

VISUALIZE DON'T FANTASIZE by Dalene Hartshorn, NSD

I'VE JUST TOLD YOU TO **VISUALIZE** WHERE YOU WANT TO BE...BUT I WANT TO STOP A MOMENT... BECAUSE 90% OF US ARE BEING NEGATIVELY IMPACTED BY **WHAT** AND **HOW** WE ARE VISUALIZING.

LET ME TELL YOU WHAT I MEAN BY THAT...**PERFECTION** IS POSSIBLE **ONLY** IN OUR MINDS. MOST OF THE TIME, WHEN WE THINK WE ARE VISUALIZING, WE ARE ACTUALLY **FANTASIZING**.

WHEN WE GO OVER AND OVER A COMPLETED GOAL IN OUR MIND, WE COMMIT IT TO PERFECTION. WHAT I MEAN BY THAT IS, WE NEVER SEE THE UPS AND DOWNS OF REACHING OUR GOAL. WHEN REALITY HAPPENS AND OUR FANTASY BECOMES A MESS, THE GAP BETWEEN WHAT IS REALITY AND WHAT WE WANT, IS SO WIDE THAT WE HAVE A HARD TIME DOING, IN THE **NOW**, WHAT NEEDS TO BE DONE TO GET WHAT WE WANT.

(IT WOULD BE LIKE VISUALIZING YOURSELF BEING ON STAGE FOR THE QUEENS COURT OF SALES OR SHARING AT SEMINAR AND NOT VISUALIZING YOURSELF HOLDING THE SKIN CARE CLASSES AND INTERVIEWS...WHICH IS WHAT IT'S GOING TO TAKE TO GET YOU THERE!!!)

IF YOU CREATE A FANTASY IN YOUR MIND, YOU QUIT LIVING IN THE **NOW**. IT BECOMES SO EXCITING TO VISUALIZE OR "**FANTASIZE**" THAT IT COUNTERFEITS ITSELF AS A REAL FEELING MUCH LIKE A DRUG. ACCOMPLISHING A GOAL...LIKE EARNING A CAR, FOR INSTANCE...IS A LOT DIFFERENT IN OUR MINDS THAN IT IS IN REALITY.

FOR YEARS, PEOPLE HAVE BEEN TAUGHT TO "**VISUALIZE**" AND SOMETIMES THEY USE IT AS A DRUG TO ESCAPE REALITY. THEY'VE ALREADY ACCOMPLISHED THE GOAL IN THEIR MIND, SO THEIR BRAIN FEELS **ENTITLEMENT**, WHICH MEANS WE FEEL LIKE WE HAVE ALREADY FINISHED OUR GOAL. THIS CREATES **FRUSTRATION** AND **ANGER**. AND IF YOU'RE FOCUSED ON FRUSTRATION AND ANGER... WHAT DO WE GET?...YOU'RE RIGHT; YOU'LL GET MORE OF THE SAME.

WHAT WE NEED TO BE DOING IS **VISUALIZING THE PROCESS** JUST LIKE GREAT ATHLETES DO. DO YOU THINK **TIGER WOODS** JUST ENVISIONS WINNING EVERY TOURNAMENT, **NO!!!!**

WE'VE HEARD HIM SAY TIME AND TIME AGAIN, THAT HE ENVISIONS EVERY MOVE, EVERY SHOT, EVERY PUTT... AND **THEN** THE WIN.

YOU CAN'T VISUALIZE THE **WIN**... **WITHOUT THE WORK**. YOU CAN'T VISUALIZE BEING A SUCCESSFUL DIRECTOR WITHOUT VISUALIZING THE **WORK** NEEDED TO GET YOU THERE. YOU CAN'T VISUALIZE CADILLAC WITHOUT VISUALIZING THE **WORK** NEEDED TO GET YOU THERE. YOU CAN'T VISUALIZE BEING A NATIONAL WITHOUT VISUALIZING THE **WORK** NEEDED TO GET YOU THERE.

WE ARE **FANTASIZING LADIES**, **NOT VISUALIZING** AND IT'S CREATING PROBLEMS...**BIG ONES!!!** AND THAT CREATES **WORRY** AND **DOUBT**. AND WHEN WE DON'T GET WHAT WE'RE FANTASIZING ABOUT...WE CREATE A LITTLE STORY ABOUT OUR **LACK OF SUCCESS** (WE ALL DO THIS.) A STORY THAT ISN'T TRUE, LIKE...I'M NOT MEANT FOR THIS BUSINESS; I DON'T HAVE THE SKILLS; I DON'T HAVE THE CONFIDENCE; I'M TOO BUSY; ETC.

THIS, IN TURN, **CREATES STRESS** AND **IMMOBILIZATION**.

YOUR BRAIN DOESN'T KNOW THE DIFFERENCE BETWEEN **FANTASY** (LIE) AND **REALITY** (TRUTH). FOR EXAMPLE, **FANTASY** IS...YOU SEE YOURSELF EARNING THAT CAR...DRIVING IT AROUND TOWN, HOW IT FEELS, HOW IT SMELLS, HOW YOU LOOK IN IT, ETC....**REALITY** IS...YOU'RE FANTASIZING ABOUT EARNING A CAR, BUT YOU'RE NOT **ALSO** VISUALIZING DOING WHAT IT TAKES TO EARN THE CAR...MUCH LESS REALLY DOING IT. AND THIS IS WHAT WILL KEEP YOU FROM EARNING THE CAR.

YES, IT IS **HEALTHY** AND **IMPORTANT** TO VISUALIZE...BUT YOU HAVE TO **VISUALIZE THE WORK** IT TAKES TO GET THERE AS WELL. YOU **CAN** BE WHATEVER YOU WANT TO BE, BUT DON'T THINK IT WILL ALWAYS BE EASY. AND DON'T THINK IT WILL BE PERFECT. YOU **WILL** HAVE TO WORK FOR WHAT YOU WANT.

BELIEVING THE BEST FOR YOU,
DALENE HARTSHORN