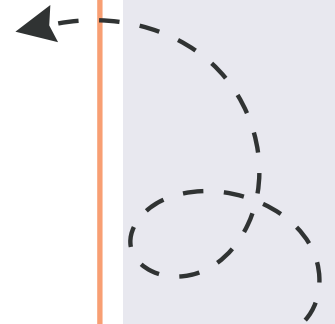


**Journey to
Extraordinary**
NETWORK MARKETING MINDSET SUMMIT



BACKSTAGE TRAINING
FOR LEADERS



WELCOME LEADERS!

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Journey to Extraordinary

NETWORK MARKETING MINDSET SUMMIT

FRIDAY

Backstage Session 1



Thought Distortions That Kill Momentum

FEAR TRIGGERED THOUGHT DISTORTIONS

Set-Point Tricks the Critical Mind Uses to Keep You Stuck

Trick #1. Black or white thinking

Everything fits into one of two categories. You won or you lost, you can or you can't, you're right or you are wrong.

Example: "I'm not where I want to be right now, I'll never finish this goal."

Reframe:

Trick #2. Mind reading & story telling

You predict what others are thinking and then create stories that support your limited mindset

Example: "I don't want them to think I'm that pushy salesperson, so I'll just wait to talk to them."

Reframe:

Trick #3. Repeat limiting core beliefs

You accept and allow limiting core beliefs to control your business

Example: "I'm not ready until I know my script is perfect and it's just not perfect yet."

Reframe:

Trick #4. Past defines future possibilities

You look to the past to see if something you want is possible.

Example: "It didn't happen before, so It's not going to happen now."

Reframe:

Trick #5. Justification

You link two unrelated ideas to justify a decision.

Example: I want to be a good mother so I can't give this time to my business"

Reframe:

Trick #6. Delusional thinking

You repeat a lie long enough that it feels true even in the face of NO evidence, No rational logic

Example: "If I'm successful, my friends will all leave me and I'll be all alone."

Reframe:

Trick #7. Conditions are permanent

You believe that conditions are permanent/set in stone

Example: "It's always been this way so it will never change."

Reframe:

Trick #8. Conditions are pervasive

You believe that that something is universal

Example: "Everyone is judging, and no one will join me."

Reframe:

Tricks #9. Conditions are personal

You are responsible for every result, condition, and experience in the world.

Example: "When someone leaves my team, I feel like I failed them."

Reframe:

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MONDAY
Backstage Session 2



Check-In Call

CHECK-IN CALL

STEP 1: AWARENESS

- CHECK THE ACTION: New leads, IPAs, classes/parties, sales, recruits
- CHECK THE EMOTION: How do you feel about _____? (results, calls, interviews, parties)
- CHECK THE PROGRESS: Where does this put you? (on target, ahead or behind to achieve goals)

STEP 2: BELIEF CHECK

- BELIEF BUSTING: Is there a limiting belief, negative mental chatter, emotional stopper, or old habit that is blocking you?
- BELIEF BUILDING: What ICAN Neuro Tools are you using to...
Set the tone:
Reprogram your Auto Pilot:

STEP 3: CHOICE POINT

- Is this _____ serving you?
- Where will this current _____ take you?
- What "Shift in the Now" ICAN Neuro Tool are you using?

STEP 4: SOLUTIONS

- Success Center/Gold access to ICAN Neuro System
- Mini-dive to uncover deeper mindset issue
- Strategic Planning Session
- Skill set development

STEP 5: ELEVATE THE COMMITMENT

- Remind me of what you want and why you want it?
- Commitment for next check-in? Will this level of commitment get you there?
- How committed are you? On a scale of 1-10

MY BACKSTAGE EXPERIENCE

Notes:



Seth Mulder

Master Recruiting Made Easy



New Thoughts:

Decisions:

Mindset Stacking

