

# Mindset Mastery **Handbook**



*A journey of personal experiences,  
defining moments, and life lessons.*



# Mindset Mastery

# **Handbook**

[WWW.JENNAARORA.CA](http://WWW.JENNAARORA.CA)

# LETS GET STARTED PEOPLE.

*I hereby welcome you on a journey of personal experiences, defining moments, and life lessons to initiate an everlasting transformation of you, me and we.*

As an individual who has been obsessed with the psychology of success and fulfillment for as long as I can remember, I have decided to express some of the most profound lessons I learned through my journey so far.

Although I have spent the last eight years researching positive psychology, leadership development and personal growth, I too have been on my own journey of personal development, success, and fulfillment. After I graduated from university I sought an epic mentor and flew across the country so I could study and apply his practises everyday for three months. This intense process was what led to all of my breakthroughs and what helped me to master my mindset, and ultimately my life.

I am writing all of this down to illuminate some personal experiences, defining moments, and life lessons that have played a crucial role in my development. Even though each one has been truly transformative in my journey so far, I know this only just the beginning.

*Jenna Arora*





"IF YOU CAN  
STAY POSITIVE  
IN A TOUGH  
SITUATION,  
YOU WIN."

@JENNAARORA

# READY TO WIN?

*Why I found myself in the field of psychology was because I was obsessed with human behaviour from a very young age. I was always very observant, empathic, and curious as to what makes people the way they are - What drives certain peoples thoughts, feelings, emotions, behaviors...*

Throughout my life I have been exposed to a lot of mental illness, addiction and toxicity. On the flip side, I was exposed to a lot of privilege and transcendence. I saw people living extraordinary lives who were miserable on the inside. I also saw people who lived with little to nothing, yet were absolutely thriving in their life.

I guess what the biggest question that kept going through my brain was this: why are some people happy, and why are some people not? And what life circumstances and factors play a part in our overall life performance and well being?

Is our biology involved? Is it all social? Is mental illness actually a disease? Or is it a choice? Does money play as big of a role as we all think it does? How much of a role do our relationships play?

All these questions were running through my mind. Of course I was clinging on to the idea that our well-being is a choice, something we have control over, something we've learned. Therefore, something that could be cultivated or taught. I had to believe that, for the sake of my family, and well, later on, for the sake of myself.

*- Jenna Arora*

# SIX LIFE LESSONS TO KEEP YOU IN CHECK



1

## **LESSON ONE: OPTIMISM IS LEARNED**

If negative emotions and states can be cultivated through repetition, well, then so can a talent for joy, peace, amusement, gratitude, etc.. This can be done in a number of ways which are outlined in this section of the book.

2

## **LESSON TWO: NEVER UNDERESTIMATE HOW MUCH YOU MATTER**

We underestimate the power of our actions. The tiniest, seemingly irrelevant actions to us, can bring about life changing emotions and experiences for others. So please, never underestimate the value of your words and actions to others. The more you undervalue yourself, the more you miss opportunities to provide value to others.

3

## **LESSON THREE: ABUNDANCE IS NOT ABOUT WHAT YOU HAVE.**

Living a life of abundance is not about what you have guys. It is about how your intentions, and how you feel, regardless of your external circumstances. It is about the ability to constantly live in a state of gratitude.



4

#### **LESSON FOUR: COUNT YOUR BLESSING EVERDAY**

There are scientific studies that have proven if you take two minutes out of your day to practise gratitude, express thanks, or count your blessings, you will experience immediate, heightened levels of joy and happiness, as well as less feelings of depression and anxiety.

5

#### **LESSON FIVE: KNOWLEDGE IS NOTHING WITHOUT EXPERIENCE**

Although your mindset may be growing, you don't actually know anything, or have any true knowledge until you get real life results and practical experience. Without taking action, you merely have an understanding of what something is, which has very little value in your overall personal growth.

6

#### **STEP SIX: HAPPINESS: NOT A DESTINATION**

Happiness comes before success. Most people live their lives, trying to chase after happiness, or waiting for it to show up on the other side of success. You need to experience happiness first, like right now, and as a result of being in a better mental and emotional state, you will work better and inevitably attract more success into your life.

# LESSON 1: OPTIMISM IS LEARNED

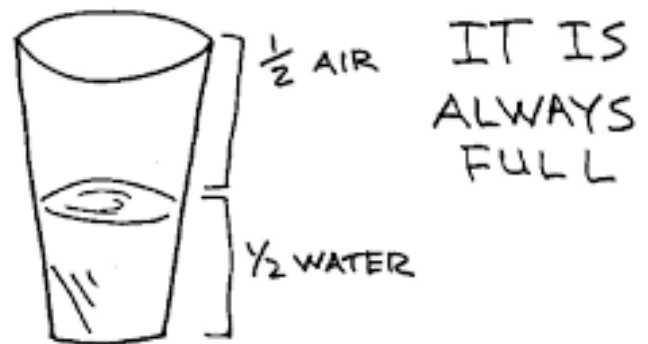
## Growing up it became very apparent that

all THE suffering around me was a choice. That is a harsh way to start up this section but that is what I truly believe. If there are people out there in the world that have been dragged through hell, and not only made it back, but SURPASSED their original baseline - if people can bounce back even stronger than their original standpoint, well then, its proof we can all do the same.

As I grew up I noticed there were a lot of people that, for lack of a better word, seem to be addicted to feeling shitty. It wasn't until my years in university I really started understanding what this "addiction" was. There is an experiment which proves this idea that, when we endure repeatedly painful stimuli over and over again for which we feel we cannot escape, there reaches a point that the organism will not even try to escape anymore, and they begin to accept their painful, or, HELPLESS, state. This doesn't happen for all organisms, but it does indeed occur for some. So what this really means for human beings is this: people ACCEPT their helpless states. And this occurs through a process of learning repeated patterns of thought, feelings, and behavior over a long period.

