

Kim DeYoung's

ONLINE SUCCESS TOOLKIT



Gina Bell Not Sure You Can Succeed? Get a Believability Makeover!

Kim: Hello, everybody. I am Kim DeYoung, and I am the founder of www.Metromom.com. I want to welcome you today to the Metromom Online Success Telesummit. We are going to focus on bringing you great content that will support you in maximizing and monetizing your online business.

During these two days, you have access to 18 different online experts. They will be speaking on a range of topics from how to use social networking effectively to optimizing your site so the search engines will find you.

You'll also hear how to let go of limiting beliefs that get in the way of moving forward. That's what we're going to be discussing today with Gina Bell.

I personally believe that you can have the best ideas, a great combination of marketing strategies, and even have effective systems in place. However, if you are dealing with some limiting beliefs around issues such as your capability or deservability, you are not going to move forward with as great a momentum as you can when you clear through those beliefs and challenge them.



I know for myself I have experienced this time and time again. Every single time I clear through some of my own issues, I surge forward. It's as if the limiting belief was a noose around my neck holding me back. I also believe when you work on your personal growth you will undoubtedly see your business grow exponentially.

KEY POINT: Gina is going to specifically share with us why, if you are not achieving the success you desire, a believability makeover is necessary.

Gina has become a very good friend of mine. Interestingly enough we met via social networking channels. I was receiving her newsletters and observing her on Facebook and Twitter. I took the plunge and reached out to her. I was so thrilled to hear that she had been observing me as well, which is pretty amazing. We forged this wonderful special friendship.

Gina is the master at creating joint venture relationships. She is the cofounder of Networking Masters International and the creator of the JV Mavens Partner and Prosper Network. She has garnered a reputation as a motivational mentor and a business matchmaker.

For years, she has taught coaching. She inspires passionate entrepreneurs and solo professionals to build their social equity through purposeful networking and the creation of their very own relevant, responsive, caring and loyal networks.

Gina really gets it when it comes to connecting effectively with people and developing strong communities. I am so thrilled to have her to speak with us today. This content is so pivotal and an important piece to add to what we're talking about for improving our online business.



I want to welcome you, Gina. I'm so glad you're here with us.

Gina: I'm thrilled to be here too, Kim. Thank you so much for asking me.

Kim: When I think of you, I think of an amazing connector and great networker. You really get it. How did you step into your expertise around believability and develop that interest? How did you get so involved with this?

Gina: It's really through my own experience. About two or three years ago, I had an opportunity to contribute a chapter for a new book called *The Power of Mentorship for the Home Based Business*. I was thrilled to have the opportunity.

Once I made this decision and set this intention to contribute a chapter, I found myself stuck. I had trouble writing. I doubted my ability to contribute something vital. I spent a lot of time struggling. What in the world was I going to give that anybody would want to read?

I spent a long time while getting closer and closer to the deadline for the initial draft. I was to the point where I wrote my chapter within 24 hours of the deadline. In those 24 hours, all of this realization flowed. I said, "Hello, Gina. You have limiting beliefs here." I was totally stuck and didn't know why.

I read and listen to a lot of teleseminars. I felt a little bit silly when I realized what I was doing. I should have known better. That's all part of evolving awareness and identifying limiting beliefs.

In that moment, I identified a lot of limiting beliefs rolling around in my head. In that moment, my energy shifted. I was able to create this amazing mini-document of how I shifted out of those limiting



beliefs and what I planned to do as I moved forward. It was a huge moment for me.

Kim: Just in case anyone listening is not clear on the definition of a limiting belief, can you clarify that so we're all playing on a level field about this content?

Gina: Sure. When it comes to beliefs or any kind of thought we may have, a limiting belief is something we either think consciously or unconsciously that keeps us stuck, holds us back, or prevents us from making decisions we would make if we were better supported in our thoughts and beliefs.

Beliefs can be elusive. We don't always know when we are checking in with our beliefs. Let me rephrase that. We're always checking in on our beliefs. Any time we go to make a decision, on a subconscious level it's almost like we're going through a mental rolodex. We ask, "Is that index card there? It's there, so I can make a decision and move forward."

In that mental rolodex are beliefs that don't serve us. We either find ourselves outside a comfort zone or we make decisions we normally wouldn't. We aren't able to move forward.

