

UNLOCK YOUR NEXT LEVEL MINDSET

*Learn the 7 levels
of mindset evolution
required for
personal and
business success*

THE LEVELS OF LIFE

ASPIRATIONS & REALITY

Sometimes what we aspire to isn't quite reflected in our reality.

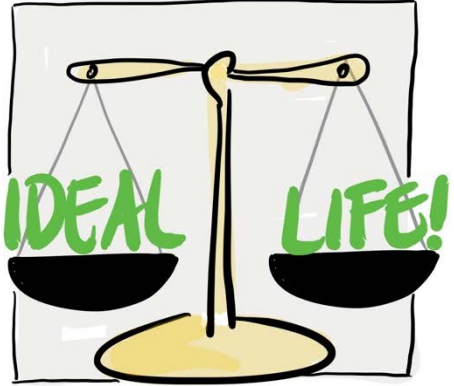
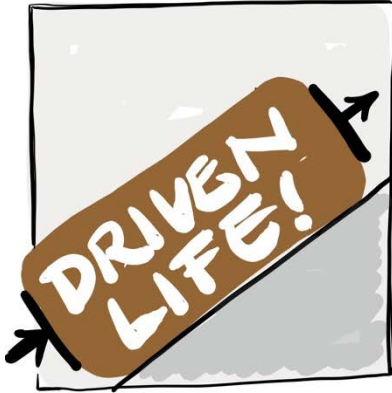
You may be on what feels like the right path but you don't feel like you're where you should be... there's a GAP.

Or perhaps you LOOK successful, even really successful BUT again behind the scenes there's a GAP.

It's NOT TANGIBLE, but it sure FEELS like it is.

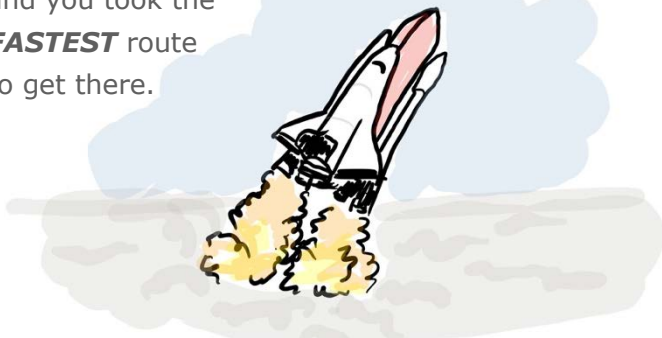
There are 4 types of lifestyles that can lead to this feeling.





THE FAST LIFE

This is where you saw a vision,
you had a dream,
and you took the
FASTEST route
to get there.



You've likely got the CAR, you've got the HOME,
and you probably do the HOLIDAYS, too.

From the outside looking in
your life looks like the one to aim for.

And it might be ok, even “very good”.

But you know in your heart ♥
communication with your partner
is not as smooth as you'd like.

There's a d i s t a n c e between you.

And rather than face
the REALITY of what might be,
you've been happy
to keep yourself DISTRACTED.

THE DRIVEN LIFE

If you're living this life,
you could be the solo genius in the making,
foot loose and fancy free,
and loving your single life or...
...you may have a family you love,
and that you're happy to hang out with
when you're not engrossed in your work.

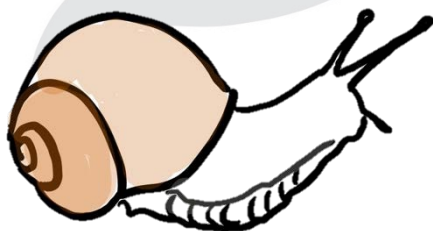
Because in the driven life,
you've got an IDEA,
and you want to take it **BIG**.

You've got a DREAM of how far it can go,
you're willing to WORK HARD,
stay up late and get up early.

You've may have done the personal development,
read the books, gone to the courses.
But despite all that, you've ONLY been able to
make it to a CERTAIN POINT.

And you know if you keep going
at the same rate,
you're NOT going to
get where you want to go
in the TIME frame that you WANT.