What happens in the experiment is that the organisms will continue trying to avoid the stimulus and behave as if it is utterly helpless to change the situation. Even when opportunities to escape are presented, this learned helplessness will prevent any action. This happens in people all the time. Being in a state of helplessness gets so ingrained into their identity. Despite other evidence, thoughts, feelings, or behaviours that are proving this harmful belief wrong, you will not accept it, rather individuals accept their state of helplessness.

This concept was developed by a man named Martin Seligman. He studied human suffering and what he found was exactly that, that people have learned to become helpless with their states. For example, a woman who feels shy in social situations may eventually begin to feel that there is nothing she can do to overcome her symptoms. This sense that her symptoms are out of her direct control may lead her to stop trying to engage herself in social situations, thus making her shyness even more pronounced. But this does not happen across all people or circumstances, it varies. So my big question is, what makes the difference?



The biggest lesson from this section is that if human beings can learn to become helpless, they can also learn to become optimistic. If negative emotions and states can be cultivated through repetition, well, then so can a talent for joy, peace, amusement, gratitude, etc. The important concept here is that each construct is LEARNED. Therefore, regardless of what category you fall into, a pessimist can learn to be optimists by repetitively thinking about their reactions to adversity in a new way.

# three quick tips: optimism



## Track your wins.

Consider what went well today. This doesn't have to be big accomplishments, they can be small, simple events in your day. What felt good about today? What felt validating? Tracking your win, regardless of how small or big they are will train your brain to focus on what is going right and prime your brain into a positive & abundant mindset.

## Affirm & Visualize.

As soon as you wake up, start thinking about what you want to accomplish with the expectation that it will actually happen. Visualize yourself having already reached these goals. What does it feel like? What time of the day is it? What types of conversations are you having after you're done? Get specific and experience the feeling of their completion.



## Seek out solutions.

Every problem or difficulty confronts us with a choice: Where will we focus our thoughts and efforts? Optimists don't waste time looking for people to blame or stewing on the particulars of the issue. They focus on solutions. Consider some of your most frustrating past failures and setbacks. What did they help you learn? If you can cultivate that habit of analyzing past failures, you'll similarly develop a knack for seeking solutions when new troubles arise.

# LESSON 2: NEVER UNDERESTIMATE HOW MUCH YOU MATTER

## I would like to kick this off by sharing one

of my favourite personal stories of all time. The reason being is because this was a major contributing factor into why I decided to pursue a life and career in the field I have today, which is in positive psychology, performance coaching & leadership development. After I share this I am sure some of you will resonate with me, as you too may have been through an equally profound experience in your life. What it really made me realize is this: we should never underestimate how much we matter.

What I mean by this, which will become much more clear after the story I tell you, is that you have absolutely no idea the impact you can leave on other people. I hope that by the end of this reading you will think twice about the way you maneuver through your world. I hope you become extremely conscious in realizing that every action, or inaction you decide to partake in, matters. Everything you do, don't do, say, or don't say, matters. YOU matter. So please, be aware of the way you decide to use your power, because you have absolutely no idea how exceptional it, and you, really are.

I reflect back on this experience all the time. So let me get right into it. This is what happened. First of all, It started with me being scouted via my aspired acting career to enter the pageant world. YUP you heard it. Miss Congeniality 2.0 over here. JUST KIDDING... but not really because I went into it with a very similar attitude as Sandra Bullock did - which was that it was a complete joke. I also participated in a very similar way as she did, which included making a ton of life long friends, eating pizza, drinking beer after pageant hours, and experiencing an array of emotions inside me that I didn't know existed. BUT most importantly, and what this whole story is about, is I ended up saving someone's life. Her name was Carly, and this lesson will be dedicated to her. A year before I met Carly I had competed and won as first runner up in the Miss Teen Canada Globe Pageant. Since I ended up doing so well in the pageant industry,

they invited me back the next year to help host it, as well as coach the new delegates on confidence, public speaking, and various other talents. (This was the first time I realized I wanted to pursue a career in coaching.) I absolutely fell in love with my role in this...I mean what better than to play a massive influential role in a bunch of peoples growth! (Especially while I am still be able to wave my hand, uncupped, ungracefully, and just all around normally, without being judged - once again, competing in pageant life just ain't for me, but coaching in it most definitely was)



Definitely more my kind of scene. This is when I met Carly. She was a drop dead gorgeous teenager with crisp ocean blue eyes and brunette hair. She was a sweet girl who clearly had a lot of potential in the competition. Not for one second would I have pegged her as someone lacking any confidence. It baffled me that a couple days before the main event had I heard that Carly wanted to leave the competition and go home. We had not engaged in any personal one on one conversations outside of our coaching environment, which was heavily group based. But I wasn't just going to let this girl give up, so I decided to approach Carly. As someone who had personally been through this entire experience the year before I felt the need to encourage her to stay.

I decided to take out twenty minutes out of my day and have a sit down with her. Although I consider myself a pretty persuasive person, she seemed set in her decision, and not convinced by my words, story, or personal experience whatsoever. The next day I decided to give it one more shot. I wanted her to have this experience so badly. I wanted her to know that she was important and that completing this experience mattered regardless of any end result or any frigten sash or crown that you could potentially receive. With some heartfelt conversations, and the comfort of her family flying out to be with her, I managed to convince her to stay. My heart screamed YES JENNA- you did it.