Kim: That is clear. I would probably describe it similarly. When I think of limiting beliefs, the thought that comes to mind is that it's something you believe to be true about yourself but it isn't true.

You have internalized it, whether it's from a past message or something that sits with you that really doesn't have truth. You believe it to be as true as the sky is blue and the grass is green. That's how you function in the world.



It's not until you challenge that belief and focus on a more conscious level that you can see it isn't in fact true in your current state. I appreciate hearing your definition.

You created this Believability Makeover Program. Can you tell us about that?

Gina: It stems from the experience of submitting that chapter. I really explored what I had to offer in that book, *The Power of Mentorship for the Home Based Business*.

You described it as a noose around your neck. Some people would describe it as a ball and chain. Other people describe it as an elastic band that pulls you back to that comfort zone. Other people would describe a limiting belief as negative energy.

The bottom line is, whether we view it as negative energy or a chain around our neck, it is holding us back. Doing a believability makeover allows us to put our beliefs under a microscope. We acknowledge and challenge them. We decide whether it is serving us or not. If it is not, we let it go and shift our energy onto beliefs that serve us best.

Kim: Why is believability so important in the grand scheme of our success?

Gina: I used to think very linearly. I'm really not a linear thinker at all at the end of the day. When it came to success and being in business, I thought there was this rulebook to follow. I thought success involved setting goals and doing what was necessary to achieve them.

I would set the goal, determine the action, and then do it. That seemed like a logical plan. I soon realized when it comes to



success, achievement and building momentum, logic doesn't always fit in. There is also intuition and our hearts. I was very mind-oriented at the time.

When it came to setting goals and not achieving them, it got very frustrating very fast. I set out on a mission to figure out what was going on with me. I even went through a time when I was ready to give up.

I don't remember reaching a time where I wanted to get a job, but all of my doubts caused me to question whether I was even in the right field. Were my goals set too high? Were they doing the wrong things? I was wrestling with all of this doubt.

I have been blessed to have many great mentors. One of my mentors helped me discover that sometimes we think we're doing the right thing. At the time I thought I was doing the right things. It became a mystery as to why I wasn't achieving the success I wanted.

Sometimes we know exactly what we should be doing or have to do to accomplish a goal. Limiting beliefs can keep us from actually doing that.

I don't know if you, Kim, or anyone on the call has found yourself where you know exactly what you need to be doing next, but for some unknown reason you're blocked in your chair or unable to take that next step. Sometimes it's blatantly obvious why. Other times it is this big mystery. It can feel almost crazy. You have a desire to move forward. For some reason you are being held back.

The Believability Makeover Program stemmed from my obsession to figure this out. I realized that what was going on rested within me. It



wasn't external things. Once I turned my attention inward, things started to make sense.

I wasn't getting the results I wanted. Beliefs affect your habits. Habits affect your choices, behavior and decisions. All of that combined, that whole ripple effect, affected the results I was seeing and the things happening in my life.

My beliefs affected the decisions I made. Some of my beliefs were limiting. I was sabotaging my goals. I was my biggest barrier. That was a big realization for me.

Kim: I've gone through these different exercises at different times in my life. Let's assume someone is in that situation where they are not moving forward with their business. They are feeling stuck and not achieving that level of success. Maybe they are doing all the right things essentially.

How does someone get to the bottom of a limiting belief? How can they challenge and get through it? What do you suggest they do? I assume that's a big part of your program.

Gina: That would take us into the believability makeover. Let's take a quick look at belief first. When we get to that step where we dissect the process, it will make more sense.

I'm sure other speakers in the Mindset Series have shared the quote, "Success is an inside job." When I initially worked through my limiting beliefs, my attention was pointed in the wrong direction. Self-belief is one of the greatest gifts we can give ourselves. It's essential for success.

I believe you have shared this on your Metromom telesummit page: "Belief is the bridge between our dreams and our dreams coming



true." I really believe that. When you understand belief, the opposite of belief is distrust. When you explore your limiting beliefs, it makes a lot of sense.

What happens when we don't trust ourselves? We hesitate. We can even get completely stuck. We feel like we're spinning. You have probably heard this one before: "If you expect to fail, in most cases you already have." Belief is so powerful. On the other hand, if we believe without a shadow of a doubt that whatever we take on will be successful, then that becomes a reality.