You know you're MISSING something,
but you're NOT SURE what it is.



THE DREAMERS LIFE



The dreamers life is a tough place to be
perhaps it's the most challenging space of all.

You seem to be learning more about
what you DON'T want to do
than anything else!

And this is the case
even after a NUMBER of years.

You're in a BAD PATTERN:

You have a great idea,
you get inspired,
you have heaps of energy,
you work hard
but then...

...reality kicks in.

What you thought was
"the answer"
turns out to be another
DEAD END.

Your energy disappears,
staying motivated becomes HARD.

In fact, in these times
just GETTING OUT of BED
seems can be a challenge.



THE IDEAL LIFE

Now, this life sounds like the life to have.



And it is,
UNLESS
it doesn't feel great!

I know that sounds
like a bit of a contradiction,
but in this life,
business is great,
the family's great,
hell, even extended family
is great, too!

YOU LOVE your partner,
and THEY LOVE you too.

You LOOK happy,
and when you think about it,
you ARE happy...!

But despite all of that,
you know there's SOMETHING MISSING.

The problem is,
you've got NO IDEA what it is.



It's simply the fact that there's a GAP inside of you.

And when you look at your apparently PERFECT life
it makes you feel ungrateful and even GUILTY.

The QUESTION to be answered
in this case is,
and in all four of the cases is

What's the GAP?

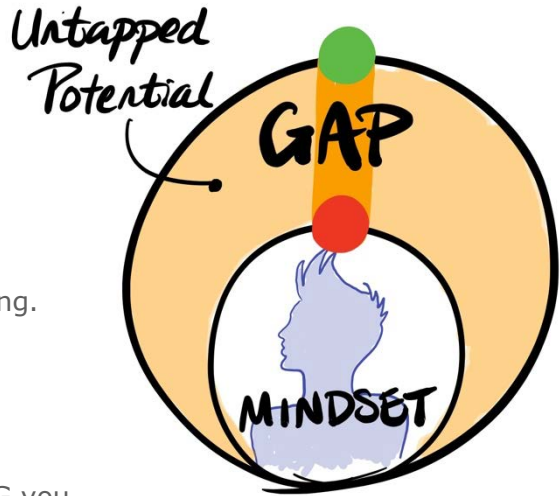
And more importantly,

How do I CLOSE it?

And that's a question we can answer!



WHAT'S THE GAP?



The gap is in YOUR thinking.

YOUR MINDSET
is literally LIMITING you.

Your mindset is STOPPING you
from ACHIEVING what,
deep down,
you KNOW you're capable of.

EXPAND it,
and you'll CLOSE the GAP,
and you'll ACCESS all the POTENTIAL
between where you are now,
and where you know you could be.

The *Mindset Profit Model* shows this in action,
and the quickest way to understand it's POWER
is when we look at it through the FRAME of BUSINESS.

THE MINDSET PROFIT MODEL

MINDSET DELIVERS BUSINESS PROFITS

Mindset is an intangible thing but this model makes it clear why it's so very important.

Every business has a STRATEGY.

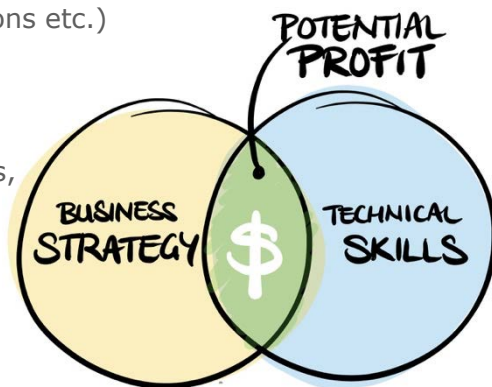
(Eg. Sell Widgets to people who want to buy them).

And SKILLS of their people.

(Eg. Sales, marketing, operations etc.)

Where the 2 OVERLAP, the business strategy and the skills, there's the POTENTIAL to create PROFIT.

In business, the profit is very clear, it's CASH in the bank.