There really was no need for me to go out of my way and talk to her, and to be honest, none of the other coaches did. As you guys probably have gathered from toddlers and Tiaras (kidding it is literally NOTHING like that show) the pageant world is quite chaotic. People are breaking down and having fits left right and centre (all that T posing really does get to you after a while). I left the conversation feeling proud and at peace that I was able to influence her decision to stay.

The next day was game day and everyone was flying around at the speed of light. I got to the lobby where we were hauling groups into their busses to get to the venue of the finals, and main event. Uh Oh. Carly was nowhere to be found. Where is she? I kept thinking to myself, and in that moment I already had my answer. She went home. After all that effort, time and money she invested into this, she left. I felt defeated. Oh well, I told myself. I did my due diligence and the show must go on! And it sure did. The amount of pride and relief after the final event ended was enormous. As I lugged my heavy drained body back to my hotel room after one of the most intense weeks of my life, I saw something come into focus as I approached my door. It was a neatly, tucked, white folded letter. Right away I knew who it was from.

When I opened the letter I couldn't have been more shocked by the words I read out loud in my head. In the letter Carly expressed some of her deepest thoughts to me. She introduced me to some of the demons she had been fighting for her whole life, their names were anxiety and depression. She went on for two pages explaining to me that although she had made the decision to leave despite our talks, she ensured me that she was going back a new person. She let me know her darkest thoughts, thoughts that were about to result in her taking action against her own life. I had no idea what she was battling. I thought it was just a little bit of competition cold feet! But she explained how heavily my genuine care and compassion had Influenced her newly healed soul. She ended the letter by letting me know that she no longer felt suicidal for the first time in years. She felt like she mattered.



I still keep that letter in a box by my bed as a reminder not only that what we do every single day matters, and who I am matters, but every single person around me matters just as much. We underestimate the power of our actions. The tiniest, seemingly irrelevant actions to us, can bring about life changing emotions and experiences for others. So please, never underestimate the value of your word. Never underestimate the value of YOU. Because the truth is, you matter. I matter. Carly matters.

**We all fucking matter.**

# three quick tips: remembering how much you matter

## TIP NUMBER 1: BE CONSCIOUS OF YOUR POWER.

Whether you realize this or not, we are always exerting our influence out into the world simply just by being who we are. People around you can pick up on your emotions through your expressions and actions. Be conscious of the energy you are putting out in the world because the people around you will feed off of it, whether it is negative, positive, empowering or disempowering.

## TIP NUMBER 2: REFLECT ON YOUR PAST POSITIVE INFLUENCE.

Take 5 minutes and reflect on a past occurrence where you were able to have a positive effect on someone, this could have been intentional or just a result of you being in your natural state. This could have been through a meaningful conversation, or when you went out of your way to make someone feel better (family, friend, stranger, spouse etc.) When you have the experience in mind think about the way it made you feel and the impact it had on your relationship with the other person.

## TIP NUMBER 3: GO OUT OF YOUR WAY TODAY

Take 10 minutes of your time today and go out of your way for someone in some way. Reach out to someone you know is going through a hard time right now and offer your support. Call someone to let them know their work in the world is not going unnoticed. Go the extra mile at work today and do something for your boss that isn't in your job title. Start setting a good example, for yourself and for others - the world needs you.

# LESSON 3: ABUNDANCE IS NOT ABOUT WHAT YOU HAVE

## The first time I ever truly experienced

abundance, was when I had... well to be honest... I nothing. Nothing in materials that is. This experiential lesson began when I decided to take a trip across the world, alone, with absolutely no money, or solo travel experience in a foreign country. Sounds like a good idea right?! I think so. And P.S. it was. Because it completely transformed my mind, emotions, and outlook on life... not to mention my entire career path and social network. But let me tell you... it was not luxury by any means. I arrived at the airport in Budapest, Hungary on April 25th 2016 where I was greeted and taken to my "home" for the next few months. The reason why I put home in quotations is because, well, I was led to what looked like a total prison. It was pitch black, with no sign of any life or movement inside the cold concrete walls. I walked around the building for about half an hour banging on different windows (which were locked and sealed with multiple emerging, crusty, vertical, metal bars.) Just as I was about to give up, a man named Lotzy, a security guard that did not speak one lick of english, and also soon to be best friend of mine, opened up the doors to the prison and let me in.

In the dorm there was a bed sculpted to include just enough room for a single body, a tiny little desk pressed up the window, a wall unit that was big enough to prevent the door from fully opening, and of course, no wifi signal. Lotzy murmured some gibberish under his breath for a few minutes, and was on his way back into the hallways of my new home.

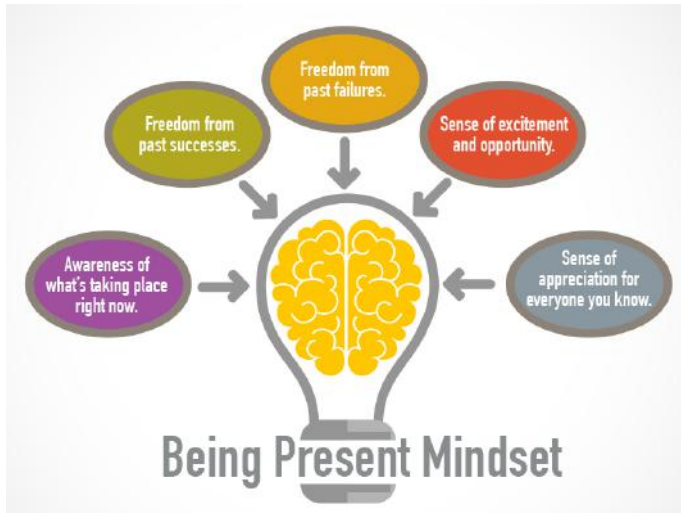
My first day leaving the school to explore I got robbed by a corrupt cab driver. So here I am, in a foreign country, with no money, no credit or debit card for backup, no phone, no sense of direction or ability to operate in a world without GPS (I am seriously directionally challenged guys), and absolutely no dignity.