Put two people side by side. One person expects to fail and the other expects to succeed beyond a shadow of a doubt. They are faced with identical scenarios. They are going to launch identical programs. At first glance everything is identical.

They will make completely different choices, have completely different momentum, attract completely different people, and have completely different levels of success.

Kim: I'm thinking of a Henry Ford quote. "Whether you believe you can do a thing or not, you're right." Wherever you put your energy is where you are.

Gina: I'm a fan of the classics and love to share classic quotes. One of my favorites is Napoleon Hill in Think and Grow Rich. He said, "Belief and desire are the beginning of all achievement. If one of these key ingredients of success is missing, success is almost impossible."

That means we never give 100% of our efforts to something without a strong belief that we can do it. It's a defense mechanism. It's because of our comfort zone. When we give a strong effort to



something we don't really believe in, we step outside our comfort zone.

It's that noose around our neck or the elastic band people talk about when they describe limiting beliefs or feeling uncomfortable. All of a sudden we run back to our comfort zone. We wonder why we ever tried that in the first place. We get uncomfortable and weird about it.

Understand those limiting beliefs and use them as a barometer. Fear can support your success or it can keep you stuck. Use it as a barometer so that when you feel uncomfortable, you can explore whether it's a limiting belief or something to actually be afraid of.

A lot of us don't spend enough time making that distinction. "Is there really something to be afraid of here? Is this a growth opportunity where I need to identify this limiting belief or take that bigger step forward so that my comfort zone expands?"

Kim: That goes back to the point I shared in the beginning. As you grow personally, you put yourself in a place to evaluate that information. You make that decision and move forward. There is no doubt that as you shift, you will see a shift in who comes into your life and what's going on. All these things touch upon your business. They support your business in growing. There is no way around it.

I have experienced it personally, and I have experienced the opposite. When my business sucked, which it certainly has at times, I could only look to me for the reason why. There is no external blame in that situation. It is fully me.

I see it on a day-to-day basis. When you have good or bad days, evaluate the bad days. You're in a place of believing something not



good. There is no doubt that you let it take over versus shifting the whole energy.

Gina: I like how you touched on reaching a new level of awareness. I describe a comfort zone like the rings of a tree. If you chop down a tree, you can see the growth rings in the trunk.

Every time we grow, reach a new level of awareness, and do something that stretches our comfort zone, we get a new growth ring. All of the big, cool things that happen are outside the last ring. They are going to stretch you. They require you to take leaps of faith and have your belief in check. That's how you get new growth rings.

Kim: I'll use this telesummit as an interesting personal example. If I had been in a fearful place saying, "I don't know what I am doing putting this telesummit together. How am I going to gather these people? I've never done anything like this before," I would have let the fear of "I don't know" keep me back. Clearly I wouldn't have moved forward.

Ten years ago, that fear would have prevented me from doing this. The reality is that I had never done it. I didn't know the first thing about doing what I did. I did not have a limiting belief around this. I had no doubt I would figure it out as I went. If I had doubted that I could figure it out, I never would have gone on.

This is just an interesting example for me to see some growth. I just jumped in and did it. I might not have done it at an earlier age when I had more baggage.

Gina: You're the type of person who, in your world, is an implementer. Everything in your world is "figureoutable." It can be you figuring it



out or you bring people into your world to help you figure it out. That belief supports your success.

Kim: There are those who will not tackle something. They think they don't know how to do it. I didn't realize that before. I must have this underlying belief, which is a positive one, that there is nothing I can't figure out. Therefore I can try anything I want.

I have to call my dad tomorrow. This is one thing I have to credit him with as a parent. He instilled in me at a very early age that I can do anything I want and all is possible. It's a pretty important message.

As I have grown to understand more about limiting beliefs, it has really affected me as a parent. My children are 6, 9 and 10. I am very aware of the information we put into their brains at this age. It can affect them both negatively and positively.

As adults, this awareness allows us to be more sensitive to things we say to our children. We know the effect that words have. That's a powerful role for us to be in.

Gina: That is so true. I was blessed to have a dad like yours. Everything was possible. I challenge the impossible every day. The beliefs I have and the way I grew up does affect how I parent. Many of our beliefs stem from childhood. For you, everything is figureoutable because your dad instilled those beliefs in you when you were younger.