So, the theory of business is VERY simple.

But we all know of cases, where two businesses
(with very similar strategies and people of very similar skill set)
go out to the market and
one business will access MOST of that POTENTIAL PROFIT
and another will access HARDLY ANY of it.

The difference, is the MINDSET of the people.

**LIMITED Mindset
LIMITED Profit**



People with
limited mindsets will
limit the access to the
potential profit.

Their LIMITED THINKING means
they ignore great opportunities.

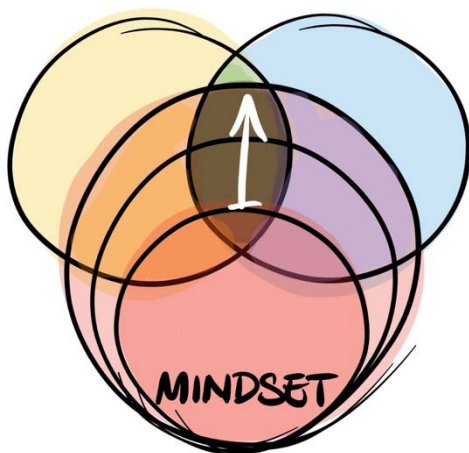
They HOLD themselves
and their people BACK
from reaching their potential.

**EXPANSIVE Mindset
EXPANSIVE Profit**



So, EXPAND the MINDSET
of the people
(in particular, the leaders),
and we EXPAND their ABILITY
to access the potential profit.

InspireTribe, specialize in showing individuals, business owners, leaders and their teams how to expand their thinking.



Expand the mindset of the people in a business, and we expand their ability to ACCESS the POTENTIAL of THEMSELVES, their PEERS & TEAM and, finally, the profit.

Once an individual has their mindset expanded, the improved potential remains, year on year!
(Which explains why Mindset Training delivers such an exceptional ROI)

THEN, there's the added BONUS on the personal front too, and perhaps it's THIS aspect that is seeing Mindset work becoming so POPULAR so QUICKLY.

Seeing the Mindset Profit Model in action on the personal front shows why that's the case...

MINDSET DELIVERS PERSONAL PROFIT

In our personal lives, we all have a strategy.

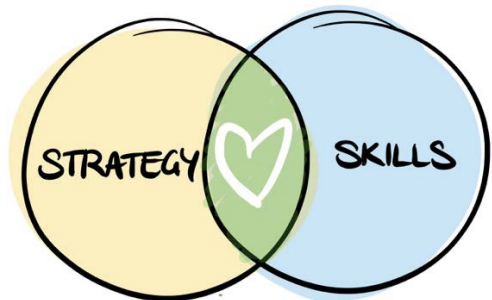


A simple and very common life strategy would be to find a partner, have some kids, buy a home and settle down.

(It's not the strategy for everyone, but it's the most common one we see.)

We bring to our strategy the skills we learned from our parents, the skills we've learned through trial and error through what others have told us, and perhaps through education as well.

Where the two overlap
- our strategy and our skills,
there's a potential for
PERSONAL PROFIT.
Now personal profit
is different to business profit,
because,
at the end of the day,
it's not about cash in the bank!



There may be some financial aspects to it,
but of more importance in the personal space are the inner
feelings of



love and



happiness,



the feeling of
having energy and



of being able to
relax as well.

If you feel you would like to have
more of any of these feelings,
then you can be sure, your thinking is limiting you!

But for some, love and happiness can feel pretty subjective
And they're not so sure if they SHOULD be EXPECTING MORE!

They may feel,
"I have quite a lovely partner...",
and they may think,
"I reckon I'm pretty happy..."

BUT, they also SECRETLY question
"But, how do I know if I'm as in love as I could be?"
Or,
"How do I know if I'm as happy as it's possible for me to be?"



And that's when it's important
to consider the overarching feeling
of **PERSONAL FULFILMENT**
of being able to say with congruency...

"I'm accessing the very best of my self,
I'm using ALL of my potential."