Ok, so all that background was just to set the tone in order to explain to you this one thing: In the midst of all this loss, change, perceived scarcity, no access to my friends, family, no social media at all, not even a mattress to sleep on or extra twenty bucks I could throw around... something incredible happened... for the following two months I experienced the highest level of joy, meaning, and connection that I ever have in my entire life. I am not kidding. This trip changed my entire life. Not only did my world peak internally, but externally, in my environment, I was attracting so many amazing people and experiences into my life. I learned how to navigate through the city like I had been living there for years. I remember giving locals directions one time, ME, JENNA ARORA, giving DIRECTIONS... who would have thunk it. Not me. And definitely not one of my friends or family members who is reading this right now.

I felt abundant within myself. When you live your life as if you're already rich and abundant you're telling the universe that you value yourself enough to invite feelings of wealth into your body and life, before even receiving it.



"  
***If you constantly have thoughts of scarcity, fear and lack, what do you think you're going to experience, embody and receive?"***



In the midst of the technological revolution and world we live in today, being disconnected from social media and anyone from home, something else crazy happened: I became 100% completely, utterly, entirely...present. I noticed things I would have never noticed had my head been facing down staring at my GPS or scrolling through snapchats. I developed so many more friendships with people from all over the world because it forced me to connect and meet as many people as I possibly could. At one point on this trip I remember I literally had THREE phones to choose from. Seriously, people were just giving to me non stop. I was living off of the least amount of materials, physical security and comfort than I have ever had in my whole life, yet attracting more greatness than I ever have. I used to think abundance was having a large quantity of things. Having a big comfortable house to live in, having a lot of money, having all those up to date electronics

everyone else had to stay connected. No. Because the truth is, despite my negative bank account, lack of materials, and prison like home (seriously the bed was rock hard), I had never felt more wealthy in my entire life. In 2016 when I travelled to Budapest everything changed for me. In 2016 I realized that abundance is not about material wealth, it is about energy. It is not something that you can just buy or are born with. Abundance is a mindset, it is a way of life, a way of living and being.

It's the feeling I had when I would spring out of bed to talk, aka try to act out whatever it is I was trying to communicate, to the Hungarian maids down the hall. It is was walking past a homeless person and giving them a dollar that I didn't have or a sandwich that I was planning to eat. It is the pride I feel when I wake up before my alarm clock excited to start my day on my terms, rather than the terms set out by my environment, my inbox, or my news feed.

Its having the mindset and ability to take action, and say yes, even when I have no idea how I am going to do something. It is going to meet this stranger someone told me about for a coffee because maybe, just maybe, the experience could change my life. It is my ability to have absolutely no expectations from anyone, except myself, in terms of what level of happiness, inspiration or serenity I attract into my life. It means taking complete responsibility for what I have lost, and all that I have gained. Living a life of abundance is not about what you have guys. It is about how your intentions, and how you feel, regardless of your external circumstances

This trip gave me more clarity than any other experience in my life. I feel tremendously grateful for it every single day. That is what abundance is about, it is about the ability to constantly live in a state of gratitude. This is what my next life experience and lesson will be on.

# three quick tips: abundance

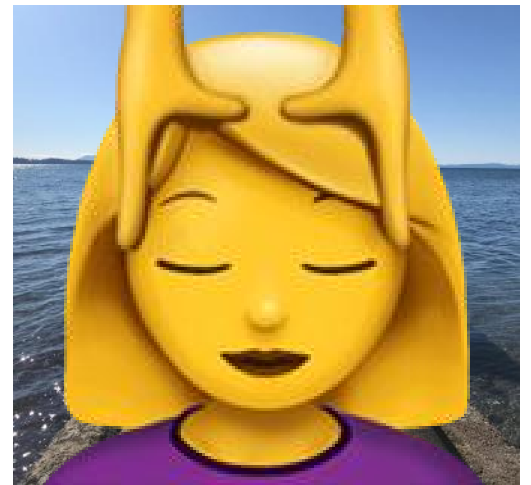


## Shift your mindset.

The second you start to shift your mindset and channel your thoughts towards recognizing opportunities, lessons, and growth you will begin to attract much more positivity in your life. You get what you focus on. Practise writing 3 wins each day to begin noticing how abundant you are in your life.

## treat yourself everyday.

So make it a ritual every day and treat yourself to some luxury or an enriching experience. Some things I love to do is taking a nice relaxing bath, exploring outside, treating myself to a cinnamon bun from the local bakery, or enjoying a nice glass of prosecco after a long day of work.



## celebrate small things.

It's equally rewarding to celebrate all of the baby steps it takes to reach a certain desire though. Celebrating everything, whether large or small, mundane or sacred, is essential to feeling abundant and rich. You are always doing amazing things, so why not slow down for a few moments and appreciate yourself for it?

# LESSON 4: COUNT YOUR BLESSINGS EVERY SINGLE DAY.

## IMAGINE IF ABSOLUTELY EVERYTHING

in your life was coming from a place of appreciation rather than expectation. Imagine if no matter what has happened in your past, what is happening in your present, and what you hope and foresee in your future, you just decided to be grateful for it all of it. What if the first thing you did each morning was appreciate everything you have, rather than focus on all the stuff you do not have, or all the things you need to get done for the day? How would your life change? How would the lives around you change? How would humanity in sum change? The answer is: A LOT.

