

CCIM & IREM SUCCESS SERIES 2008

CHICAGO, OCTOBER 18, 2008

2:30 P.M. – 4:00 A.M.

“EFFECTIVE COACHING.” PROGRAM PRESENTED BY DR. JOHN POWERS

**HOW TO KEEP THE PROMISES YOU MAKE TO YOURSELF.  
AND TO OTHERS**

How Important is keeping A Promise, achieving a goal  
that you have set for yourself and others?

1. Your life can, literally, depend on it.
2. The bottom line, Fun!!!
3. Becoming spiritually strong is like becoming physically strong. You develop the habit of Positive Persistence – in other words – you do it all the time.

**THE FIVE STEPS OF HOW TO KEEP THE PROMISES  
YOU MAKE TO YOURSELF AND TO OTHERS  
CAN BE COMPARED TO A CAR TRIP**

- |                          |  |
|--------------------------|--|
| 1. "Promise:"            | Is the car that takes you to your destination. |
| 2. "Passion:"            | Is the fuel that powers the car.               |
| 3. "Planning:"           | Is the road map.                               |
| 4. "Persistence:"        | Is the mile marker.                            |
| 5. "Personal Achievement | Is your destination.                           |

**STEP #1 – THE PROMISE**

1. Definition of a Promise: A destination determined by me, which I know and believe I can achieve. It is truly up to me.
2. I always write down every step of this program including the promise I make to Myself. Writing my promise down guarantees that it exists beyond the emotion of the moment that created it. When I write down my promise, I give it its birth certificate.

3. When I write my promise down, it also ensures that this promise stays in my conscious mind and does not drift into my unconscious mind where it will die of neglect.
4. Unhappiness is based on the feeling that I have no control over my life. If I make Conscious choices, then I obviously believe that I have control over my life. That gives Me Hope. People who have Hope are never unhappy.
5. Conscious Choices are when I consider all the options that I have and then, for both passionate and logical reasons, I make my choice and accept full responsibility for it.
6. Making promises to myself enables me to be aware of what I consciously want, why I want it and how to get it.

### STEP #2 - PASSION

1. Passion is the heart of motivation. Whatever emotions we possess such as Love, Hatred, Fear, it is Passion that gives that emotion life. Passion is the motivational force to which you owe your very existence. Remember, Passion is the fuse that ignites the creation of each human life.
2. One great way to ignite my Passion is – count my blessings.
3. There is a very thin line between Passion and Obsession.
4. Hope points any Passion in the right direction, towards the future where all my Promises are kept.
5. I use “Charge Cards” to get me through the transitional meltdowns of the day.
6. Hope is the joy of planning for, but not knowing, the future.

### STEP #3 – PLANNING

1. Gather information so that you can make an intelligent plan to achieve your promise. Knowledge is power.
2. Analyze yourself and your promise. The question is: What works for you?
3. Find a mentor. Be a mentor.
4. Remember, effective planning enhances effective self-confidence and stimulates creative thinking.

#### STEP #4 – PERSISTENCE

- 1.The one physical force that creates more change in our world than any other is Gravity. Yet, scientists estimate the total power of all that gravity is 1/100<sup>th</sup> million of a horsepower. Gravity creates change through persistence.
- 2.Create methods of Evaluation, both qualitative and quantitative, so that you can measure your progress. If you cannot measure it, you cannot achieve it.
- 3.Keep the time period that you pursue your goal a short one. Lots of advantages. Just to name a few: Spiritually, you can see light at both ends of the tunnel; The most boring part of a trip is the middle. A short time period decreases the length of that section; The world is a fast changing place. When you make a promise to yourself for a long period of time, for instance, a year, by the end of that period, the promise you have made to yourself may now be irrelevant. My suggestion, ten to twelve weeks.
- 4.It is extremely important to write down your achievements. All your life, you have probably sought the high opinion of others. When you write down what you have achieved of your promise, you are giving permanent life to your opinion of you.
- 5.The problem with Passion is that it is a sprinter.

#### STEP #5 – PERSONAL ACHIEVEMENT

- 1.Celebrate your success. Exactly how you choose to celebrate is your business. What percentage of success did you achieve? But, keep in mind, it is better to be a 1% success than a 100% failure.
- 2.Analyze. What worked best for you?
- 3.Revise your promise to take advantage of your self analysis or create a new Promise and begin again.

The vast vast vast majority of people in this world cannot make a promise to themselves and achieve it. Why should you be one of them?

### POWER FEATURES

1. Time Travel.
2. Time Box.
3. Slow Motion Time.
4. CEE (consistently extra effort)
5. Imaginary Friends.

Dr. John Powers  
[johnpowerspmi@aol.com](mailto:johnpowerspmi@aol.com)  
[www.johnpowers.com](http://www.johnpowers.com)  
262-249-8622

CCIM & IREM SUCCESS SERIES 2008

CHICAGO, OCTOBER 18, 2008

2:30 P.M. – 4:00 P.M.

“EFFECTIVE COACHING.” PROGRAM PRESENTED BY DR. JOHN POWERS

## NINE OBSTACLES THAT STOP US FROM THINKING BETTER

1. Indecisiveness;
2. Quitting Early.
3. Set a goal that is either too tough or impossible.
4. Allow our “Animal” instinct to dominate our Spiritual instinct.
5. No one has taught how to set goals and achieve them.
6. We hate change.
7. We look at the rearview mirror rather than through the windshield.
8. We don't want it badly enough.
9. We are better at excuses than explanations.

Dr. John Powers

[johnpowerspmi@aol.com](mailto:johnpowerspmi@aol.com)

[www.johnpowers.com](http://www.johnpowers.com)

262-249-8622