What I find is, the inner question of
"Am I all that I feel that I could be?"
is the key to deciding,
if there's a gap in one's thinking.

It's this INTERNAL benchmark
that allows most people to detect,
is their mindset limiting them, or is it not?

Because if you look inside yourself and you go,
"Oh, I'm reaching my full potential, I know I've done it all,"
AND, "I feel consistently AMAZING!"
then your mindset's probably not limiting you.

But if you're looking to the inside and going,
"Oh, I thought I'd be doing better,
either in my relationships, or in my business,
or jeeppers, I just thought after I ticked all these boxes,
I'd feel happier within myself,"
then YOU KNOW that your mindset's LIMITING you.

MINDSET EVOLUTION SCALE

EVOLVED

EMBRACIVE

EXPANSIVE

DIAGNOSTIC

DETERMINED

DILIGENT

DOGMATIC



12345

123



THE MINDSET EVOLUTION SCALE

THE 7 LEVELS OF THINKING

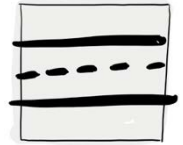
AWARENESS that your thinking is limited
is the FIRST STEP to expanding your mindset.

The *Mindset Evolution Scale*
shows us the 7 thinking levels.

Each level represents
a different degree of FLEXIBILITY in our thinking.
We need to be able to fluently use
ALL of the thinking levels in order to
access our FULL potential.

But, our unconscious conditioning
(given to us by our parents!)
sees us OVER USING some thinking levels
(and REJECTING others)
with the end result being a limited mindset
and restricted access to our FULL POTENTIAL.


DOGMATIC THINKING



The lowest level in this scale is dogmatic thinking.
It's the least flexible thinking style and very linear in nature.

This thinking is most often LIMITING.

BUT if the STARS ALIGN in business
and a dogmatic person happens to have



the right thinking,
at the right time,
in the right place
with the right people around them

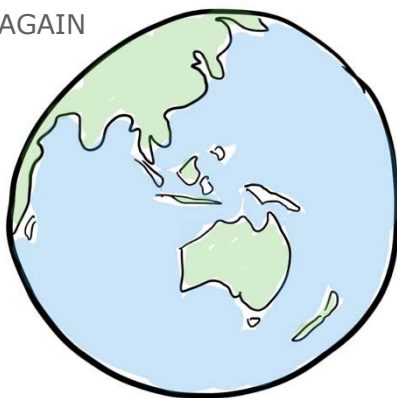
then they can sometimes see the track that others can't see
and then they stay focused and move quickly.
With result being relatively SPEEDY success.

The CHALLENGE comes
WHEN something CHANGES:
the environment,
the market place
or those around them.

The dogmatic thinker's thinking ISN'T flexible,
so even highly successful people
can suddenly find themselves PLATEAUING with NO IDEA why.

As well,
if the stars align in their personal life,
then dogmatic thinking can, ONCE AGAIN
be extraordinarily effective.

The dogmatic individual
sees what (who!) they want,
and they MOVE HEAVEN & EARTH
to get it.

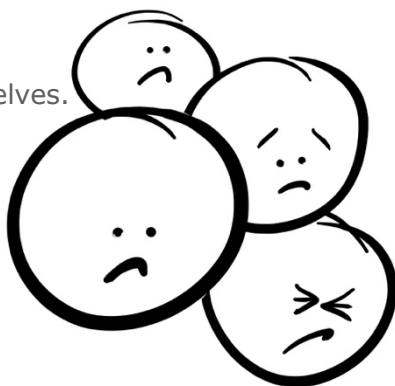


I know that's possible.
Because I've done it!
Just ask my lovely wife how effective it is.
I naturally have a strong dogmatic aspect to my thinking.
And when I put my heart and mind to something
I can make pretty much anything come to fruition.

The challenge though
for someone who RELIES CONSISTENTLY
on this style of thinking
(as I once did)
is less about how they feel within themselves
and more about how the PEOPLE AROUND THEM feel.

The dogmatic thinker
often feels good enough within themselves.