The first time I really sat down and started researching gratitude I was in second year of university sitting in my positive psychology class taught by Lara Aknin, a professor from SFU. If you are a student from Simon Fraser University, which also looks and feels like a prison by the way, definitely take one of her classes. Her academic background and method of educating is absolutely incredible. She is also an individual who played a huge role as a mentor, and as someone who inspired me to follow the path in life that I did. It was in this course when I began to learn about the impact that gratitude has on our health and well-being, right down to the wee chemicals in our brain. Over the years I have dedicated a lot of time into studying the effect and influence that gratitude has on our level of happiness, health, and minds. Guess what? It has an ENORMOUS influence and plays a HUGE role.

Let me put things into perspective for you a little bit. There are scientific studies that have proven if you take two minutes out of your day to practise gratitude, express thanks, or count your blessings, you will experience immediate, heightened levels of joy and happiness, as well as less feelings of depression and anxiety..

When I first heard this, although it was enticing, I, just like most of you, didn't think such a simple action could reap such large benefits. Another thing I didn't do, which is also what most of you also will do after reading this, is not implement it, or test it out. Despite the unfortunate odds, I challenge every single one of you after reading this book of life experiences and lessons: TO DO THIS EXERCISE. Why? Because it will change your life, just as, it truly has transformed mine.

It was not until fourth-year of university that I decided to take out the time, and set the intention that I was going to count my blessings. The reason for this was, well of course, it was assigned to me in class, once with Laura in our Science of Happiness course. The assignment was designed to replicate research findings on gratitude, put them into practise, and measure some real life results. It is important to note that there are many ways you can cultivate gratitude into your daily lives. You could write a thank you letter (this is what I did which I am going to tell you about in a minute), meditate, pray, send a quick text, make a phone call, keep a gratitude journal, or thank someone mentally. It is completely up to you. When the assignment was given to us, we also had the choice. Like I said, I chose the thank you letter

Basically, what had to be done here was once a week I had to write one letter expressing my thanks to someone whom I feel I never thanked properly, or to the degree that they may have been worthy of. There was also an option of whether you had to send the letter to the person or not, because the science also shows that the mere expression of it is just as powerful as the person physically receiving it. (This is an extremely powerful exercise for anyone looking to express thanks or heal from any loss).

So I wrote my first letter. It was to my friend Shanel. About halfway through the letter, I began to weep. I was surprised at how quickly such an array of loving, positive emotions began to surface. That's the other thing gratitude is inherently coupled with, and compounds with other emotions. These other emotions could be include feelings of love, peace, amusement, inspiration, pride, whatever it is - it only make the exercise and its impact so much stronger. This was the only letter that I sent to the source. The other two exist still in the documents of this very computer I am typing on. I remember writing both of them clearly. The same intense, overwhelming experience surfaced with each one.

Believe it or not guys, it feels good to give thanks, like really really good. It feels good to bless the ones you love, or pray, and express love for those whom you have harmed, underappreciated, or lost. In fact, some of the post successful people in the world keep gratitude journals. Ever heard of Tony Robbins or Oprah Winfrey? Which is why in the next 24 hours you are going to dedicate twenty minutes to doing this exact exercise. If you don't have twenty minutes to spare to engage in a proven scientific method that will enhance your well-being, then I apologize but, you really don't have a life. I can guarantee you that you will experience a series of emotional peaks. And not the kind of peak that dissipates quickly. You know, like the kind of pleasure you get from eating a chocolate bar, but then leaves when you hate and punish yourself for the same act minutes later (p.s. this is not me, I always feel amazing for up to weeks after indulging in a chocolate bar). Seriously, I am talking about experience of authentic, raw, meaningful joy.

People make the mistake that we don't have control over our emotional states. Wrong. We are the only organisms on the planet that can think a thought and feel something. How many of you have been watching something or listening to something and it triggered a bad memory, and only minutes later you find yourself experiencing an internal downward spiral of anxiety and despair. What about when you were scrolling through pictures and old videos in your photo albums or social media history?

So yes, people, we trigger ourselves all the time. So why not exercise some control in your emotional states and trigger something good? Something that will bring energy and vitality into your life? Because I promise you It will. I, as well as millions of other people, are living examples of this truth. So do it. Stop reading and do it now for all I care (kidding keep reading).

Personally, as someone who has implemented all of these practices into my day at some point or another, I have found the thank you letter, and meditation, resonates with me the most. Writing an in depth letter is not something I do everything, as the process is quite intense. Science shows those who do this letter experiment can experience enhanced levels happiness for up to six months after the initial practise. ONE LETTER PEOPLE. THREE TO SIX MONTHS OF ENHANCED WELL-BEING. I AM NOT MAKING THIS STUFF UP. So with that knowledge and real life experience it is no wonder I have included gratitude as a part of my morning ritual everyday. I spend ten minutes meditating every morning, three of these minutes I spend dedicate to getting into the emotional state of gratitude. Not just thinking about whatever is in my head, but actually feeling it. I start my day like this every morning: counting my blessings. If you too would like to transform your life, well, then I invite you all to do the same. This brings me to my next lesson. Happiness is not a destination.



# three quick tips: gratitude



## TIP NUMBER ONE: WRITE A THANK YOU NOTE

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The simple gesture of sending a thank you note can be empowering. Not only does it feel good, a thank you note creates goodwill in other people.

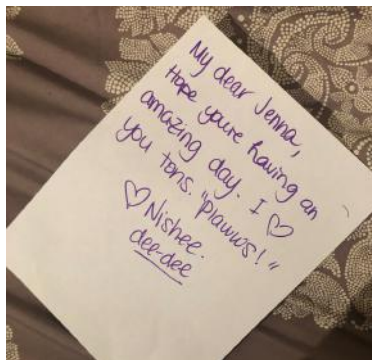
Thanks so much Jenna! I'm so grateful for you and for this opportunity, I really enjoyed our first session and feel that I got a lot out of it 😊💕

Will check my email!

