

HOW SUCCESSFUL PEOPLE THINK

CHANGE YOUR THINKING,
CHANGE YOUR LIFE

John C. Maxwell

EMBRACE THE LESSONS OF REFLECTIVE THINKING

How Can You Revisit the Past in order to Gain a True Perspective, Learn, and Think with Understanding?

- Unsuccessful people don't learn from their mistakes.
- Successful people stop, reflect and learn daily.

Experience Isn't the Best Teacher – Evaluated Experience Is.

Reflective thinking turns experience into insight.

The A.C.T. Exercise:

Apply
Change
Teach

What Reflective Experience Does For Me...

It keeps me from making the same mistakes continually.

Autobiography in Five Short Chapters

– Portia Nelson

Chapter 1 - I walk down the street. There is a deep hole in the sidewalk. I fall in. I am lost — I am helpless. It isn't my fault. It takes forever to find a way out.

Chapter 2 - I walk down the same street. There is a deep hole in the sidewalk. I pretend I don't see it. I fall in again. I can't believe I am in the same place, but it isn't my fault. It still takes a long time to get out.

Chapter 3 - I walk down the same street. There is a deep hole in the sidewalk. I see it is there. I still fall in . . . it's a habit. My eyes are open. I know where I am. It is my fault. I get out immediately.

Chapter 4 - I walk down the same street. There is a deep hole in the sidewalk. I walk around it.

Chapter 5 - I walk down another street.

My Reflection Path

1. _____ by myself.

Daily: Every evening I need to take a break and visit myself.

Question: "What happened in my world today?"

2. _____ to myself.

Human nature seems to endow every person with the ability to size up everyone but himself.

Question: "What did I learn about myself today?"

3. _____ to myself.

*95% of your emotions are determined
by the way you talk to yourself.*
– Brian Tracy

Question: "What do I need to hear me say?"

4. _____ myself.

*One of the best places to start to turn your life around is by doing
whatever appears on your mental 'I should' list.*
– Jim Rohn

Question: "What is on my 'I should' list, that I should be doing?"

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5. _____ myself.

*No one can produce great things who is not
thoroughly sincere in dealing with himself.*
– James Russell Lowell

Dealing thoroughly with yourself = taking action.

Question: “Does my reflection lead to action?”

Thoughts on Reflective Thinking

1. **Reflective thinking helps me connect with** _____.

The first step in connecting with others: connect with myself!

Reflective thinking is the crock-pot of the mind.

It encourages your thoughts to simmer until they’re done.

John’s reflective exercise:

I ask myself...

What do I feel?

What do I think?

What do I know?

The unexamined life is not worth living.
– Socrates

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2. Reflective thinking helps me connect with _____.

Research shows that the ability to be self-reflective in an *accurate* and *productive* way is one of the greatest strengths of spectacularly successful executives and entrepreneurs.

To reach our potential, we must grow intentionally.

To grow intentionally, we must be reflective.

The Law of Reflection:

Learning to Pause Allows Growth to Catch Up with You.
– *The 15 Invaluable Laws of Growth*

By three methods we may learn wisdom: First, by reflection, which is noblest; Second, by imitation, which is easiest; and Third by experience, which is the bitterest.
– Confucius

Follow effective action with quiet reflection. From the quiet reflection will come even more effective action.
– Peter Drucker

My Best Lessons Were Learned in Bad Times

- I learned people skills by dealing with difficult people.
- I learned to listen when a good friend told me I didn't.
- I learned leadership when I realized that others weren't following me.
- I learned about forgiveness when I needed someone to forgive me.
- I learned to ask questions when I ran out of answers.
- I learned not to take myself seriously when I understood that no one else did.
- I learned to take care of myself after my heart attack.
- Yet, there are so many things I haven't learned: Patience, Humility, Empathy, Realism, Submission, etc.
- I need more tough times, but I don't want them.