Look at the average or probably the majority of entrepreneurs. One of the biggest myths out there is that being a solopreneur means having to do things on our own.



One of my favorite examples is from Stephanie Frank's *The Accidental Millionaire*. She talks about how our school experiences do not prepare us for entrepreneurship. In school, there is this requirement that we have to know everything ourselves. We have to figure everything out for exam time. Masterminding with someone would be cheating.

When we're an entrepreneur and masterminding, we understand that two minds create this magical third mind. That really serves us, but we grow up thinking that when we start a business, we're supposed to be able to figure everything out on our own.

A lot of guilt comes with those beliefs. You can picture how that kind of belief would totally affect all of the decisions of an entrepreneur. They really feel they should be able to do it themselves. If they can't, then they are a failure.

Kim: One thing that comes to mind is from the speaker who talks about the importance of delegating. Imagine that person who thinks a successful entrepreneur must do everything on their own. That person is never going to be open to hiring an assistant. They continue to do everything on their own. They reach a point of limited growth.

You just cannot go beyond a certain place if you're doing every single thing on your own. You cannot expand beyond that. It's an interesting realization. That's how one belief can prevent your growth.

Gina: That's so true, and it affects everything.

Kim: This is fascinating. I could probably talk to you about this for hours. There are so many examples I'm thinking of.



I want to make sure that you present the content you were going to present. I'm dying to hear about it. Will you walk us through the steps of how we go through this process? I know it's probably fascinating, and I want to know about it. Then we can tackle some other beliefs I have lurking.

Gina: I sent a handout for participants of this call. If we have time to fill later, we can chat about beliefs. There is a lot of stuff we can talk about.

I am going to share a five-step believability makeover process. It stems from that experience where I felt super-stuck. I wondered what in the world I had to offer entrepreneurs starting a business. I'm pretty thrilled with the end results.

Step 1: Identify your limiting beliefs.

Many times we don't know we have them. We have so much inner chatter constantly going on. You may have heard of it as your "inner critic." Statistically, over 80% of the self-talk that goes on constantly is negative. That's on a good day. Think about what it's like when you have a lot of limiting beliefs fueling the negative chatter.

That negative chatter is never going to go away. It's not like we can turn it off. What we can do is start identifying what is the truth and what is a limiting belief that is junk. We can't turn it off or press the delete button to make it go away. We can recognize it for what it is. That awareness allows us to shift the energy into beliefs that serve us.

It's a matter of becoming more aware. It's being able to identify the limiting beliefs we are dealing with. I found that the most effective



method to get the inner voice talking is writing or journaling. For people who don't like to write, I provided a handout. If you want to open a Word document, that's great. If you want to record your voice, just start talking.

A great way to start is by identifying what success means to you. This is where a lot of the limiting beliefs come in. Everyone on this call is an entrepreneur or business owner looking to be more successful. That is who we are speaking to.

Start with the definition of success. That's a great way to get the inner voice talking. You need to do this in a quiet place. You need to be willing to be with yourself for a little while and to be present. Eliminate as many distractions as you can.

Write out your goals. What does success mean to you? What are your dreams? What will you do when you reach the level of success you are after? How will you act?

Be specific. What kind of clothes will you wear? What car will you drive? What kind of home will you live in? What will your children do? What will this mean for your spouse if you have one? What charities might you give to? Get as specific as possible.

While you are doing this, pay attention to the feedback you're getting. Whatever those goals and dreams are, write them all down or speak them into a microphone. You can call into www.FreeConferenceCall.com.

Do this in a quiet place so you can hear the inner critic talking to you. I have clients who report that it's a subtle whisper. Other clients say, "Oh my gosh! Look at the junk that came out." It's not



something you can do once and all of a sudden you have no more limiting beliefs.

We talked about the growth rings in your comfort zone. As you reach new levels of success and awareness, there will be other negative self-talk you have to deal with and other limiting beliefs you're going to have to identify. Call out and say, "I know you're there, but I'm not going to believe you anymore."

Kim: It sounds like it becomes a tool. It's not something you do just once. It's like you heal yourself and come back. The next time you're stumped and find you're not moving forward, it's another opportunity to say, "I have to go through that exercise again."