## TIP NUMBER TWO: SEND A TEXT

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Spend two minutes writing a text to someone expressing gratitude or thanks to them. Showing your appreciation makes you feel good, and will also strengthen your relationships and connections,



## TIP NUMBER THREE: RANDOM ACT OF KINDNESS

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Make someone's day today! Go out of your way to do something kind for someone in your life. Give a homeless person a snack, compliment someone to their boss, put your phone away for an entire evening, hang out with someone who is new in town or at work, leave a nicer tip than usual - whatever you want, it is up to you!

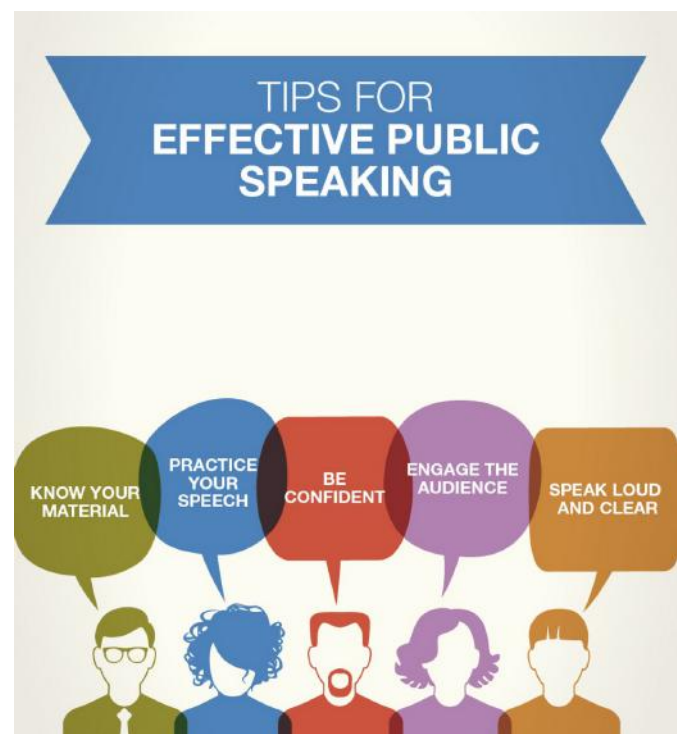
# LESSON 5: KNOWLEDGE IS NOTHING WITHOUT EXPERIENCE

## HOW MANY HAVE YOU HAVE LEARNED

about something over and over and OVER again, and then when you were put in a situation to actually apply your understanding, you found yourself freaking out, or falling short? For example, maybe you read about, or helped your friend through a hard breakup, but never really knew what it was like until you experienced one personally. Have you ever researched tips on how to effectively public speak, only to find yourself crippled when you hit the stage? Maybe you have watched your close friends mom and dad divorce, thought you knew all about it, only to find yourself completely shocked by the personal emotions you experienced when your own parents did. Have you ever criticized someone for being in a toxic relationship, only to find yourself in one 5x worse the next year? Maybe you spent weeks preparing for a trip but then you travelled across the world and felt extremely unprepared. Have you spent 5+ years becoming an expert in a field of study, only to find yourself completely lost once you left university? Maybe you have read studied hundreds of treatments and courses of action in healing depression, only to find yourself helpless in curing your own mother, sister, and bestfriend.

Well, I have experienced all of these different examples. So here is the most important lesson I have learned, ever. Knowledge is nothing without real life experience. Without your experience, there is no results, therefore, without the experience, you merely have an understanding. What I have learned throughout my life, but especially in the last five years, is the true power in the two fundamentals of success: learning and doing. These two steps are not easy but they are simple. You must learn. And with that learning you must be able to take action.

Learning is the ability to take in information that you don't know right now. This requires a sense of humility, in that we must be able to understand how much information exists that you don't know, or don't already have in your reservoir of understanding. The three words that absolutely kill any opportunity to learn anything or obtain anything valuable is "I KNOW THAT." When you say these words, you are closing off your mind to the experience of learning. And well, if you actually do know that, then you need to realize you need to know more, because everything you know, everything you are certain of in your life, you cannot grow from. Growth comes outside of the realm of your current knowledge.



# VS...



***"Knowledge is potential power. It transforms itself into actual power the moment you decisively act on it."***

***- Robin Sharma***

The second, and most important fundamental of success is: doing. The physical act of doing something with the information you have obtained. Like I said, we all love learning. But if we stop at this step, it gives us the illusion of progress and success. The truth is, in order to get results you need to actually DO something with that knowledge. Although your mindset may be growing, you don't actually know anything, or have any knowledge until you get real life results and practical experience. Without taking action, you merely have an understanding of what something is, which has very little value. This is the biggest lesson that I have learned, because, in order to do what I do, and help people transform the way I do, I first of all had to transform myself.

The first one, most people, such as myself, are really good at. We were all brought on this earth as little sponge balls, soaking in all of our surroundings, with the urge to explore, learn, and grow. The second one is tough, especially when the top three inhibitors of taking action step into our minds, and influence the course of our entire lives: fear, doubt, and indecision. Now, the power comes from within you... because if you adopt the right mindset, you can make a habit of executing despite any apprehension or fear, and in fact, once you accomplish this, these two fundamentals of success become much more easy.

