieve your goals.

# 4

## Reduce uncertainty by dilution



### Problem

Lack of certainty is one of the most common fears in business and life. We can do a lot to reduce this, working with the team and preparing well for example, but it's easy to start focusing solely on the negative outcomes - rather than positive achievements. It's hard to reject anything that may cause pain and discomfort.

Imagine that you're going to meet a new client, one you've heard of that's very difficult. It's easy to look at all the negatives; ones that you've heard about.

### Solution

Dilution is a technique in which you imagine all possible scenarios, from the worst to best - and everything in-between. This may seem counter-intuitive, it seems like you're over thinking, but two important things happen - you now have alternatives to consider and it prepares you for any outcome.

### Benefits

1. It confuses your mind - and this is good! Being confused actually stops you from focusing on the negatives - because there are enough positives and neutral outcomes to move the balance of your focus.
2. It prepares you for all eventualities, this helps you prepare fully and allows your mind to act as if it has already happened.

### Results

This reduces anxiety, gives you confidence and prepares you for all eventualities.

# 5

## Clear the mind with next step thinking



### **Problem**

We can all get brain fuzz, overwhelm, foggy thinking etc. Sometimes there is so much going on in our minds that we lose clarity and focus. This usually doesn't happen overnight; it builds up over time. However, it needs to be addressed as early as possible.

### **Solution**

Next Step Thinking. Start each week and each day by taking time out to look at all the tasks you have to carry out. The brain likes a sense of certainty, so having 'next steps' on all your task, to-dos, projects etc, both personal and professional give the brain that sense of certainty.

### **Benefits**

If you write your action points down by hand, there are extra benefits. Using a pen and paper engages the creative, right-brain, so you may generate more ideas while carrying out this process. It also generates a great feeling of 'downloading'. Things that are written down are generally better remembered too!

### **Results**

Knowing next steps frees up the mind, helping to clear it, improve focus and gain extra capacity to handle and resolve problems when they arise.



# 7

## Be candid



### **Problem**

People don't always say what they think. Sometimes this is because they don't want to offend someone else or it may be because they are worried about being seen as a trouble-maker or dissenter.

The challenge is that when people don't offer their opinions and thoughts, the business can suffer if their unsaid suggestions or observations could positively affect the path it's on at present.

### **Solution**

I saw an interesting survey from the USA the Survey showed that businesses that practised 'Radical Candour' as a means of feedback within the business achieved 270% more growth

What is candour? It's honest, open and confident feedback between staff of a business and from customers. It doesn't mean there's a licence to be rude or destructive, simply revealing your thoughts in as constructive way as possible.

## Benefits

Having clear and open discussions and feedback between staff and encouraging customers to provide honest feedback what is working well and what needs to be changed.

## Results

People feel valued when they're listened to, Changes can be made sooner rather than later, where things are not working as well as they might. This can affect the long-term health and growth of the business - and its reputation. Greater levels of candour will result in a stronger, healthier business, happier staff and better growth.



It's natural for you to do the things first that you like doing, that's natural. Avoiding the things you like less or putting them off until sometime in the future is also normal. The problem is that those tasks you dislike still need doing. Putting them off can lead to major business bottle necks and issues.

### **This is where Time & Energy Management Thinking comes into play.**

Q: When do people tend to break their diets?

A: It tends to be later in the day. They start really well, first thing in the morning when energy is good or high they stick to it, lunch time is OK, but as they get more tired the mental energy it requires to stick to the diet diminishes. This is the most likely time for to go and snack on quick fix junk food.

Time and energy thinking is a way of looking at your role and working with your energy levels.

Use the morning to do the tasks in your role that are more difficult, because your energy to carry out more challenging tasks is higher. Then use the afternoon for the tasks that are easier and more enjoyable, which require less energy to accomplish them.

This type of thinking allows you to do the things you do best, without letting the things that must be done for the benefit of your business or role falling through the gaps.

It means less stress, more personal fulfilment and a healthier business outcome.

So don't procrastinate - put your new skills to use as soon as possible and keep using them to turbo-charge your thinking.

# Wayne Vincent

I've spent most of life studying how people can get the best from themselves, their teams and their business. It can be challenging overcoming negative thoughts, fears, phobias and all those things that go on in your head and derail your plans.

We've all experienced decisions that haven't delivered the outcomes we hoped for, things we've been 'meaning to' do (but somehow never actually got around to) and things we really wanted, but were persuaded to avoid by other people. Sound familiar?

I know how hard it is - because I'm a human being too! I've been there, done that - and have a whole drawerful of T-shirts!

That's what drives me to help others achieve their goals by sustainable coaching and development. Results come from small changes, not an energy-sapping major overhaul of everything at once.

The Thinking strategies you've now read about follow this concept - start now and see things start to move in the direction you want to go.



Find out more about my business coaching programmes

<http://www.wayne-vincent.co.uk>