Gina: It's a way to identify what is going on in your mind. There are beliefs that serve you and beliefs that do not. Acknowledge that so you can let them go. You untie that noose around your neck by acknowledging, "I never realized that I thought that way about myself."

It doesn't mean that you need fixing. It is what it is. Simply being able to identify it can allow you to make new choices and decisions. It's very freeing when you start going through the process.

Step 2: As negative commentaries come out, list them.

In the handout, there is another page that has "Now Beliefs" and "New Beliefs." You are going to pay attention to that self-talk or inner chatter going on in reference to your definition of success. What is coming up? What is not serving you? Start by writing them down.



Some of the limiting beliefs that come up are going to be obvious. It's going to be almost-instant feedback. You'll say, "Wow!" Then others will more of a whisper where you feel there is something there but you're not sure. Sometimes working through limiting beliefs takes time.

Once you start getting some of the negative self-talk down in that left-hand column, the next thing you want to do is take a look at it. If you have been speaking into your recorder, listen to it again. Really be with the negative stuff, but don't dwell on it because what you focus on expands. Identify and accept that you have this thought. Ask yourself, "Can I prove this to be absolute fact?"

Earlier, we talked about how everything in your world everything is figureoutable. Many entrepreneurs go into entrepreneurship believing they should darn well be able to figure it out themselves. If they can't, they shouldn't be in business. That could potentially be the self-talk sitting in their column. "I should be able to figure it out myself."

Kim: They are not allowing themselves to move forward because they think that. They are not thinking outside the box.

Gina: A person has that in the left-hand column. It says, "I should be able to figure it out myself. If I can't, I shouldn't be in business." Can you prove that to be an absolute fact?

There is so much evidence out there that says it's figureoutable if you really open your eyes to look. Start to challenge the self-talk coming up for you. Honesty is an underlying premise going into a Believability Makeover Program. You have to be willing to be honest. You have to be willing to challenge your beliefs.



I just want to put this little disclaimer in, which is why it's a good idea to go through this process more than once. Initially the entrepreneur who believes they should be able to figure it out for themselves or not be in business might look at that belief the first time around and say, "That still serves me. I still believe that's true. If I can't figure it out then I shouldn't be in business."

They haven't reached the level of awareness yet to call it out and recognize that it's not serving them. They haven't had their light-bulb moment.

Kim: What is the next step once they have observed it?

Gina: Let's assume they've looked, the light bulb came on, and they said, "Wow! That is holding me back."

Step 3: Flip your limiting beliefs into supporting beliefs.

Again, we can't hit delete, but we can shift the energy that was sitting in that belief into something new. We can flip it into a more positive and supportive belief.

The limiting belief we are working with is, "I should be able to figure it out myself." On the opposite column, if we were going to flip that, it would be more of the belief set that you hold, Kim, that everything is figureoutable.

If that was the only negative thought that came up for this person and was the only shift they made, can you imagine the decisions and how much bigger their world got because they adopted a new belief that serves them better? The cool thing about beliefs is that we choose them.



Kim: JO – Not sure if we need this story or not. You're making me think of something that happened to me about five years ago. I used to own a maternity clothing line. I was liquidating it on eBay when I decided to close the company, so I got a bit of experience on eBay.

Next, I somehow found myself helping to sell antiques. I had a cousin who had beautiful antiques, and she had no experience on the internet. I said, "Let me help you. Let me try to sell this beautiful dining room table and chairs for you on eBay. I have a bit of experience."

It's one thing to sell a maternity shirt and a pair of pants. I just stick them in a package and send it off to someone. It's really easy. But here I was, selling a dining room table and eight chairs. They were exquisite, 18th century pieces.

I lived in Connecticut, and I remember thinking, "I wonder what's going to happen if somebody orders that who lives in California. How will I ship it to them?"

I didn't let that get in the way. I listed the dining room chairs and table, and wouldn't you know it? The person who purchased it lived in California. After the fact, I had to figure out how to ship it to them. I had no idea.

I remember getting together with a good friend afterward. She said, "Kim, you know what the distinction is between you and most people? They wouldn't have even tackled it because they would have worried that they didn't know how to ship it. You didn't worry that you had no idea how you were going to ship it. You just did it and dealt with it afterward."