The reason these fundamentals resonate with me so much, is because whether a goal has been very miniscule, or fulfilling my greatest dreams (which I am currently fulfilling), neither of those pursuits would have been possible without taking action. Without living the real life experiences and putting our tools to work we cannot experience growth. Let me tell you, despite all the years spent at my university, and flooding myself with valuable information through books, seminars, podcasts etc - I would have never been able to progress had I not done the things I did. Had I not flown across the country alone to a shadow stranger who had everything that I wanted in my life. Had I not been able to stand up in front of a room full of educators and implement my first program, had I not decided to go online and start my own business even though I had no idea how. Had I not coached people for endless hours and hosted events for free, until I became so valuable I could start to make an income. Had I not done all of these things, there is no way I would be able to do what I do today. which is merely adding as much value to myself, and my own development (learning), so I can use that knowledge and value to transform the lives of anyone whom I come into contact with (doing).

I hope this reading provided some value in to your own lives, that you decide to take action and that we lock arms on this journey, because let me tell you, this is just the beginning.

# three quick tips: taking action

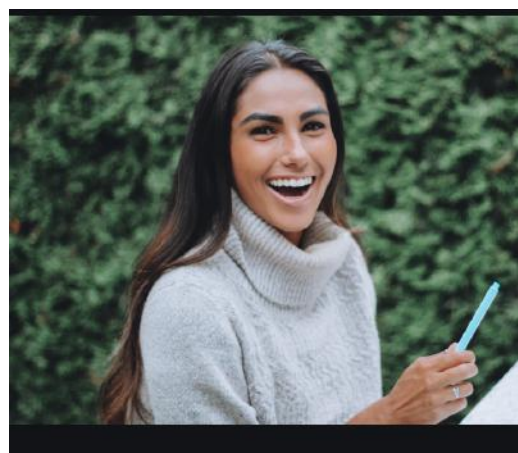


## start small.

Start off small and gradually increase difficulty. If you want to work out, start with a short 10-minute routine. If you have to write a paper, tell yourself that you'll write 200 words today, 300 words tomorrow, and keep increasing the number.

## find joy.

Find joy in these small successes. Go into the task with minimal expectations. When you manage to get those 10 minutes of exercise done, see it as a positive thing, and be conscious of your progress. Get excited about you being closer to your vision, regardless of how small the step.



Oh Jenna 😞😞😞 maybe from not getting enough rest?

Thu, Sep 19, 3:28 PM

Maybe yes so I've spent the last day and a half dying. I got to some of actionables but it's gonna be a lot of working this weekend lol

Thu, Sep 19, 6:04 PM

How can I help Jenna?

Thu, Sep 19, 7:21 PM

Hmm maybe can you tag some events to my collections for me since you know of a few. Not

## ask for support.

Don't steer away from the support of others. We aren't expected to learn and grow on our own, there are resources all around us if we just reach out to them. When people are aware of your goals they are able to help you achieve them much quicker than you tackling them alone.

# LESSON 6: HAPPINESS: NOT A DESTINATION

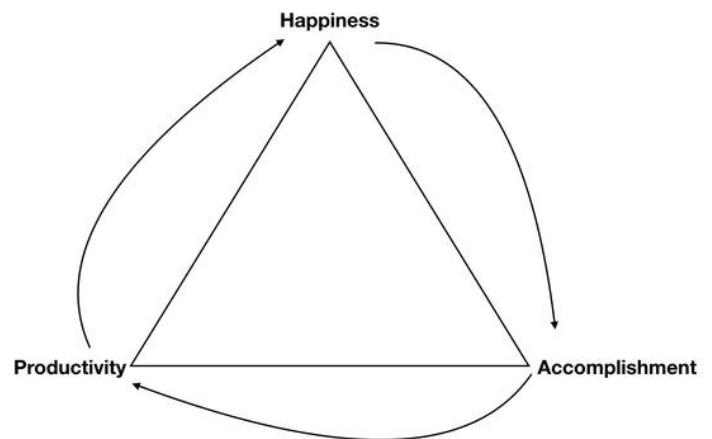
## BEFORE I DEEP DIVE INTO EXPLAINING

the depth of this topic first want to talk about what the heck happiness really is. The word and state of happiness is universal, yet it is subjective, therefore its conceptualization is as diverse as the genetic code. When you think of this word, happiness, what comes to your mind? How do you define it? Think about it for a minute. What images are triggered in your mind? What other emotions are connected to this state?

Like I said, happiness is subjective, and therefore can be defined in many ways, by different people, in different cultures, with different minds. In order to be happy, you must be able to define it for yourself. Since this is my book, I will share with you a definition that I resonate with the most. What I am about to share with you was given to me from one of my greatest mentors, Shawn Achor, an established positive psychologist and keynote speaker. "Happiness is not merely pleasure. Happiness is the joy you feel, moving towards your potential." Let this sink in, because it is one of the most powerful messages you will take from this reading. From this perspective then, we are seriously selling ourselves short if we conceptualize and pursue happiness on the basis of pleasure. Pleasure is a short lived experience of "happiness." Experiencing something pleasurable could be having a sip of fresh coffee, or taking a relaxing bath, both of which I think are incredibly important aspects of daily life by the way, so don't get me wrong.

he point is, joy is more than pleasure. The field of positive psychology states that joy is inherently linked to meaning, and because of that, you can experience joy, without feeling pleasure. For example, although you may not experience pleasure while in labour, you most definitely can experience joy. You can also experience joy when you are tired as hell, working back to back 16 hour days to accomplish something that is extremely important to you.

TAt the end of the day, I truly feel like meaning is the number one predictor of well-being; to what extent does your life have meaning? We are all human beings, we cannot be expected to be giddy and happy all the time. Happiness comes and goes, so it is meaning that keeps us moving forward. It is meaning that brings us joy, even when the fast hand might not be the most pleasurable. So if we conceptualize its definition as the ability to continuously experience meaningful states as you approach your maximum potential as a human being, whatever that may be to you, then you definitely have a better chance at experiencing "happiness." Because guess what? Progress = happiness. Simple as that. Progress in what? ANYTHING.



