

Today's Key Ideas

Emotions don't just "happen." People "do" them using a combination of their physiology (body), what they choose to focus on, and their vocabulary (language). How do you use a combination of these factors to put yourself in your best and most productive emotional state?

Physiology is the fastest and most powerful. Motion creates emotion. How can you use your body to make yourself excited, enthusiastic, powerful?

Focus controls your perception of the world. You GET what you focus on. Focus is controlled by the questions you ask yourself. What can you choose to focus on that brings out the best parts of your life, your job, and your relationships?

Vocabulary is how we "describe" an experience to ourselves and others. Use precision in language to control its emotional impact. What words can you use to improve your experience of your world? What words can you use with your customers?