



Is your unconscious blueprint *sabotaging your business?*

Introducing the concept of your unconscious blueprint™, Head Transition Coach SUE LESTER explains how it could be holding you back from achieving your goals and being successful in business.

Have you ever wondered why you don't always feel as grown up and confident as you would expect? Have you struggled to make significant changes in your life? Are relationships at home and work a battleground of hurt, outbursts and the silent treatment?

The answer could be found in your unconscious blueprint. This is the internal image you hold of yourself at the deepest conscious level. When this image is significantly younger or older than your chronological age, or is a disempowering one, it impacts significantly on your interaction with the wider world.

You store your beliefs, memories, and internal images as pictures in your unconscious as that is the most efficient way to record information. If you think of your unconscious mind as the crew of your life ship in the engine room below, your internal image is the blueprint by which the crew determine your behaviour and thoughts. By changing the characteristics of those images, you can change your conscious blueprint, and new behaviours are easier to adopt.

Your unconscious blueprint is significant in the workplace on two levels. Firstly, your own image will determine your level of confidence and self-esteem, and your ability to reason, accept criticism, control your behaviour, handle responsibility and conflict, work in a team, adapt to change, and manage yourself and others. Secondly, your unconscious blueprint of others alters your relationships, management/team player style, your ability to delegate, your trust levels and more.

For example, Jason had hired Scott with the aim of guiding him on a career fast track within the company. On paper and in person, Scott seemed ideal for the position of assistant manager. Jason, however, struggled with trust and delegation, frustrating them both.

Checking his unconscious blueprint of Scott, Jason found a well-dressed to the point of foppishness 'gay-boy' who flirted constantly and was overall a 'douche'. Once that image was updated from 'douche' to 'dude', Jason was able to rebuild his relationship with Scott. He actively trained and supported Scott to the point where he could be promoted, and Jason could take guilt-free holidays.

If you are feeling disempowered dealing with your manager or employee, check what your unconscious blueprint of her is. Witch? Irritating teenager? Or is it your own unconscious blueprint which needs changing to shift your workplace dynamics for the better?

'Jill' was 44 with low self-esteem, and really struggled on the rare occasions she forced herself to attend networking events. Her business was limping along, and she battled to manage her teenage children. Jill's unconscious blueprint™ was of a shy 19 year old.

Her head transition coach updated this unconscious blueprint, and used neuro-linguistic programming (NLP) techniques to help Jill change some of her old limiting self-beliefs. Jill reported that for the first time she actually felt like she belonged at the next networking event she attended. Instead of

reacting to the world as an emotional hesitant teenager, she now interacts as a 44-year-old mother of three. She has the confidence to put her life experience to good use. Naturally there are supportive processes for this change, including learning how to set and maintain new behavioural boundaries in relationships.

For some, their unconscious blueprint is of their current age, but is a disempowering one. Jackie struggled with every diet under the sun, until her unconscious blueprint was changed from fat and frumpy to healthy and happy. She then easily put into practice everything she knew about healthy choices.

Now that you have the conceptual awareness of your unconscious blueprint of yourself and others, take a moment to reflect. How might you be 'seeing' yourself and others? Where is this influencing home and workplace dynamics? What would you like to change, and how will you implement those changes now? Like most significant shifts in life, it is possible, but not necessary, to do it all yourself. Allow yourself to ask for help, and it will always be there, in one form or another. Life is too short to waste being less than you can be. ■

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