But unless they're specifically focused
on looking after those around them,
their way of being,
will often result in
OTHERS FEELING BAD.



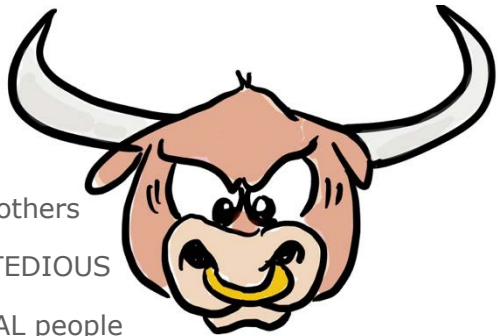
Signs that someone may be OVER USING dogmatic thinking...

People around them feel UNHAPPY or disengaged

- ☒ Their partner feels UNHEARD
- ☒ Their children feel BEATEN DOWN
- ☒ Team members feel MICRO-MANAGED
- ☒ Peers see them as ARROGANT & PIG HEADED
- ☒ Others see them as CONTROLLING and/or abusive

The dogmatic individual themselves

- ☒ Feels RESENTFUL
- ☒ Has occasional
ANGRY explosions
- ☒ Gets FRUSTRATED by others
- ☒ Finds others SLOW & TEDIOUS
- ☒ Can't stand IRRATIONAL people



And life in general:

- ☒ Last year feels way too similar to this year!
- ☒ Business or life plateaus (or crashes!)

Note: We love working with dogmatic thinkers! (Especially if they're intelligent). Because when they shift, they shift really quickly - we take the resilience that comes with being dogmatic & we use that to shift their thinking seriously quickly.

DILIGENT THINKING

123

The next level, in terms of flexibility,
is diligent thinking

This is very much RIGHT/wrong, FAIR/unfair based.

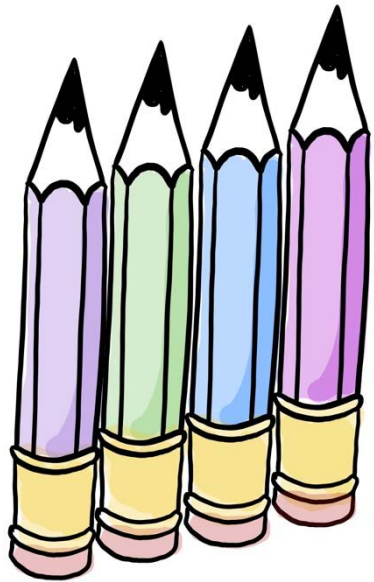
The diligent thinker
is someone who says

*"Show me steps one, two, three.
And when I've done them,
I should be fairly rewarded
because that's the right thing to do."*

They're CONSISTENT & LOYAL.
And, they love to do a good job.

The challenge with a diligent thinker
is when they come across a PROBLEM
or something that's outside the norm,
With no obvious right answer,
they're not sure WHICH WAY to go!
So, they sit quietly
hoping someone will rescue them.

They're worried about
doing the WRONG thing,
making a MISTAKE
and not being seen to be able to do
the 'RIGHT' thing.



DETERMINED THINKING



A diligent thinker, if they want to become **SUCCESSFUL**, usually becomes a determined thinker. We see a lot of **BUSINESS OWNERS** in this space.

A determined thinker
still believes very much in right and wrong.

But they'll do the right thing
BETTER and **FASTER** than anyone else.
Because they believe if I work hard,
do a great job that's better than everyone else's,
then I should be paid better than others.

If a determined thinker comes up against a problem,
they know that **DOING NOTHING**
is **WORSE** than making a mistake.

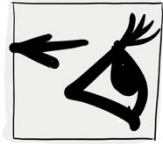
So they'll ask whatever questions
they need to ask
in order to find an answer.

And, as soon as they find
a good **LOGICAL** solution,
they'll **IMPLEMENT** it
as quickly as they can.
They'll get the **JOB DONE**
and then be onto the next task.