It seems like a small thing but because of this particular belief that I hold to be very true, I didn't let my lack of information get in my way of tackling something I had no idea about. I thought, "If worse comes to worst, I will figure out how to ship this stuff across the country."

Gina: That's a great example. Another one that I actually get a real kick out of is that a lot of people have a very firm belief in the phrase "no pain, no gain." It's almost their mantra.

Can you imagine the decisions that these people make when it comes to business and how this particular belief could reflect a problem-focus always? Even when there isn't a problem in their business, they create a problem because they believe that no pain is no gain. I've seen that happen many times.

Kim: A huge belief that so many have around issues of money is, "We must work hard to make money." You may come from parents where you heard that message time and time again. Now you're in this entrepreneurial world learning new techniques, things about information marketing, and things that allow you to work more efficiently and be your boss.

If that limiting belief of "I must work hard to make my money" is sitting in your brain, you may not open yourself up to some of these other entrepreneurial ideas that are out there.

Gina: That's another great example.

Kim: What's striking me is your comment, "Imagine if you could shift just one thing." Imagine if you could shift from saying, "I should be able to figure it out myself," to "Everything is figureoutable." That's a new word we've just coined. That small shift changes your thinking.



Take this money example. "I must work hard to make money" versus "Money comes easily when I work on my own schedule."

Gina: I'm hoping that the Metromom community is seeing how powerful just a subtle shift in belief can be when you start to identify that negative self-talk and those potential negative limiting beliefs. You start to pay a heck of a lot more attention to the decisions you're making, the habits you have, and the choices you're making.

You start to question why you are doing the things you're doing. Why did you make that decision? Why did you say that? Why are you not doing what you think you should be doing? You start to question what would happen "if." What would happen if you didn't think that or didn't believe that?

Play with the junk that's in that left-hand column, the beliefs that are coming up. Shift it into new beliefs that support your dreams.

Step 4: Use affirmation statements.

They work for some, but they don't work for everybody. I would encourage you to at least give it a shot. I have a few tips when it comes to an affirmation statement. An affirmation statement could simply be shifting from "I should be able to figure it out myself" to "Everything is figureoutable" or "I am able to leverage people and information to figure things out."

Tip 1: Use present tense.

When you say "I am," it's a subconscious signal or command to your mind that you expect it to work to make it so. I hope that makes sense.

Kim: That's very clear.



Gina: Tip 2: Be positive.

Begin with the words "I am," and be positive. Make sure that the way you're forming your affirmation statements are positive.

The mind works in pictures. This is really important. If you claim, "I am no longer overweight," what do you have a mental picture of? A way to say that in a positive way would be, "I am healthy and filled with energy at my ideal weight."

Tip 3: Be specific.

You could strengthen it more and pick an actual specific weight. You would say, "I am healthy and filled with energy at my ideal weight of _____."

Tip 4: Use your imagination.

Walt Disney got this when he created his Imagineers. They make it so, and everything is figureoutable. They challenge the impossible every day.

Imagine that you are an Imagineer in your business. Tap into the emotion of your goals, dreams and desires. If you're really having trouble tapping into the emotion of it, a tip from Bob Proctor is to start playing around with using the words "happy" and "grateful."

The affirmation statement that we've been playing around with here could say, "I am so happy and grateful now that I've reached my goal weight of 140 pounds."

If our listeners have not yet read Napoleon Hill's Think and Grow Rich, they need to. It's an amazing book that you'll wish to read over and over again. In the book, he talks about a desire statement



that identifies exactly what you want, when you want to achieve it by, and exactly how you will get it. It's very strategic and supports your beliefs in a nice and comfortable way.

Let's do a quick recap before I do the final step. First, get your inner voice talking by defining what success is to you. Then identify and list the limiting beliefs or the negative self-talk that comes up. Question all of the stuff that comes up and choose new beliefs that support your dreams.

Nail them home and strengthen the new beliefs with affirmation statements to lock them in. Start to program your inner voice to be more aligned with where you want to be and to support your ability to identify and call out all the junk.

Step 5: Have faith in the process.

Develop and strengthen your muscles to be more aware, and recognize how your self-talk and the beliefs that you carry affect everything from your habits to your decisions, your choices, and how you feel. Have faith that it works.