Before anyone can experience happiness they must have a definition of what it is first. So now that we have established that (aka my) definition of happiness, let's talk about the main point I wanted to drill in here. Happiness is not a destination. It is just not. That is another reason why I love this definition. Happiness is the joy you feel MOVING TOWARDS your full potential. Now most people do not think like this.

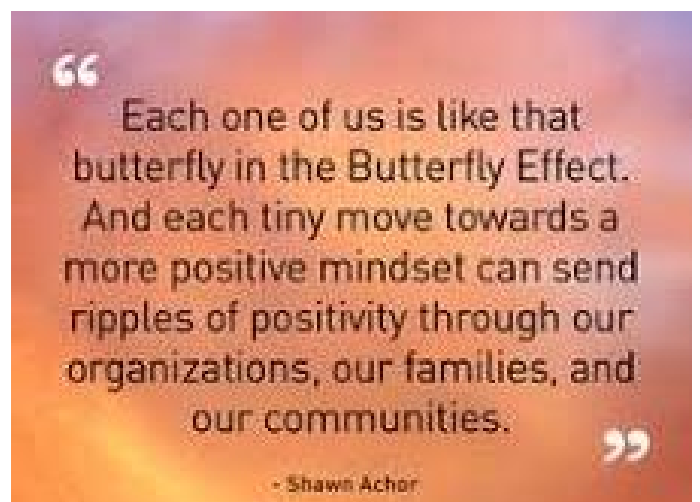
A lot of people think happiness is something you achieve after you reach your full potential. Or after you get that job, close that deal, buy that car, marry that person, travel to that place, or whatever the heck you're telling yourself. Bottom line is a lot of people think that if they are able to obtain that personal place or thing into their life, well, then they would be happy. WRONG. That is not the way this thing works. In fact, that is a complete myth. Happiness is something that you should be experiencing daily, something you should have with you along every step of the way. It is not something that exists in the worlds changing circumstances or in your genetic code. Happiness is a choice, and it is a strategy and tool. It is a source of energy, endurance, and excitement that pulls you through even when times get tough.

I want to end this section by sharing another part of Achor's work with you which is based off of his best selling book called *The Happiness Advantage*. The premise of the book is this: most people live their lives, trying to chase after happiness, or waiting for it to show up on the other side of success. People perceive that if they work hard, they will become successful, and then on the other side of that success, happiness will be waiting there. In his years of research as a positive psychologist, he takes a different approach in the trajectory of success and fulfillment, which he calls the happiness advantage. What he talks about is this: you need to experience happiness first, like right now, and as a result of being in a better mental and emotional state, you will work better and inevitably attract more success into your life. Bingo Shawn, BINGO.

In my own life as a performance coach and an absolute nerd when it comes to the science behind success and fulfillment, I 100% agree with these indications. Because here's the thing guys, success is not a destination either. Success is not something you chase. Success is something you attract as a result of becoming something more. You need to become more in order to achieve more. Like one of my greatest mentors Sunny Setia said, if you try to build a hundred story house without an extremely solid foundation, your building will inevitably crumble

. The bigger house you want, the stronger foundation you need. Your personal development is what makes up your foundation. If you develop professionally, if your business or achievements accumulate without that solid foundation built, you, and what you have, will inevitably crumble.

The quickest way to become more as an individual, is to live in a beautiful state, and that beautiful state, is happiness. Its joy. Its passion. Its love, gratitude, peace, pride. Your mindset, your emotions, your overall health and well-being that you experience the world through everyday, that's your foundation. And you can become more in all of that right now, not 10 years from now. You can decide to live a life of abundance, and the moment you make a decision to live your life this way at an emotional level, I promise you, everything else you want will just flow right in. And it will keep flowing in, so much so that you will start giving back way more than you ever thought you would. And then as a result of you becoming that higher being, that abundant person you become, you will immediately find that you won't have to force yourself to work so hard anymore. You will actually find yourself being pulled towards this process, because that process will give you so much meaning and joy and so many opportunities to give back to yourself and to all those around you. That is abundance. That is success. That is fulfillment. That is right now. This brings me to the last lesson I will touch on for now. The power of now.



# three quick tips: happiness



## **TIP NUMBER ONE: CONSUME POSITIVE INFORMATION**

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In order to create a healthy, positive mindset you must feed and nourish it. Our mind is a muscle that needs to be worked consistently in order for it to be working at its optimal level of performance. Read good books, listen to empowering podcasts, talk to positive people! You should even be mindful of the shows and movies you are watching - are they inspiring? Reflect & adjust as needed.



## **TIP NUMBER TWO: SURROUND YOURSELF WITH THE RIGHT PEOPLE**

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As we know, we become the average of the five people we spend most of your time with. If you take a look at the people in your life you can get a very accurate picture of the person you are becoming. The quickest way to change your life is to change your circle of influence. Write down your top role models and their valuable characteristics then use that to evaluate the people you surround yourself with.



## **TIP NUMBER THREE: CREATE A MORNING MINDSET ROUTINE**

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You must prime your mind each morning to be **PROACTIVE**, not **REACTIVE**. The quickest way to cloud your mind in the morning is to check your notifications. Make a commitment to yourself to have at least 20-30 minutes of no technology when you wake up. Instead use this time to drink water, shower, meditate, breathe, or workout. I promise you this one habit will transform your entire life.



**Ready to step up your game?  
Check out the FREE training on  
how to master your mind?**

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**SIGN UP NOW**