The challenge with determined thinking is it's **EXHAUSTING!**

DIAGNOSTIC THINKING



Eventually a determined thinker will go to the next level of thinking, purely out of DESPERATION.

A determined thinker eventually becomes diagnostic.

A diagnostic thinker is someone who's ANALYSING where they're UP TO and where they feel they SHOULD BE.

That could mean looking at their position and COMPARING how they're going against others.



Looking around and realising there are people who are FURTHER AHEAD than they are but who are LESS intelligent and/or who DON'T WORK nearly as hard.

They look back and question, ***"What have I done wrong?"***

The challenge for the diagnostic person is often there's NOTHING wrong with what they've done!

A diagnostic thinker
who's focused more inwardly
might be thinking
*"I've ticked all the boxes
I thought I needed to tick.
I've got the good job.
I've got the house.
I've got a nice partner.*



Yet, it still feels like there's something missing...!"

They may feel like they've got more to give
or
they could feel like they CAN'T KEEP GOING much longer!

When we first become diagnostic
it's easy to believe
something OUTSIDE of ourselves
needs to change...

A different ROLE.
A different COMPANY,
A different INDUSTRY...
(Or maybe a different PARTNER!!)

But after a few such changes
(hopefully not too many of the latter kind)
they begin to realise...

It's NOT the external.

Because no matter what they change,
that feeling of '**something's missing**' still COMES BACK!

MINDSET EVOLUTION SCALE

DIAGNOSTIC	← 4
DETERMINED	12345
DILIGENT	123
DOGMATIC	---

The next port of call is usually,
"It's ME. I'm SO tired!"



And if we get to this stage,
we think,

*"I just NEED A BREAK,
so I can step back
and see what I need to do differently next year."*

We book a HOLIDAY, a bit of R&R
and then, while we're away from the day to day pressure,
we get inspired
and set a definite PLAN
because,

"Next year is going to be different!"

The plan is great one
BUT

the challenge is the wonderful new plan
will be implemented with the
same OLD thinking!



And so, a year later,
we end up ONLY INCREMENTAL steps ahead.

I personally did this LOOP for about seven years...!
(It's easy to do when you don't know what needs to shift!)

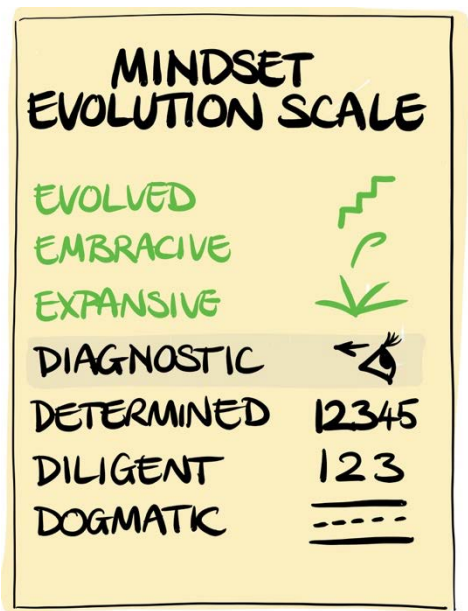
If you're here
and you've done the loop a few times,
never fear because THERE'S HOPE!

The trick is to get your thinking above the line.

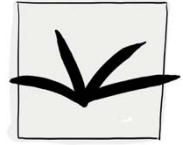
Before I talk about going above the line though,
I will say that below the line is a very
LOGICAL place.

An individual who's thinking is below the line
is very much focusing on the logic of what they
SHOULD BE,
NEED to
or HAVE to be
doing.

The first level above the line is expansive thinking.



EXPANSIVE THINKING



Expansive thinking in and of itself is actually not that difficult.

In a nut shell, it's being able to ask the question, ***"What else could I do?"***

for what FEELS like and ILLOGICAL period of time.

An expansive person is NEVER happy with just one option. They want a MINIMUM of 3 good logical options!

Once diligent and determined thinkers find ONE good logical option to implement, they'll feel a NEED to take action as quickly as they can.

Because these thinkers need the EXTERNAL world to be sorted so they can feel good and in control.