As you grow and learn, you will uncover new limiting beliefs. We talked about that as well. Keep working at it.

If you look at it, your success is on the line. Having faith removes resistance and allows good to flow to you. Choose to believe that it works.

Kim: The faith piece is very important. There's only so much you can do. You can put out your positive thoughts, and you can take your actions. Then there is that mysterious X factor of stuff that's not in your control. You have to let it go.



Gina: You need to have faith that it's all going to work out.

Kim: The way that it works out may not be as you envisioned that it would work out. It rarely is, but that's okay. You move forward from there.

You've shared such great stuff. I know you have some other great tips that support the believability makeover process. Can you share those with us?

Gina: We'll do four quick tips.

Tip 1: Surround yourself with people who already believe in you.

If you are having a lot of trouble believing in yourself, or you're working through a lot of junk, negative self-talk, and feeling weighed down, surround yourself with people who already believe in you.

Sometimes their belief can be enough to keep you motivated and to pick you up when you fall until such time that your belief is strong enough on its own.

You shared the fact that you had a father who supported your abilities to do great things and to do whatever you wanted to do. I was very blessed to have that as well. I grew up surrounded in that kind of environment.

If you don't have that, find the people. Surround yourself with the people who already believe in you. Play with the idea of allowing yourself to see opportunities and success through their eyes until you're able to see it through your own eyes.

Kim: That's key.



Gina: Tip 2: If you find it difficult to overcome certain beliefs, hire a mentor or coach to guide you through the process.

Find somebody you trust in business who is where you want to be or is moving in the direction that you want to move in. Another person's perspective can help you gain the clarity and focus you need to identify a limiting belief, challenge it, and then set yourself up for success. Sometimes they can help you see what you can't see yourself. Involve other people in the process.

Tip 3: Protect your new beliefs by limiting contact with "dream stealers."

Dream stealers are those negative Neds and Nellies who, it seems, have been placed on the planet to burst our bubble. We all know negative Neds and Nellies. I've had my share of them.

Eighty percent of self-talk is negative, so we're already hard enough on ourselves as it is without adding other people's opinions to the mix. Do whatever you have to do to surround yourself with the people who believe in you and to limit your contact with those dream stealers.

Kim: The big message I have all over the Metromom site is, "You are the average of the five people you spend the most time with." I call it "weeding my garden." There are times in your life when there are certain people that it's not okay to have in your life anymore. They pull you down and leave you feeling bad. We're in control of who we interact with.

Gina: Some people take this very literally and think they have to surround themselves physically with people who are super-positive and who believe in them. Your telesummit is a perfect example of how



someone could be surrounded by 18 experts and you, Kim, who all think positively. They're all moving forward and have that good energy that you need to surround yourself with. You can do that by listening to teleseminars or even reading books.

Tip 4: Commit 100% to developing whatever knowledge or skills you need to develop and to strengthening your believability to the point where, as I like to say, "Success is a done deal."

Go the extra mile. Read the affirmation statements. Enter them into an autoresponder system so you get them by email every day. Do what you have to do to work through the junk and to find the beliefs and mindset that will support your dreams and goals. You're literally building a bridge between your dreams and your dreams coming true.

Kim: As I'm listening to you, I'm realizing how glad I am that I invited you to participate in this summit. There has been some incredible content that these speakers have shared. These are tools to have in your toolbox that you bring out when you're not where you want to be. It's not a one-time fix.

This is integral to achieving the success you want with your online business and ultimately any business. Obviously here within the summit, we're talking about the specifics of how you can maximize and monetize your online business. To do that, your beliefs need to be in a certain place.

This is great. You have shared so much information. I want to remind everybody to pick up Gina's handout that you can get on the telesummit dashboard that's accessible to you. You can download it so you can walk through this content. Use it on your own after the call. Make some copies for yourself so you can take



yourself through it at different times. This is an important skill to have.

I want to thank you so much, Gina, for sharing all this information. I want to thank everybody who is listening and remind them that there are 17 other speakers.

Choose the content that you think is going to support you the most in moving your business forward to where you want it to go. Listen to the audios of what the speakers are going to be sharing. Read about what they're going to be talking about and make the decisions for yourself on how best to use your time to listen so that it supports you the most.