(Because when that happens, they then get to feel good within themselves).

The expansive person, however, DOESN'T NEED the external environment to be in any particular order.



They already FEEL GOOD
within THEMSELVES
(And that DOESN'T change
even if there's CHAOS around them.)

An expansive thinker
can HOLD the SPACE
of doing nothing
in order to come up with
a whole heap of good
logical options.

Now, like everything,
TOO MUCH of a good thing,
is NO GOOD for anyone.

(Too much expansiveness
leads to a wishful thinking dreamer!)

But,
with just the right amount
truly amazing things
become possible.

Once we've been
expansive in our thinking
the OPPORTUNITY
to move to embractive thinking
OPENS UP.





EMBRACIVE THINKING



Embrasive thinking leads to
effortless implementation.

An embrasive thinker understands,
the OUTCOME does NOT define them
as an individual.

"If it works, fantastic.
If it doesn't work,
that's okay too!"

The key benefit of embrasive thinking
is you get to choose
the "best" option
based on how you FEEL.

Imagine that?!
Imagine NOT choosing based on
what you THINK you SHOULD do
or what you think you NEED to do
BUT
Based on what
FEELS the best.
How RELAXING!!



There's NO need to use LOGIC
with this level of thinking!
This is because you understand
that all the logical options you've come up with
will have pros and they all have cons too.

All are "good enough"
and can be LOGICALLY justified!

And, if you just choose the one
that FEELS BEST to you, then
it'll be EASIER and more FUN
to implement too.

It doesn't really matter
what feeling you're going for
as long as it feels good and true to YOU.

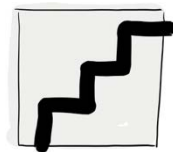


It sounds so easy to do, and it is...
... UNLESS you like to be logical!
And then, doing what feels good is harder than you expect!.

But, this thinking
is like a MENTOS is to a coke bottle.
It's the small addition that
unleashes explosive potential!

And, in thinking like this,
you'll eventually become evolved.

EVOLVED THINKING



Evolved is not necessarily

a higher state of being

(as in the Dalai Lama... although becoming that way MAY be of interest to you, in which case, using the 7 levels of thinking, it'd be possible!)

It's more evolved in terms of

last year's problems

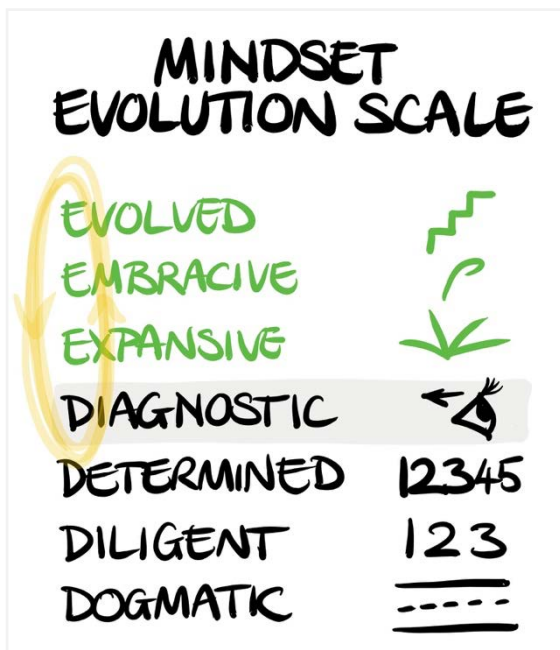
no longer challenge you this year.

The things that used to require

effort and determination

may still arise

BUT you can now move through them EFFORTLESSLY.



In becoming aware of
and learning how to LOOP through
the top 4 levels of the Mindset Evolution Scale
we are able to CONSCIOUSLY EVOLVE -
and in doing so we can:
CLOSE the GAP in our thinking
MAKE DECISIONS
UNDERSTAND who we are
CONNECT more deeply to ourselves and others
ALIGN our actions with our deepest PURPOSE
Get MORE done, with LESS EFFORT.

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